

Drone Delivery Opportunities



in Los Angeles, California

Drone Delivery - Is it right for your business?

Grow Revenue

Have an existing business and looking to grow revenue at minimal expense?

- Target customers unable to purchase in-store (sick, no car, unable to drive, etc)
- Target customers not willing to wait for normal ground based delivery times

Appeal to customers

No driving headaches (parking, gas, etc)

- If unable/unwilling to drive for an item, provide a quick delivery option

Make it easier for your customers to get what they need:

- Good for last minute health items (pain and/or cough/cold medication for example)

Embrace technology to control expenses

Chance to increase revenue (new customer avenue)...

- You already have the inventory, make it easier for customers to access it.

While lowering expenses (no drivers)

- One drone operator could replace several automobile/delivery van driver. This controls expenses.

Drone Delivery - How does it work?

Local Heliports repurposed as drone bases

We use your store's Latitude/Longitude information and find the closest heliport:

- For Phase 1, your store must be within walking distance of an existing heliport.
- For Phase 2, we could add a local drone base at your store (rooftop or parking lot).

Notes:

1. Heliport locations determined using US DOT website filtered for the City of Los Angeles http://osav-usdot.opendata.arcgis.com/datasets/a36a509eab4e43b4864fb594a35b90d6_0
2. Store locations determined using Foursquare Places API <https://developer.foursquare.com/places-api>

Customers use existing online ordering

Using your existing stores web based ordering process:

- Add a 'delivery' option in checkout
- Mobile phones GPS is used to determine delivery address

The Delivery Process

1. Store employee hand delivers item(s) to drone heliport (phase 1).
2. If mobile phone GPS elevation is different from expected elevation (i.e. customer is in a high-rise building) confirm alternate delivery location (plaza in front of building for example).
3. Once drone arrives at delivery location, it hovers awaiting confirmation...
4. Customer phone and drone link using Bluetooth to confirm correct item is with correct person at correct location.
5. Drone lands, delivers item and returns to store for the next delivery.

Drone Delivery - Artificial Intelligence

Orders are checked for fraud

- Use existing credit card and payment methodologies to reduce the chance of fraud.

Drones operate semi-autonomously / autonomously

- One person can monitor multiple drones.

Customer insights

- Use historical customer ordering information to intelligently know when to restock items.
- Use customer location information to push coupons.

New customer acquisition

- Continually check Foursquare venues/explore API and keep an eye on the top 10 venues near each heliport.
- Monitor for changes and engage with any new businesses that show up.

Drone Delivery - Next Steps

Determine if you have products that can be delivered

- Phase 1: items that are 5 pounds or less and smaller than 1 cubic foot.
- Phase 1: non prescription medication
- Phase 2: let's discuss your requirements.

Estimate your delivery area

- View our online report to see proposed heliport drone base locations.
- If there is not one within walking distance of your store, reach out to us. You might be a candidate for Phase 2 (store based drone delivery hubs).

Prepare for some ups and downs...

- This is a new technology. There will be a learning curve. Let's work together through the issues that come up. The payoff will be worth it.

If you like what you see

- Please get in touch with us!