



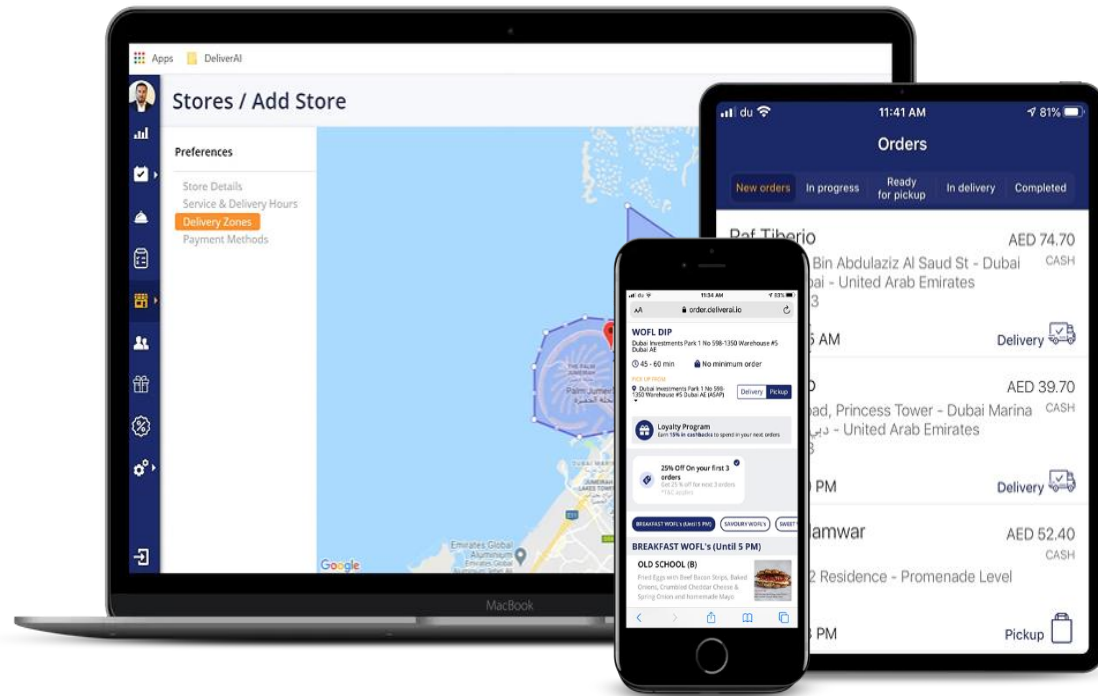
DELIVERAI

DIGITAL RETAIL ECOSYSTEM

DUBAI July 2021



DELIVERAI - VALUE PROPOSITION



DeliverAI support the digital transformation of Retailers by integrating all required services such as social media channels, payment, logistic, marketing, order tracking, analytics, POS, ERP in one stop shop solution

M-SAAS
Managed SaaS for RETAILERS

WHO I AM -

ENG. RAFFAELE TIBERIO – CHIEF DIGITAL OFFICER
FOUNDER OF DELIVERAI



AI & Digital Commerce Faculty



Microsoft for Startups Partner



Digital Solutions Partner



AI Partner



Head of Digital Transformation (2013-18)



Digital Manager (2005-13)

OUR TEAM



RAFFAELE TIBERIO

CEO & FOUNDER

- 15+ years of experience
- Former CEO AI Startup
- Forbes Partner
- PWC Trainer
- Former Accenture
- Former Head of Digital Transformation in du
- Expert in AI, innovation projects, digital strategy, startup, MVP prototyping



CHRISTIAN FARIOLI

CDO & CO-FOUNDER

- 20 years Digital Marketing consulting
- PWC Trainer
- Author
- Lecturer and Speaker
- CEO of ESD
- Startup mentor and investor



HITESH NALAMWAR

CTO & CO-FOUNDER

- Worked in 3 universities that are in top 500.
- Worked in more than 15+ startups
- 8 years of Exp in leading technical team for EU & US Companies
- Delivered 8+ research projects to Belgium, Netherland and Russian government



MATTEO ZANONI

COO & CO-FOUNDER

- 15+ years of experience
- Former Accenture
- Expert in AI, innovation projects, digital strategy, startup, MVP prototyping
- Expert of big data, analytics and Data Science



RAFFAELLA CAMPAGNOLI

CSO/ ADVISOR

- 20 years strategy consulting
- Led Accenture Strategy Retail, F&B Middle East & Turkey for the last 10 years
- Certified INSEAD board member
- Thought leader and networking beast



