"Together We Deliver"

Founded in March 2014

Process

Sender creates a delivery

- Includes: item name, item value, item description, delivery date, desired pick up time window, photo of delivery (optional), pick up location address, sender name and contact number, drop off location address, recipient name and contact number, vehicle size, profile & payment info
- Sender can adjust the suggested price of delivery

Driver can offer to deliver an item

Sender selects a specific driver from a list of offers for their delivery

Driver is notified when an offer is accepted

Driver makes the delivery

Business Model

Character

        Mission: Business Oriented

        Values: Efficiency, Control

Offer

        P2P, B2C, Intra-urban, Escrow

Stakeholder

        Senders: Businesses (local companies) and Private Individuals (Shippers)

        Couriers: Non-professional dedicated couriers (Drivers)

        Recipients: Private Individuals, Customers, Between Stores, Job Sites

Business Model

Creation

       Interface: Web, App

       Kanga Technology: aggregates delivery demand and matches against service provider availability

       Payment Processing: Senders input payment information (credit card, billing address)

       Drivers: Paid weekly (Fridays) via PayPal

       Tracking: Senders receive notifications/alerts about delivery current status
- "On the way to pick up, On the way to drop off, Delivered"
- Email notification once item has been delivered

       Selection of Drivers Requirements:
- Clean driving record, reliable vehicle (bike, car, SUV, van, or truck), current registration, insurance & driver's license, 21 years old or older, PayPal account

Business Model

Revenue Model

Financial and Matching Fees

Escrow service:

- 30% commission on all deliveries made through the Kanga Delivery mobile app
- 7.5% commission on all deliveries made by partner companies and local licensees

Kanga Delivery Network:

- Initiation Fee
- Monthly License Fees

Communication & Information System

Kanga Chat: Senders and Drivers can message each other in an active delivery using the chat button once a Driver has been approved.

Rate the driver: Sender can rate the driver upon completed delivery (Web interface only)

Referral Program: Invite a friend. When the other party uses the referral code to complete a delivery, the sender will receive 10$ kanga credit and the other party will receive a 20$ credit towards next shipment.

Trust & Safety: Kanga collects driver's vehicle registration, insurance, license, personal headshot, and photos of the front and rear of the vehicle.

Market Traction & Business Performance

- Kanga Facebook Page – 800 followers and likes
- Kanga Twitter – 3,000 followers
- Raised 1 million dollars in seed round funding
- Serves thousands of customers in North America, Southeast Asia, and Africa
- Awarded Best Start up in Atlanta by General Assembly Atlanta