







College students want stuff, but can't justify buying it most of the time.



An online marketplace to rent it. So cheap that students don't think about.

Price items so break-even

Product margins

(scooter, console)

\$60 = \$1.5/day (speakers, jersey)

Strict return policies, damage fees

Marketplace Trust

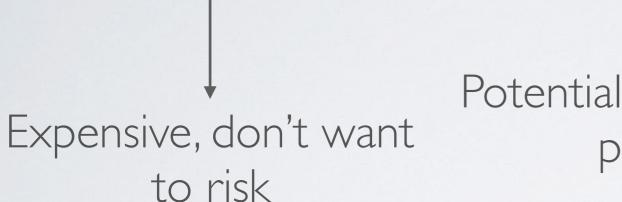
replacement fee

---OR---

Voler-managed inventory

BUILDING MARKETPLACE

Incentivizing users to post personal items is difficult



Potentially low margins per rent

May overcharge users with damage fees

BUT

University ecosystem has much more trust, especially since it's a closed environment.

OR

Company managed inventory.

COMPETITIVE DIFFERENTIATION