

Digital Blackboard

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Content

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Market & Issues



Solution

Marketing

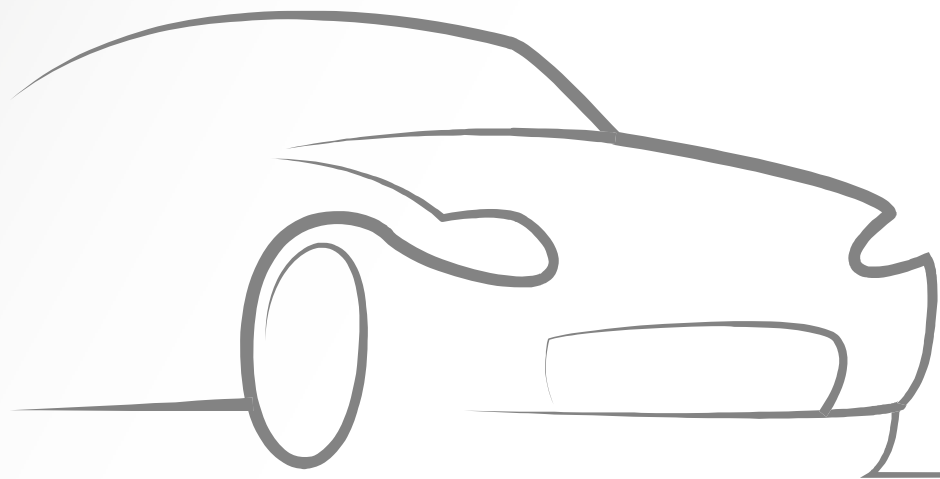


Trial Run

Financial Accounts



Conclusion



PART 01

Market & Issues

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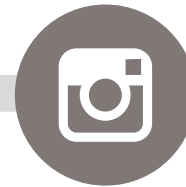