WHAT DO WE DO-

PROJECTS THAT CHANGE INDUSTRIES, AND CREATE COMPETITIVE ADVANTAGE



DIGITAL SALES STRATEGY



CUSTOMER ANALYTICS & BIG DATA PLATFORM



AI SALES AUTOMATION PLATFORM



DIGITAL SALES ENABLEMENT



AI DIGITAL ASSISTANT FOR HR



AI DIGITAL ASSISTANT FOR HR



DATA STRATEGY



ARTIFICIAL INTELLIGENCE PLATFORM



DIGITAL STRATEGY + CHANGE MANAGEMENT



CUSTOMER VALUE MANAGEMENT PLATFORM



Q-COMMERCE DIGITAL PLATFORM FOR SMBs



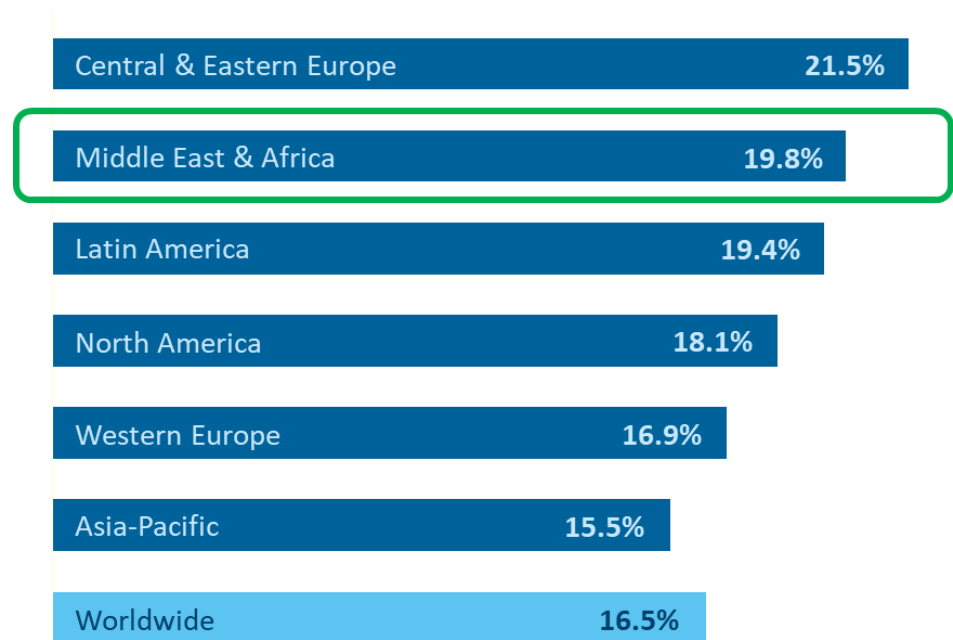
AI KNOWLEDGE EXCHANGE

OPPORTUNITY

COVID-19 HAS ACCELERATED THE CHANGE IN CONSUMER BEHAVIOR, AS THEY MIGRATE FROM TRADITIONAL E-COMMERCE INTO QUICK-COMMERCE



 % change



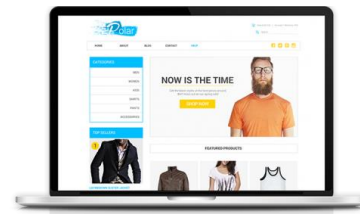
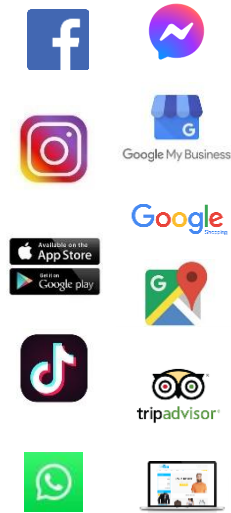
Source: eMarketer, May 2020

PROBLEM -

Covid-19 has made mandatory for Retailers and F&B brands to start selling their products online, but setting up their digital store is still a challenging task, and using a marketplace (when available) is still the only the option



