



DELIVERAI

Hyperlocal Omnichannel Mobile Commerce
solution for Local Businesses

September 2021



- Ecommerce is Booming (50 Bln USD in 2020 in GCC) (*)
- Local Businesses represent about 90% of businesses (**) and they are all going online
- Local Businesses need help to solve their current struggles with digital transformation which are (1) significant initial investment required (2) complexity to integrate different services and technologies (3) lack of workforce capable to handle complex technologies (***)



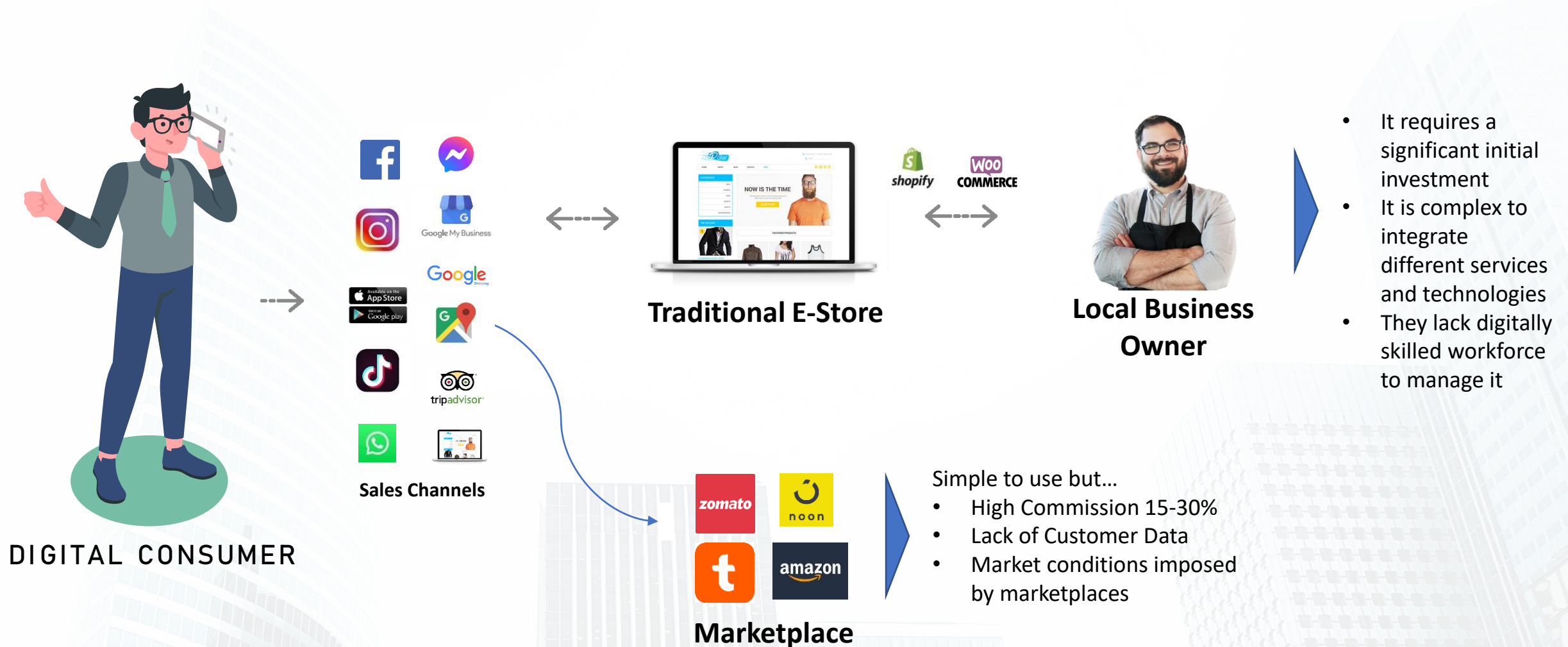
(*) World Bank, 2020

(**) Kearney (October 2020 GCC SME study)

(***) <https://www.digitalnewsasia.com/>

PROBLEM –

Traditional E-stores solutions aren't helping local business owners in their digital transformations and consumers are flocking to Marketplaces which are simple to use but not sustainable in the long term because of high commissions

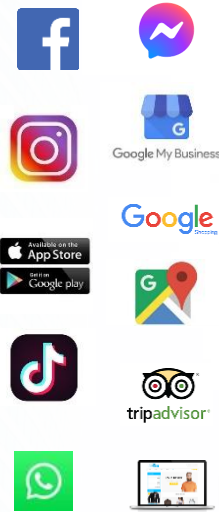


SOLUTION -

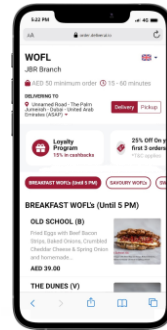
DeliverAI provides local businesses with an online mobile catalog that directly connects to all existing sales channels and integrates all back-end services in a single package (payment, logistic, order tracking, mail, SMS, etc.)



