



delivery your way



We're like FedEx's younger, faster, better looking sibling.

Zipments is a network of couriers and courier companies who collaborate with each other to provide the most efficient and affordable local delivery service available.

Local Delivery Then & Now

1913

UPS is a startup in Seattle.

Telephone & automobile threatened the industry.

Growth came from retail (mail order).

Technology was key in the revitalization of the industry.



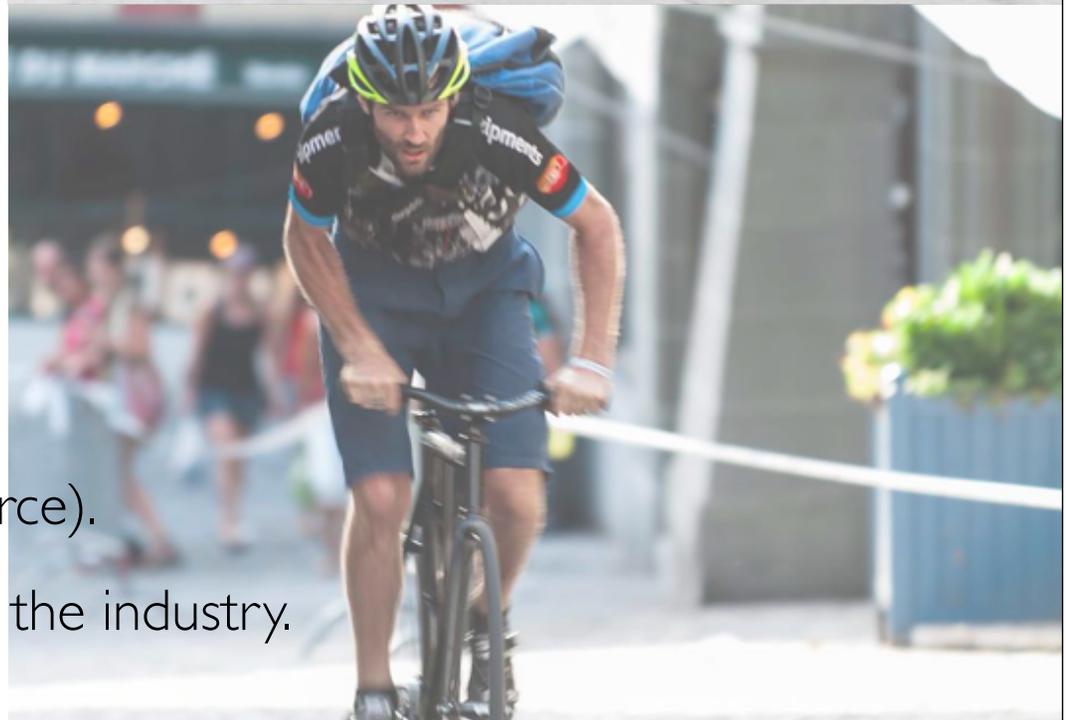
100 yrs. later

Zipments is a startup in NYC.

Email/internet threatens the industry.

Growth comes from retail (ecommerce).

Once again, technology will revitalize the industry.



Computers use logic.
...but that doesn't mean they are logical.



SAM BIDDLE - PACKAGES - 4/25/12 4:20pm

60,202 294

The Postal Service Shipped This Guy's Package Across the Country Twice for No Reason

