

**Namaskar Sir!**

**Mai SarvM, AI ek E commerce Company se aaya hu ,**

**Aapko Kuch apni company k baare mei btaana chhahta hu , aur agar aapko hamara platform auchha lagae , Humein aapka vyaapaar badaa k aur aapki sewa karke bahut Khushi Hogi.**

**SarvM k manch ko kuch aise tareeke se banaya gaya hai ki ye Food Value Chain k har sadasya ko jodta hai .**

**· Chahe wo ek Kisaan ho jo fasal paida kar k desh ka paitt bharta hai.**

**· Ek Miller ho (Jisko Kisaan apni fasal baichta hai) ,**

**· Ek aggregator ho (Jo saare gaon ki fasal ikatthi kar k mandi ya miller tak pahuncaata hai**

**· Ya fir ek Wholesaler, Retailer ya aam bhartiya ghar ho.**

**Humara lakshya aap sab logon ka manpasand sahayak banane ki hai yaha pe aap apna samaan baichh aur kharid sake (Food items) : Veg/Non Veg, Cooked , Non Cooked , Grocery , bakery , dairy , Meat shop , Egg Shop and even Paan and flower)**

**SarvM ek Sanskrit shabdkosh se liya gaya shabd hai jiska matlab sab ka saath hai ya angrezi bhasha mein bole toh “Inclusive” ya Serving everyone in the food value chain hai.**

**SarvM aapka digital partner / dukaan hai jismein Aap ka apna dhanda hoga, Aapka grahak hoga aur sara ka sara munafa bhi Aapka hi hoga .**

**Humara kaam isme kewal aap ko apni APP k madhyam se ek platform provide karne ka kaam hoga.**

### **Hamara Lakshya:**

Chhote se chhoatae aur bade se bade dukandar ko apne platform pe laana aur unko ek E DUKAAN set kar k dena hai, jisse wo apni physical dukaan ya thele ke saath online bhi samaan baich paaye. Issme na kewal aap apni physical dukaan balki E Dukaan se b apni sale bada payeinge.

Isse aapka na kewal double sale hoga balki aap dukaan ka kiraya bhi bachaa payenge aur naye verticals mei b aage bad k apne dhanndae ko badaa aur failaa payeinge.

Iske saath saath aap Humari incentive scheme ka b hissa baneinge. Hamari Incentive scheme k mukhya ansh iss prakaar hai:-

- Kisi aur Dukaan daar ko onboard karne se aapko 100 rupaye mileinge,
- Grahak ko onboard karne se aapko 20 rupaye mileinge.
- Ye grahak aapki E DUKAN ki sale bdayeinge.
- Grahak aapka hai , sale b aapki hai ,uska munafa b aapka hai , Hum aapko aapka grahak add karne k liye paise bhi de rahe hai. Hamare yaha pe ek chhotta sa sujaab hai ki aap shuru ka ek mahina apne khaas customers ko hi add karrein. Ye aap K biswas paatar honge aur aapko aapki e dukaan shuru karne mai sahayak honge. Issi kaaranvarshh hum aapko ek mahina free de rahe hai.

E commerce ka leakage ya delivery boy k end pe hota hai ya customer k end pe. Delivery boy k liye hum aapko bol rahe hai ki aap ya toh khud k ladke se ye kaam karaiye ya fir hamare LM delivery boy ko use kariye.

Aapka ladka aap ka vishwas patra hoga aur iske saath saath aap ka ek kamai ka saadhan aur ban sakta hai (Delivery charges) agar aap lena chhahte hai toh.

Isi tarah ,Customers hum bhi aap ko de sakte hai par hum aapki bhalayi aur sikhlayi k liye aap se vinti kar rahe hai ki aap apna customer khud add kariye , aap inn sab customers k by default favourite shop honge toh aapka dukaan app k page pe sab se oopar dikhega iske saath saath ye aapki jaan pehchaan k honge toh koi b galat kaam nai kareinge

Aaj koi b company chhotae dukandaro ko E Commerce pe nahi laa rahi hai balki unki physical dukandari badi companiya ya anya platform khatam karte jaa rahe hai.

Jitni jaldi ek Chhota dukaandaar E Commerce mein aayega utni jaldi wo inn bade Khiladio ko chunnoti de payega aur apni barso se chali aa rahi dukaandarri ko na kewal bacha payega balki usme ek nayi jaan foonk k uske munaafe ko badayega.

