Skycart

"Saving Lives, one delivery at a time"

Executive Summary

Company Profile:
Name: Skycart Inc.
URL: www.skycart.net
Industry: Logistics
Founded: Jan 2015

Location:
San Jose, Ca.

Contact:
Ziddan El-Qawwas
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Management:
Simon Yuen: C.E.O/C.T.O, Ziddan El-Qawwas: Director of Operations, Stephen Enright: Director of Software.

Employees:
Victor Nguyen: Princ. Embed. Eng., Sahil Wadhwa: Software Eng,. Aleix Lopez: Aero. Eng., Saravana Nagarajan: Robotics Eng., Rodgers Okeya: Bus. Dev., Jenny Lu: Aviation Governance, Nina Fan: Marketing.

Advisors:
Philippe Grosbois

Financing:
Total raised to date: $130k
Current need: $1M

Status:
Prototypes completed, seeking manufacturing deal, additional patents to be filed, further milestones in progress, sales channels are in place

Patents:
Autonomous Unmanned Aerial Vehicle System for Logistical Delivery WO2017096392 A1
Detachable, Self-balancing, Multi-Payload Delivery Pod for UAV US63166149

Exit Strategy:
Skycart aims to IPO or be acquired by a large industry player such as Amazon, Google, Walmart, Kaiser Permanente, UPS, DHL, Australia Post, too many suitors to list.

The Problem: Online ordering has seen huge growth driving demand for faster delivery over the last decade, but the fastest delivery speeds today can be cost prohibitive and has reached its speed limit of a few hours. People want their items delivered in 30 minutes or less if the service is available. This is especially true in emergency situations where every second counts.

Our Solution: Skycart's network of delivery drones, drone stations, artificial intelligence and software that are developed inhouse make delivering items in 30 minutes or less a reality. Our delivery drones pickup items and fly the most direct route at high speeds without traffic signals, congestion, long detours, coffee and restroom breaks that traditional delivery methods encounter frequently. It's as easy as three steps to order something through the Skycart Android or IOS mobile application. Everything else is handled in the background.

Target Market: Skycart has determined that immediate revenue generating opportunities currently exist for time sensitive medical deliveries. Skycart currently focuses on this market vertical while verticals such as food and retail will be economically feasible further in the future.

Market Size: Skycart's Total Addressable Market is between $118M and $165M per year in Sub Saharan Africa.In 2018 the medical courier market is worth $6.4B globally and growing at a rate of 5.9% annually. In the medical sector, Skycart drones provide cost, time, and product quality at immunisation advantages towards patient care as well as a reduction in resource spoilage such as blood and organs.

Sales and Marketing Strategy:
Campaigns: cold calls, emails, social networks, conventions, partners, press releases
Sales process: 1. meetings 2. demo 3. proposal 4. sales contract
Positioning: Skycart offers a complete drone logistics solution at the cutting-edge of technology.

Business Model:
Service Level agreements: Prices start at $750,000 per county
Mobile Application: Included with drone management cloud software
Gross Margin on service level agreements: 57%

Competitors: Skycart's main competitors in the medical vertical are Matternet, Zipline, and Wingcopter.

Competitive Advantage:
Automation: Skycart owns patent pending multiple package delivery technology, while competing drones only deliver one package at a time. *Efficiency:* Skycart drones deliver an industry leading payload of up to 45lbs at a range over 100 miles with the capability of multiple automated deliveries per flight. The competition has a delivery payload of up to 10lbs at a range up to 100 miles with a single automated delivery per flight.
Lower Operating Cost: One Skycart drone does the work of four competing drones. *Less Air Traffic:* A smaller fleet of Skycart drones rival a larger fleet of competing drones resulting in less air traffic.