



DOORDASH

delightful delivery

Jackie DeJesse | 2016



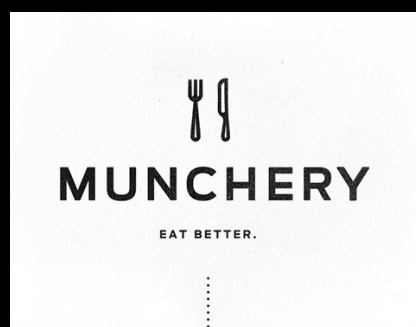
What is DoorDash?

Isn't everyone doing
food delivery these days?

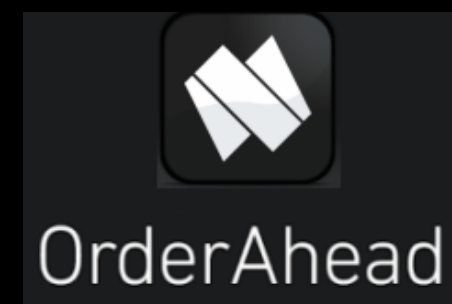


spring

Isn't everyone doing
food delivery these days?



EAT24



Takeout and delivery market is **\$70B**

An estimated **13% are online transactions** in the US^[1]

24% of the US population orders delivery/takeout
2-3 times a week^[2]