NEW CONSUMER



E-Store



Business

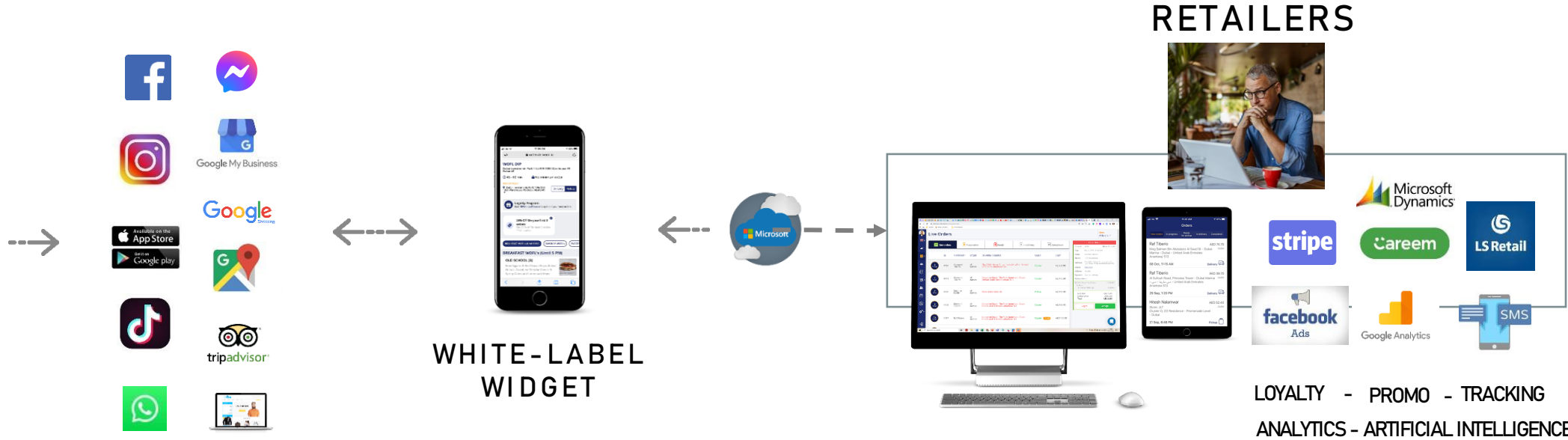


SOLUTION -

DeliverAI provides a cloud based solution to help traditional players create a real SME Eco-System through the integration of all the services in a One Stop Shop Solution

