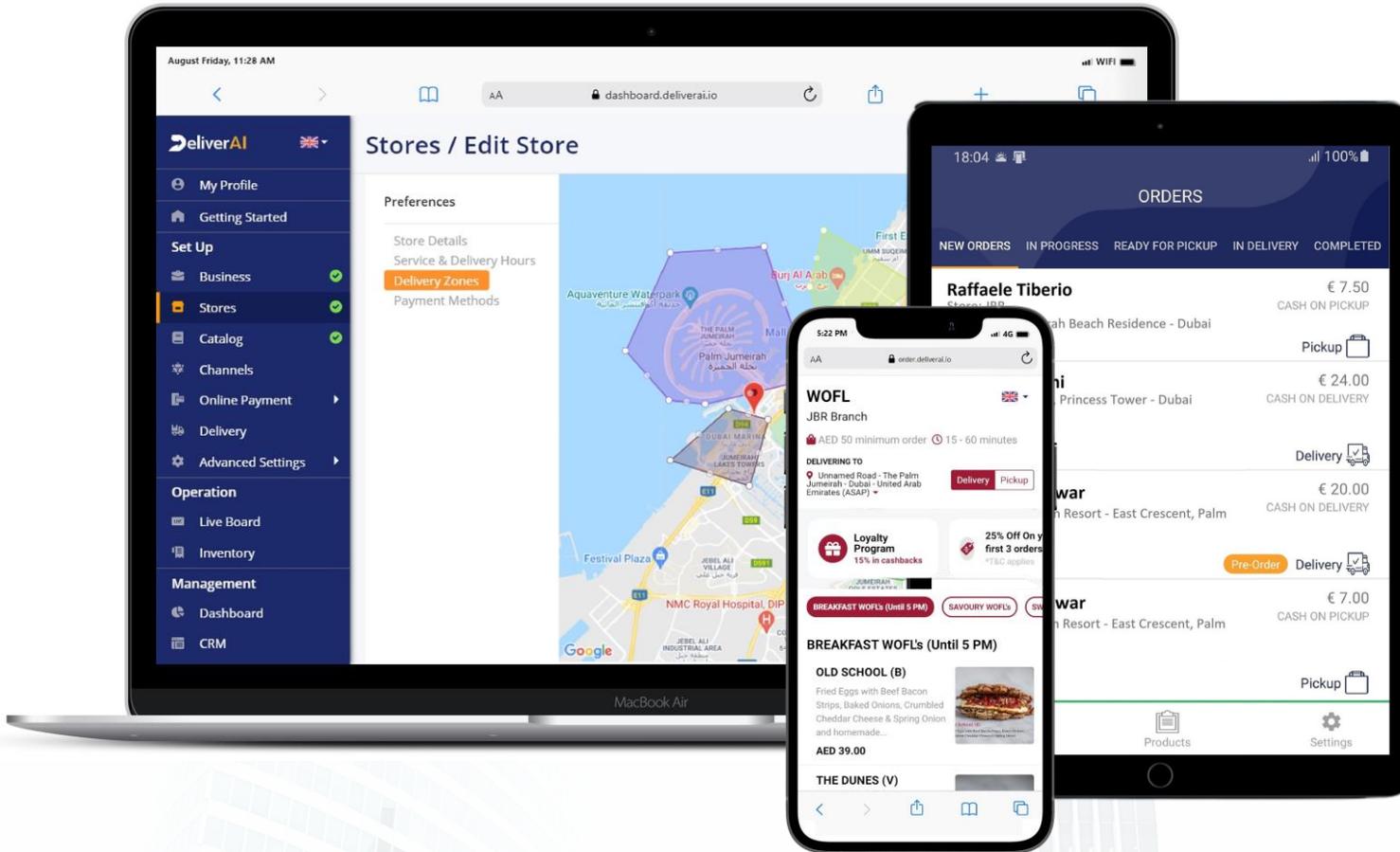




DIGITAL RETAIL ECOSYSTEM

DUBAI, September 2021

DELIVERAI – VALUE PROPOSITION



DeliverAI enables digital transformation of Retailers by integrating all required services such as social media channels, payment, logistic, marketing, order tracking, analytics, POS, ERP in one stop shop solution.