DIGITAL CONSUMER



Sales Channels



DELIVERAI
ONLINE
CATALOG



MERCHANT BACK-END



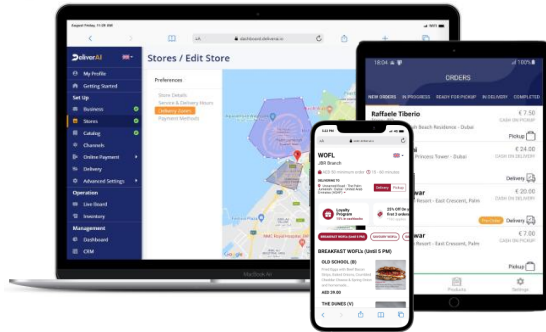
DELIVERAI - VALUE PROPOSITION



VALUE FOR MERCHANT

- ✓ Convert your existing website and social media into a powerful e-commerce
- ✓ Fast Go To Market (ready in 1 day)
- ✓ Zero commissions
- ✓ Affordable: no need for expensive set-up cost or buy a new tablet
- ✓ Increase sales with loyalty and online promotion

DELIVERAI



VALUE FOR PARTNER

- ✓ Plug & Play, Easy configuration (no technical background required)
- ✓ Recurring revenues and high commissions
- ✓ Enter in a new growing market (Ecommerce)
- ✓ Increase customer's loyalty (the system manages key customers' data)
- ✓ Upsell with new value-added services (e.g. Digital marketing) and products (e.g. Business Intelligence, ERP, CRM, PoS)



VALUE FOR DISTRIBUTORS



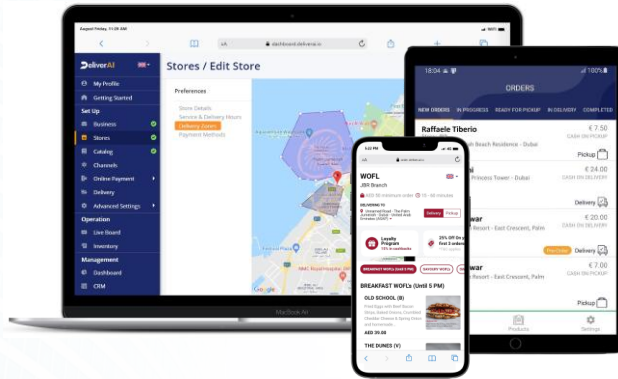
- ✓ Big market (every partner can sell this solution)
- ✓ High Commission the distributors and partners
- ✓ Can be bundled with other MS products (e.g. Business Intelligence, ERP, CRM, PoS)

MERCHANT OFFER -

The offer includes a standard plan for 1 location and ADD-ONS for multiple locations



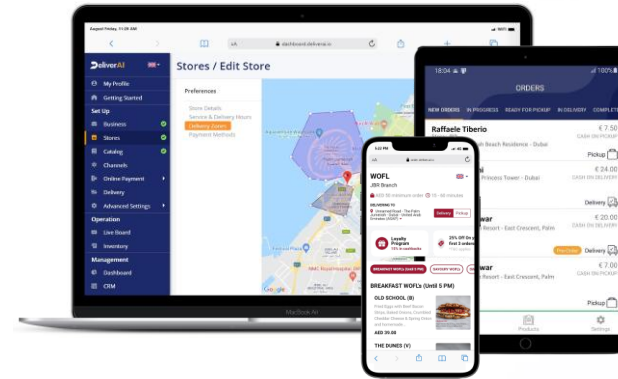
STANDARD PLAN



E-Commerce
1 LOCATION

60 USD/ Month

ENTERPRISE PLAN



E-Commerce
More than 1 LOCATION

35 USD/ Location/ Month

MONTHLY

YEARLY

40 USD/ Month

25 USD/ Location/ Month

Example:

