

# Your Global Competition Report



DRONE DELIVERY APP

EXCUBATOR DEMO

14 - 07 - 2017

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## GLOBAL COMPETITION INFORMATION

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# ABOUT THIS REPORT

This report comes to you from Excubator, one of India's leading startup incubators.

Our aim is to provide you, the startup innovator, with the information and the guidance needed for you to take the best steps for you to succeed.

Through this report, we hope to give you insights into the global environment around your specific business idea, represented



by the keywords you used in your search. To generate this report for you, excube360 has gone through millions of data points .. in real time ... to give you a starting point from where you can begin to get a deeper understanding

of the environment around your idea.

By using this report, you should be able to explore and get a deeper insight into many aspects around your idea: Is my idea truly hot? Is there investor interest in this space? Who are likely to be my global competitors? Where else can I get more information from?

Wishing You Success,

A handwritten signature in black ink, which appears to read "Guhesh Ramanathan".

Guhesh Ramanathan  
CEO  
**excubator**<sup>™</sup>  
Bangalore, India

*Did you know that Excubator comes from the latin "excubo" which means "I keep watch"?*

# ABOUT YOUR INDICATORS

Lets start by giving you four different birds-eye views of your idea. Market buzz is an indicator of how much social chatter has happened in this space in the last twelve months. Relative to other ideas, does your idea attract investor interest? Is your idea popular among other entrepreneurs? And is your idea so

popular that there are too many competitors already for you?

These four parameters are measured for your idea and are shown below. But don't just look at each indicator in isolation ... sometimes the combination of the four indices is a good way for you to figure out what your next steps should be!



## MARKET BUZZ

Market Buzz is an indication of the "chatter" around your keywords in the last 12 months. This includes social chatter as well as professional discussions in serious academic research papers.

LOW



## INVESTOR INTEREST

Excube360 believes that it is not the total value of deals, but the number of deals done in a specific startup space that should be of interest to an early stage venture. Investor interest is a measure of the number of deals in the last 12 months in your area of interest.

LOW



## ENTREPRENEUR INTEREST

For a startup, a quick validation of your own idea is the interest other entrepreneurs show in your space. Entrepreneur interest measures this for the last 24 months.

LOW



## COMPETITION

Is your startup idea in a space already crowded with too many other entrepreneurs? If so, you might need to re-think positioning your startup against them.

MEDIUM



# ANALYSIS OF THE INDICES

Hmm ... needs rethinking.

Sometimes, even potentially good ideas never take off.

They might be too early to market, or so futuristic, that they might not attract enough customer interest to scale.

Investors might play a wait and watch role .. for so long that other entrepreneurs with the same idea might be discouraged enough to quit.

It isn't necessary to drop such ideas .. but it might be a good strategy to play a “wait and watch” game, gauging the market buzz around your idea and keeping an eye open for investment deals in this space. It might also be interesting to “moonlight” around this idea slowly and without betting too

much money into developing the product or service you plan while you wait and watch.

It might also be a good idea for you to discuss your idea and your plans with good mentors who will be able to guide you. What we would also suggest is that you don't reach out to investors just yet .. build a great plan, with minimum resources, before you do so.

Excube360 can be your eyes on this market ... keep re-checking your idea on excube360 to see how this changes over time.

# GLOBAL COMPETITOR INFORMATION

Smart startups don't just look at local competition. They study their global counterparts.

And so, in today's environment, it is important for you to look at what your global competitors are doing. Increasing globalization means that it isn't surprising to find a company half-way across the world successfully competing with you for business. Knowing them, and researching them well, is critical.

In this section, you will see a list of companies that excube360 has highlighted as the most representative of your global competitors. Again, this is based on the search keywords you have used to represent your idea.

For each potential competitor, excube360 will try to give you a short

description (from their website) along with their primary website link. You may also find their country of registration, along with the year they were registered as a business.

Under the funding category, you will see more information .. how much they have raised, across how many rounds, as well as the type of funding (equity or debt), if they have raised and reported funding. You will also (where available) see the names of their investors, which will give you an idea of who would be interested in your own business from a funding perspective.

Use these competitive details to conduct additional research as you see fit into your competition. With this, you should be able to put together your own plans on how you could potentially compete with them.

# AUTONOMOUS CONTROL SYSTEMS LABORATORY

## About the Company

MADE IN JAPAN DRONE ACSL  
Autonomous Control Systems  
Laboratory Ltd. ACSL 2016 3 UTEC  
ACSL 3 ACSL ACSL is the leading  
industrial drone manufacturer and  
solution provider in Japan. Utilizing our  
world leading autonomous control and  
advanced autopilot technologies  
originated from the laboratory of  
Professor Kenzo Nonami at Chiba....