M-SAAS
Managed SaaS for RETAILERS

WHAT DO WE DO - PROJECTS THAT CHANGE INDUSTRIES, AND CREATE COMPETITIVE ADVANTAGE



DIGITAL SALES STRATEGY



CUSTOMER ANALYTICS & BIG DATA PLATFORM



AI SALES AUTOMATION PLATFORM



DIGITAL SALES ENABLEMENT



AI DIGITAL ASSISTANT FOR HR



AI DIGITAL ASSISTANT FOR HR



DATA STRATEGY



ARTIFICIAL INTELLIGENCE PLATFORM



DIGITAL STRATEGY + CHANGE MANAGEMENT



CUSTOMER VALUE MANAGEMENT PLATFORM



Q-COMMERCE DIGITAL PLATFORM FOR SMBs



AI KNOWLEDGE EXCHANGE

DELIVERAI TEAM



RAFFAELE TIBERIO

PRESIDENT & FOUNDER

- 15+ years of experience
- Former CEO AI Startup
- Forbes Partner
- PWC Trainer
- Former Accenture
- Former Head of Digital Transformation in du
- Expert in AI, innovation projects, digital strategy, startup, MVP prototyping



JUSTIN WILLIAMS

MANAGING DIRECTOR

- Former Unilever
- 10 years in leading Sales roles
- Expert in shaping ecosystems deals
- Expert in startup, SaaS, F&B and local businesses



HITESH NALAMWAR

CTO & CO-FOUNDER

- Worked in 3 universities that are in top 500.
- Worked in more than 15+ startups
- 8 years of Exp in leading technical team for EU & US Companies
- Delivered 8+ research projects to Belgium, Netherland and Russian government



MATTEO ZANONI

COO & CO-FOUNDER

- 15+ years of experience
- Former Accenture
- Expert in AI, innovation projects, digital strategy, startup, MVP prototyping
- Expert of big data, analytics and Data Science



RAFFAELLA CAMPAGNOLI

CSO/ ADVISOR

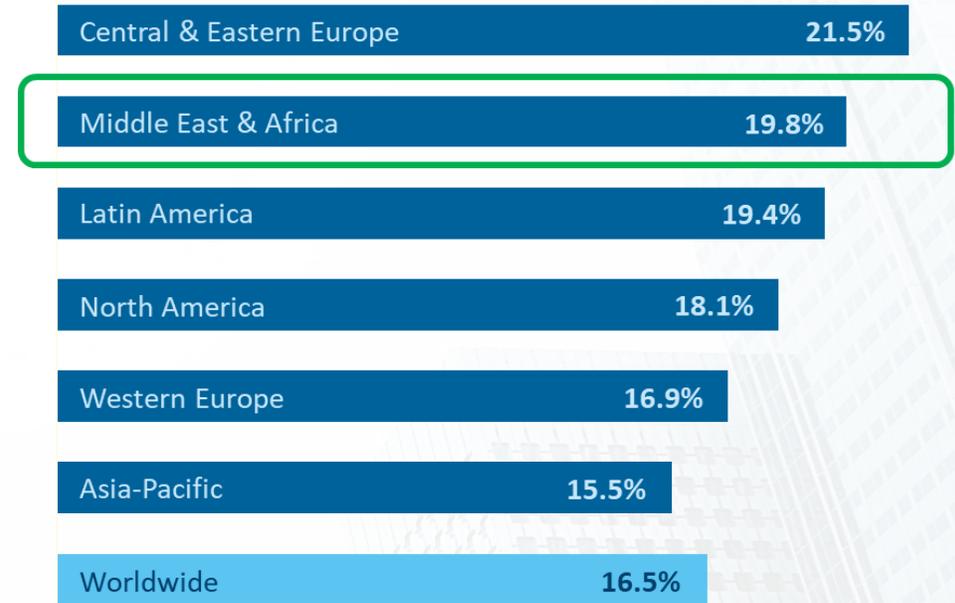
- 20 years strategy consulting
- Led Accenture Strategy Retail, F&B Middle East & Turkey for the last 10 years
- Certified INSEAD board member
- Though leader and networking beast

OPPORTUNITY -

COVID-19 HAS ACCELERATED THE CHANGE IN CONSUMER BEHAVIOR, AS THEY MIGRATE FROM TRADITIONAL E-COMMERCE INTO QUICK-COMMERCE



% change



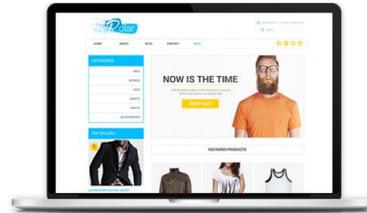
Source: eMarketer, May 2020

PROBLEM -

Covid-19 has made mandatory for Retailers and F&B brands to start selling their products online, however, setting up their digital store is still a challenging task, and using a marketplace (when available) is still the only the option.



