1. Seasonal Demand

Seasonal sell data of previous years data

How many customer – how many sales

1. Redundancy – keep data in a different warehouse as a backup

**Marketplace for warehouses, connecting customers to warehouses**

**Outsourcing the storage for others**

**All management of items & delivery is left to us**

**Existing platforms are catering to large scale of customers, expensive, no flexibilities**

**Better inventory management**

**What exactly does Accidental Redundancy mean?**

**Order fulfillment errors, logistics issues,**

**Standard procedures, security, relationships**

**Use AI to reduce errors,**

**Platforms don’t have expertise of managing facilities themselves**

**End customer is generating a lot of data - what insights can be generated from the data**

**Seasonal demand**

**We are controller of distribution network - how can we take advantage of the data?**

**Adding some AI features to predict future demand for storage**

**How to make the flow less redundant - how to handle errors?**

**Sending wrong inventory to wrong person**

**How to add quality control and operation**

**People don’t want to handle the last-mile problem, so we handle for them**

**Warehouse Layout - how are you going to manage multiple customers within a warehouse?**

**Different size items, how to optimize storage to take advantage**

**How to define the prices? - up to us**

**Whiteboard a little bit more -**

**How can we be different?**

**Draw comparisons with other (non-digitals) companies, show how you are different**

[**https://ware2go.co/how-businesses-can-leverage-on-demand-warehousing-fulfillment-to-drive-growth/**](https://ware2go.co/how-businesses-can-leverage-on-demand-warehousing-fulfillment-to-drive-growth/)

[**https://flow.space/**](https://flow.space/)