## Funding Details

Total Funds Raised : \$6,400,000  
Number Of Rounds : 1  
First Round Date : 2016-03-28  
Last Funding On : 2016-03-28

## Company Details

Domain: [acsl.co.jp](http://acsl.co.jp)  
Founded On : 2013-11-01  
Region : JPN - Other

## Social Presence





# PGN DRONE TECHNOLOGIES

## About the Company

To create drones and drone technology that positively impacts our world and helps make our lives better. One day not far from today you ll look out your window and you ll be able to see dozens of Unmanned Aerial Vehicles UAV s passing by on their way to make a delivery or capturing some aerial footage. Who know s maybe you ll catch one conducting an analysis of the power lines....

## Funding Details

Total Funds Raised : \$10,000

Number Of Rounds : 1

First Round Date : 2015-10-01

Last Funding On : 2015-10-01

## Company Details

Domain: [pgndrones.com](http://pgndrones.com)

Founded On : 2015-01-01

Employee Count : 1 to 10

Email : [ray@cloudsystemsdevelopment.com](mailto:ray@cloudsystemsdevelopment.com)

Region : Anaheim

## Social Presence



Twitter Link



Facebook Link

# ASYLON INCORPORATED

## About the Company

Field Deployable Infrastructure for the  
Autonomous UAV Industry

## Funding Details

Number Of Rounds : 1

First Round Date : 2015-11-13

Last Funding On : 2015-11-13

## Company Details

Domain: [flyasylon.com](http://flyasylon.com)

Founded On : 2015-08-25

Region : Philadelphia

## Social Presence



Twitter Link



Facebook Link

# DRONE DELIVERY CANADA CORP.

## About the Company

At Drone Delivery Canada we are focused on bringing Innovation to Canada utilizing drones and Canadian technology to redefine just in time delivery standa At Drone Delivery Canada we are focused on bringing Innovation to Canada utilizing drones and Canadian technology to redefine just in time delivery standards for government agencies municipalities and Canadian....

## Funding Details

Total Funds Raised : \$10,459,450

Number Of Rounds : 2

First Round Date : 2016-05-26

Last Funding On : 2017-02-06

## Company Details

Domain: [dronedeliverycanada.com](http://dronedeliverycanada.com)

Founded On : 2014-01-01

## Social Presence



Twitter Link



Facebook Link

# DRONE DELIVERY CANADA

## About the Company

Drone Delivery Canada is focus on designing developing and implementing a commercially viable drone delivery system within the Canada.

## Funding Details

Total Funds Raised : \$13,650,000

Number Of Rounds : 3

First Round Date : 2014-02-04

Last Funding On : 2017-02-06

## Company Details

Domain: [dronedeliverycanada.com](http://dronedeliverycanada.com)

Founded On : 2014-01-01

Employee Count : 11 to 50

Email : [info@dronedeliverycanada.com](mailto:info@dronedeliverycanada.com)

Region : Toronto

## Social Presence



Twitter Link



Facebook Link

# VOLANS-I

## About the Company

Volans-i offers an on-demand delivery service for time-sensitive critical shipments using advanced drone technology.

## Funding Details

Number Of Rounds : 1

First Round Date : 2017-03-21

Last Funding On : 2017-03-21

## Company Details

Domain: [volans-i.com](http://volans-i.com)

Founded On : 2015-01-01

Employee Count : 1 to 10

Email : [team@volans-i.com](mailto:team@volans-i.com)

Region : SF Bay Area

## Social Presence



Twitter Link



Facebook Link

# DRONELANCER

## About the Company

The Drone Delivery Platform

DroneLancer is powering the future of commerce with their autonomous drone technology which provides retailers service organizations a cost effective and fastest alternative to deliver payloads.

Our Next Generation Technology takes location proximity to the next level by offering a drone delivery network. With the DroneLancer Technology retailers....

## Funding Details

Number Of Rounds : 1

First Round Date : 2015-12-18

Last Funding On : 2015-12-18

## Company Details

Domain: [dronelancer.com](http://dronelancer.com)

Founded On : 2015-12-01

Employee Count : 1 to 10

Email : [support@dronelancer.com](mailto:support@dronelancer.com)

Region : Sydney

## Social Presence



Twitter Link



Facebook Link

# ANNEXURES

There are many other locations from where you could begin to get very good information on your startup idea. Some of these are presentations and videos.

Excube360 goes a step further. In these annexures, you will find presentations and videos that you might find interesting; but you will also see keywords (other than those you used to search for your own idea) that are aligned with your own startup idea.

Using these keywords associated with your idea could help you to fine tune your idea better on <http://www.excube360.com>

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# SEO KEYWORDS

Other keywords associated with your idea.

While you would have used a set of keywords to represent your idea in your search, excube360 drills down and finds other words that are strongly aligned with your idea, represented in this Tag Cloud.

Use these words too in your original search phrase to get more information on your idea. In addition, many users have also reported that these additional keywords are a great way to optimize the way users search. Consider using these additional keywords for SEO for your site.