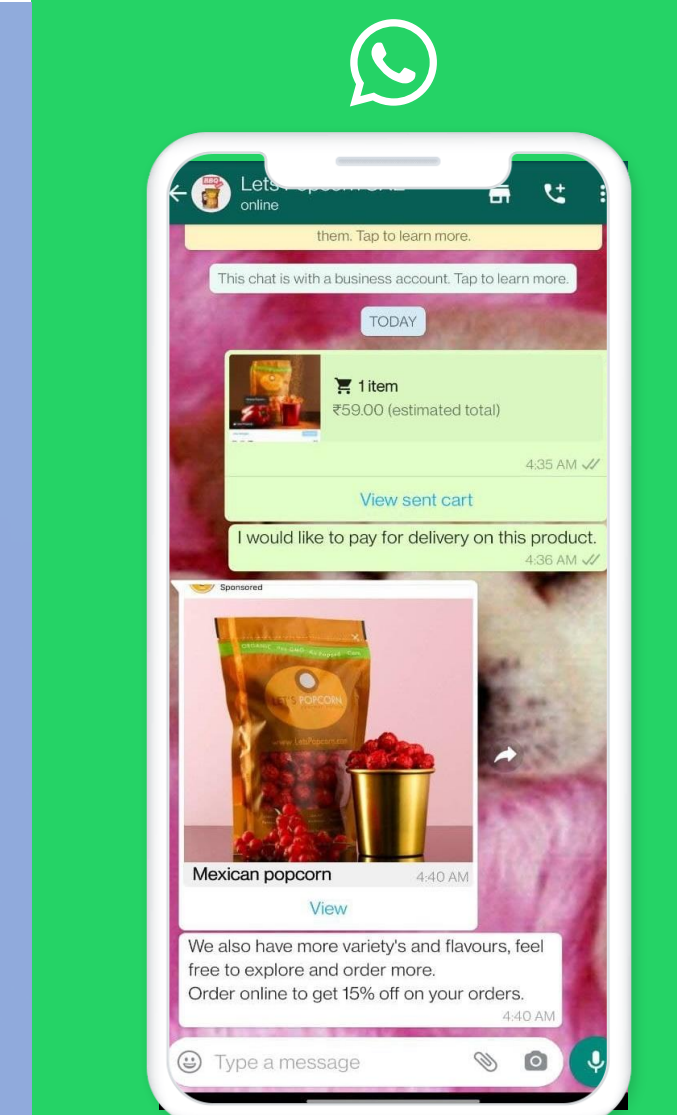
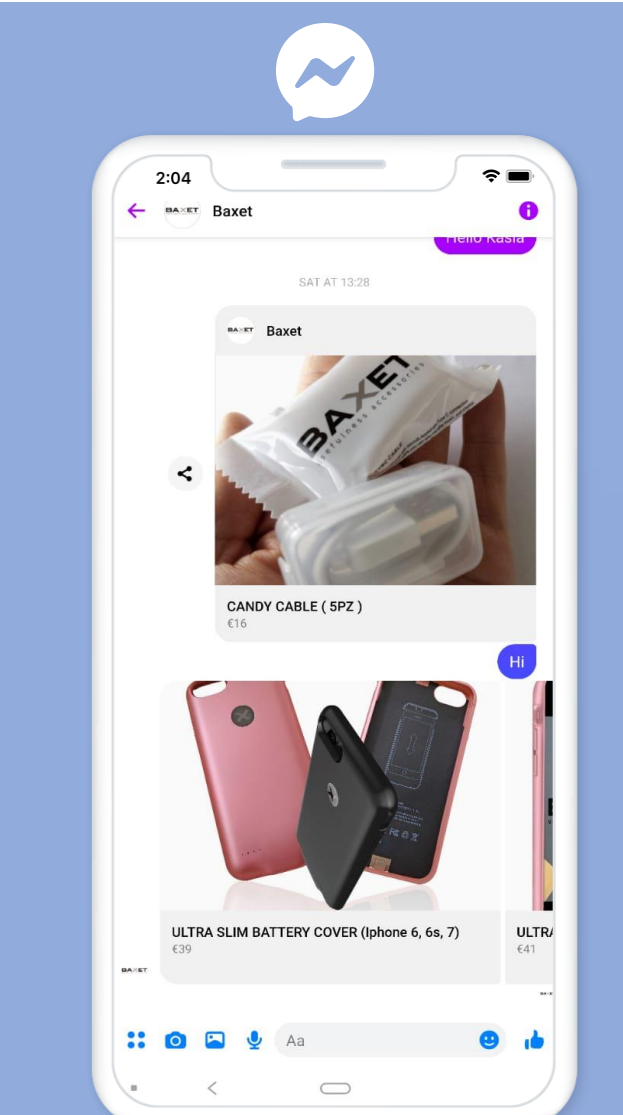