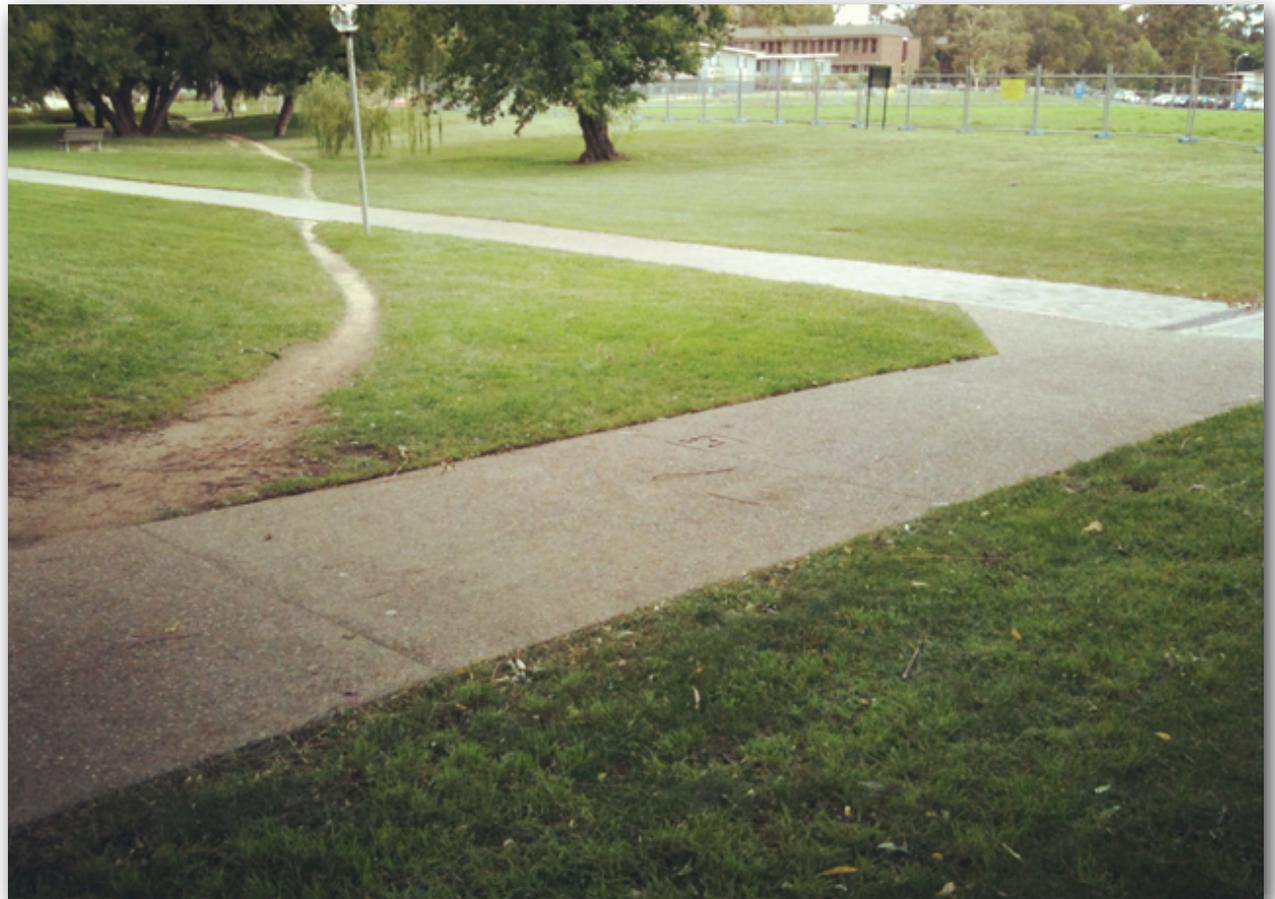


This 367 mile delivery took 2 weeks and the package traveled 5,715 miles via the USPS.

Crowdsourcing enables companies to deviate from entrenched processes and infrastructures.

Technology serves as a guide.

...but human resourcefulness often finds the path of least resistance.