1 Merchant with 1 location
pays 60 USD/ Month

1 Merchant with 3
locations pays 35 USD x 3
=
105 USD/ Month

PARTNER OFFER -

We offer a 40% revenue share on the product price for each of the 4 plans



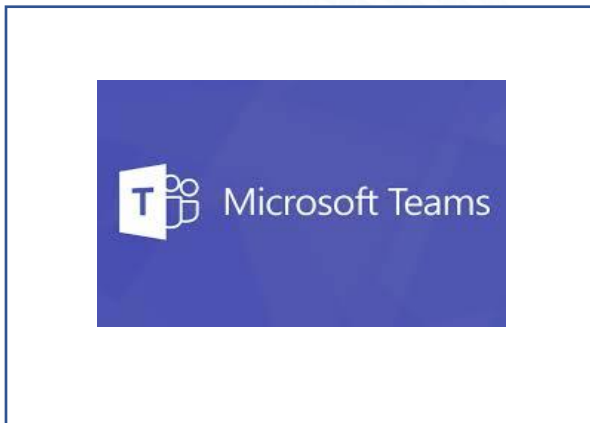
Service Components		SaaS (Rev Share) MONTHLY COMMITMENT	SaaS (Rev Share) YEARLY COMMITMENT	Standalone Deployment YEARLY 500 Bulk License	Standalone Deployment 3 YEARS commitment unlimited license
Sales & Marketing	Sales, Onboarding, Customer Service	YOU	YOU	YOU	YOU
Products	Payment Gateway				
	Software (Upgrade/ Maintenance)				
	Cloud Infrastructure (Upgrade/ Maintenance)			YOU	YOU
PARTNER PRICING		40% Rev Share 36 USD/ Month for 1 Location (Standard Plan) + 21 USD/ Month/ Location (Enterprise Plan)	40% Rev Share 24 USD/ Month for 1 location (Standard Plan) + 15 USD/ Month/ Location (Enterprise Plan)	40% Rev Share 6,000 USD/ Month for 500 Locations (12 USD/ Month/ Location)	40% Rev Share 9,000 USD/ Month for unlimited locations
DISTRIBUTOR PRICING		10% Rev Share	10% Rev Share	10% Rev Share (12 K USD/ Year) + Azure Cloud Commission	10% Rev Share (18 K USD/ Year) + Azure Cloud Commission