NEW CONSUMER



E-Store



Business

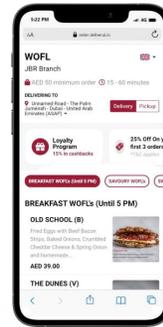


SOLUTION -

DeliverAI provides a cloud based solution to help traditional players create a real SME Eco-System through the integration of all the services in a One Stop Shop Solution



NEW CONSUMER



WHITE-LABEL WIDGET



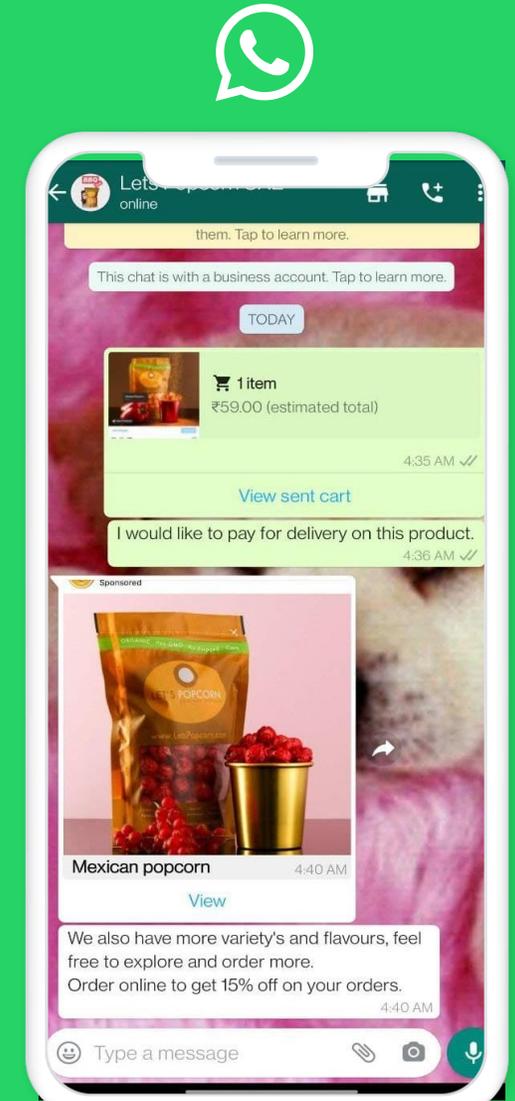
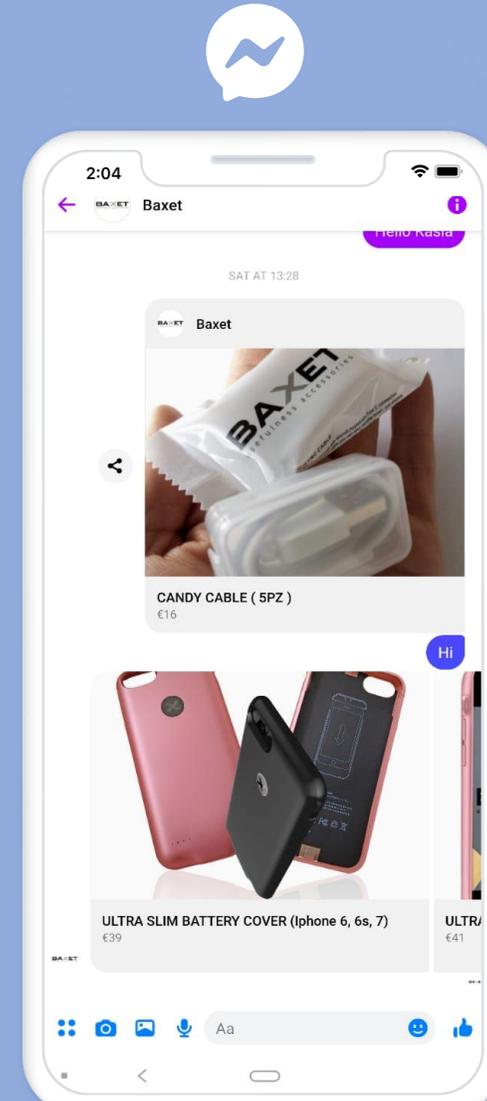
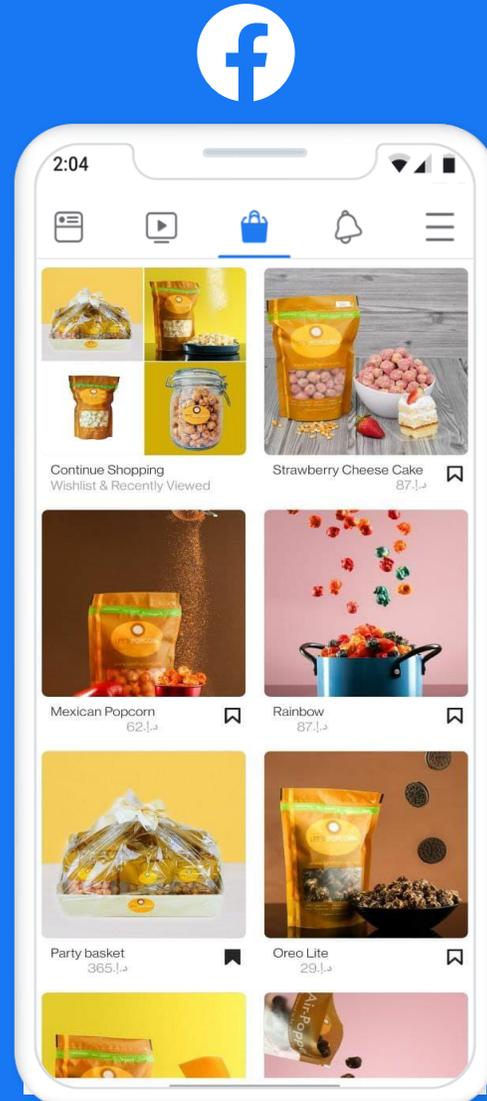
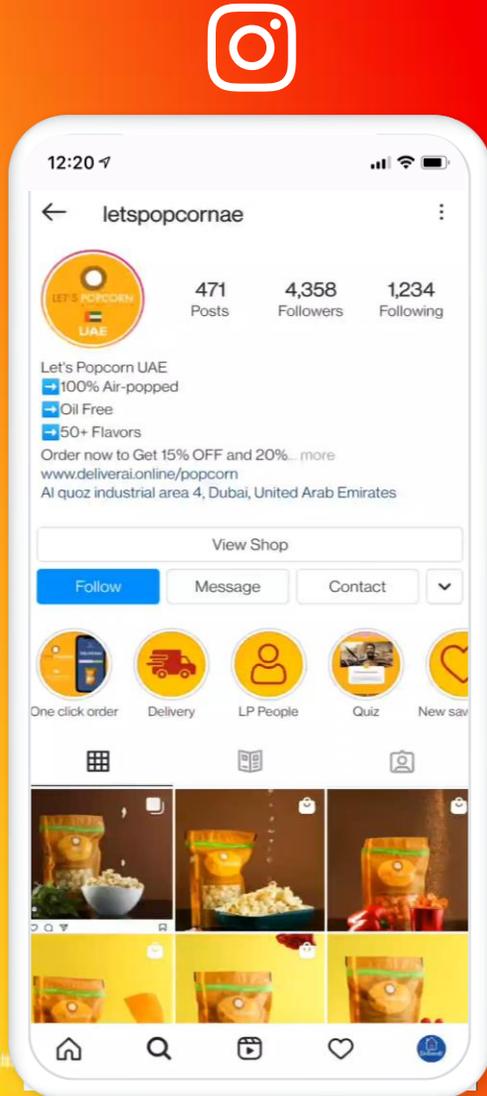
RETAILERS



