

# GreenLift AI: Intelligent VTOL Drone Delivery Ecosystem for SMEs

Team Phantom

Pabna University of Science and Technology

November 7, 2025

**Contact:** armanislam527@gmail.com

**Mobile:** +8801521751005

**Portfolio:**

<https://armanislam527.github.io/IntelligentVTOLDroneDeliveryEcosystemForSMEs/>

# Team Details



**Parvez Ali**  
Team Lead &  
Software Engineer  
[LinkedIn](#) | [GitHub](#)  
NID: [Link](#)



**Arman Islam**  
Technical & Idea  
Supporter  
[LinkedIn](#) | [GitHub](#)  
NID: [Link](#)



**Lamia Islam**  
Marketing &  
Presentation  
Specialist  
[LinkedIn](#) | [GitHub](#)  
NID: [Link](#)



**Basim Al Zabir  
Shammo**  
AI & Research  
Specialist  
[LinkedIn](#) | [GitHub](#)  
[Google Scholar](#) |  
[ResearchGate](#)  
NID: [Link](#)

# Problem Statement

## Critical Challenges for Bangladesh SMEs

**Inefficient Logistics:** 89% of SMEs struggle with costly last-mile delivery

**Weather Vulnerability:** 91% report delayed deliveries during monsoon season

**High Operational Costs:** Delivery costs consume 18-25% of operational budgets

**Limited Business Intelligence:** 73% lack real-time analytics for inventory and forecasting

**Environmental Impact:** Traditional delivery systems contribute significantly to carbon emissions



# Market Opportunity

## Market Size & Target

10.4 million SMEs in Bangladesh  
78% operate in areas with poor logistics infrastructure  
Growing e-commerce sector requiring efficient logistics  
Average delivery cost: 22% of product price

## Market Trends

Rapid digital transformation in Bangladesh  
Government push for digital economy  
Climate change requiring sustainable solutions  
Increasing demand for reliable delivery services

পাবনা বিজ্ঞান ও প্রযুক্তি বিশ্ববিদ্যালয়



# The Solution

## GreenLift AI Platform

GreenLift AI is an integrated, eco-friendly drone delivery and AI-powered business intelligence platform designed specifically for SMEs in Bangladesh.

Solar-powered VTOL drones with 5kg payload capacity



AI dashboard for business analytics and demand forecasting

Zero-carbon delivery system

One-time setup cost without recurring wages

Smart tension sensors for safe package handling

# AI Integration

## Role of AI in Our Solution

**Predictive Analytics:** Demand forecasting and inventory management

**Route Optimization:** AI-driven path planning considering weather conditions

**Automated Decision-Making:** Smart scheduling and resource allocation

**Customer Insights:** Behavioral analysis for targeted marketing

**Predictive Maintenance:** Drone health monitoring and maintenance scheduling

## Benefits of AI Integration

AI enhances user experience by providing real-time business insights, optimizing delivery routes, and enabling predictive maintenance, resulting in 40-60% cost reduction and 85% faster delivery times.

# Product Demo / Screenshots



## Key Features Demonstrated

Real-time drone tracking and monitoring

Interactive delivery dashboard for SMEs

Automated scheduling and route optimization

Business analytics and reporting tools

# Unique Value Proposition

## What Makes Us Unique

**Zero Carbon Emissions:** 100% solar-powered fleet

**One-Time Setup Cost:** No recurring labor expenses

**AI-Powered Analytics:** Real-time business insights

**Weather Resilience:** Operates in monsoon conditions

## AI Differentiation

Our AI integration provides:

Predictive demand analytics

Optimized delivery routes

Automated inventory management

Personalized customer experiences



# Business Model / Revenue Strategy

## Revenue Streams

**Pay-per-Delivery:** 15-30 BDT per delivery

**Subscription Plans:** Business intelligence dashboard (500-2000 BDT/month)

**Fleet Leasing:** For larger SMEs (50,000 BDT/month)

**Premium Services:** Advanced analytics and custom integrations

## Pricing Strategy

Competitive pricing vs traditional delivery

Tiered subscription models for different SME sizes

Volume discounts for high-volume users

# Go-to-Market Strategy

## Customer Acquisition

Pilot program with 5 SME partners in Pabna district

Partnership with local business associations

Digital marketing targeting SMEs

Referral programs for existing customers

## Distribution Plan

Direct sales team for enterprise clients

Online platform for self-service onboarding

Partnership with e-commerce platforms

Government collaboration for rural areas

## Marketing Channels

Social media, trade shows, industry events, and content marketing focusing on sustainability and efficiency benefits.

# Financial Projections

## Revenue Projections (Next 3 Years)

**Year 1:** 5 million BDT (Pilot phase, 100 SMEs)

**Year 2:** 25 million BDT (Regional expansion, 500 SMEs)

**Year 3:** 75 million BDT (National presence, 1500 SMEs)

## Investment Target

Seeking 10 million BDT investment to reach revenue generation phase, covering:

Prototype development and testing

Regulatory approval processes

Initial fleet deployment

Marketing and customer acquisition



# Next Steps & Ask

## Our Journey Forward

Complete prototype development (2 months)

Field testing with 5 SME partners in Pabna (3 months)

Regulatory approval from Bangladesh Civil Aviation Authority (4 months)

Partnership with solar technology provider (2 months)

Pilot program with selected SMEs across Pabna district

## Our Ask

Seeking 10 million BDT investment to accelerate development and market entry, focusing on:

Technology development and AI integration

Regulatory compliance and safety certification

Initial fleet manufacturing and deployment

**Contact:** armanislam527@gmail.com

**Mobile:** +8801521751005