OUR SUPPORT AND RESOURCES

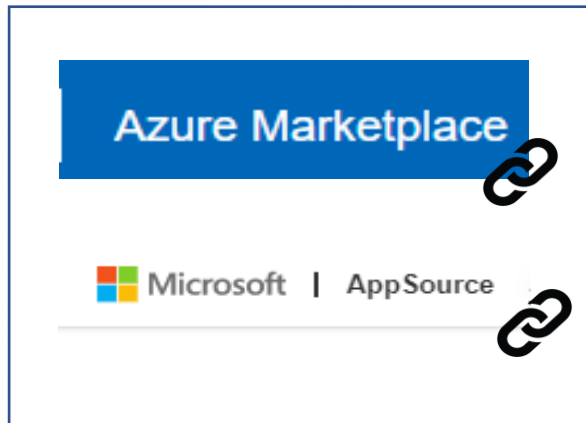


Together with you to develop your business

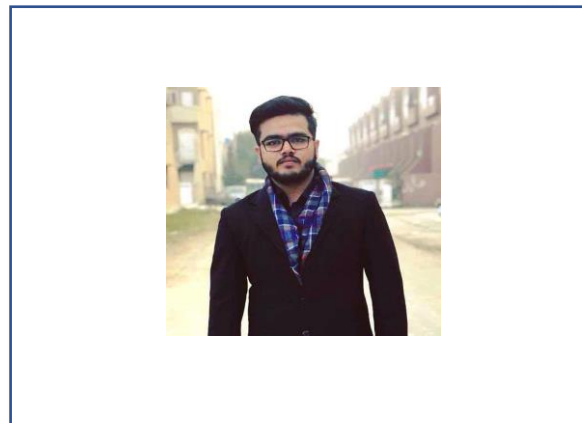
Partner Group



Marketplace



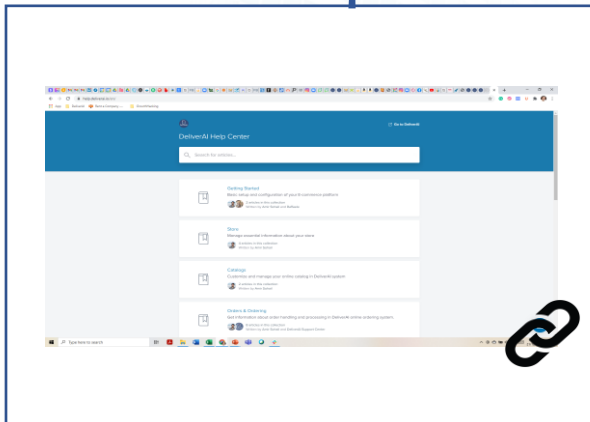
Partner Manager



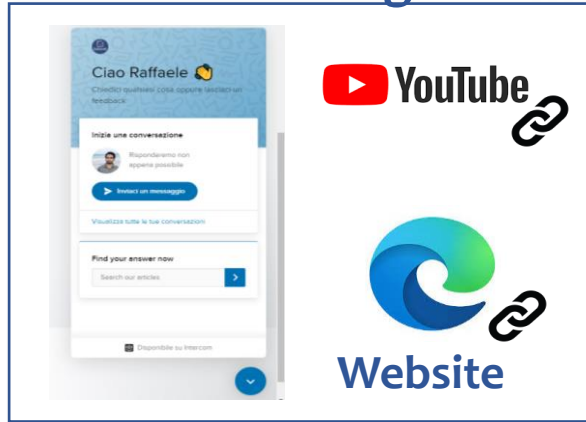
Partner Dashboard



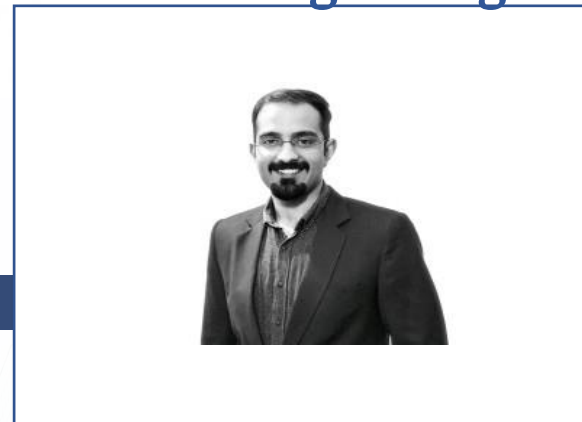
DeliverAI Help Center



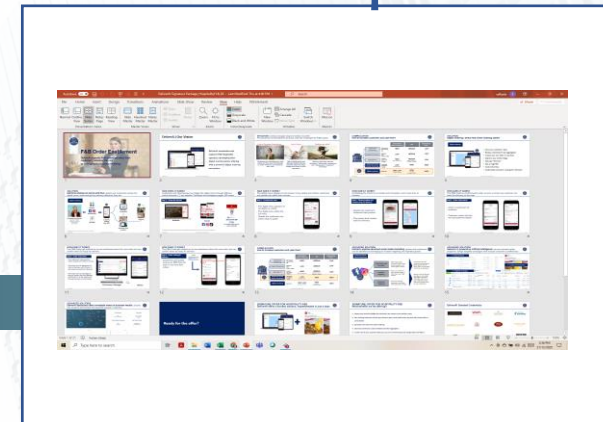
DeliverAI Digital



Onboarding Manager



Sales Templates





 **Deliver AI**

THANK YOU

CONTACT DETAILS

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OUR FOUNDER - ENG. RAFFAELE TIBERIO - CHIEF DIGITAL OFFICER



AI & Digital Commerce Faculty



Microsoft for Startups Partner



Digital Solutions Partner



AI Partner



Head of Digital Transformation (2013-18)



Digital Manager (2005-13)

2 YEARS OF GROWING SUCCESS



Backed by the most successful companies



Leading Telecom in MENA with 27 partner and 800 sales people



New UAE Channel Partner by Accenture



Leading Telco in Palestine



Leading European Retail Tech Partner



Leading Bank in the UAE



Enabled on Azure Cloud for fast provisioning within 48h

DOES IT WORK?