LOYALTY - PROMO - TRACKING
ANALYTICS - ARTIFICIAL INTELLIGENCE

USER EXPERIENCE - STEP 1

Customers can trigger the digital menu through different online channels (*): any website, Facebook and Instagram pages, QR codes



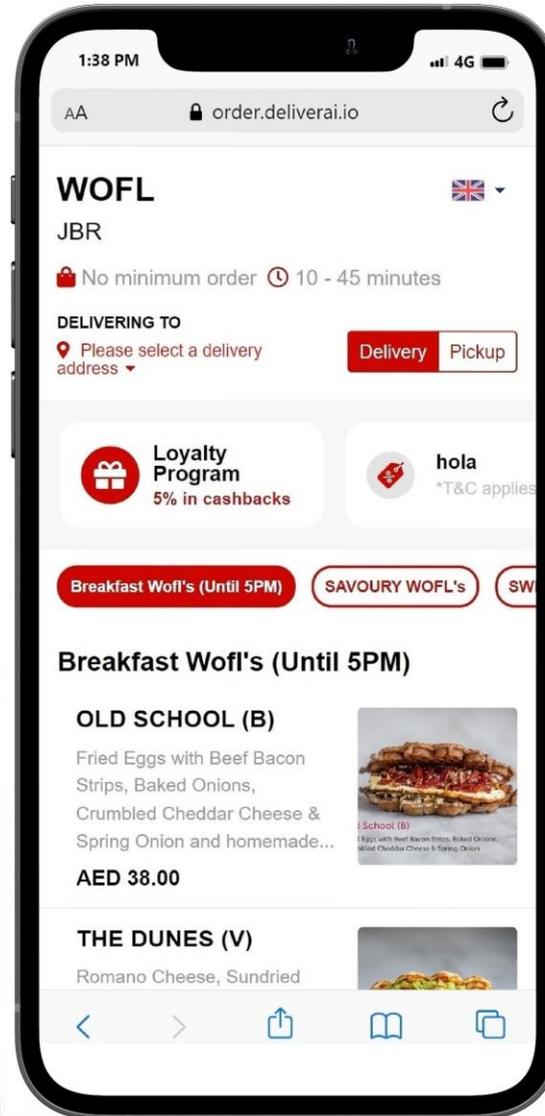
USER EXPERIENCE - STEP 2

The digital menu appears on the screen of any laptop and mobile: customers and guests can select their choices



STEP 2 - VISUALIZE THE MENU

- The digital menu appears on his laptop or mobile
- The digital menu offers the full menu
- Guests and customers can select what he prefer