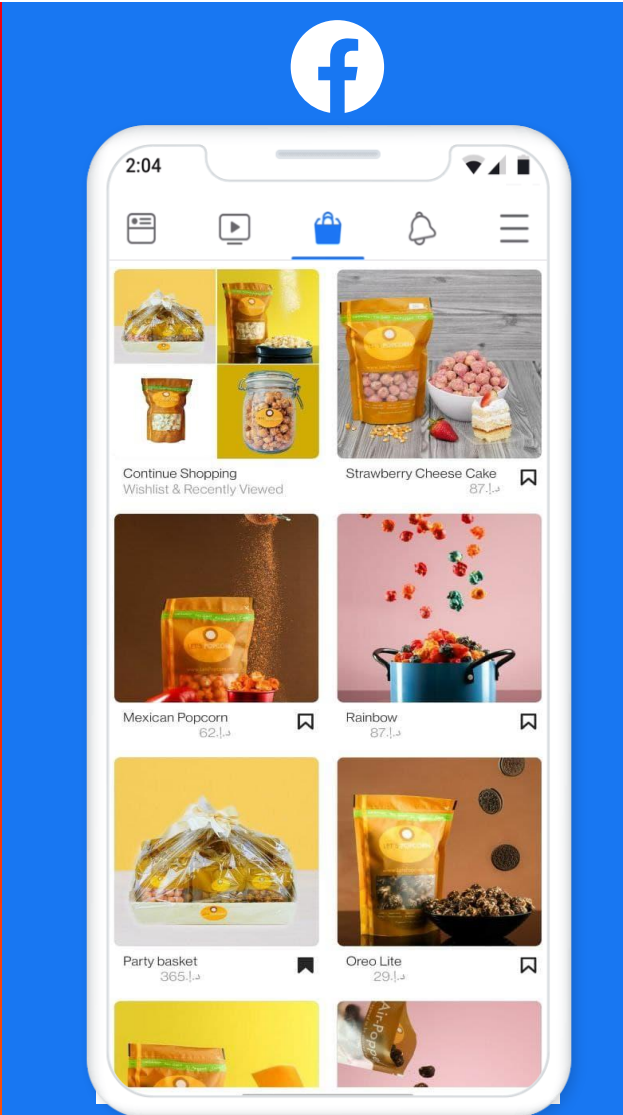
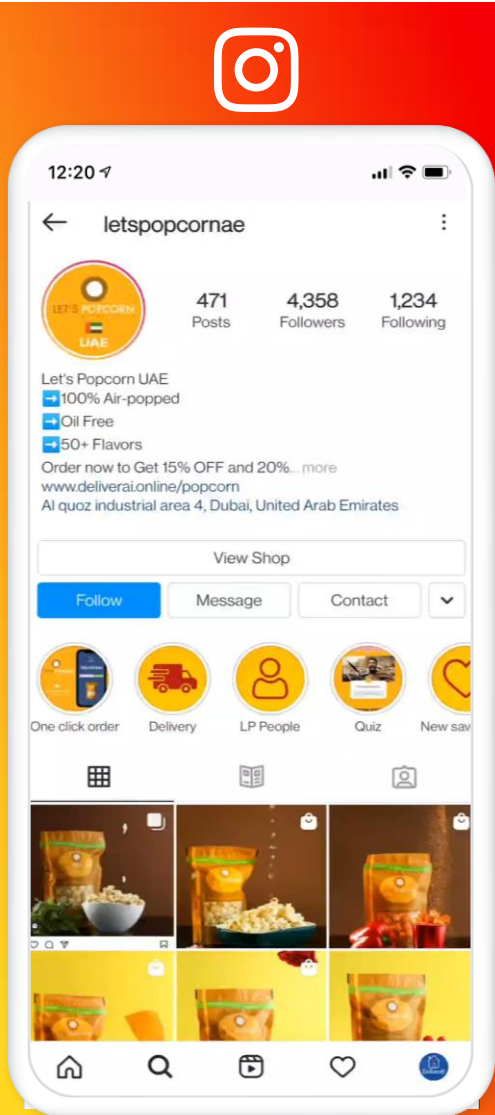


