

[TB] THE BAND OF HAWKS

TOOLBOX

2023-03-15

50% REVIEW

THE TIME HAS COME,
FOR THE REASON OF THIS WORLD TO
CHANGE.



AMOGH S
AMBЛИHALLI



NANDAN N



STUTI
PATHAK



SHRADHA
SHETTY



SYED
ATEEBUDDIN
AHMED



RITVIK NV



▼ POSITIONING



For students,

- Who require hardware for projects technical events,
- "Toolbox" is a hybrid hardware-rental platform,
- That allows easy, on-demand & cheap rental access to hardware with buying options for consumables & fasteners,
- Unlike other hardware rentals which are targetted at businesses,
- Our product focuses on university/college student clubs with a future expansion for high schools & tinkerer-hobbyists.

NOW



THE BAND OF
HAWKS
[TB]

INTERVIEWS

Easy, on-demand & cheap rental
access to hybrid hardware with
buying options for consumables
& fasteners

	Total	Type		
		Face	Phone	Video
Week 1	10	10		
Week 2	16	15		1
Week 3	24	21		3
Week 4	11	11		
Week 5				
Week 6				
Week 7				
Week 8				





LEAN CANVAS



Key Partners	Key Activities	Value Propositions	Customer Relationships	Customer Segments
<ul style="list-style-type: none"> • Local Vendors • Universities • Colleges • Manufacturers • Franchisees • Repair Shops 	<ul style="list-style-type: none"> • Logistics • Marketing • Maintenance 	<p>Key Resources</p> <ul style="list-style-type: none"> • Maintenance Crew • Customer Support <ul style="list-style-type: none"> • Equipment Rentals • Easy, Cheap & Quick Access • Mass-Rentals & Renewals • Buying Consumables & Fasteners • Guides • Safety Equipment • Automated Quality Assurance 	<p>Customer Relationships</p> <ul style="list-style-type: none"> • Massive, regular customers • Lock-in via Ease-of-Use 	<ul style="list-style-type: none"> • College/University Students • Student Tinkerers & Hobbyists • Student Technical Clubs
Cost Structures <ul style="list-style-type: none"> • Economies of Scale • Terminal Upkeep • Website Upkeep • Tools & Equipments 			<p>Channels</p> <ul style="list-style-type: none"> • Online Website • Student Testimonials 	
Revenue Streams <ul style="list-style-type: none"> • Rentals via Multiple-Tiers Module • Retail Sales of Consumables & Fasteners • Late Return Fines 				



ASSUMPTIONS ▼

- Data obtained from PES University -> other universities ✓
- Modules >>> a la' carte parts ✓
- Similar tools req. by students & clubs irrespective of branch
- Clubs in colleges are open to renting hardware ✓
- Damages & products being misplaced won't be a road blocker ✓

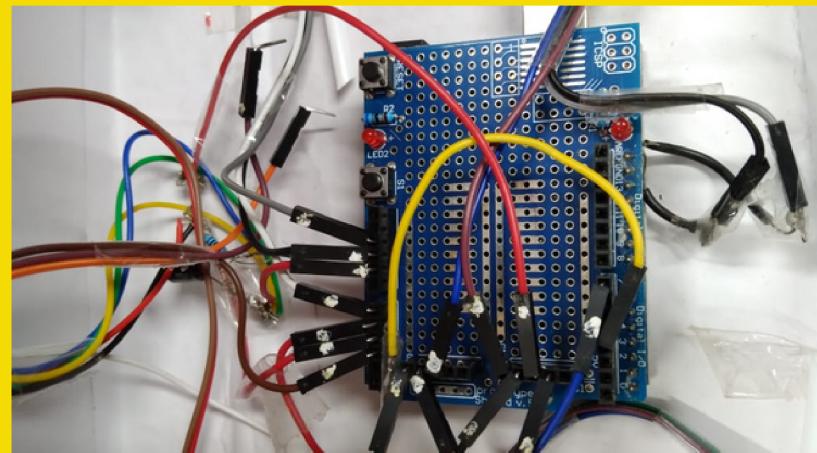
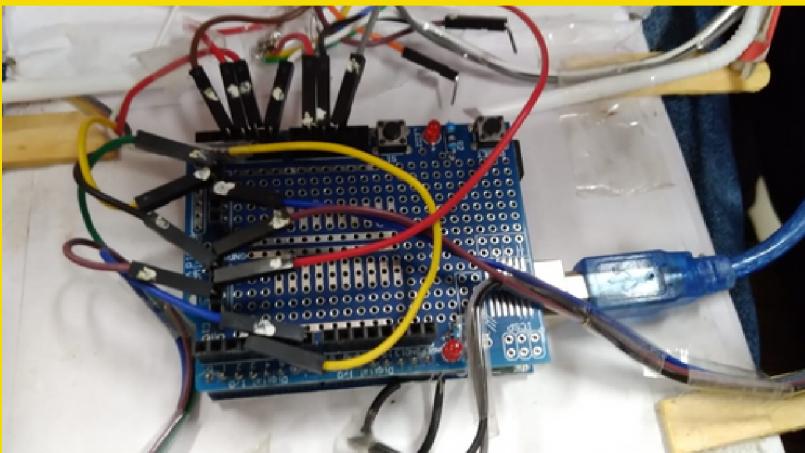


PRETOTYPE

Pretotype Test

Components: Arduino, Wire Jumpers,
Sensors, USB Cable, LEDs

Outcome: Successful





DISCOVERY▼

- **Assurance of quality & reliability**
- **Expanding Inventory**
- **Compact Size for Easy Transport**
- **Safety Equipment**
- **Preferred cost is around Rs. 300-400 / day**



OUR INSIGHTS▼



4 Module System

Electron ↗

Soldering set, Breadboard, Jumper Wires, Arduino/R-Pi, R-L-C, Multimeter, Basic Screwdrivers, Wire Cutters

For more target-specific kits: Sensors, Motors, GSM/BT Module

Crafter⚒

Power Tools (Cordless), Screwdriver+Key Sets, Hammer/Mallet, Hack/Handsaw, Measuring Instruments, Utility Knife, Pliers, Leveler, Wrench, Angle Finders, Sanders, Extension Bar

Consumables

Electron: Solder + Zero PCM + Adhesives

Crafter: Fasteners + Tooltips

Safety

Gloves, Goggles, Apron Coat + Suitable Guides

Common Equipment

Adhesives, Heat gun, Prying Tools, Clamps

Methods of Effective QA

Clear and Open Quality Standards

Strict and Clear Instructions in Modules on How-to-Handle Maintenance Schedule

Combination of Computer Vision + Ultrasound for Quick Inspections

- Boundary Scans for PCBs

- Time-tracker for Power Tools

- Automated Systems using In-House Barcodes

Others

Inventory Should Not Be Expanded (Right Now)

Compact Size Depends on our Packaging

NEXT STEPS

- Continue developing & testing prototypes to get an optimal prototype
- Further Research on Quality Assurance and Protocols
- Finalise Logistics