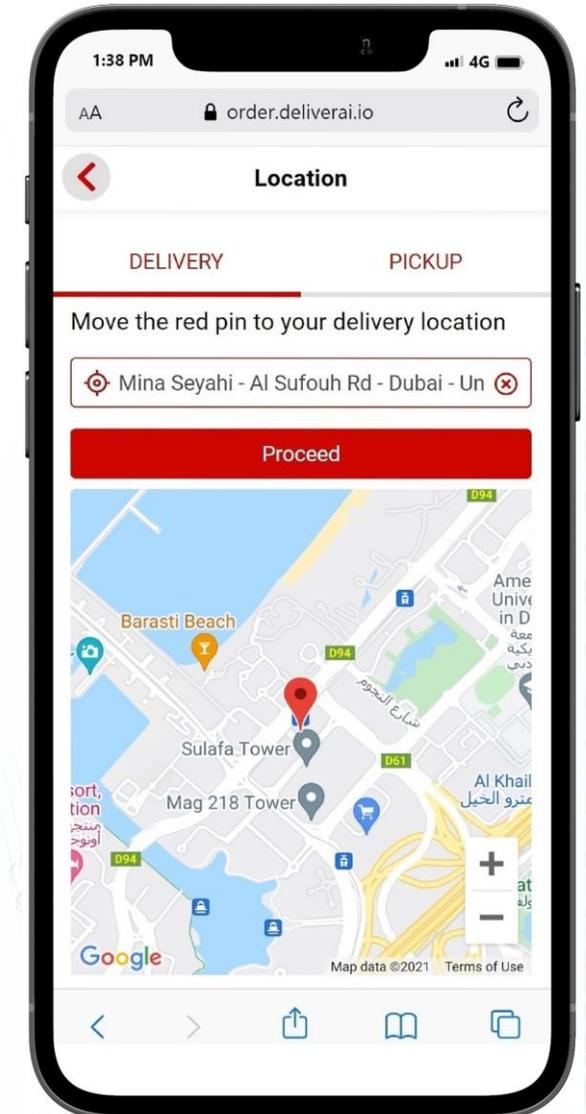
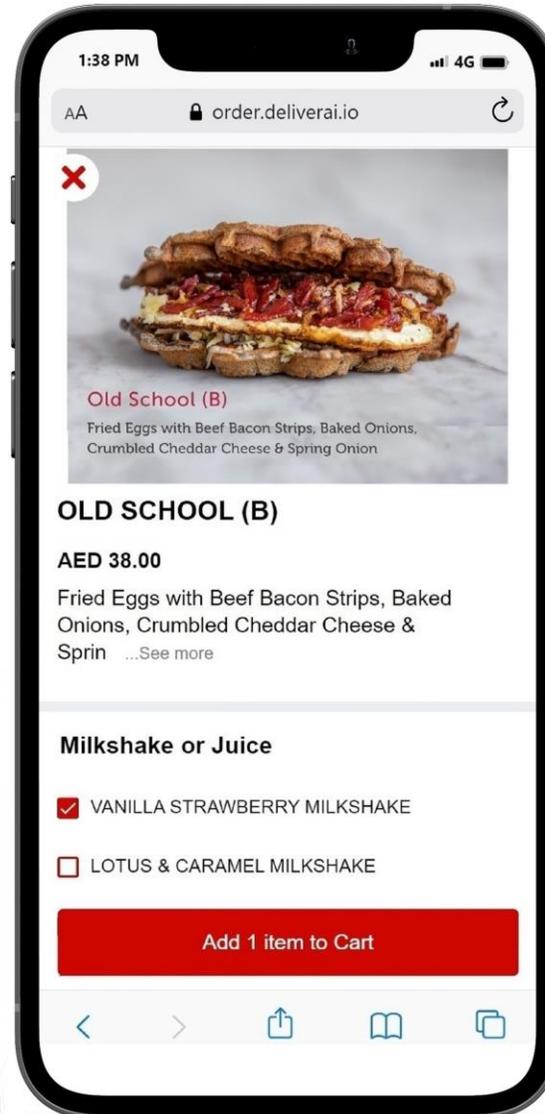
USER EXPERIENCE - STEP 3

Completing the check out is simple and immediate, much more than on Amazon



STEP 3 - CHOOSE PRODUCT AND LOCATION (ONLY FOR DELIVERY)

- Guests and customers customize their product
- They select their location (only for delivery)