Point to Point is the new Hub & Spoke

Computer & human networks working in tandem

Intracity deliveries no longer route-based

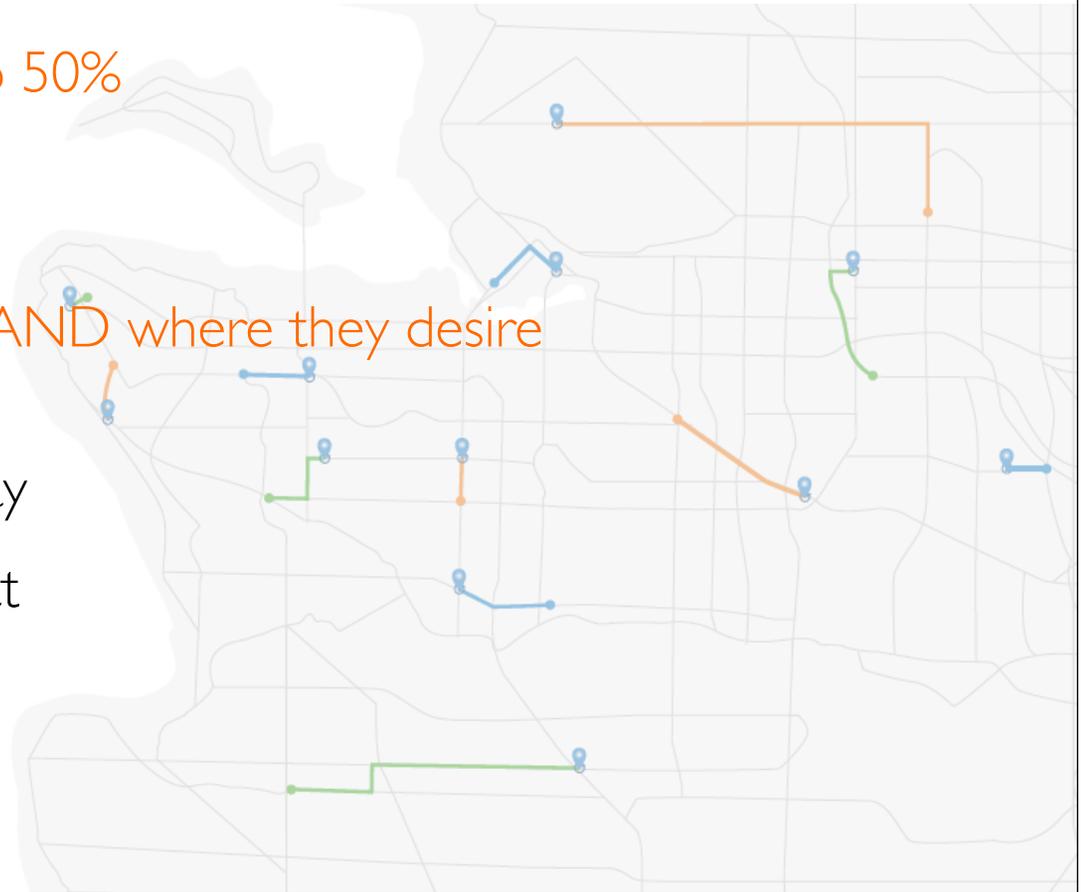
No staging or sorting

Distances travelled reduced by up to 50%

Delivery times often under an hour

Customers can receive items when AND where they desire

Zipments couriers perform same day deliveries (often in under an hour) at prices equal to standard 2-3 day shipping from large carriers.



What does Crowdsourced Local Delivery Look Like?