Humein Technology ko apnaa k online aana padega , Kyon Ki isse pehle ki hum inn bada khiladi k pair k neeche aa jaye aur apni aane wali peedi ko kuchh b na de paaye, humein technology ko apnaana padega.

5G ek aur digital kranti layega desh mein aur aapko isi ka hissa banna padega nahi toh dhanda khatam ho jayega . (Yaad karrien wo Ticket booking counters, jo 4G se pehle 500 Rs / tatkal ticket lete thhe kyu ki wo high speed net ki technology k limited upyog karta thhe par 4G k aate hi sab ko high speed net milaa aur ye sab counters ek mahine mein band hogaye)

Aapko audio cassette ka zamana yaad hoga , CD k aate hi jinhone isse nai apnaya wo khatam hogaye

Hum aapki kisi be dukaandaari, Munaafa , grahak seva ya sale mei adchan nai hai balki aapko apne platform se ek hatyaar denge jisse hum iss muqable mei aapko utaar sake taaki aap inn ko chunauti de paye aur jeet sake.

**YAAD Rakhiye aapki dashhko ya sadiyo se chalti aa raha dukaan kai gharon ko palti hai aur aaj khatre mein hai**

- Ye E dukaan b aapki hai aur iska grahak b aapka hai bas aapne aap ki purani dukaan ke saath online dukaan bhi jod di hai.
- Technology bahoot jaldi badal rahi hai aur agar humne abhi isko nai apnaaya toh humare paas agli peedhi ko dene k liye kuchh nai rahega . Computer , whatsapp, Paytm etc sab iski kuch examples hai jo kayi logo k jhutlaane k baad bhi desh mein ghuss gaye . Jisne bhi inki dsatak ko jhutlaya , wo shaturmurg bane k doob gaye.
- Aaj se 30 saal pehle jab computer aaya toh logo ne iss ki power ki sachhai ko jhutlaa diya aur fir humare bachho ko humne extra paise de k duniya bhar ke computer courses kraa k duniya k braabar lane ki koshish ki.
- **Yaad rakhiye ek race mei shuruaat bahoot mane rakhti hai . kharaab shuruaat ek hadd tak aap cover kar sakte ho uske aage nai. Humara muqabla humare ghar ghar tak pahunchti online sewa se hai, humein isse apnana padega.**
- Globalisation k time agar AMUL, jo ek kisaano ki sansthha hai ne aise socha hota ya ghabraa gayi hoti toh hum aaj doodh bhi imported pee rahe hote .
- **AAP KO DARRNE KI ZARRORAT NAI HAI HUMARA LADKA AAP KA SAAYA BANKE AAP K SAATH HAI AUR AAPKE PAIR JAMMA K HI DAMM LEGA. KOI B ADCHAN AANE PE WO AAP SE YAADA SE YAADA 5 MINUTE KI DOORI PE HO SAKTA HAI.**
- **Hum aap ko Credit facility uplabdh krayeinge bas aapko hamari platform pe Bikri aur kharid dikhana hai. Jitni yada kharid aur bikkri utna yaad loan**

- Koi b bank bina CIBIL score ko check kiya loan nahi dega , hum dilayenge loan jo aapk CIBIL score ko nahi balki aap ki transaction pe nirbhar karega.
- Hamari Team aapko on board karne k baad market mei sadaaiv aapki sewa mei rahegi.
- Rate aapka , Samaan aapka , delivery ka tarika aapka(Grahak Khud uthaye, Aapka ladka de ya fir Hamara Last Mile partner de) , Delivery karne ka paisa bill me dalna hai ki nahi , ye bhi aapka faisla, kitne door tak aap delivery kar sakte hai aur paisa kaise lena hai (UPI, COD, Debit Card)uska b tarika aapka
- Hum same day aapki payment clear karenge. Koi b paisa rokk k nahi rakhenge grahak se seedha aap k paas. (COD, UPI, Debit card)