Logistic Industry

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Definition

Transportation, Storing, Loading & Unloading, Packaging, Processing, etc



Market Size

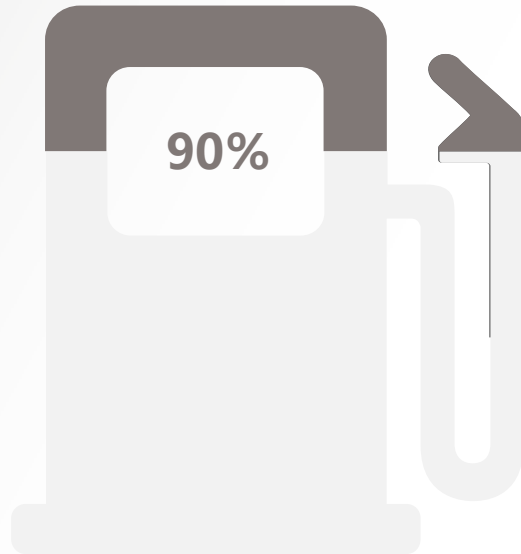
5% of GDP

Thirty Millions of Drivers

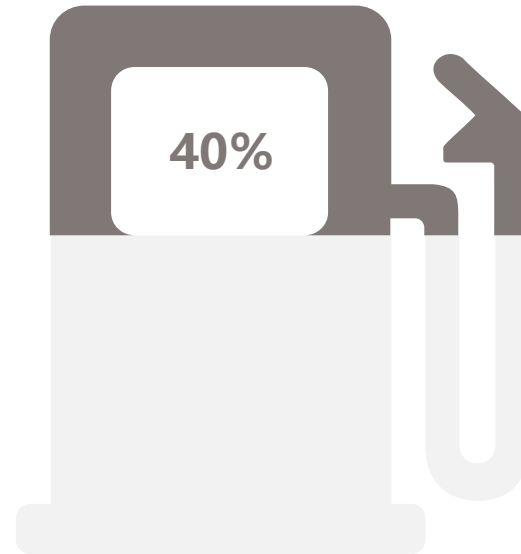


Efficiency

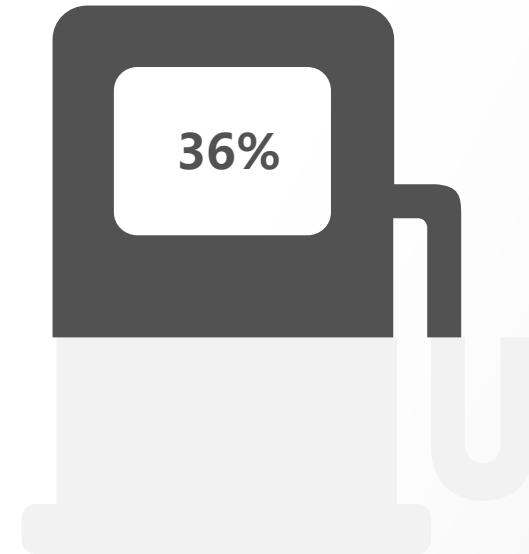
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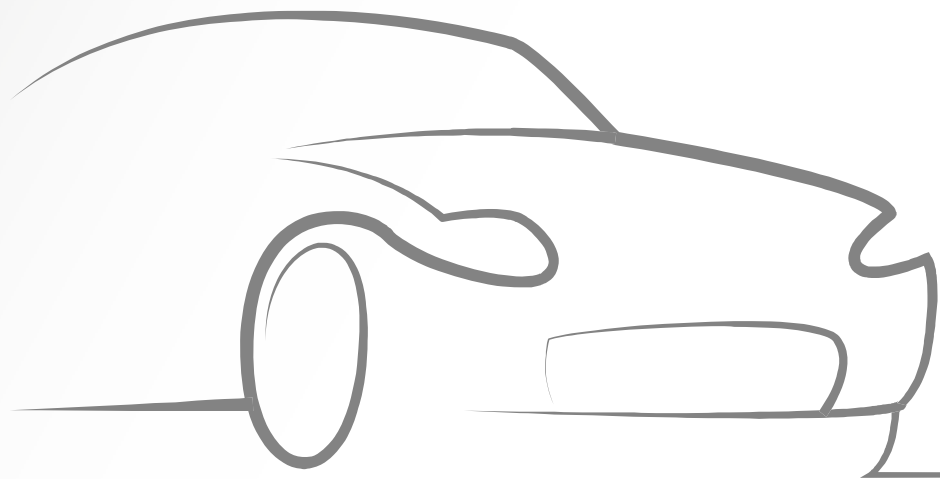
**Individual
Order Taking**



**Waste Between
Orders**



**Delay in
Payment**



PART 02

Solution

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A BILLION-DOLLAR MARKET

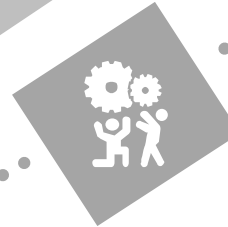
Data-Base

Deloitte expert survey
World Economic Forum: White Paper
Digital Transformation of Industries



Statistics

90% of indicators would likely to buy software for monitoring, allocation, and navigation



