



Piggyback Technologies Inc.

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CREATING THE NEXT®

Piggyback Company Overview

Started in 2014^[1]

Startup company based in California, USA^[1]



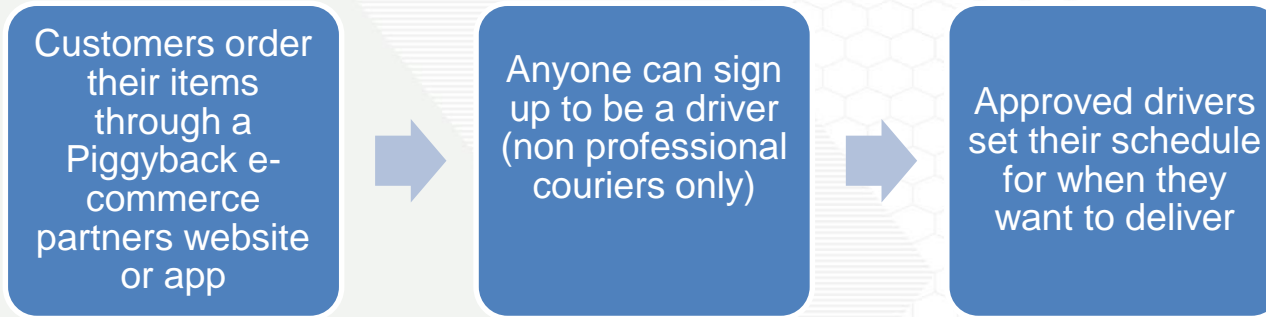
Offer Pole

Uses B2C delivery - customer places order on a company website, Piggyback will deliver the product for that company

Allows these e-commerce companies to offer same day delivery services

Intra-urban delivery

Creation Pole



Customers place an online order on your app or website.



Our app locates the closest driver to the pick up location.



Track your order in real time and text or call your driver.



Get your delivery within minutes, we're on the way.

Creation Pole

Piggyback app locates the closest driver to deliver each order

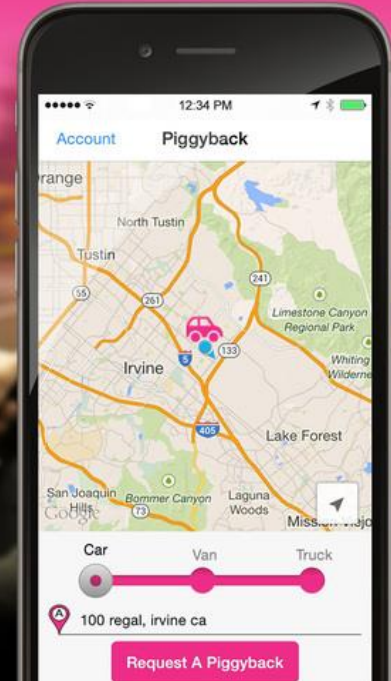
Driver confirms they want the delivery, then customer confirms they want that driver

Customer is able to track order and text/call driver during delivery

Package is delivered on the same day as the order

Company rates Piggyback service through the app

Choose the type of vehicle and track your delivery in real time



Revenue Model and Value Proposition

Customer pays each e-commerce company for shipping (cost will vary by company)^[2]

Receive quicker delivery than they normally would

Each e-commerce company pays Piggyback for delivery services (fixed price model)^[2]

Company saves resources by letting Piggyback handle transportation

Gains customers with ability to offer same day delivery

Gains ability to track packages^[2]

Stakeholder pole

Senders - any e-commerce company that partners with Piggyback

Recipients - customers of partnered e-commerce companies in major US cities

Couriers - anyone can sign up to be a courier online, approved couriers deliver for as many hours in a week as they sign up for

Character pole

Business Oriented model:

Objective is to make money through partnerships with e-commerce companies by giving them the ability to compete with same day delivery
Focused on making delivery faster to save people time and increase online sales to partner companies

Market segment and position

Offers for a variety of small e-commerce companies across the US
Similar size to the biggest competitors (Deliv, Shipster, Zipments, Kanga Technology)^{[3][4]}

Company	Revenue
Deliv	\$2,000,000
Zipments	\$1,400,000

References

1. <https://www.crunchbase.com/organization/piggyback-technologies#/entity>
2. <https://www.piggyback.co/>
3. <http://www.buzzfile.com/business/Deliv,-Inc.-650-924-1270>
4. <https://datafox.com/zipments>