NEW CONSUMER



USER EXPERIENCE (STEP 1)

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

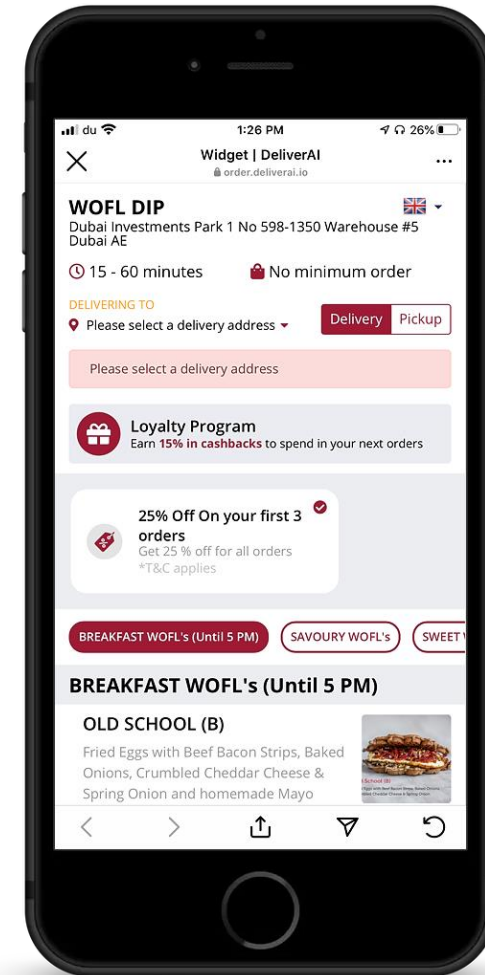


USER EXPERIENCE

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

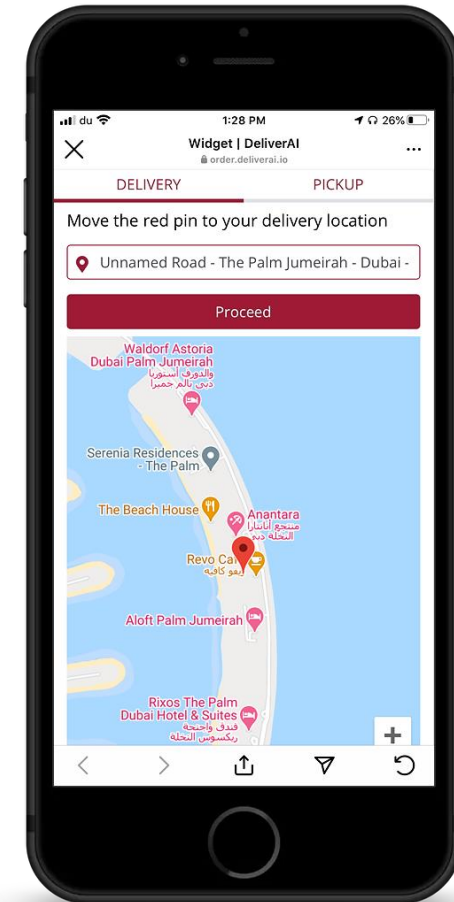
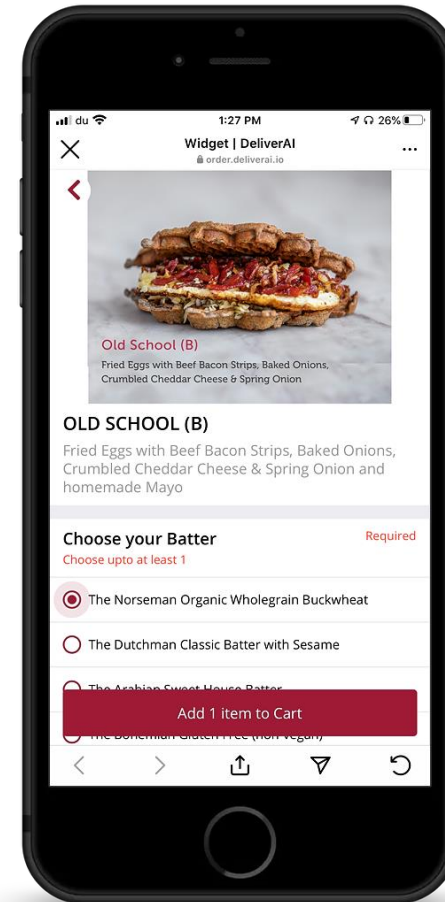


USER EXPERIENCE

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)

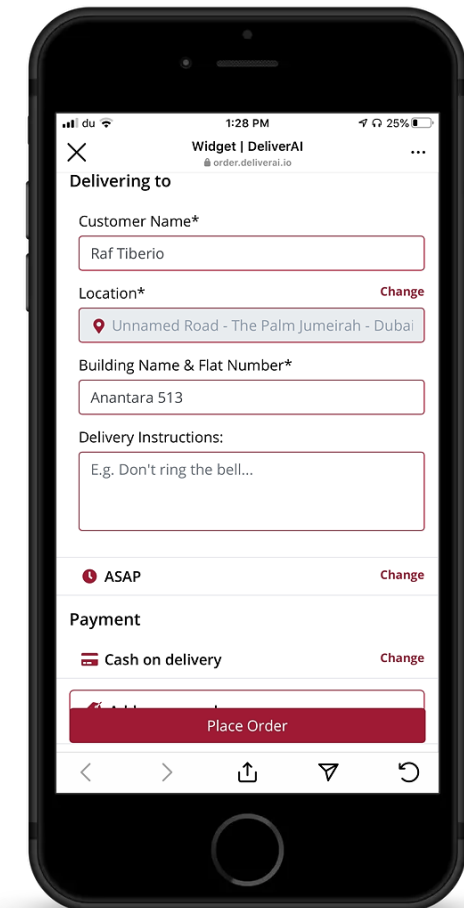
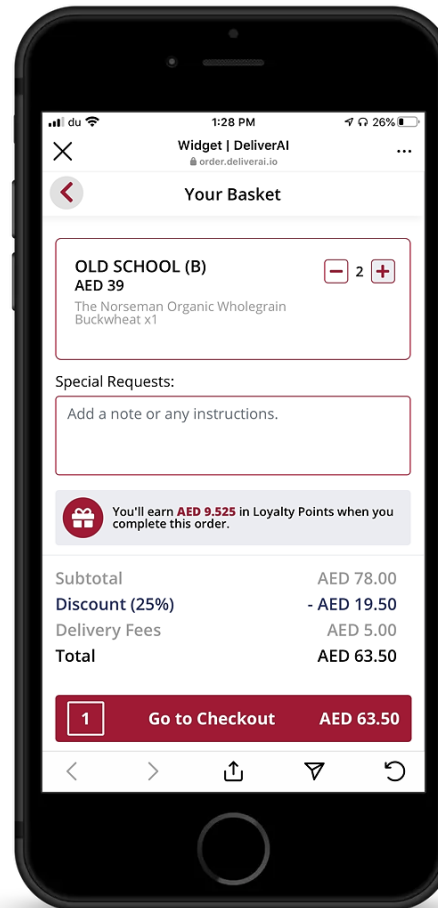