[1] Wall Street Research Reports and Public Company Filings

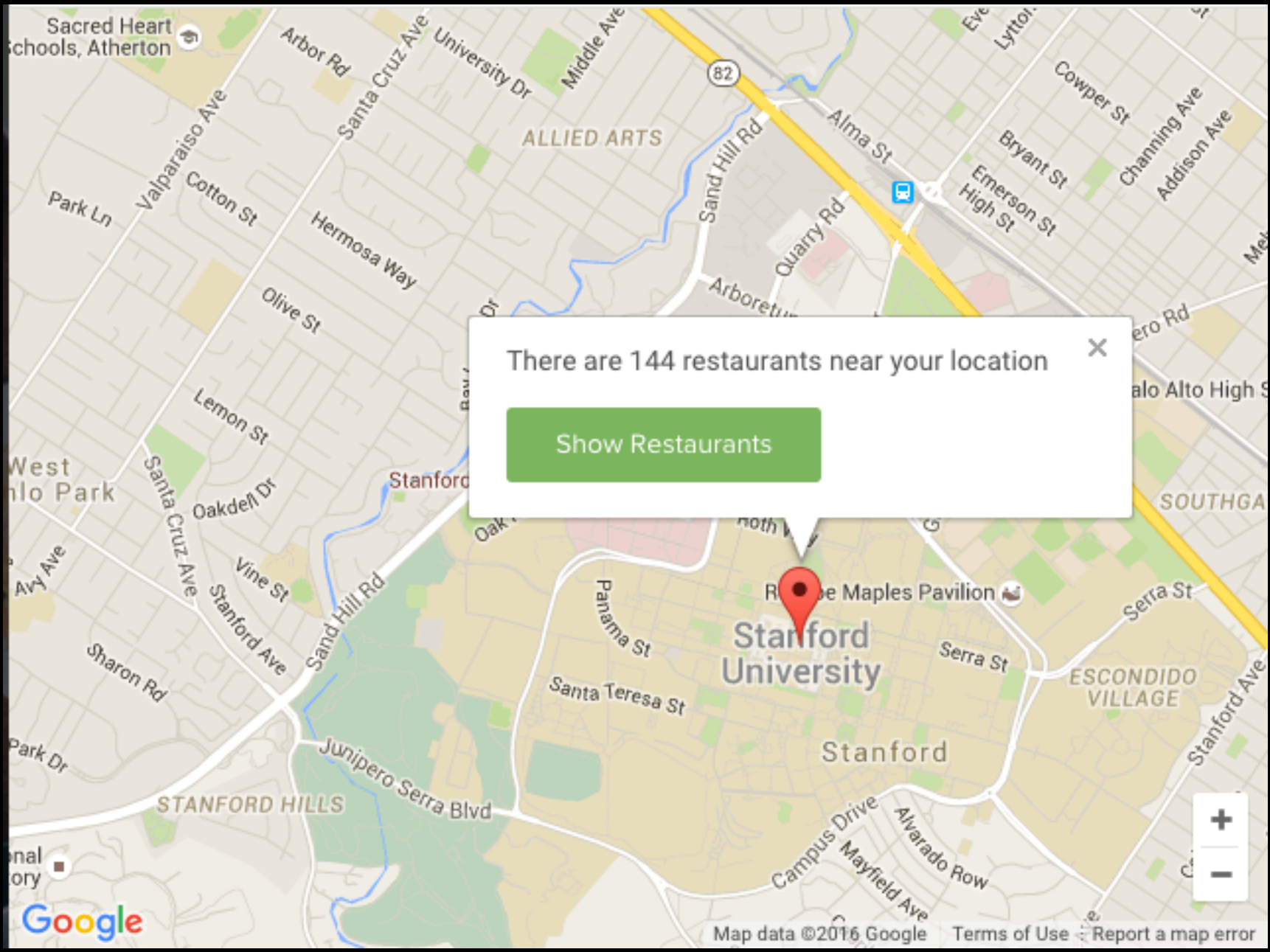
[2] Statista

Where is DoorDash winning?

Superior delivery times – Less than an hour

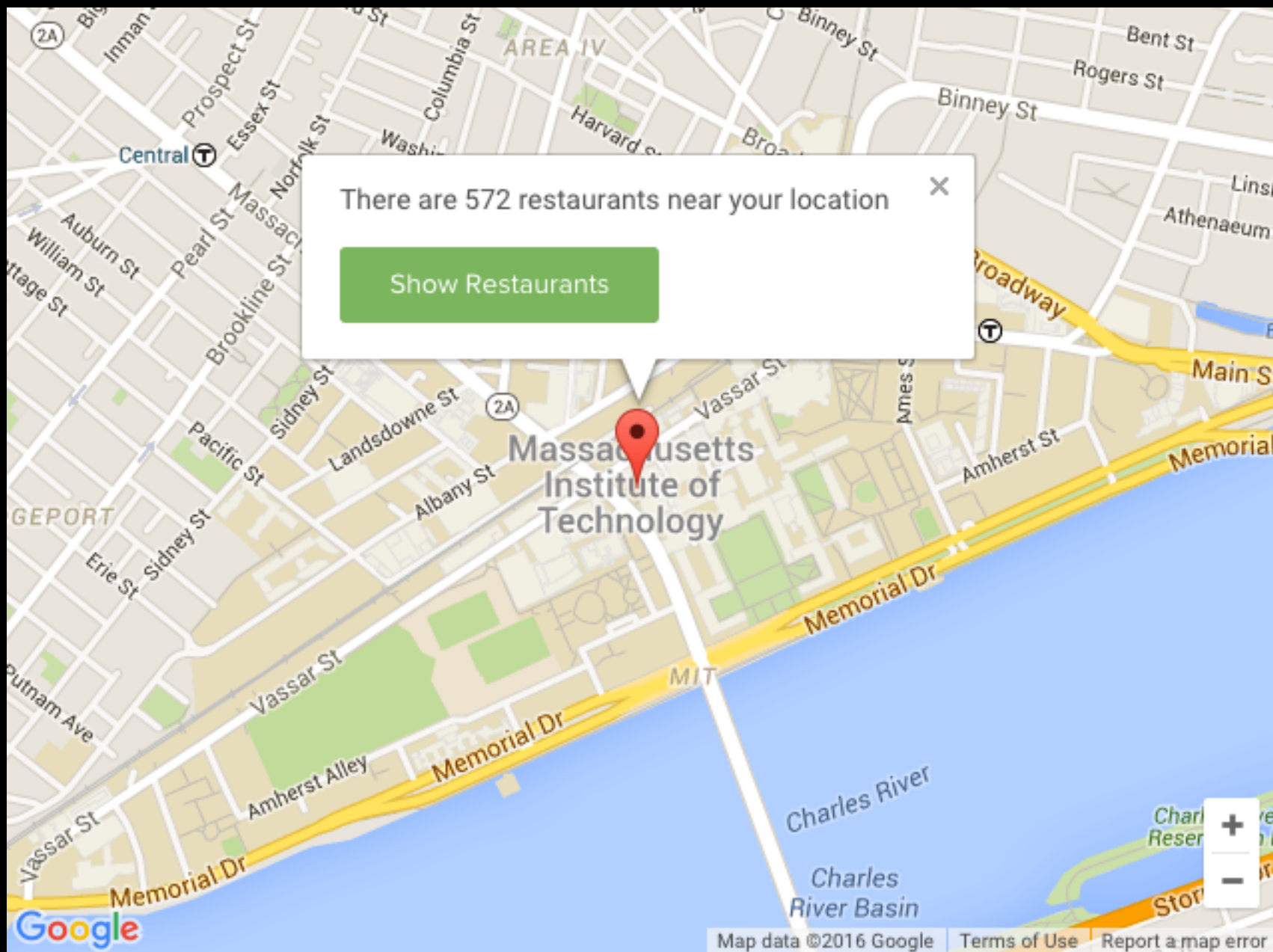
Diverse restaurant selection

Partnerships



There are 144 restaurants near your location

Show Restaurants



There are 572 restaurants near your location

Show Restaurants

Massachusetts
Institute of
Technology

Charles River
Charles
River Basin

Google

Map data ©2016 Google Terms of Use Report a map error

Pick Your Restaurant

Fast delivery within an hour - No minimum order size

DOORDASH SELECT Learn More

Tasty Burger (Fenway) • Burgers & Dogs

60 mins

Open (accepting ASAP orders)