Analysis

Supply chain integration
Sharp reduction of time for trucks running empty



Potential Profit

Agent fee
Additional big-data service



A BILLION-DOLLAR MARKET

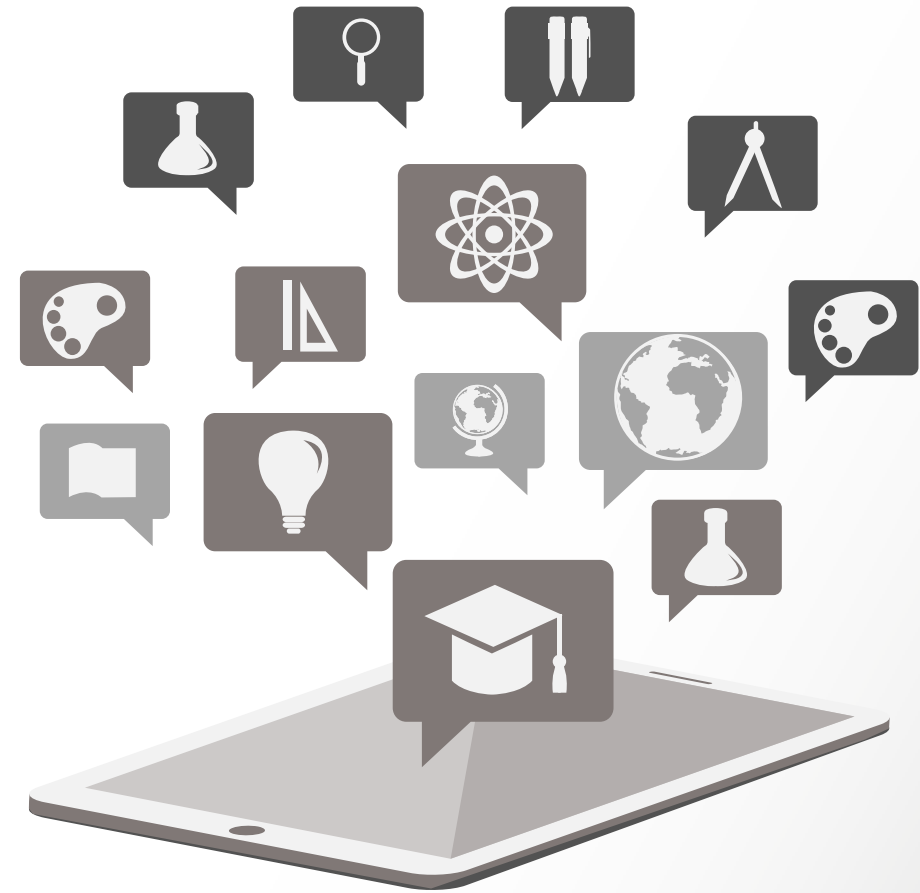


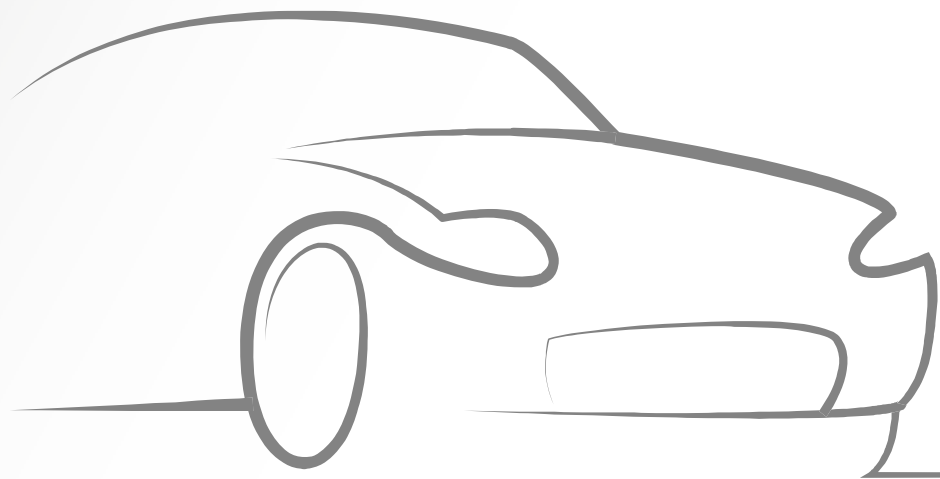
Big-Data

Use big-data base to create personalized software for specific OEMs to help them to be closer to market



The percentage of consuming this additional service will increase from 5% to 95% from 2016 to 2026.