## RESTAURENT/DHABA/BAKERY

- Aapko jaan k hairaani hogi ki badi badi Companiya aapki saari online sale ka paisa 7-10 din mei clear karti hai aur wo b poora nahi.Kuch aap ki sale ka hissa rok deti hai.
- Agar koi dukandar inn companies k platform pe 10 lakh ki online sale kar raha hai toh 10 din ka 10 lakh ka intrest 5% k hisab se bana 1388/ Rupaye. YE KAHA KISKI JEB MEI GAYA **SOCHIYE???**
- Agar inn companies k platform pe aap 10 laakh ki sale kar rahe hai toh aap ko payment 7-10 din baad milenge aur usme bhi ho sakta hai 2 lakh return aur policy k naam pe rok diye jaye , Agar aap 1 saal se unke platform pe thhe toh ye 2 lakh kaha laga raha hai ek saal se ? **SOCHIYE??**
- Aub mai poora hisaab jodu to ek saal mei  $36 \times 1388$  ka intrest = 49968/ aur 2 laakh/week  $\times 36.5 = 73$  Lakh aapka security/return deposit kaun khaa raha hai? **SOCHIYE??**
- Jitna bada sale utna bada deposit, mera munafa kaha gaya , jo mujhe apne dhanndae pe lagaana thha.
- **YAAD RAKKHIYE YE PAISA DUKAAN DAAR KI JEB SE GAYA HAI USKI SALE SE GAYA HAI JAB KI WO COMPANY APNA 30% MUNAFA ALAG SE LE RAHI HAI.**

- Hum ne aap ko poori chhoot de hai aap apne tarike se apne margin se balchiye. Apni mehnat ka fall khud b khaiye aur apne grahak ko bhi khush karke sale badalye.
- Yaad rakhiye ye shoshan karne wale platform aapke grahak ko b aap se door le jaa rahe hai.
- Inko naa aapki grahak sewa na kamai aur na hi kisis aur cheez se lena dena hai , inka matlab apne margin se hai
- Humara mission hai local ugaayo local baichoo ,local khaao, local Munafa kamaao.
- Kyu mai jammu mei baith k Rajasthan k taste ka paanipoori khayi jab mera colony waala mere taste k hisab se bnaata hai, par khaani pad rahi hai kyu ki mera colony waala online nai hai aur rajasthan k brands online hai. Dheere Dheere mera colony waala dhannda bandh kar dega , **Yahi hone waala hai sab k saath**

## GROCERY/VEG/FRUIT SHOPS

- Aap daikhein ki badi companies direct kisan se utha ke customer ko deti hai, Beech k aadti, wholesaler, retailer inn saare dhanddon aur innse judae huae gaadi waale, thele waale, palaedar sab ka rozgaar khatam.
- Humare platform pe ye saare jaise thhe usse auchhi halat mein milenge kyunki hum aapko aapka dhannda bdaane ki suvidhaa de rahe hai. Iss desh ka zimmedar nagrik hote huye inn sab logo ka, jinki rozi roti khatre mein hai ka dhyan rakhna bhi humari ek zimmedari ban jaati hai. Aaj badi badi companies se khatra hai ki wo hindustan ki inn croron dukano ko nigal jayeinge aur unke saath unke pariwar ko bhi. Garib admi thela lagaane ki baat karta thha wo thela hi khatam hone jaa raha hai, **FIR KAYA??**
- Ye badi companies har 3-5 Km par apna outlet khol k sab ka dhannda khaa jayeinge, Aur zarra nazar uthha k daikhiye, wo humare darwaaze pe khade hai. Har chottae bade sheher ki yahi kahaani hai, aap ko dikkh jayegi.

**“Time thoda hai, Dishha mil chuki hai mehnat karne ki, apna damm dikhaane ki (Dikkha dijiye, Flower nai fire hain aap)  
“aaiye judiyee humare saath”**

Agar aap ek colony k choate dukaandar hai ya ghar se kaam kar rahe hai toh aapka dhannda footfall ka mohtaaz hoga, Humare platform ko apnaate hi aap ko e commerce ka unlimited customer aur unlimited visibility milegi, jisse aapka dhannda bahhot tezi se grow karega.

Aap humare platform pe apne E dukaan k madhyam se apni physical dukaan k ilaawa bhi aur kai categories mei bhi business kar sakte hai.

Agar aapki dukaan ki jugah market mein kam hai toh aapko dhannda badaane k liye nayi dukaan khareed k paisa waste karnein ki zaroorat nai hai. Humare platform pe E dukaan khol k aap ghar se bhi apni E dukaan chlaa sakte hai.

Agar bazaar se door aapki dukaan hai toh ye platform aapka dhannda badayega kyu ki humare platform pe dhannda badaane k liye physical nai E dukaan dikkhegi customer ko. Aur aaj customer bhi online sewa chhahata hai.