DELIVERED SERVICE DEVICE  
FOOD LANDING ITEMS DELIVERS IDLE  
LOCATION SECURITY DRONES GOODS  
MOBILE SYSTEM APPLICATION  
PACKAGE MAIL USER DATA WHEN  
SYSTEMS CODE DELIVERING BOX  
SERVICES ROBOT TECHNOLOGY  
APPLICATIONS PROVIDED RECEIVING



# TOP PRESENTATIONS THAT MAY INTEREST YOU

We have found interesting presentations for you.

Its interesting to look at other presentations to see how other people are approaching your own idea. This is what you will find here in these select presentations.

By going over these presentations, you might be able to arrive at potential business models, or see how others are positioning their own value propositions. Using these, you should be able to position your own business idea more sharply.

TOPICS	LINKS
Azure Application Architecture Guide	<a href="#">LINK</a>
Drones and their Increasing Number of Applications	<a href="#">LINK</a>
Sora Raku Rakuten Drone Project	<a href="#">LINK</a>

Drones Present Future	<a href="#">LINK</a>
Skycart Drone Delivery for 2017	<a href="#">LINK</a>
Apps Maps and Drones Technology for the Forest Landowner and Manager	<a href="#">LINK</a>
Food delivery service MARKETING PLAN	<a href="#">LINK</a>
Caixa Empreender Award 2016 Enterprise it Connect Robotics bgi	<a href="#">LINK</a>
Executive Leaders Forum Drone Powered Solutions	<a href="#">LINK</a>
Clarity from above	<a href="#">LINK</a>

# TOP VIDEOS

## THAT MAY INTEREST YOU

We have found interesting videos for you.

Similar to presentations, videos are another great way to see how other people are presenting their idea. This is what you will find here in these selected videos.

By going through these videos, you might be able to understand how people present these ideas to their audiences. Viewing these will help you understand how to present your idea better.

TOPICS	LINKS
BIZZBY SKY Drones On Demand	<a href="#">LINK</a>
Build an app to deliver coffee with a drone on IBM Bluemix	<a href="#">LINK</a>
014 A Bitcoin based Drone Delivery Network and the Hover Drone App with Dan Held	<a href="#">LINK</a>

I m Hungry  insanely fast drone delivery and services	<a href="#">LINK</a>
Taco Drop App  Drone Taco delivery	<a href="#">LINK</a>
Best Drone Application  Delivery Drone	<a href="#">LINK</a>
Ice Cream Drone delivery service tested at Lincolnshire Beach	<a href="#">LINK</a>
Walmart drone delivery  Walmart seeks FAA permission to test run drone delivery system  TomoNews	<a href="#">LINK</a>
Pizza Drone App	<a href="#">LINK</a>
SCARAB 180 Racing Drone Pre Delivery Check	<a href="#">LINK</a>

# TOP PATENTS THAT MAY INTEREST YOU

We have found interesting patents for you.

Sometimes, you might think that your idea itself is new, but it is highly likely that there might be existing patent (and therefore patent-holders) around your idea.

Here are a few patents we suggest you go through. By understanding what has been patented, you might be able to avoid long and costly patent infringement battles.

TOPICS	LINKS
Methods systems and devices for delivery drone security	<a href="#">LINK</a>
System and method for controlling drone delivery	<a href="#">LINK</a>
Unmanned drone robot system for delivering mail goods humanoid security crisis negotiation mobile payments smart	<a href="#">LINK</a>

Drone docking station and delivery system	<a href="#">LINK</a>
Drone Docking Station and Delivery System	<a href="#">LINK</a>
Drone receiving systems and methods	<a href="#">LINK</a>
Rescue drone	<a href="#">LINK</a>
Live video broadcasting mobile application for social sharing	<a href="#">LINK</a>
Energetic materials using amorphous metals and metal alloys	<a href="#">LINK</a>
Close proximity notification system	<a href="#">LINK</a>

# TOP RESEARCH PAPERS THAT MAY INTEREST YOU

We have found interesting Reserch Papers for you.

Studying research papers are a good way to see what research has been conducted by universities and research institutions around your idea.

There is another benefit of studying research papers. Sometimes, it is possible to get in touch with these specific researchers and possibly even add them to your own advisory or core team.

TOPICS	LINKS
Modeling Actuation Constraints for IoT Applications	<a href="#">LINK</a>
A Scalable Low Cost UAV Traffic Network uNet	<a href="#">LINK</a>
Fog Computing for Sustainable Smart Cities A Survey	<a href="#">LINK</a>

Dynamic UAV based traffic monitoring under uncertainty as a	<a href="#">LINK</a>
Machine Learning in Wireless Sensor Networks Algorithms	<a href="#">LINK</a>
A wearable general purpose solution for Human Swarm Interaction	<a href="#">LINK</a>
PDF only	<a href="#">LINK</a>
Interoperable Convergence of Storage Networking and Computation	<a href="#">LINK</a>
PDF only	<a href="#">LINK</a>
MyNET Platform and End to End Network Slicing I Introduction	<a href="#">LINK</a>