PART 03

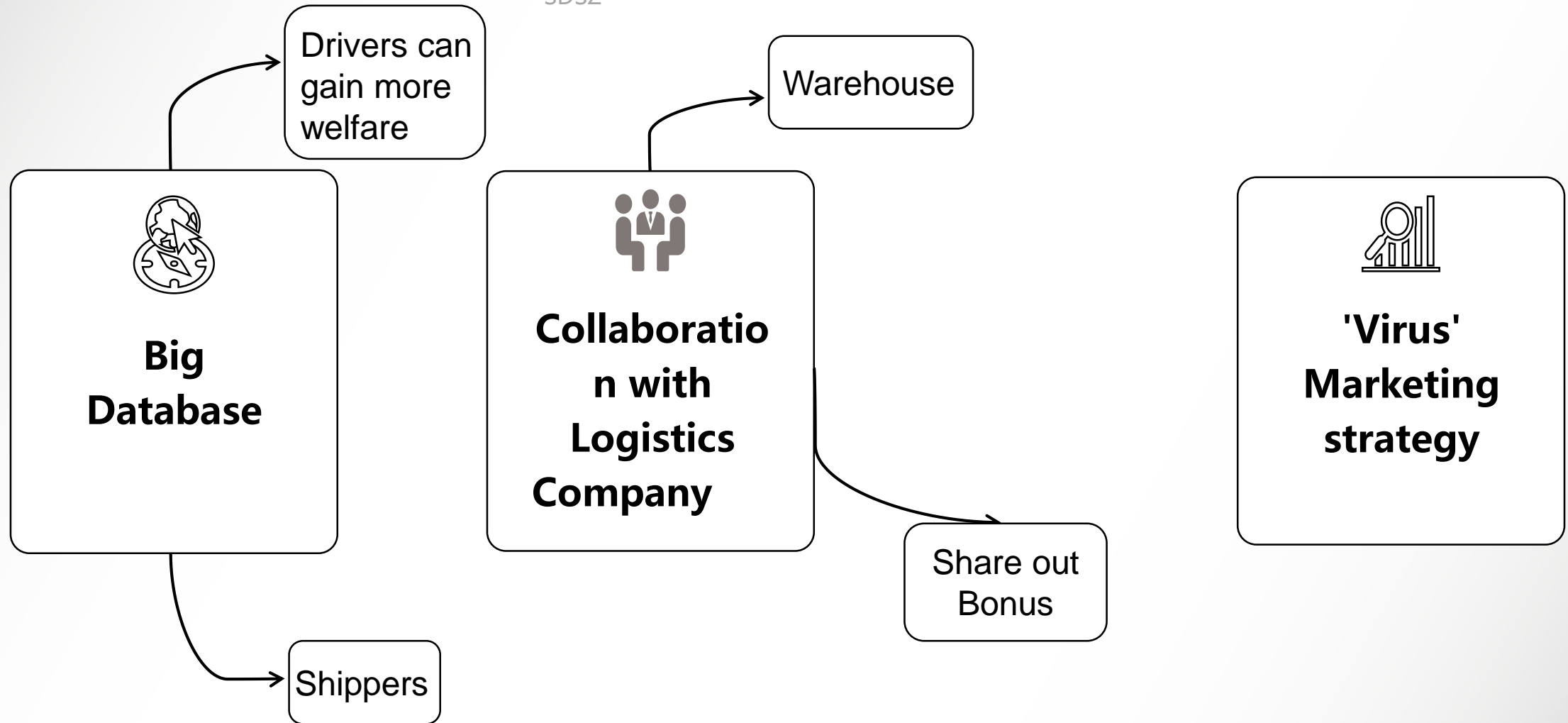
Marketing

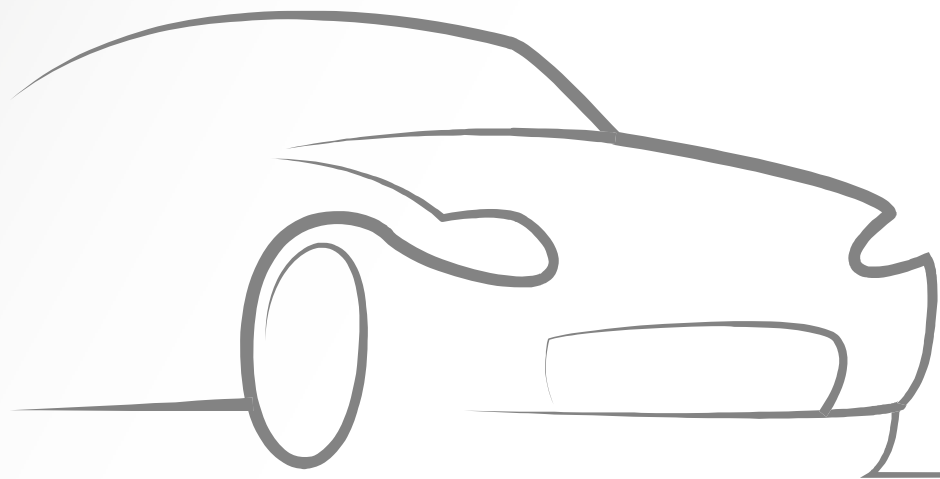
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Marketing

