# SocioTransit Crowdsourcing Company Business

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#### **Business Model Main Ideas**

#### **Couriers**

- People often travel with less than total package weight
- How to make them use the maximum weight capacity?

#### **Customers**

- People often order very small items in small quantities
- They do not want to pay huge amount of taxes for a few items
- They do not want to wait for the retailer to consolidate this small shipment with a bigger one





## **SocioTransit History**

- Creation
- Copenhague, Danmark

- "London Challenge Cup" Challenge finalists

- 10M euros sales revenues
- 10 employees





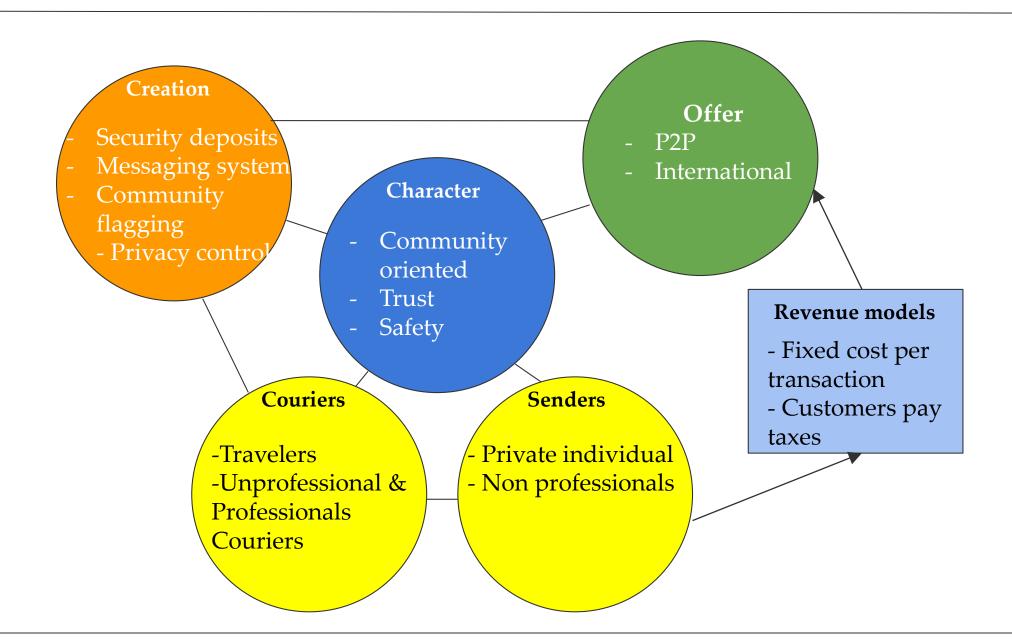






- Expansion on social medias (Twitter, Facebook) - Partnership with car sharings

#### Tetrahedral Business Model Framework



#### Couriers



#### Description

- Simplicity
- Basic and small information required

Surprisingly: no security check when register!



#### **Customers**

## Buy / Send package

Get anything from any where;

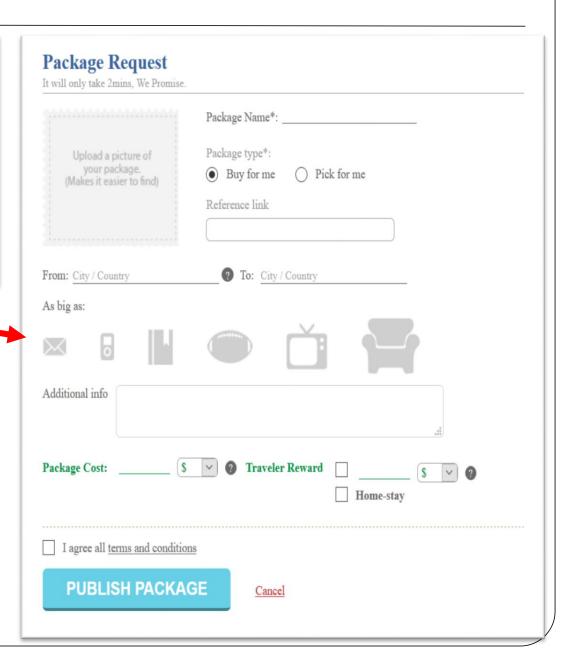
Ask travelers to bring them for you and say 'Thanks' with Transit rewards.