Full-time and part-time professional couriers

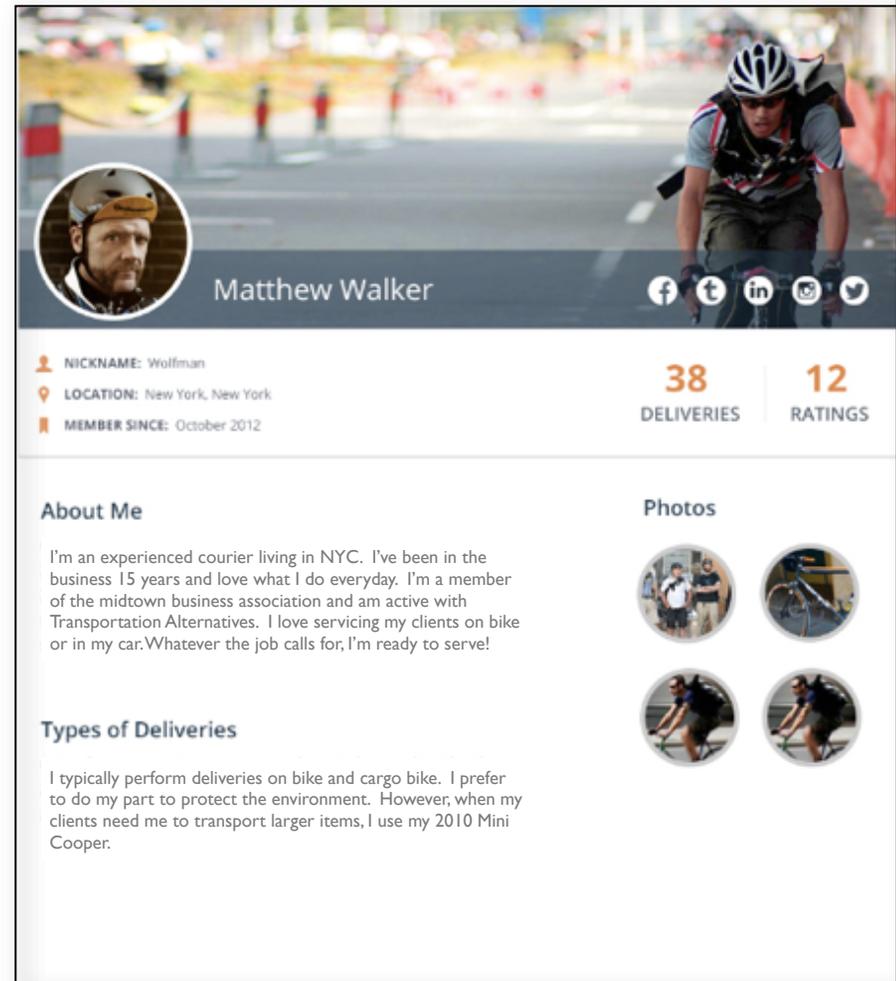
Dispatches sent to Zipments smart phone apps

Dispatches determined by mode of transportation, client request, proximity to job.

Couriers take work when/where they want.

Couriers earn more money and report greater satisfaction.

Clients report better service and greater transparency.



The image shows a profile page for a courier named Matthew Walker. At the top, there is a large background photo of a cyclist in a grey jersey and black helmet riding a road bike. To the left of this is a circular profile picture of the same person wearing a helmet. Below the profile picture, the name "Matthew Walker" is displayed. To the right of the name are social media icons for Facebook, Twitter, LinkedIn, Instagram, and YouTube. Below the name and icons, there are three lines of text: "NICKNAME: Wolfman", "LOCATION: New York, New York", and "MEMBER SINCE: October 2012". To the right of this text, there are two statistics: "38 DELIVERIES" and "12 RATINGS". Below the statistics, there are two columns: "About Me" and "Photos". The "About Me" section contains a paragraph of text: "I'm an experienced courier living in NYC. I've been in the business 15 years and love what I do everyday. I'm a member of the midtown business association and am active with Transportation Alternatives. I love servicing my clients on bike or in my car. Whatever the job calls for, I'm ready to serve!". The "Photos" section contains four circular images showing the courier in various work-related scenarios, such as riding a bike and handling packages.

Question:

Can crowdsourcing really match the scale and efficiency of FedEx, UPS and the USPS?

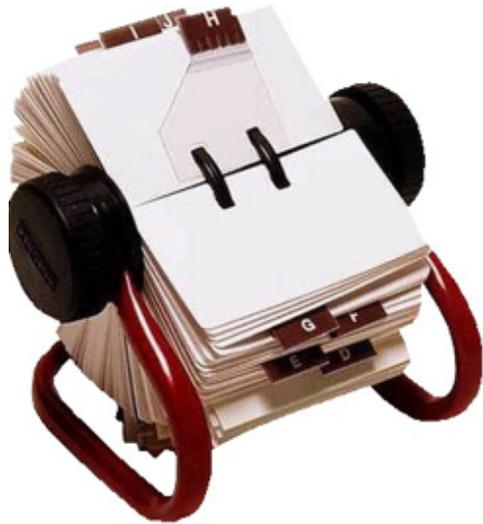
Answer:

It already does.



