The name of my project is TRANSHUB

Yesterday I missed the meeting, I was at Intercity Shalom trying to get my ZRA documents that were sent from Sesheke. I had a receipt number, they had to manually check through all the envelopes they had, call some people, check other bus packages, called more people, only to be told my package that had been sent on Wednesday morning hadn’t yet arrived in Lusaka. I was later arrested by the police, for driving without documents, for the first time in my life, the police man understood my situation and let me go.

Sending and receiving parcels from different towns is cumbersome, time consuming, and unreliable. Business people, shopaholics, Schools, and private individuals often need to transport goods between cities.

The Current Solutions.

The three popular solutions are:

1. Posting it through the Post Office
   1. Extremely unreliable
   2. Poor tracking
   3. Very late delivery of the product
   4. Expensiv
2. Putting it on a Bus
   1. You have to go to the bus station
   2. Absolutely no tracking information
   3. Unreliable service delivery and no insurance for packages lost or damaged
3. Hiring an Entire Truck
   1. Expensive
   2. Cumbersome

The three current solutions, only allow for big corporations to handle the cargo for you (The post or popular bus companies like Mazandu and Shalom)

Our Solution

What we will provide is like Uber, but for parcels, from envelopes, to truckloads. We provide a platform where individuals can request for a pick up/delivery service of their parcel from one location to another. The magic about it is that anyone can be a courier. – A frequent traveler between cities (could be a driver or a passenger), a truck driver with extra space or an empty truck returning to his post, a postal company, a bus company. For any route selected, a price will be calculated based on the size of the parcel and the distance to be travelled. An additional fee is charged if they want pick up or delivery and similarly it is cheaper if the parcel is dropped off at a central location. For every parcel, there is tracking available from pick up to delivery giving the customer peace of mind.

In our research, 80% of the people that send parcels on these routes do not have smart phones, so we are also developing a USSD menu that allows users to request, accept, and track their parcels without the need for being connected to the internet.

How Do you Plan to Monetize your Service

How we monetize our service, every registered “courier” is charged a commission of 8% of the courier fees for each parcel collected and for each request made by a sender, 2% is charged.

How Big Can You get

The bus Companies have now reduced their luggage allowance for riding passengers by half to make room for the ­­­­­­­private packages being sent, meaning half the bus storage contains paid packages. There are over 50 parcels sent from Lusaka to Livingstone per bus, and there are 9 buses that make this route every day, a minimum of 450 parcels per day. Already people are opting to use the bus services instead of the post office because the buses are slightly faster, but the busses have multiple stops and are restricted on routes, so offering a direct courier service will be faster and cut down posting times, making us a preferred courier method.

Why are you the people for this?

What is your Ask