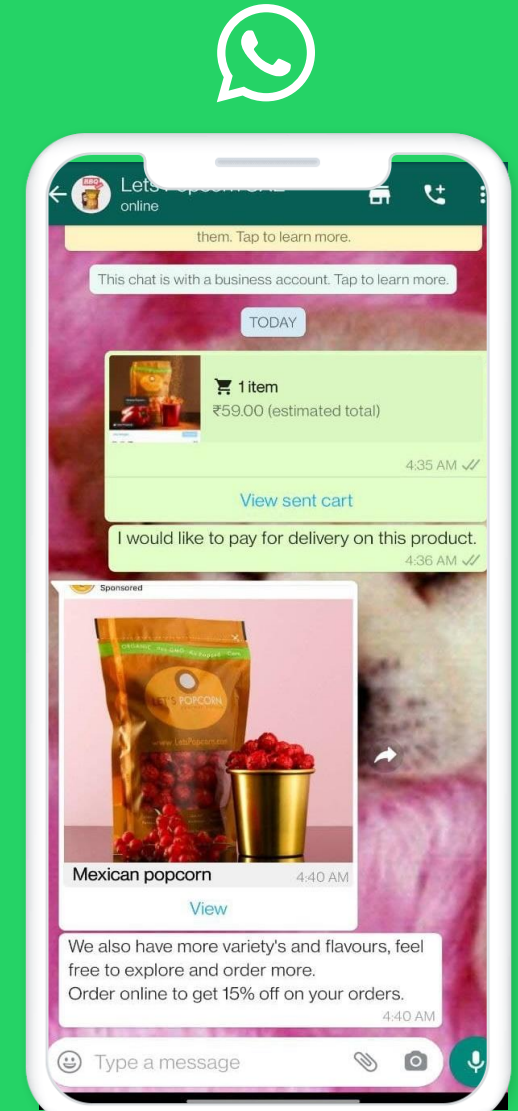
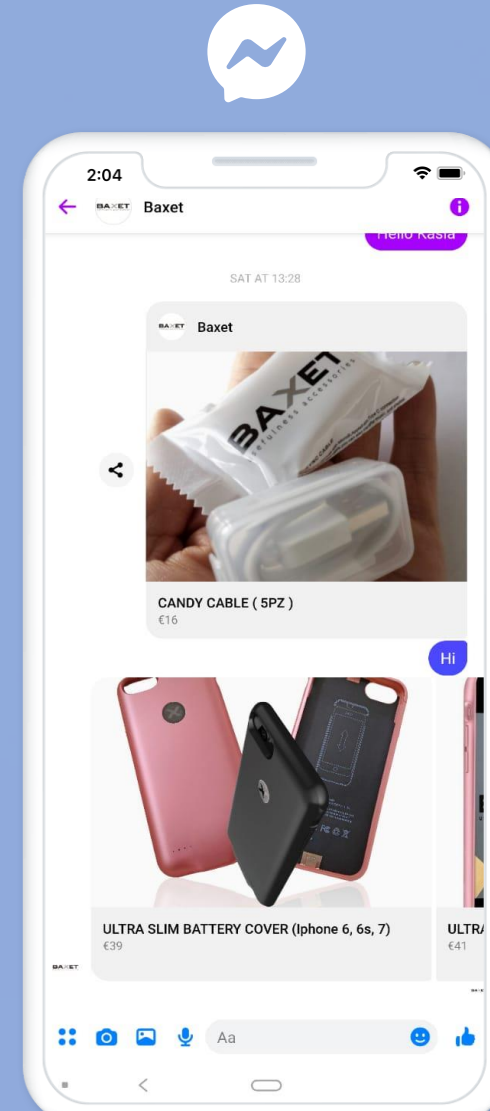
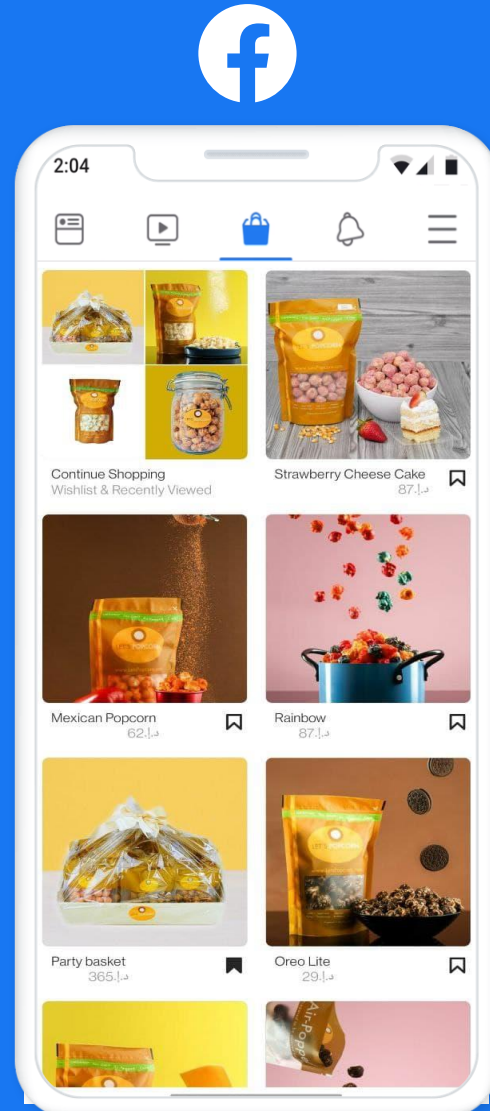
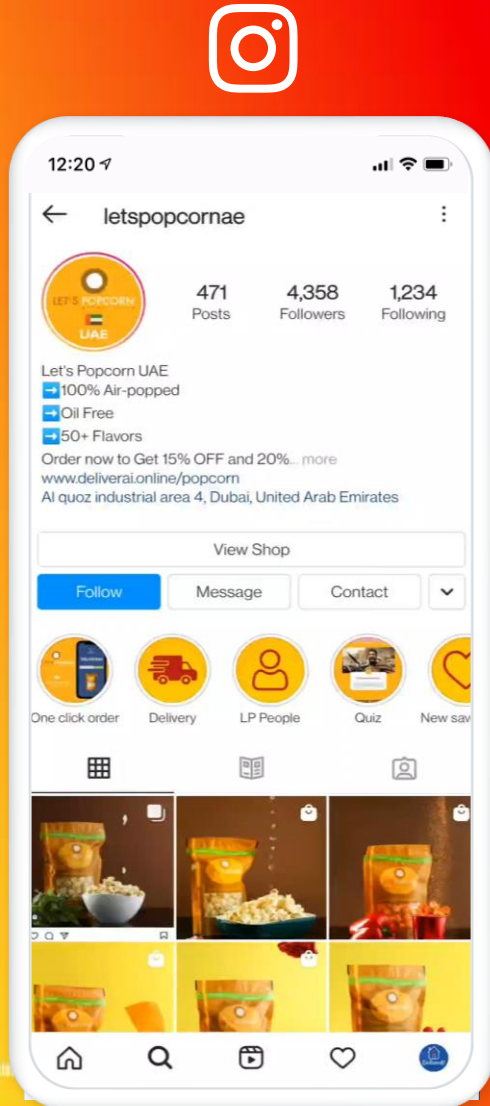


Trusted by 100+ brands



USER EXPERIENCE - STEP 1

Customers can trigger the digital menu through different online channels (*): any website, Facebook and Instagram pages, QR codes