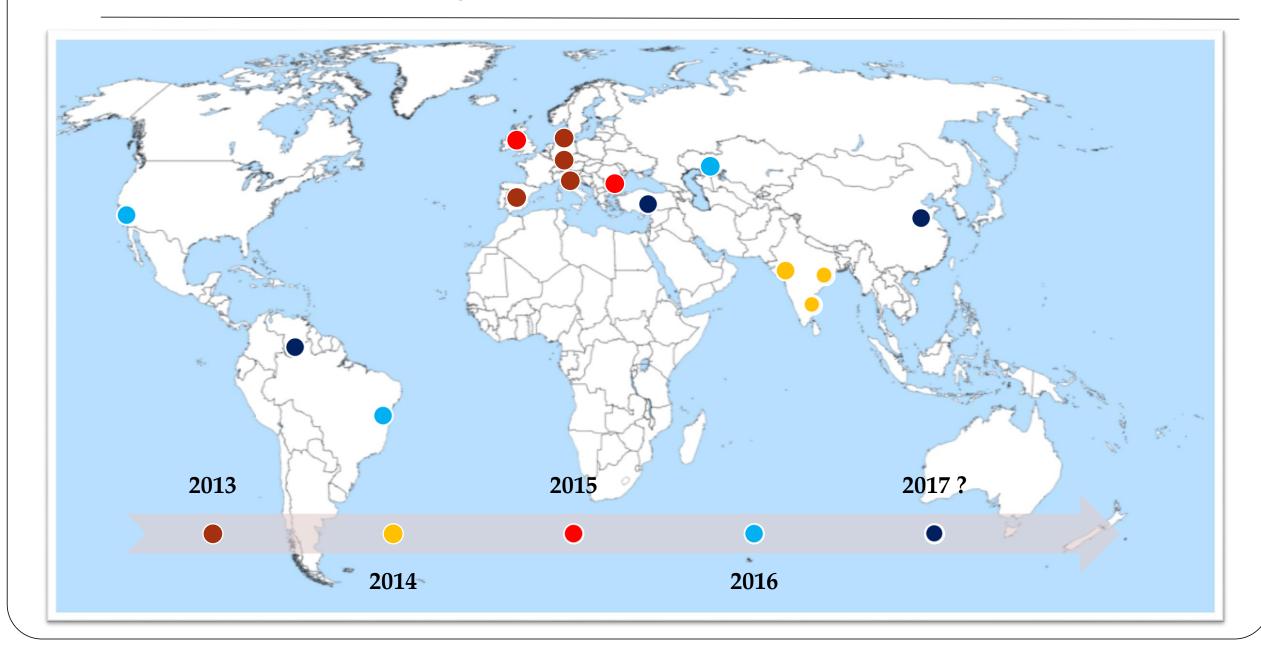
Buy / Send Package

#### Description

- Simplicity
- 2 minutes to fill the paper
- Upload a picture to help couriers
- Option to reward the courier
- Possibility to friend-pick



## SocioTransit First Traveler



## **Normative Taxonomy Business**

Customers

1 Essentially non-professionals

Value proposition

2 Reduce footprints, optimize travelers weight

Position in the network

3 Still in growth, lots of competitors

Competitive strategy

4 Optimize traveler package weight

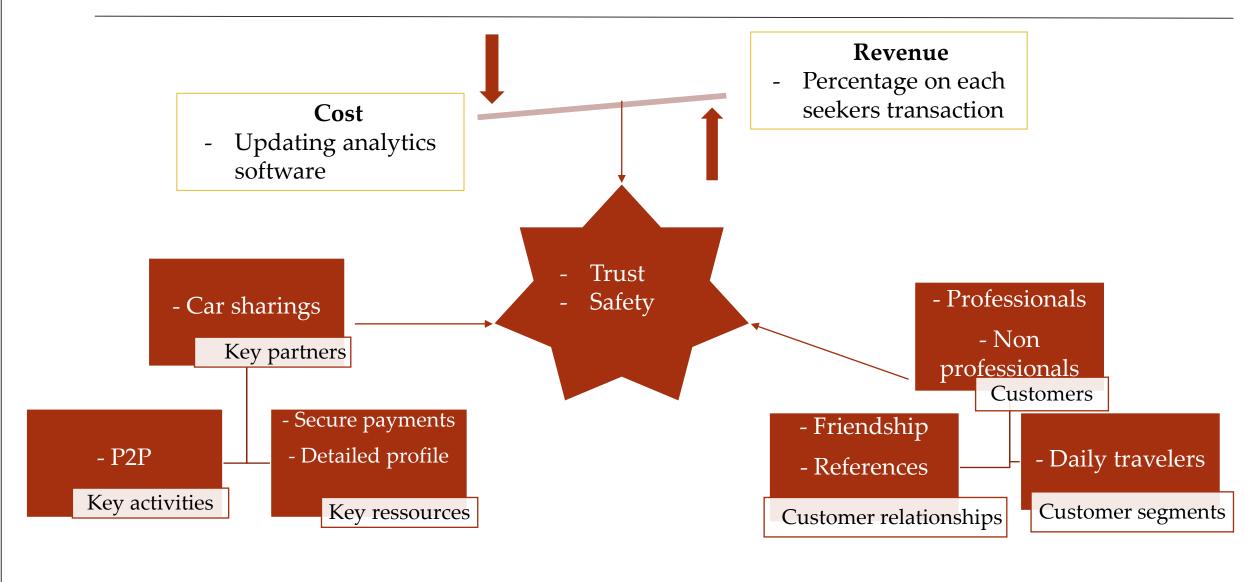
Internal organization

5 10 employees

Logic of revenue

6 Percentage on each transaction

### Normative Static Canvas Business



#### **Future & New Business**

#### Issues Expansion - What if **Improvement** customs ask - Africa who gave the Competitors package to the - Middle-est - Lead-time In 2017 couriers? (actually no - China? - Shipizy, objective...) - Everyone can Packemule, - 10M euros transport - Safety Piggybee sales revenues packages... (especially for - Difficult to couriers) - 10 employees gain new markets - 5% growth in 2016