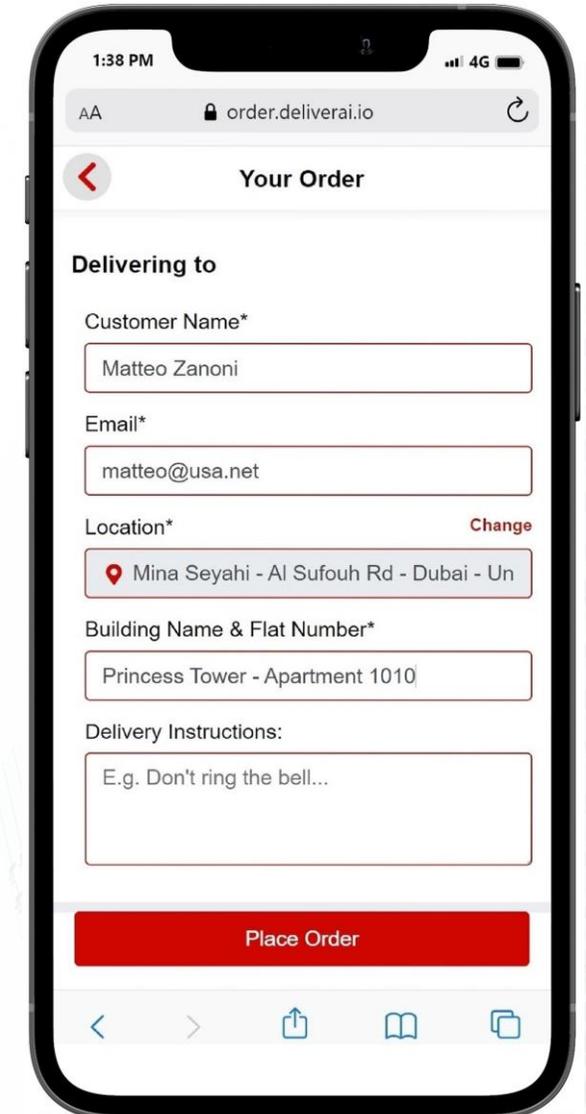
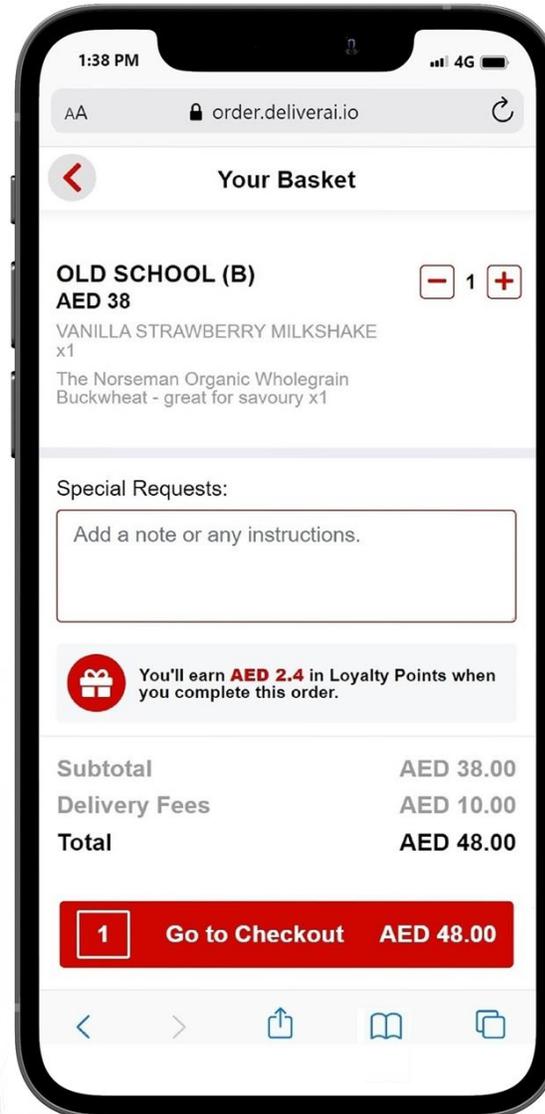
USER EXPERIENCE - STEP 4

The store is confirming the order via SMS or email: any customer can track the delivery on the map



STEP 4 - ORDER CONFIRMATION

- Order is confirmed, for checkout
- Customer control his info, and add payment details