Coolidge Corner Clubhouse • Sports Bars, American

88 mins

Alexandria Pizza & Grill • Pizza, Greek

60 mins

Dumpling Cafe • Taiwanese

60 mins

Genki Ya • Bars, Japanese, Sushi

68 mins

Limoo Tea Bar • Bubble Tea, Middle Eastern, Persian/Iranian

92 mins

Angora Cafe • Café, Sandwiches

92 mins

El Jefe's Taqueria • Mexican

60 mins

Mast' • Pizza, Italian

60 mins

Papa John's (Tremont) • Pizza

60 mins

Sip Wine Bar & Kitchen • Tapas

60 mins

Spike's Junkyard Dogs • Hot Dogs, Burgers, Sandwiches

95 mins

Towne Stove • American

60 mins

Wabora Prime • Burgers, Asian Fusion

93 mins

Azama Grill • Middle Eastern, Halal

93 mins

Falafel Corner • Middle Eastern, Falafel

60 mins

Kamiza Japanese Cuisine • Japanese, Sushi

92 mins

Montecristo Mexican Grill • Mexican

93 mins

Petisco's Restaurant • Brazilian, Spanish

66 mins

Suya Joint All African Cuisine • African

60 mins

Ginger Exchange • Sushi, Noodles

61 mins

P.F. CHANG'S CHINA RESTAURANT

BLACK SEED CAFE & GRILL

boloco

Cocobeet • Juice Bar, Vegan

Pre-order for tomorrow

Pennypacker's (Somerville) • Soup, Sandwiches

Pre-order for tomorrow

South End Buttery • Bakery, American, Breakfast & Brunch

Pre-order for tomorrow

Boston Shawarma • Middle Eastern

Pre-order for tomorrow

WICHIT • Sandwiches

Pre-order for tomorrow

Pre-order for later

Polka Dog Bakery • Dog Food & Treats

Pre-order for tomorrow

Code 10 • Deli, Sandwiches

Pre-order for tomorrow

Itadaki • Japanese, Sushi

Pre-order for tomorrow

Fish & Bone • Pet Store

Pre-order for tomorrow

Thirst Juice Co. • Vegetarian, Juice & Smoothies

Pre-order for tomorrow

La Bonanza Restaurant • Mexican

Pre-order for tomorrow

All Star Sandwich Bar • Sandwiches

Pre-order for tomorrow

All Star Pizza Bar • Pizza

Pre-order for tomorrow

Ebi Sushi Bar • Japanese, Sushi

Pre-order for tomorrow

Regina Pizzeria (Allston) • Pizza, Italian

Pre-order for tomorrow

Samurai Express • Japanese

Pre-order for tomorrow

Avana Sushi • Japanese, Sushi

Pre-order for tomorrow

India Castle • Indian, Pakistani

Pre-order for tomorrow

Boston Burger Company • Burgers, American

Pre-order for tomorrow

Dirty Water Dough • Pizza

Pre-order for tomorrow

Kwik-E Pizza & Sub • Deli, Pizza, Sandwiches

Pre-order for tomorrow

Shan A Punjab • Indian, Vegetarian, Vegan

Pre-order for tomorrow

Mr. Bartley's • Burgers, Sandwiches

Pre-order for tomorrow

Chatime (Newbury) • Fusion Tea House

Pre-order for tomorrow

Bao Nation • Asian Fusion, Taiwanese

Pre-order for tomorrow

Fiat Patties • American, Burgers

Pre-order for tomorrow

Basta Pasta Trattoria • Italian

Pre-order for tomorrow

Boston Indian Kitchen • Indian

Pre-order for tomorrow

Dosa Factory

Dumpling House

La Famiglia Giorgio's

California Pizza Kitchen

Beta Burger • Burgers, Fast Food

Pre-order for tomorrow

U & D Kitchen • Asian Fusion, Thai

Pre-order for tomorrow

Wabora • Asian Fusion, Japanese, Sushi

Pre-order for tomorrow

Royal Punjab • Indian, Halal

Pre-order for tomorrow

Koy • Korean Fusion

Pre-order for tomorrow

Massimino's Cucina Italiana • Italian-American

Pre-order for tomorrow

Falafel Place • Falafel, Salad, Soup

Pre-order for tomorrow

Cafe Podima • Sandwiches

Pre-order for tomorrow

Veigantes • Puerto Rican, Latin American

Pre-order for tomorrow

Trattoria Newbury • Italian

Pre-order for tomorrow

Basil Rice • Asian Fusion

Pre-order for tomorrow

Amsterdam FalafelShop (Kenmore) • Vegetarian, Middle Eastern, Falafel

Pre-order for tomorrow

Sugar & Spice • Thai

Pre-order for tomorrow

Chilli Duck Thai • Thai

Pre-order for tomorrow

Mix-it • Sushi

Pre-order for tomorrow

Changsho • Chinese

Pre-order for tomorrow

Thal Dish • Thai

Pre-order for tomorrow

Blue Asia Cafe • Asian Fusion, Taiwanese

Pre-order for tomorrow

Machu Chicken • Peruvian

Pre-order for tomorrow

Kashmir • Indian

Pre-order for tomorrow

Desi Dhaba • Indian

Pre-order for tomorrow

Harvest of India • Indian, Pakistani

Pre-order for tomorrow

Lotus Xpress • Asian Fusion, Japanese, Szechuan

Pre-order for tomorrow

Passage to India (Cambridge) • Indian

Pre-order for tomorrow

Curry House • Indian, Vegetarian

Pre-order for tomorrow

Machu Picchu • Peruvian

Pre-order for tomorrow

Umai Sushi • Japanese

Pre-order for tomorrow

Super Fusion (Brookline) • Sushi, Japanese, Asian Fusion

Pre-order for tomorrow

Royal Bengal Restaurant

India Quality

CHIBAN

The Elephant Walk

Buk Kyung 2 • Authentic Korean Cuisine

Pre-order for tomorrow

Smile Thai • Thai

Pre-order for tomorrow

Flame Hot Pot • Szechuan, Sushi Bars, Hot Pot

Pre-order for tomorrow

Pho House • Vietnamese, Thai

Pre-order for tomorrow

Wok N Roll • Chinese

Pre-order for tomorrow

Billy Tse • Japanese, Sushi Bars, Chinese

Pre-order for tomorrow

Thelonious Monkfish • Sushi & Asian Fusion

Pre-order for tomorrow

Pineapple Thai Cuisine (Brookline) • Thai

Pre-order for tomorrow

U-Sushi • Sushi, Japanese

Pre-order for tomorrow

Cafe Mami • Japanese

Pre-order for tomorrow

Spice Thai Cuisine • Thai

Pre-order for tomorrow

O Restaurant & Sushi Bar • Asian Fusion, Tapas, Sushi

Pre-order for tomorrow

Pinkberry • Frozen Yogurt

Pre-order for tomorrow

9 Tastes • Thai

Pre-order for tomorrow

Rigoletto • Italian

Pre-order for tomorrow

SideBar (Boston) • American (Traditional)

Pre-order for tomorrow

The Kebab Factory • Indian, Pakistani

Pre-order for tomorrow

Casa Romero • Mexican

Pre-order for tomorrow

Tealosophy • Bubble Tea, Juice Bars & Smoothies, Shaved Ice

Pre-order for tomorrow

Some 'Ting Nice Caribbean Restaurant • Caribbean

Pre-order for tomorrow

Crush Pizza • Pizza, Italian

Pre-order for tomorrow

Tanjore • Indian

Pre-order for tomorrow

Equator • Thai

Pre-order for tomorrow

Oppa Sushi • Sushi

Pre-order for tomorrow

Aceltuna Cafe • Mediterranean, Lebanese

Pre-order for tomorrow

LoConte • Italian

Pre-order for tomorrow

Salvatore's (Theater) • Italian

Pre-order for tomorrow

Punjab Palace • Indian

Pre-order for tomorrow

TYPHOON

Le Mouton

the paramount

Customers are feeling the pain

"I'm indecisive, so I have no idea what I'm specifically looking for"