USER EXPERIENCE

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



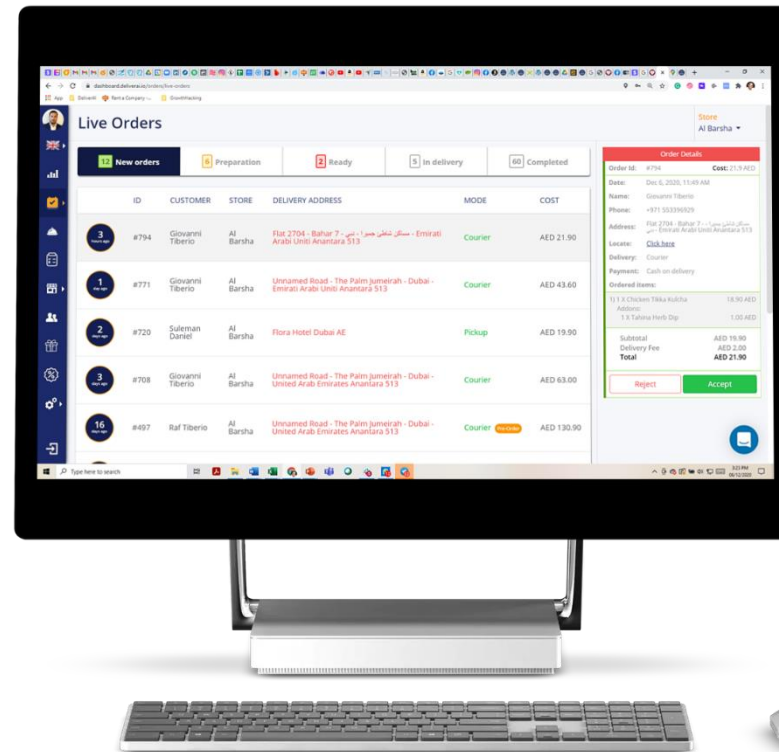


USER EXPERIENCE

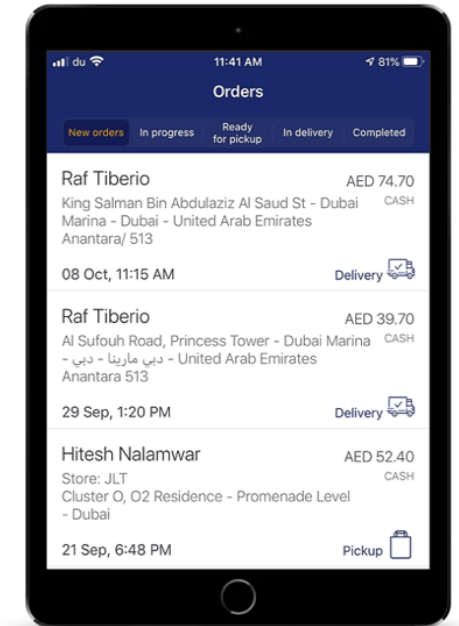
The store get notified on its own dashboard about the new order and can confirm when its ready for delivery

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

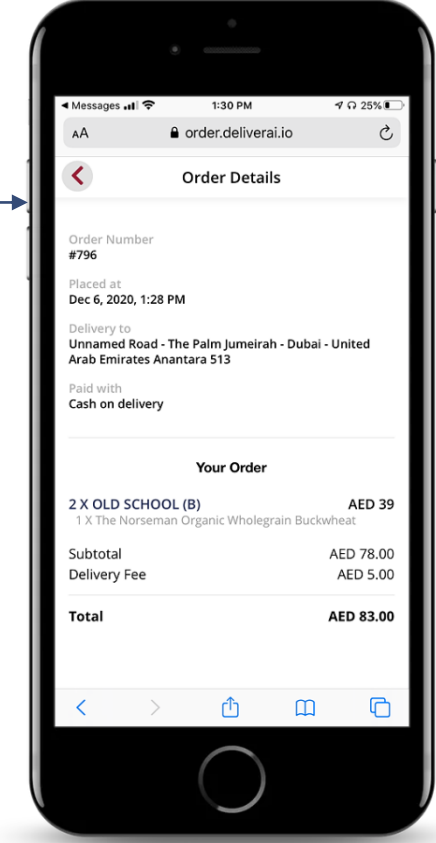
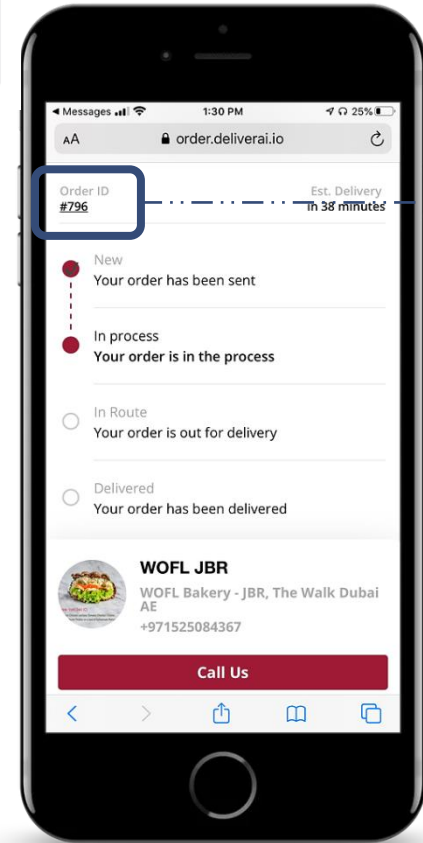
USER EXPERIENCE