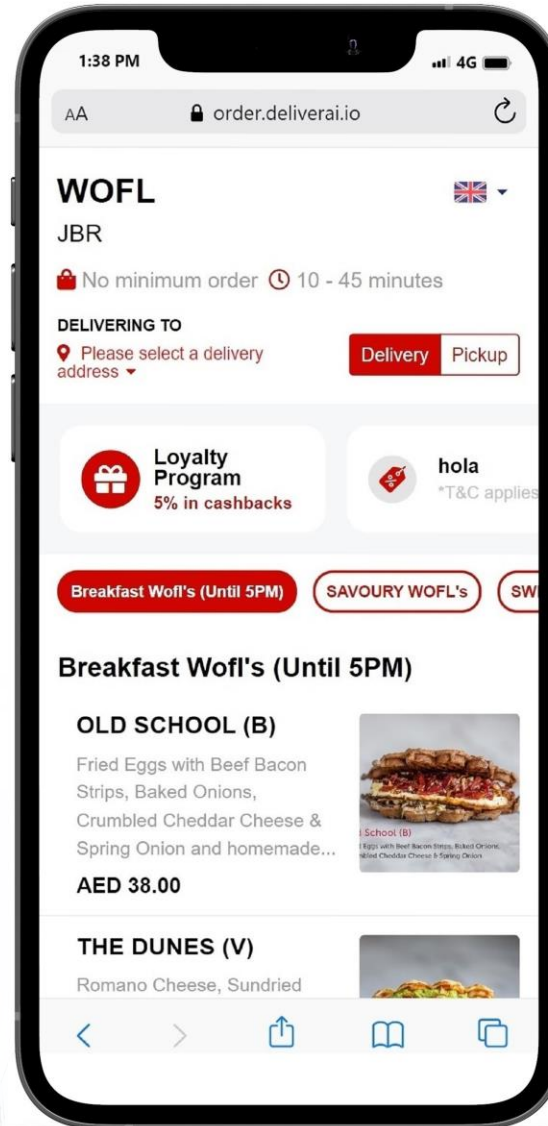
USER EXPERIENCE - STEP 2

The digital menu appears on the screen of any laptop and mobile: customers and guests can select their choices



STEP 2 - VISUALIZE THE MENU

- The digital menu appears on his laptop or mobile
- The digital menu offers the full menu
- Guests and customers can select what he prefer



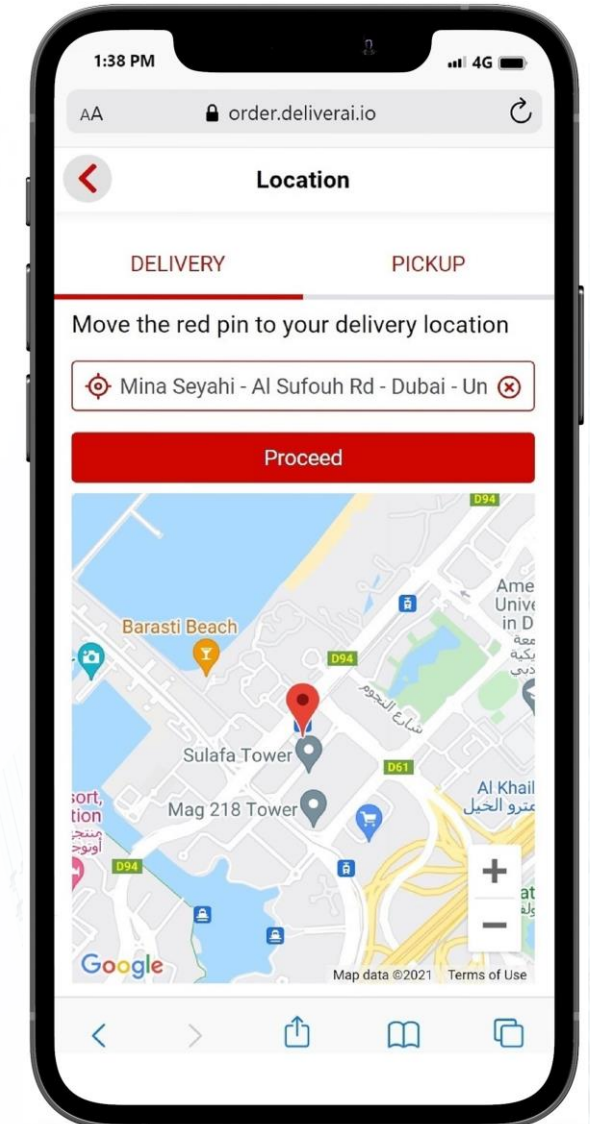
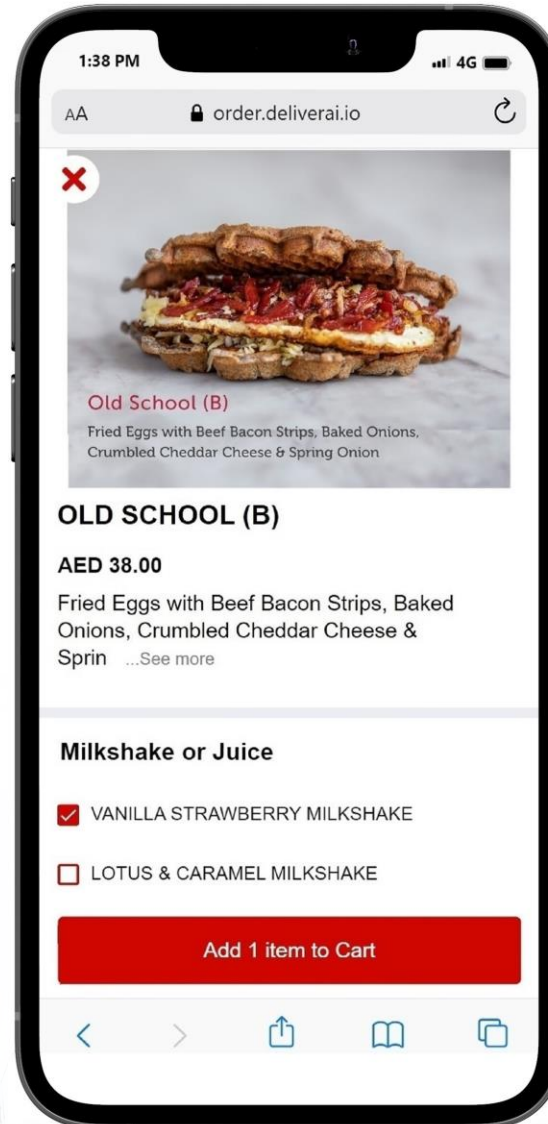
USER EXPERIENCE - STEP 3