In NYC, cab drivers
perform a **half million**
on-demand, point to point
deliveries **every day.**

The Power of a Collaborative, Sharing Network



vs.



YOUR LINKEDIN NETWORK

487 **Connections** link you to
9,552,325+ professionals

27,883 **New people** in your
Network since September
13

Zipments couriers and courier companies collaborate and share resources to provide clients with...

...the right courier...

...at the right time...

...for the right price.



Helping Local Courier Companies Remain Competitive

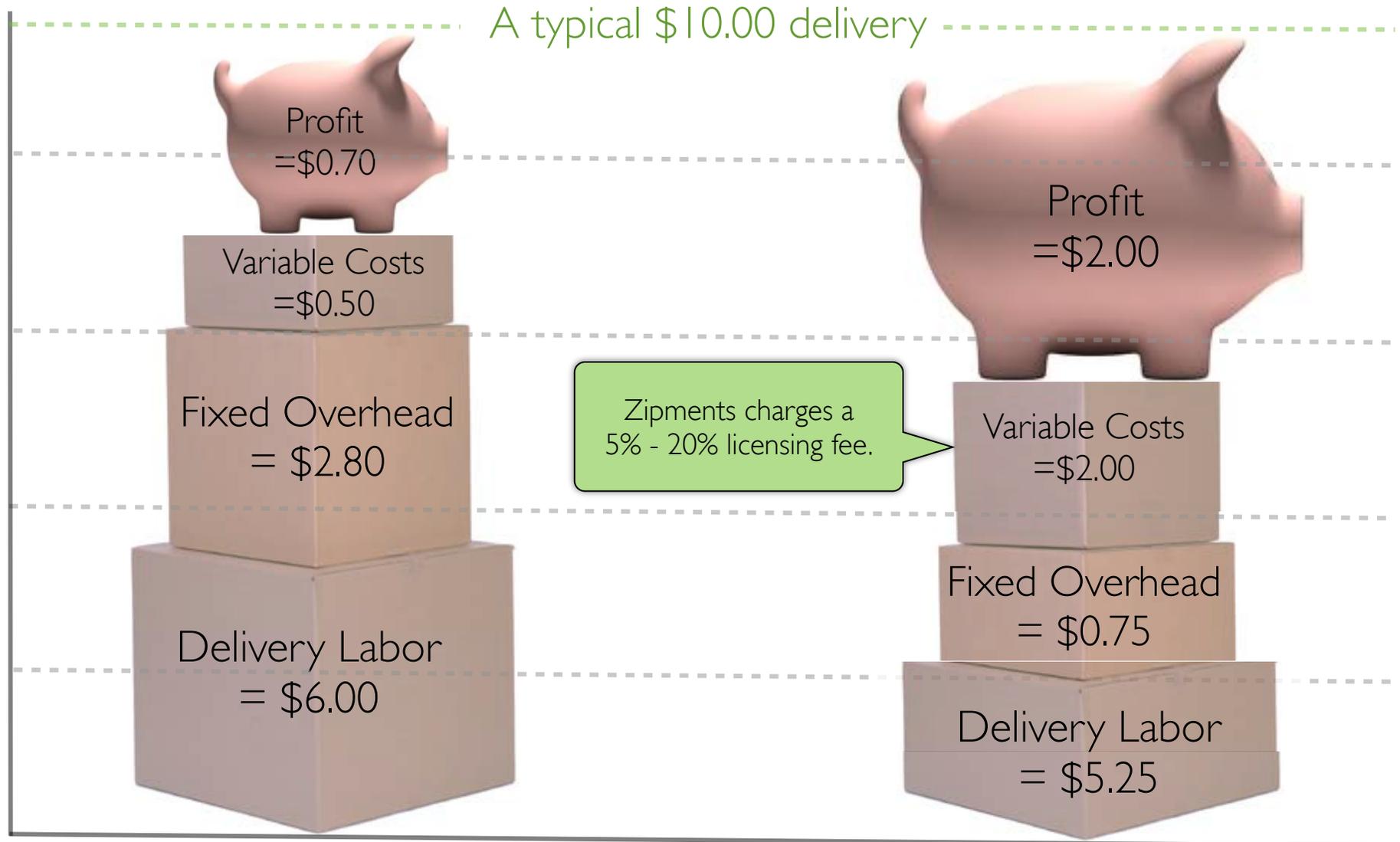
Zipments provides courier companies with a strong online presence and a variety of digital marketing tools.

