

Qui-Go

Crowdsourcing Company Business

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02/03/2017



Business Model

- **Offer pole :**

- Fast expedition of packages or letters thank to travelers who have free space in their luggage
- Mainly focused in travels between Africa and France (ex : Cameroon - France)
- P2P : Peer to Peer

- **Creation pole :**

- One interface : a website
- Two platforms : one for sender and one for courier
- Senders select couriers on the courier's platform
- Possibility of meeting the courier before the delivery

- **Character pole :**

- Possibility of meeting the carrier
- Community oriented, Human and Trust



Business Model

● Courier Pole :

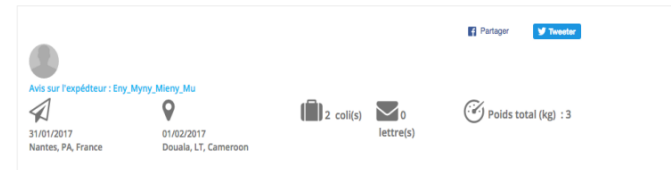
- Carriers are national or international travelers who want to earn some money during their trip
- Travelers can travel by planes, trains or cars
- They put a post on the courier's platform indicating the travel, the date, the weight they want to carry and the price per kilogram.

● Sender/Recipient Pole :

- Both are mostly private individual
- Senders also must put a post on the sender's platform indicating the travel, what they want to send with the associated weight
- Recipients have nothing to do



A screenshot of a courier post from a user named HYOUMBI. The post includes a profile picture, a location pin for Douala, LT, Cameroon, and a date of 31/01/2017. It specifies a price of 6.00€ / kg and a weight of 23 kg. The item is labeled 'lettre' (letter). There are social media sharing buttons for Facebook and Twitter. A note at the bottom states: 'Je quitte l'aéroport Paris-Charles De Gaulle en matinée et j'ai 23 kg disponibles pour vous. merci'.



A screenshot of a courier post from a user named Eny_Myny_Miemy_Mu. The post includes a profile picture, a location pin for Douala, LT, Cameroon, and a date of 01/02/2017. It specifies a price of 2 coll(s) and a weight of 0 kg. The item is labeled 'lettre(s)'. There are social media sharing buttons for Facebook and Twitter.

Business Model

- **Example of a carrier post :**
 - Select destination
 - Select the weight transported
 - Select the price per kg
 - Select letter or not to deliver
 - Add some comments

Add a Carrier Post

Recommendation prices is activated



From*

Atlanta, GA, United States

To*

Paris, IL, France

Departure Date*

2017-01-30

Arrival Date*

2017-01-30

Total weight (kg)*

30

Average price per kilo recommended

€ 6

Average price per letter

€ 10

Numéro contact

404 589 0203

post detail

*this fields are mandatory

Add a Carrier Post

Business Model

- **Example of a sender post :**

- Select destination
- Select number of packages and letters to be sent
- Indicate the total weight
- Add some comments

Add a Sender Post

From*	<input type="text" value="Paris, IL, France"/>	To*	<input type="text" value="Bamako, BA, Mali"/>
Departure Date*	<input type="text" value="2017-02-02"/>	Arrival Date*	<input type="text" value="2017-02-02"/>
Number of packages*	<input type="text" value="1"/>	Number of letters*	<input type="text" value="1"/>
Total weight (KG)	<input type="text" value=""/>	Numéro contact	<input type="text" value=""/>
post detail <input type="text"/>			
<small>*this fields are mandatory</small>			
<input type="button" value="Add a Sender Post"/>			