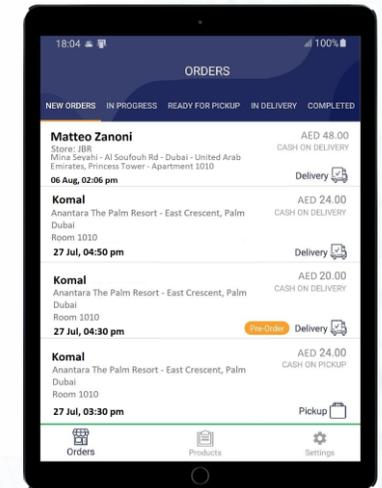
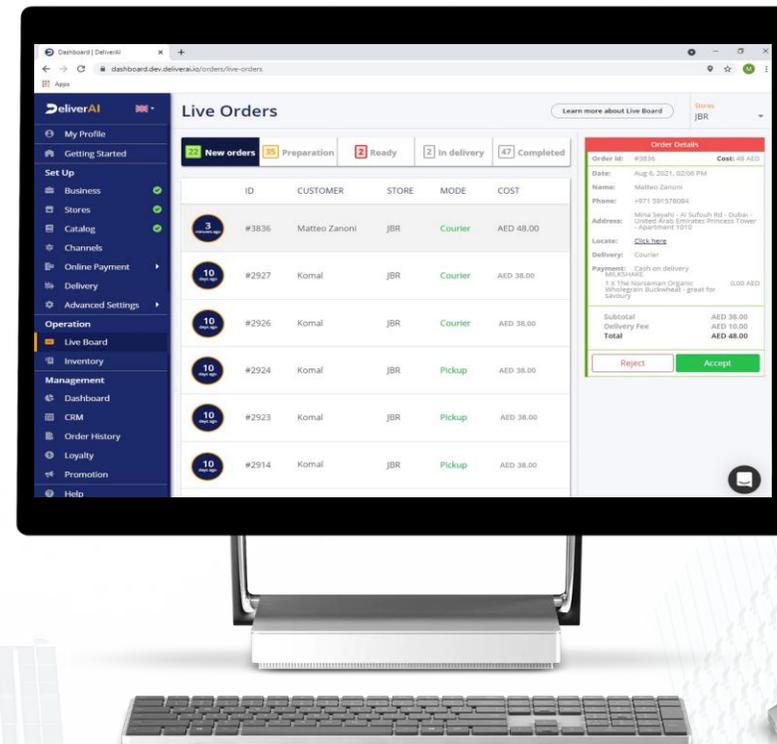
USER EXPERIENCE - STEP 5

The store get notified on its own dashboard about the new order and can confirm when its ready for delivery



STEP 5 - ORDER PREPARATION

- The restaurant receives the order, accept and confirm timing
- The order can be assigned for internal delivery with drivers or with external partners (Quiqup)
- The order can be managed in the call center with the desktop dashboard or at the restaurant through the App (in the tablet)



USER EXPERIENCE - STEP 6

The customer can track in real time the order status

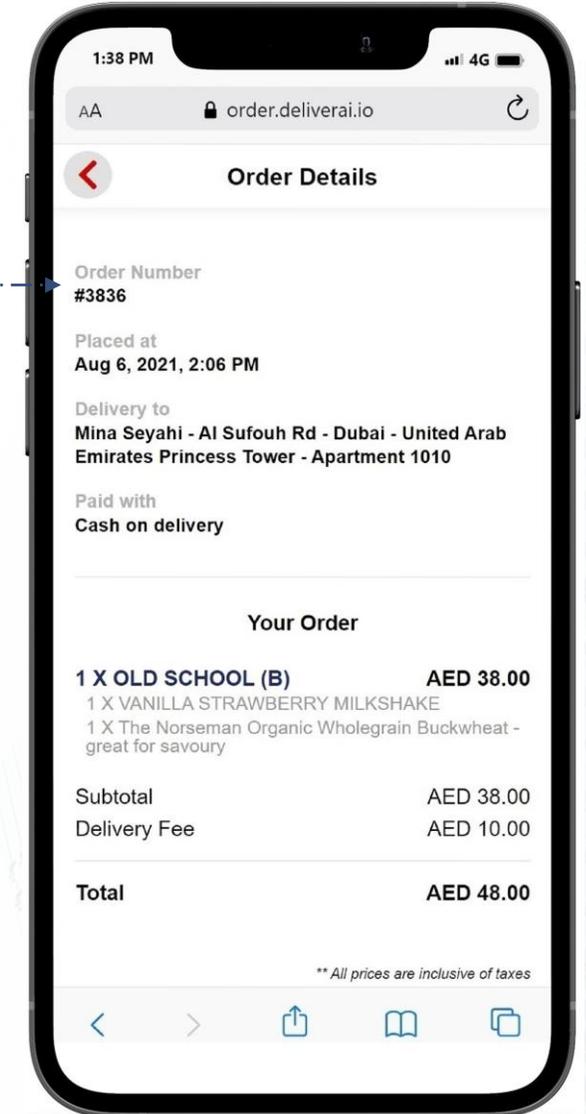
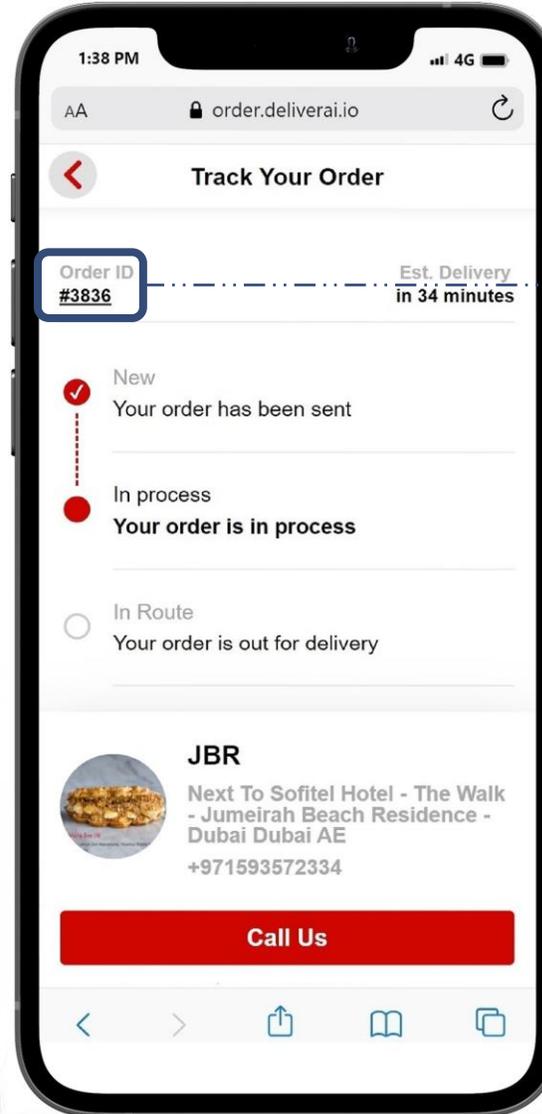