Their clients can request deliveries directly through web and mobile apps.

With Zipments' real-time tracking features, these local companies can now offer their clients a better experience than UPS, FedEx or the USPS.

The screenshot displays the Fastway Couriers website interface. At the top, there is a navigation bar with the company name "Fastway Couriers" and a "Sign In" link. Below the navigation bar is a large group photo of the company's staff. To the right of the photo is the company logo and two buttons: "REQUEST DELIVERY" and "VIEW RATES". Below these are icons for different delivery methods: walking, bicycle, motorcycle, and truck. A section titled "HOURS OF OPERATION" lists the following schedule: MON - FRI 8:00am - 9:00 pm and SAT - SUN 9:00am - 9:00 pm. A "CONTACT" section provides the phone number (646) 581-4039 and the email address kbolger@zipments.com. A note at the bottom of the contact section asks users to please contact for questions or delivery requests outside regular hours. The main content area features a heading "Let us work for you!" followed by a welcome message. Below this are two sections: "Photos" with four small images of couriers, and "Our Service Area" with a map of Chicago showing the service area.

Courier companies are more profitable with Zipments.

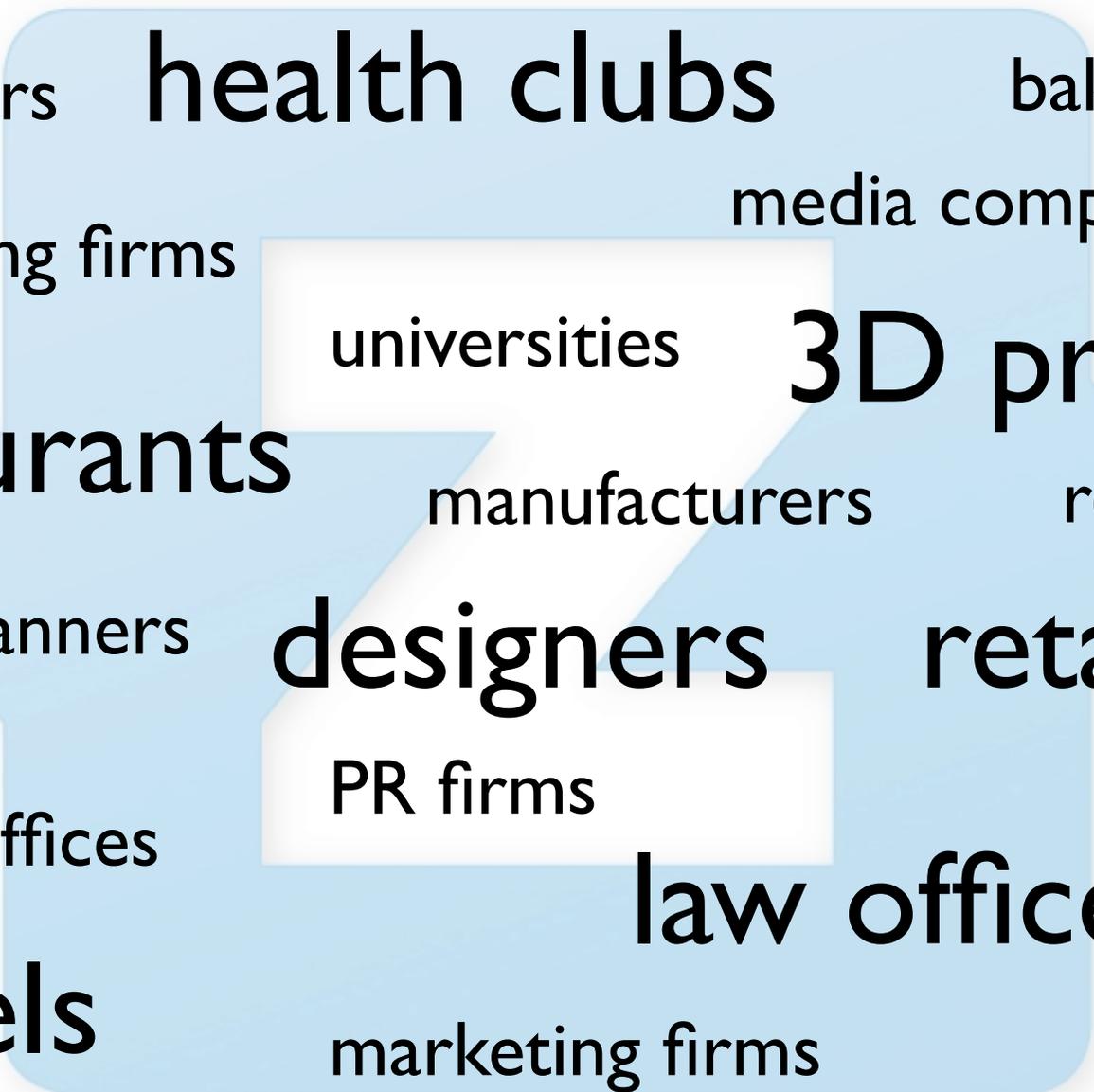


Traditional Courier Co.

vs.

powered by
 **zipments**

Zipments clients include...



contractors **health clubs** bakeries
accounting firms media companies
universities **3D printers**
restaurants manufacturers realtors
event planners **designers** **retailers**
doctors offices PR firms caterers
hotels **law offices**
marketing firms florists

Local delivery is significantly more affordable with a crowd.

The UPS Store 

PACK & SHIP PRINTING MAILBOXES SMALL BUSINESS SOLUTIONS

ESTIMATE SHIPPING COST