Completing the check out is simple and immediate, much more than on Amazon



STEP 3 - CHOOSE PRODUCT AND LOCATION (ONLY FOR DELIVERY)

- Guests and customers customize their product
- They select their location (only for delivery)



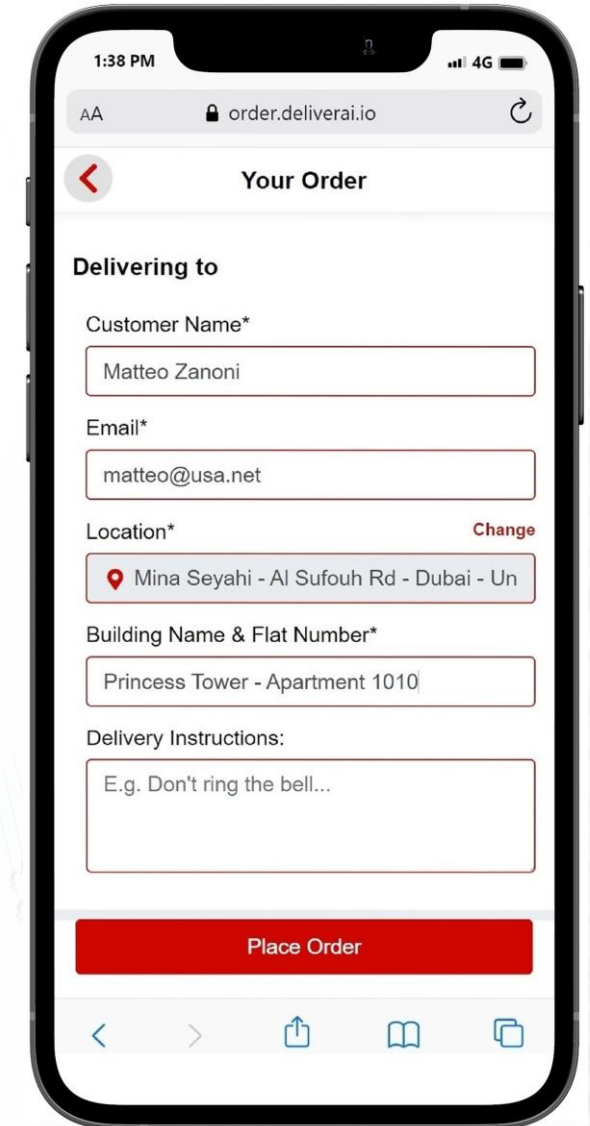
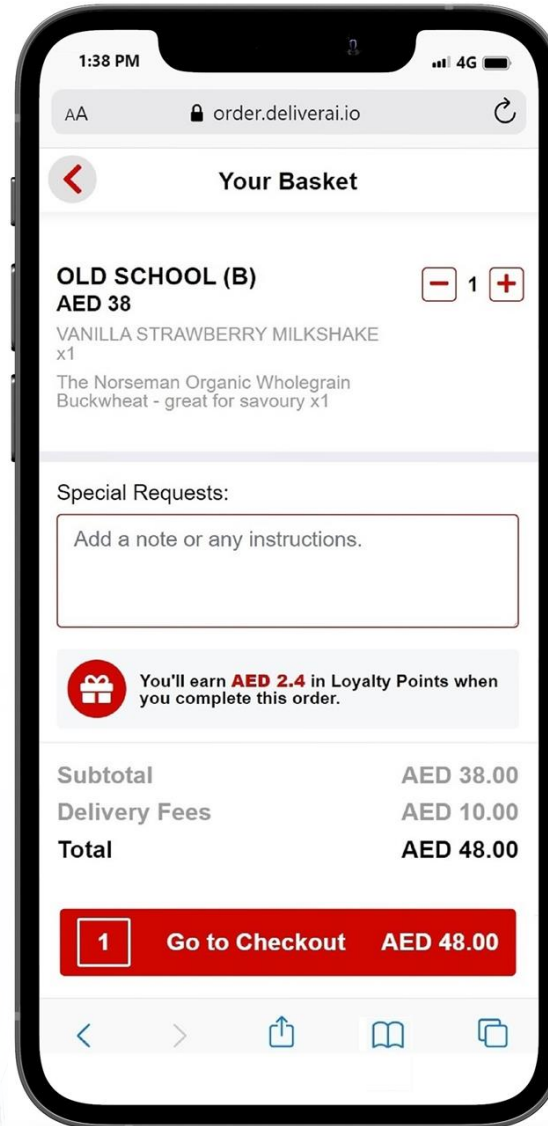
USER EXPERIENCE - STEP 4