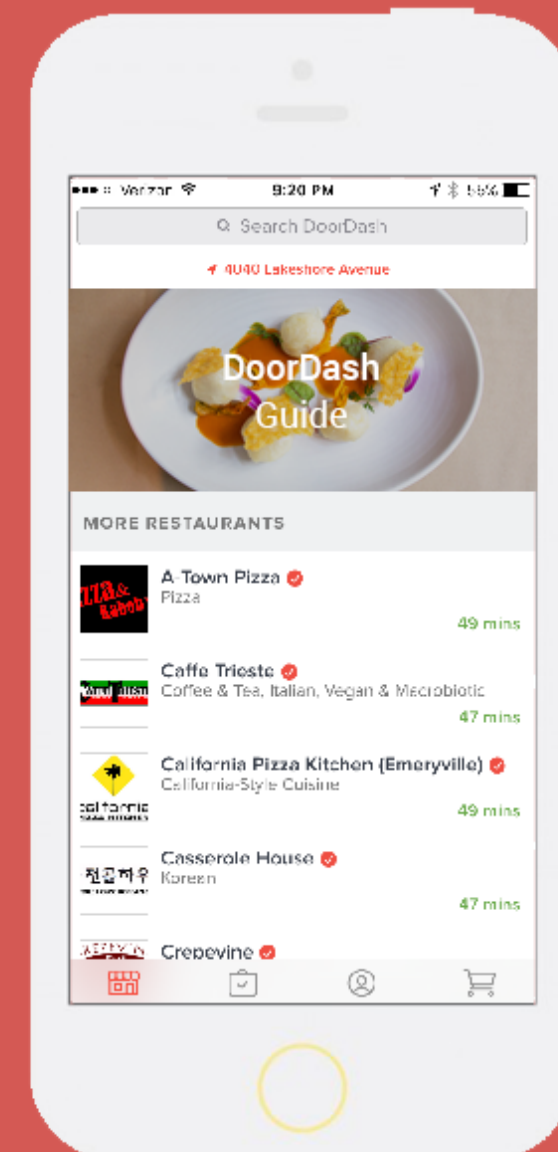
"I don't know most of these restaurants, so I spend an hour browsing their menus"

"Generally takes me 25 minutes to decide, but by that time I just go find food elsewhere"

"All I want is good food, but I don't know where to begin"

Of those interviewed, nearly **50%** abandoned DoorDash because they could not make a decision

Introducing DoorDash Guide



Let DoorDash be your guide



User Story

“As a hungry customer, in order to have my meal delivered as quickly as possible, I want to be presented with the best options for my taste and needs”

How does it add up?

[1] [2]

Nearly **30%** of Silicon Valley households engage with DoorDash once a week

\$25 average order size

~ **\$23.4M** additional revenue

[1] DoorDash blog metrics

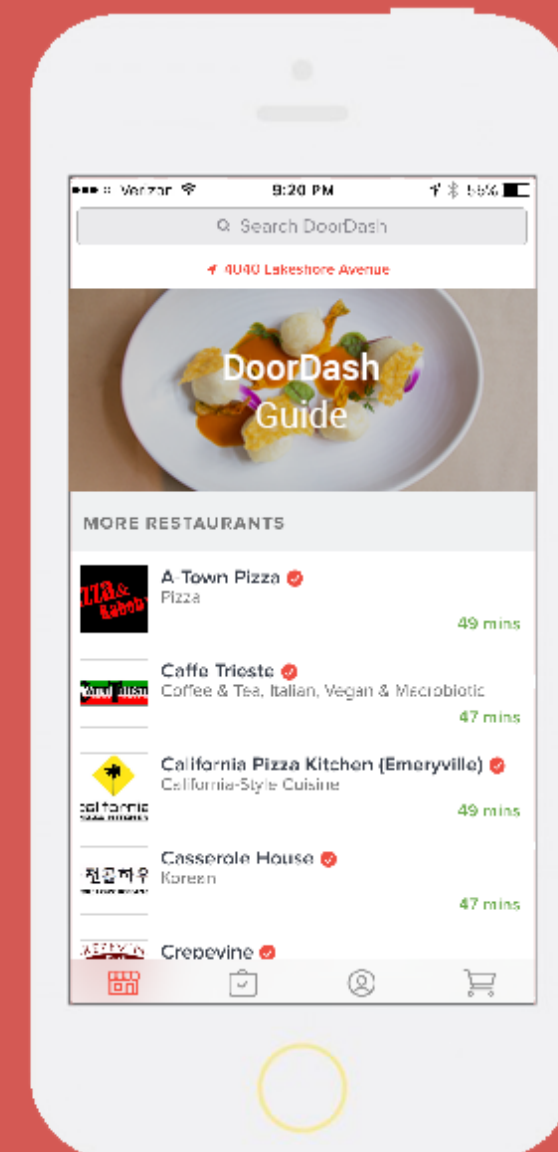
[2] Population Growth in Silicon Valley,
Silicon Valley Institute for Regional Studies

[3] \$25 average order size, based on user survey conducted in 12/115

[4] DoorDash commission is 20%

DoorDash Guide

A faster way to more satisfying meal



Thank you