



WePick presentation

Finish Exposé
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Addressed problem

One of the biggest obstacles in e-grocery business is inefficient home delivery due to

- long and unpredictable delivery time
- the need for someone picking the items at home when they are delivered

Habits and current solutions

Currently items are delivered

- to parents or neighbours during office time
- after dinner or during the week-ends
- to the workplaces
- to collecting shops where they are picked later

WePick solution

We offer online grocery stores a delivery&picking model using a network of shared collect points.

Here following how it works

- the end user orders the items and selects where to pick them in a list of collect points
- the store delivers the items to the collect point where they are stocked in lockers; a key code is sent to the end user
- the end user picks the items using the key code

Benefits

Online grocery stores take advantages from

- cutting delivery costs
(one delivery point instead of several customers' houses)
- drastically reducing unpredictable delivery time
(not more affected by the customer presence at home)
- using delivery vans during the night when they can access "limited traffic zones" and delivery time is not affected by the car traffic

End users are no more dependent from the delivery timetable.

What we sell

We offer the network of shared collect points and the SW application to manage the delivery&picking process.

The grocery stores pay for

- a start-up charge
- an annual subscription fee
- a fixed price for delivery

The delivery to the collect points is in charge of the stores.



Contacts

Meltin'Dot S.r.l.
Via Serbelloni, 47
20064 Gorgonzola
info@meltindot.com

Paolo Zanini
Tel. +39 347 8442647
paolo.zanini@meltindot.com

Thank you