Let the Certified Packing Experts Handle the Rest.
Visit your local The UPS Store retail location today for expert help packing and shipping everything from letters to surfboards to fragile antiques.

[The UPS Store](#) > Estimate Shipping Cost

Results Summary

Ship From United States NYC 10028	Ship To United States NYC 10028	Number of Packages: 1 Total Shipment Weight: 10 lbs Packaging Type: Your Packaging Currency: USD
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Package Information

Package Type: Your Packaging

Package 1	Weight 10 lbs	Length 12 in	Width 12 in	Height 12 in
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Estimated Costs by Service

Service	Total (All Packages)
Ground	\$12.47
3 Day Select	\$19.01 *
2nd Day Air AM	\$26.80 *
2nd Day Air	\$23.26 *
Next Day Air Saver	\$38.23 *
Next Day Air Early AM	\$79.17 *
Next Day Air	\$46.02 *

UPS Next Day
= \$79.17

Zipments Same Day
= \$9.00



Case Study

Same day delivery of newly released comic books.



Integrated with Midtown's ecommerce platform.

At checkout, shipping options include:

Zipments Same Day	\$9.99
USPS Mail (3-12 days)	\$2.99
UPS Ground (3-5 days)	\$8.99
UPS 2nd Day	\$16.99
UPS Next Day	\$37.95

Opportunities to mix a dedicated fleet with the crowd

Retail



Healthcare Networks

Government

Schools/Universities

Restaurants

Insurance Cos.

Farm-to-Fork

Pharmaceutical

Libraries

Non Profits

Crowdsourced delivery is not just better, it's necessary.



As delivery volume shifts from envelopes to boxes, cities will see infrastructures pushed beyond capacity.

...so we must

Eliminate double handling/transport from hub & spoke.

...and

Tap existing capacity of bikers, pedestrians and passenger vehicles for fast, affordable deliveries.



delivery your way.

For more information, contact:

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THANK YOU!