💼 SafeShipping US Business Model

## 🎯 Core Offering:

A smart-contract logistics protocol enabling **trusted delivery, real-time milestone tracking, and automated payments** using IoT + blockchain.

## 🧩 Business Model Breakdown

| **Revenue Stream** | **Description** | **Example Clients** |
| --- | --- | --- |
| **B2B SaaS Licensing** | Monthly fee for access to API + dashboard for logistics firms | 3PLs, regional carriers, brokers |
| **Per-Transaction Fees** | Small % cut per shipment tracked + verified via smart contract | Final-mile partners, USPS API |
| **Custom Integration Fees** | One-time charge for Oracle/IoT custom integrations into ERP systems | Fulfillment centers, freight |
| **Data/Insights Licensing** | Aggregated, anonymized shipment performance + risk analytics | Insurers, risk managers, DOT |
| **NFT Document Issuance** | Fee per tokenized bill of lading, customs doc, or proof of delivery NFT | Freight forwarders, importers |

## 🚀 Monetization Tiers (Example)

| **Tier** | **Monthly** | **Shipment Volume** | **Features** |
| --- | --- | --- | --- |
| **Starter** | $199 | 0–1,000/month | Dashboard, API access, 2 smart contracts |
| **Growth** | $899 | 1k–10k/month | Smart contract templates, NFT docs |
| **Enterprise** | Custom | 10k+/month | On-prem, SLA, multi-party arbitration |

**📊 Market & Impact Estimates (US-Focused)**

## 📦 1. US Parcel + Freight Volume (2024–25)

| **Segment** | **Volume (2024 est.)** | **TAM Estimate** |
| --- | --- | --- |
| Final Mile Delivery | 21 billion parcels/yr | $110B+ in shipping fees |
| LTL Freight | 180M shipments/yr | $70B market |
| Full Truckload | 400M+ loads/yr | $180B market |
| Cold Chain Logistics | $22B market (2025) | High-value IoT use |

**Total Addressable Market (TAM):** **$350B+** in verifiable US shipment volume  
**Initial Target Market (SAM):** ~$2B B2B/enterprise clients handling >10k/mo shipments  
**Serviceable Obtainable Market (SOM):** ~$100M over 3–5 years with 50 key partners

## 📈 2. Tangible Impact Metrics (Modeled)

| **Metric** | **Est. Impact (5-Year View)** |
| --- | --- |
| **Dispute resolution reduction** | -60% for verified contracts |
| **Delivery fraud reduction** | -40% in false “delivered” scans |
| **Smart contract adoption** | 5M+ contracts executed in 3 years |
| **Customs clearance time saved** | 20–40% faster for international cargo |
| **Insurance claims automated** | $100M+ in reduced payout friction |

## 🔍 Strategic Advantage:

* Plug into US Department of Transportation’s **digitization initiatives**
* Aligned with **White House Supply Chain Resilience Strategy**
* Can qualify for **NSF + DOT SBIR innovation grants** in logistics + automation