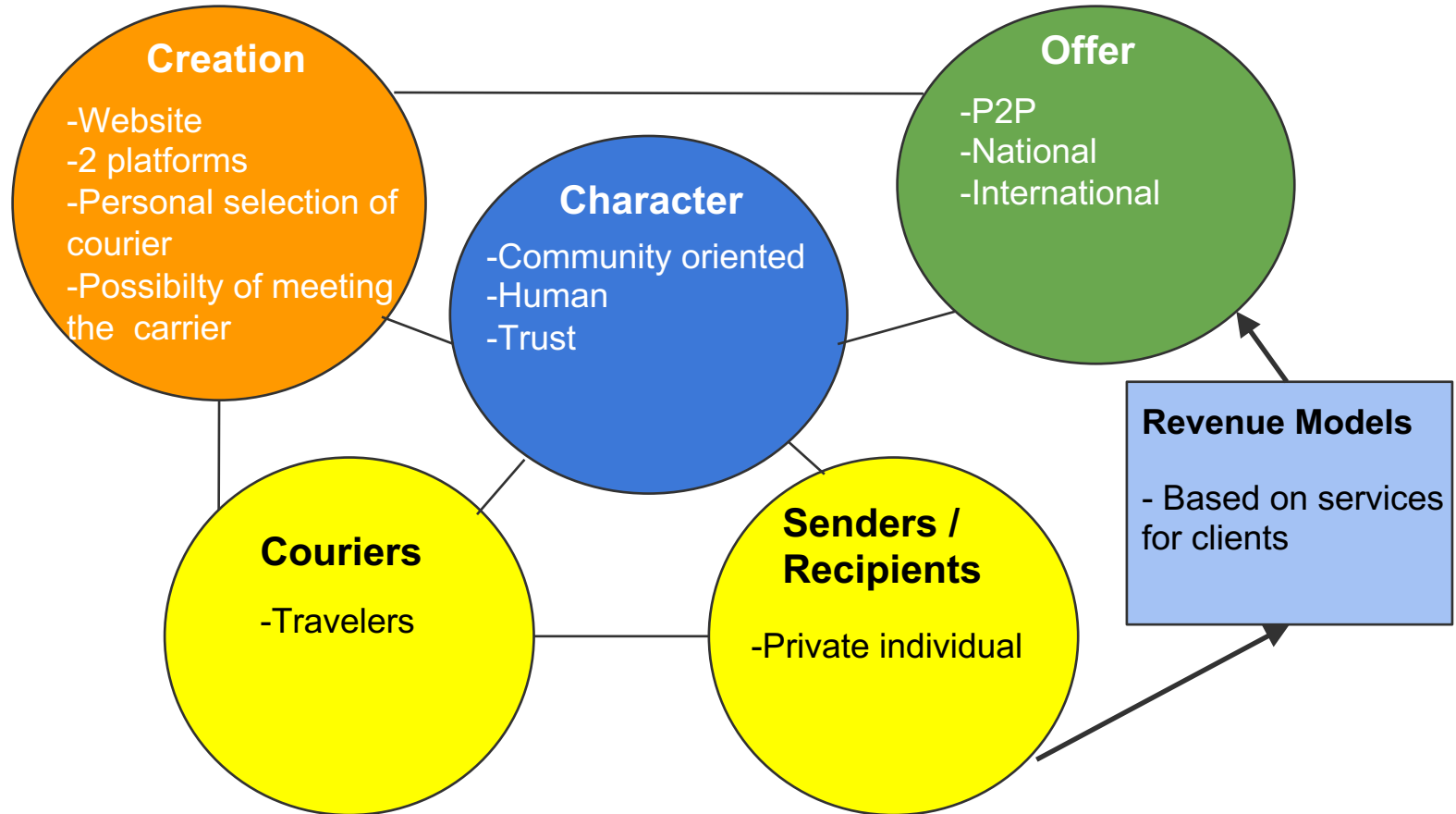
Business Model

- **Revenue Model :**

- Prices are initially set by the couriers who mention them on their posts
- Then the prices can be negotiated by the senders
- Qui-Go does not earn money when it puts in relation two travelers
- Qui-Go works on services to earn money (simplification in the recovery of packages)



Business Model



History of Qui-Go

- Recent company firstly funded on Facebook first (2014)
- Match was done manually by the users on Facebook with announcements on the Facebook group
- Creation of a platform on internet secondly to simplify matches
- The next future step is the implementation of services to help the customers to give or send packages to carriers



December 2014 :
Fundation of Qui-Go
(on Facebook)

August 2015 :
Creation of the
platform on internet

January 2017 :
Now

Communication and Information on the website

- **Explanation of the functioning of the website in 3 steps for new clients:**

- 1 : Create a post
- 2 : Receive posts which fits your need
- 3 : Meet each other

How it work ?



1- Create a post

[Create an account](#) and add your post as [sender](#) or a [carrier one](#) by mentioning your criteria : When ? Where ? How many ? Which price ?



2- Recieve posts which fit your needs

Recieve as soon as available by email sender or carrier posts which fit. After you made your choice contact the choosen member.



3- Meet each other

Meet the chosen member and check if everything is OK according to the criteria.

- **Tools to keep in touch with the client (ex : Facebook or Twitter)**
- **Website available in two languages : French or English**

