

Dear Team,

At the outset, let me take the privilege of congratulating you all for the successful launch of Dashdoor product. The market has responded very well to our indigenous product and the response from the market is very good. We have already started getting many enquiries for the managed services for Dashdoor solution.

Developing this product was an arduous task, involving extensive research about the product and finding the right product for the market. Special thanks to R & D, Analyst, Support, Marketing, Legal and Sales team, without your effort this launch couldn’t have been successful.

The real need for our customer is to reduce the price of the operational and also to improve the efficiency, also our customers do not have any experience in managing the hardware and software.

To help our customers with the managed services, DoorDash has been developed as a end-to-end turnkey solution as a managed services for our customers, so that they offload all the automation stuff to us, they can concentrate on their forte.

The motivation behind the launch of the product is to gain the competitive advantage of the new features developed in the product. The product/solution has all the built intelligence, so that the Dashdoor Robot will make informed decision in real-time.

The current launched included some of the features which are not available in any of the competitor products in the market. The features are highlighted below :

1. real time tracking : Real time tracking of the robot with detailed information, with the estimated time for delivery is provided. This enables users to track the order in real-time.
2. re-routing : The user has the privilege to re-route to the new address in real-time, when the robot is out for delivery on the roads. The robots re-routes with the help of Operations team, so that they will command the robot to change the route.

**Note: The re-routing shall be charged extra to the customer from the e-wallet.**

1. security feature at the last mile delivery : The main differentiator is that we are adding security feature to our food, which the user has to authenticate at the last mile delivery. As an additional security , the food parcel shall the bar code sticker attached to it, so that the user scans the product, to ensure the product is not tampered and the food is safe for consumption ,which shows that we really care for our customers , and we truly live by our slog **“ Beyond food delivery “** .

Doordash is launched with all the major features of tracking, re-routing and authentication features. The Doordash weekly deliverable is depicted in the below graph.

According to the field data the Doordash success delivery rate is 75% successful. This is a concern and our team is already working on this. The new release with fix shall be provided in the next sprint release.

As we have launched the product, there are plans to expand our footprint globally. However, we need some regulatory norms which needs to be adhered and procure certifications in some of the countries to launch the product. So, please stay tuned for more updates on this.

Thank you all again for the all efforts you have put in for the successful launch & it was indeed a pleasure to work with this wonderful team.

Regards,

Srinivas R Katti

On behalf of Product Management team