The customer can track in real time the order status

STEP 5- ORDER TRACKING & DELIVERY

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

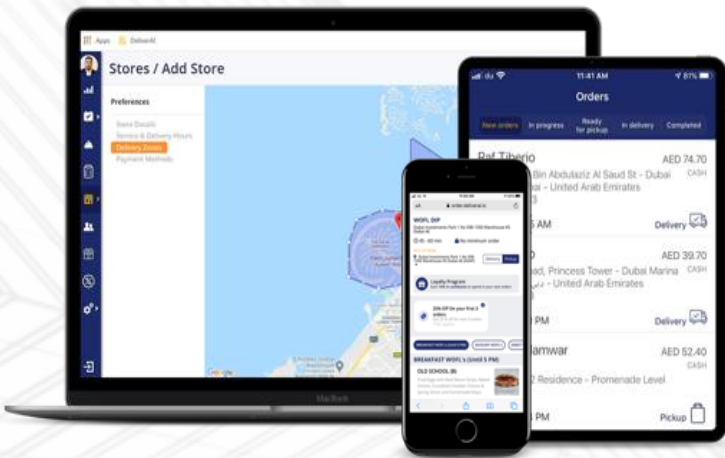
Your order has been accepted.
Track it here: <https://order.deliverai.io/wofl/order-tracking/APZsDWyeQT6r4QDZtuWD9w>



OFFERING

D2C AS A SERVICE, FULLY MANAGED BY DELIVERAI

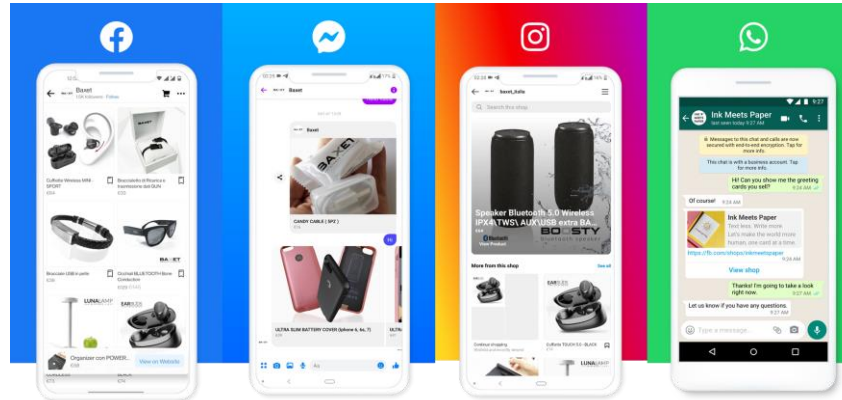
D2C ORDERING PLATFORM



STARTING AT 80 USD/ MONTH/
LOCATION

ORDER ANYWHERE,
ANYTIME

ADVANCED DIGITAL MARKETING



STARTING AT 500 USD/ MONTH
+ AD BUDGET

FIND CUSTOMERS
ANYWHERE, ANYTIME

CUSTOMER BASE MANAGEMENT (WITH AI) & ADVANCED ANALYTICS



STARTING AT 3000 USD/ MONTH

STIMULATE SALES FROM
CUSTOMERS, ANYWHERE,
ANYTIME



THANKYOU

DUBAI Jul 2021