The store is confirming the order via SMS or email: any customer can track the delivery on the map



STEP 4 - ORDER CONFIRMATION

- Order is confirmed, for checkout
- Customer control his info, and add payment details



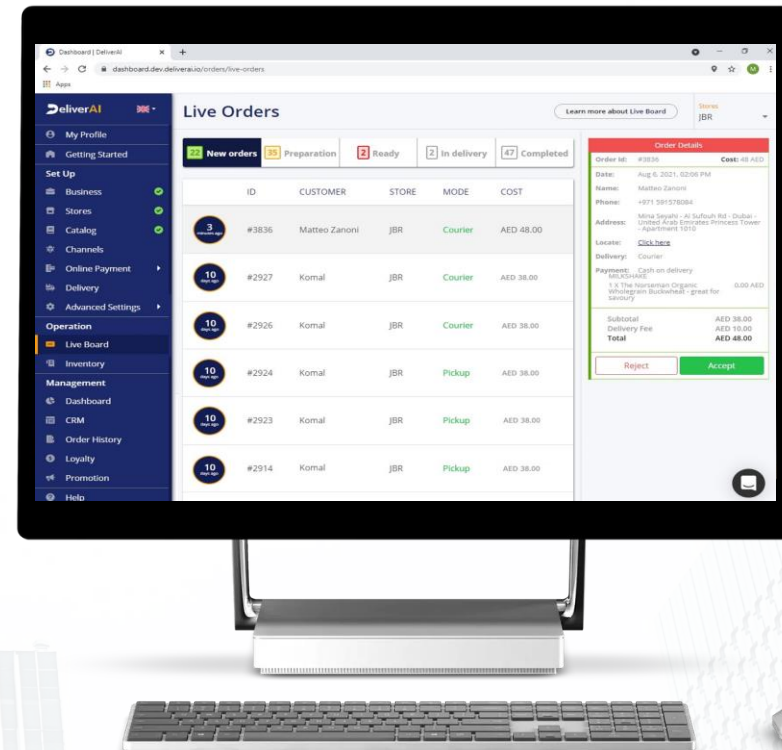
USER EXPERIENCE - STEP 5

The store get notified on its own dashboard about the new order and can confirm when its ready for delivery

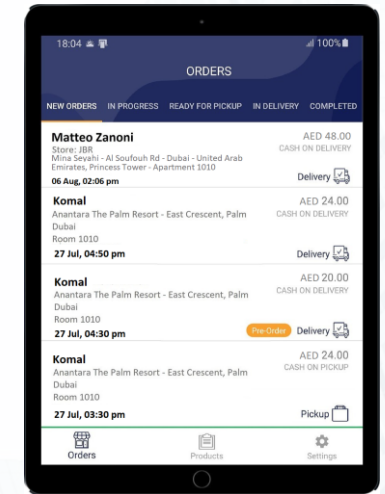


STEP 5 - ORDER PREPARATION

- The restaurant receives the order, accept and confirm timing
- The order can be assigned for internal delivery with drivers or with external partners (Quiqup)
- The order can be managed in the call center with the desktop dashboard or at the restaurant through the App (in the tablet)



Call Center/ Manager



Waiter

USER EXPERIENCE - STEP 6

The customer can track in real time the order status



STEP 6 - ORDER TRACKING & DELIVERY

- Customers and guests receive an SMS and can track in real time their orders

Your order has been accepted.
Track it here: <https://order.deliverai.io/wof/order-tracking/APZsDWyeQT6r4QDZtuWD9w>

SMS