Agar aapki dukaan pe footfall zaada hai aur aap apne physical customer ko auchhae se attend nai kar paa rahe hai toh aap humari **self-pickup/preordering sewa** ka isstmaal kar k na kewal footfall kam kar payeinge balki sale b bdaa payeinge, **saath mei yaad rakhiye apka loyal customer bhi aaj online sewa chhahta hai aur wo aapse door jaa raha hai.**

**Hum apse Khali ek bahoot mamooli se Subscription fees lenge Rs 799 +GST/Month.**

**Par initial special offer mein Hum aapse 399+GST le rahe hai aur uske saath aapko ek mahina free derahe hai, taaki aap e commerce ko seekh aur samaj sake.**

Ye 400 bhi aapko nahi denein pad sakte hai agar aap bhi naye Shopkeeper onboard karate hai ya nahi customer add karte hai, **Kyu ki aapko is mein 100 aur 20 Rupaye milte hai.**

Jitne aap customer add kareinge utna aap ka fayada hai kyu ki aap apne grahak **ko onboard kar k, 20 rupaye ke saath apna ek online customer b jod rahe hai jo aap ka biswas paatr hai.**

Aapko onboard hone k baad 3 cheezein pakka karni hai

- Apne har customer ko app download kariye Isse aapko na kewal 20 rupaye mileinge balki aap apni E DUKAAN bhi chamkaa rahe ho
- Naye retailer/shopkeeper /thele Onboard kraiyee . aap ko iske 100 rupaye mileinge , in dono cheezo se aap ki saalo ki subscription nikal aayega aur e customer add honge.
- Preorder ko bdaawa de isse aapko order pack karne ka time va delivery mei sahuliyat hogi. Kyu ki subha subha dukaan khulte hi aap ye kaam ek ghantae me sultaa sakte ho. Iske saath sabse bada fayada issme wastage rokne ka milega.
- Len den agar platform k through hota hai toh aapko utna bada loan mil sakta hai.
- Apne ladke k doaara delivery kariye, aapne khud k jaan pehchaan k customers add kar k. Humnahi chhhate ki aap bina seekhe samjae e commerce ki duniya mei kisi fraud ko expose ho. Ye baat bahoot mahatabpooran hai

Kuchh khaas cheizein : EXTRA BENIFITS -

- Hum same day payment settle kareinge , aapka koi b paisa rokk k nai rakheinge.
- Hum aapko inventory management, Notification by AI k saare fayade denge jisme kaha kaya cheez sasti mil rahi hai , kaha demand zyada hai , samaan khatam hone se pehle alert etc milega
- Loan k liye humare partners aap k CIBIL score ko nahi balki platform pe hui transaction par loan dega.
- Accounts management, employee management, CRM etc sab suvidayein humare platform pe available hai2

**Advantages:**

1. Reduce wastage through pre-order.
2. More pre-order benefits provided to customers, higher will be ranking on customer apps.
3. Instant order facility also available.
4. Sell to existing and new customers.
5. Buy from existing and new suppliers. (Compare and Shop)
6. SarvM AI does not maintain inventory or influence your buying or selling patterns.



7. **Data security.**
8. **Exposure to newer customers.**
9. **Servicing customers who cannot physically come or are elsewhere.**
10. **Billing software**
11. **Finance Facilities are available post 3 months of platform transactions (sale and purchase). They can also add their physical transactions i.e. over counter sales.**
12. **Marketing platform to digitally engage / re-engage customers through push notifications.**
13. **Become the favourite shop in customer app onboarded.**
14. **Financial incentives on onboarding customers**
15. **Better business understanding through Analytics example: Understand fast moving items etc and better purchase options.**
16. **Digital inventory management**
17. **Export to TALLY**
18. **Use now pay later - postpaid**
19. **Logistics options available.**
20. **Affordable pricing**
21. **Not based on the business transactions but based on subscription. Like you pay rent for your shop you pay us a very nominal fee for using our platform.**
22. **Incentives for quality supply. Rating based system. Higher the rating the higher the position on the list.**
23. **Flexibility to add custom food products.**
24. **Reports and business insights.**
25. **Remote business operations. Run your business from anywhere.**
26. **Exposure to bulk discounts from suppliers in future.**
27. **Your mobile app at less rates.**
28. **GST integration if applicable.**
29. **Immediate payment through UPI or Bank account. Customer pays you directly. SarvM does not hold any money for orders fulfilled directly.**
30. **UPI/ Digital payment integration.**
31. **Logistics if used on actuals. SarvM does not charge any additional fee unlike other platforms.**
32. **Cash on delivery options available.**