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PART 04

Trial Run

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Advantages of The App

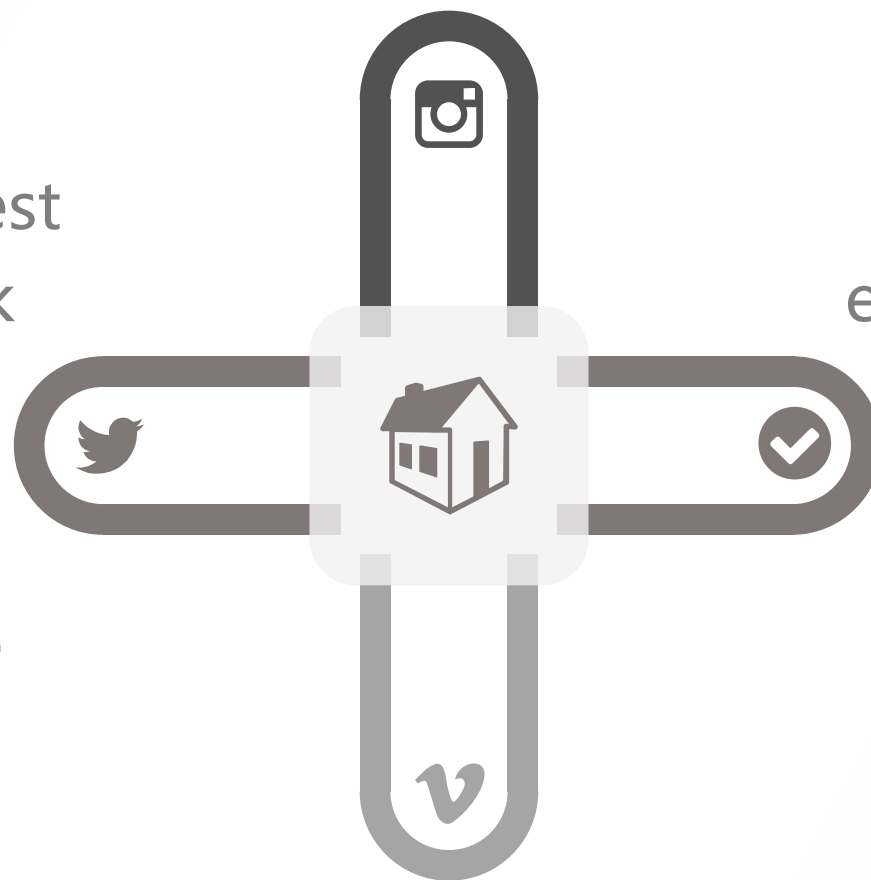
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The map will
recommend the best
routes for the truck

With big data, the
history record of
each driver could be
stored

Information on the
digital background

The map can help
to plan the place



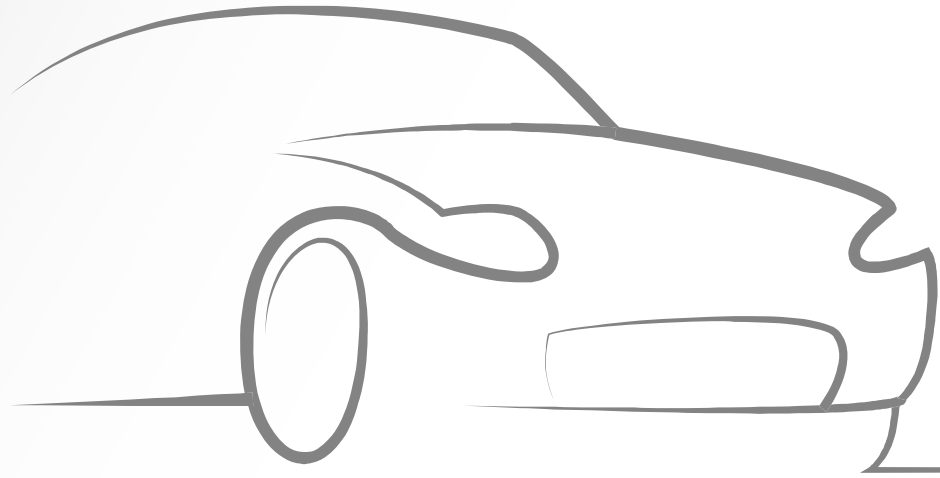


Example

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Beijing
↓
Tianjin
↓
Shijiazhuang