STEP 6 - ORDER TRACKING & DELIVERY

- Customers and guests receive an SMS and can track in real time their orders

Your order has been accepted.
Track it here: <https://order.deliverai.io/wof/order-tracking/APZsDWyeQT6r4QDZtuWD9w>

SMS



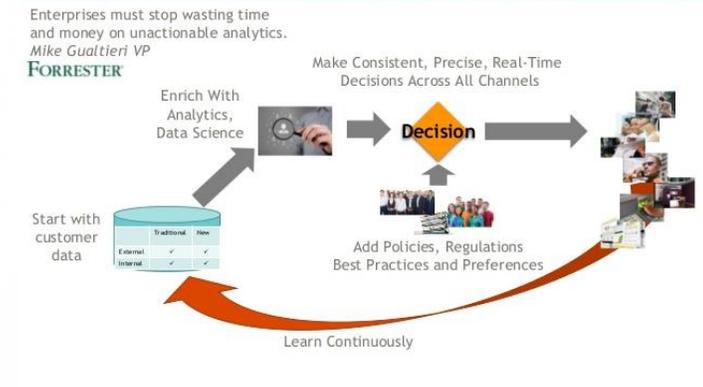
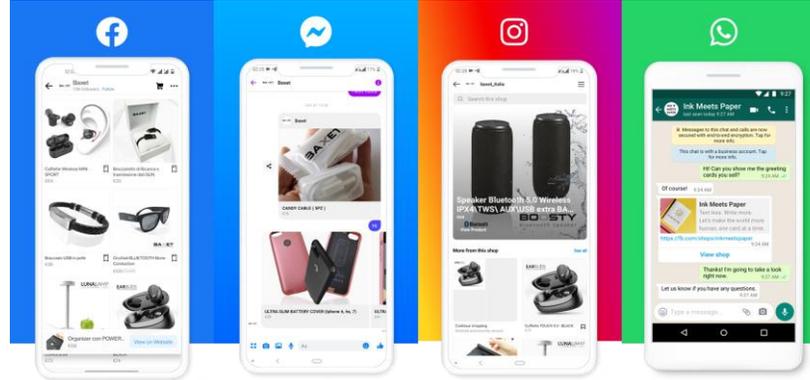
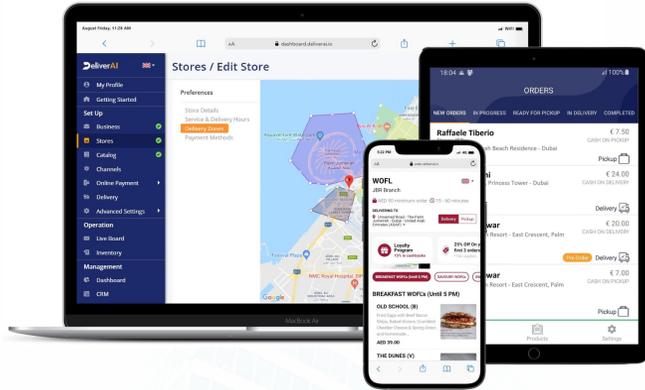
OFFERING - D2C AS A SERVICE, FULLY MANAGED BY DELIVERAI



D2C ORDERING PLATFORM

ADVANCED DIGITAL MARKETING

CUSTOMER BASE MANAGEMENT (WITH AI) & ADVANCED ANALYTICS



ORDER ANYWHERE, ANYTIME

FIND CUSTOMERS ANYWHERE, ANYTIME

STIMULATE SALES FROM CUSTOMERS, ANYWHERE, ANYTIME



 Deliver AI

THANK YOU
