

luggage monitoring at Mbezi terminal bus stand

Dec 22, 2023

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| PROBLEM | SOLUTION | UNIQUE VALUE PROPOSITION | UNFAIR ADVANTAGE | CUSTOMER SEGMENTS |
| Passengers losing their luggage at Mbezi Luis Bus Terminal, making the terminal look bad | Use delivery robots to move luggage inside the terminal, reducing crowds and theft. | Safe and efficient luggage transport using robots, making the terminal more trustworthy. | Stand out by using innovative technology (delivery robots) for luggage transport, enhancing security. | Commuters, people who use Mbezi Luis Bus Terminal for their travels. Terminal Management, authorities and staff responsible for the operation and management of Mbezi Luis Bus Terminal. |
| EXISTING ALTERNATIVES | KEY METRICS | HIGH-LEVEL CONCEPT | CHANNELS | EARLY ADOPTERS |
| <p>1. passenger's luggage security and care depend on him or herself.</p> <p>2. luggage carrier vendors who charge per service to carry luggage from inside the terminal to outside.</p> | Reduced Luggage Loss incident. Gather feedback from passengers on the effectiveness of the robot service. | Implementing a delivery robot system at Mbezi Luis Bus Terminal to handle the transport and logistics of passengers' luggage within the facility. This innovative solution aims to address the increasing problem of lost luggage, enhance security, and reduce theft cases by minimizing crowds through efficient robot-assisted luggage transport. The focus is on creating a safer and more reliable experience for commuters while improving the overall authority and reputation of the terminal. | <p>Robot Deployment: Introduce and operate delivery robots within the terminal.</p> <p>Communication Platforms: Tell passengers about the robot system through announcements and signs.</p> | Tech-Forward Commuters, individuals who are comfortable with and enthusiastic about adopting new technologies to enhance their travel experience. Proactive Terminal Management Teams, terminal leaders who are open to innovation and actively seek solutions to improve security and efficiency at Mbezi Luis Bus Terminal. |
| COST STRUCTURE | | | REVENUE STREAMS | |
| Robot Implementation, invest in and maintain the delivery robot system. Staff Training, train terminal staff on managing the new technology | | | Charge a small fee per passenger for the robot-assisted luggage service. | |



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