PART 05

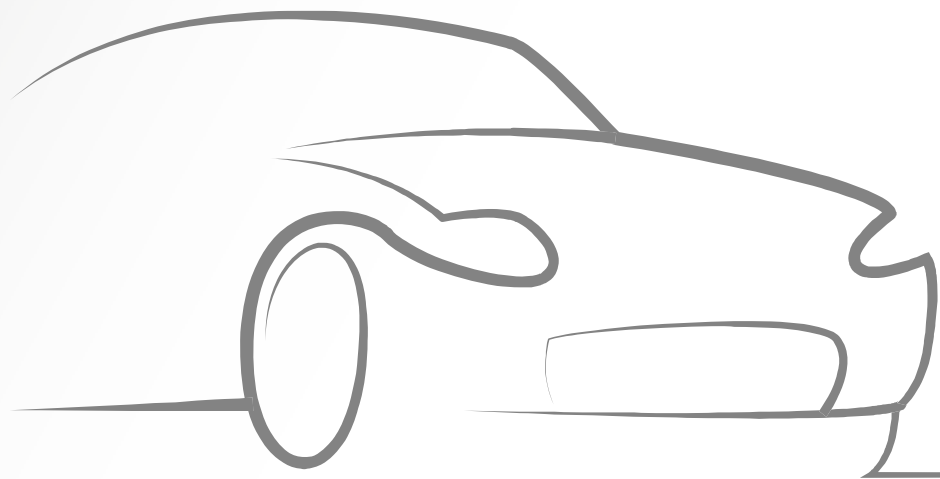
Financial Accounts

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	month 1	month 2	month 3	month 4	month 5	month 6	month 7	month 8	month 9	month 10	month 11	month 12
Sales Revenue	0.9	1.8	3.6	6.3	9	12.6	16.2	21.6	27	34.2	43.2	54
<i>Minus</i> Cost of goods sold	0	0	0	0	0	0	0	0	0	0	0	0
Gross profit	0.9	1.8	3.6	6.3	9	12.6	16.2	21.6	27	34.2	43.2	54
<i>Minus</i> Expenses	0.98	1.97	3.93	6.88	9.83	13.56	17.7	23.6	29.5	37.36	47.2	59
Retained profit	-0.08	-0.17	-0.33	-0.58	-0.83	-0.96	-1.5	-2	-2.5	-3.16	-4	-5

	month 1	month 2	month 3	month 4	month 5	month 6
Sales Revenue	0.9millions	1.8millions	3.6millions	6.3millions	9.0millions	12.6millions
cash inflow	0.9millions	1.8millions	3.6millions	6.3millions	9.0millions	12.6millions
materials	0.15	0.2	0.25	0.3	0.35	0.4
wages	0.534	0.939	1.744	2.949	4.154	5.759
rent	0	0	0	0		
utility bills	0	0	0	0		
cash outflow	0.684	1.139	1.994	3.249	4.504	6.159
net cash flow	0.216	0.661	1.606	3.051	4.496	6.441
opening balance	0	0.216	0.661	1.606	3.051	4.496
closing balance	0.216	0.661	1.606	3.051	4.496	6.441

	month 7	month 8	month 9	month 10	month 11	month 12
Sales Revenue	16.2millions	21.6millions	27.0millions	34.2millions	43.2millions	54.0millions
cash inflow	16.2millions	21.6millions	27.0millions	34.2millions	43.2millions	54.0millions
materials	0.5	0.61	0.73	0.85	0.95	1
wages	7.409	9.61	12.01	15.21	18.51	20.01
rent						
utility bills						
cash outflow	7.909	10.22	12.74	16.06	19.46	30.01
net cash flow	8.291	11.38	14.26	18.14	23.74	23.99
opening balance	6.441	8.291	11.38	14.26	18.14	23.74
closing balance	8.291	11.38	14.26	18.14	23.74	23.99



PART 06

Conclusion

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Recap&Final Thoughts

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Orders
Meeting
Drivers
Needs

Publicity
to
Society

Cooperation
With
Logistic
Comapnies

Current
Flow

Agent
Fee

Not A WELFARE!

Thank You!

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