



Dispatch

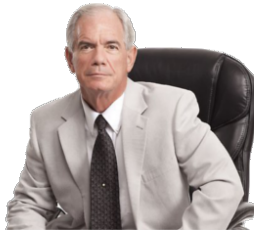
Geoffrey Vedernikoff and Alex Wissmann

The Problem

- Businesses (**shippers**) need freight transported from point A to point B.
- The freight may be a full truckload or less than a truckload and it has various other requirements (i.e., time restrictions).
- Shippers need to find truck drivers (**carriers**) who meet their constraints.

Current Solution

- Individual brokers help shippers identify trucks that meet their needs.
 - This is a manual process done by the broker.
- The average freight broker charges 25% on top of the cost of the load.

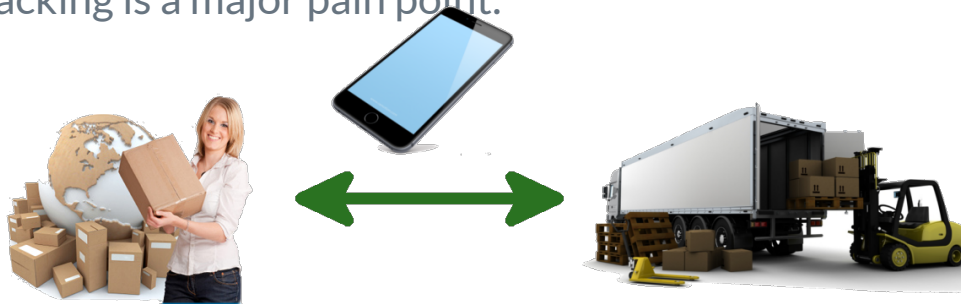


Shippers contact brokers.

Brokers contact carriers.

Our Solution

- Connect shippers directly with carriers via website and mobile app.
 - Shippers can submit requests for specific freight, specifying location, time, type of truck.
 - Carriers are notified of shipping requests that fit their availability
- Since all the carriers are using app, we can bill and track shipments much better than existing brokers.
 - We talked to people in the industry and they indicated that the lack of tracking is a major pain point.



Dispatch connects shippers and carriers directly.

The Market

- Freight accounts for \$700 billion of US transportation industry
- US freight brokerage generates about **\$107 billion** per year in revenue
- Top 30 brokers make combined \$22 billion in revenue

The Team



Geoffrey Vedernikoff (tech)

Senior in Computer Science

Worked at 4 startups (PNetworks, Chegg, Watchsend, IFTTT)

KPCB Fellowship Class of 2013

Director of Penn Labs (2012-13)



Alex Wissmann (tech, business)

Junior in M&T (Computer Science and Statistics)

Worked at 4 companies (Firefly, Mozilla, TellApart, PersistIQ)

Director of PennApps (2014-15)

Developer at Penn Labs (2013-15)