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## INVEST IN XPRESSRUN

# One API to enable DTC brands to deliver smarter and faster than Prime

### LEAD INVESTOR



#### Garrett French

XpressRun fills a distinct and valuable gap in the delivery of DTC goods and services. They already have customers, 100% growth in the last 3 months, and deliver in all 50 states. That's not why I invested though. It's the intelligence and warmth of the people driving the vision and early successes that made XpressRun such an easy yes for me. Put XpressRun in your portfolio - do it for Louisville. Do it for Kentucky. They're vital contributors, builders and connectors for us into the new economy.

**Invested \$10,000 this round & \$25,000 previously**

[xpressrun.com](https://xpressrun.com) Louisville KY

Technology

SaaS

Minority Founder

# Highlights

- 1 🚚 Last-mile delivery network with over 3 million drivers across +20,000 zip codes.
  - 2 🤝 Partnership with U.S leading last-mile delivery companies including Doordash & Roadie.
  - 3 Empowering hundreds of brands nationwide with efficient local delivery solutions.
  - 4 🇺🇸 We're operating in all 50 US States ! Expected to launch in Canada by Q4 2023 (not guaranteed)
  - 6 🏆 Led by a dedicated team with expertise in eCommerce tech, logistics, and enterprise Sales.
  - 7 ✅ Backed by Techstars, Google for Startups, Keyhorse Capital.
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## Our Team



**Sada Wane** Co-Founder, CEO

Sada is an IU Neuroscience & Informatics major turned Founder. He previously worked on an e-commerce marketplace startup before co-founding XpressRun. He is passionate about human-centered design and believes that empathy has the power to push ideas.



**Ahmadou Diop** Co-Founder, Operations

Ahmadou's background is in fulfillment operations. He previously worked in operations for Emerson and Amazon to improve their overall process and productivity. He is a big advocate for lean methodologies and customer-centric

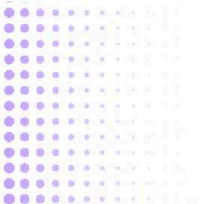
## Pitch



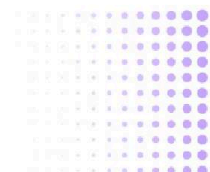
# The Operating System for Local Delivery.

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A Techstars & Google backed company



80% of e-commerce shoppers expect the option of Same Day Delivery but smaller businesses cannot meet those expectations.



## Ultra-Fast Delivery Expectations? Brands Can't Keep Up Outside of Marketplaces



### Hard to build your own delivery infrastructure

Building an internal local delivery infrastructure is very expensive and fragmented.



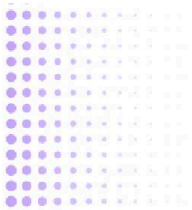
### Very high operating cost

Brands are unable to negotiate low Same-day rates due to lower volume and dispatch inefficiency.

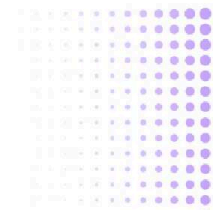


### No brand identity or data ownership

Brands lose their brand value proposition and valuable data when relying on marketplaces.



We are democratizing access to an affordable & scalable Same-Day delivery while giving brands end to end ownership of the delivery process. It's not an Amazon thing anymore.



A unified platform of last-mile delivery APIs to optimize delivery speed and cost.

## Nationwide last-mile logistics network.

Get instant access to our network +3 million drivers across 7000 U.S. cities. Fleets ranging from bicycles to pick-up trucks.

## Fast & Affordable delivery.

Our local brands (30mi radius) are combining their volume to unlock enterprise level discounts from our providers.

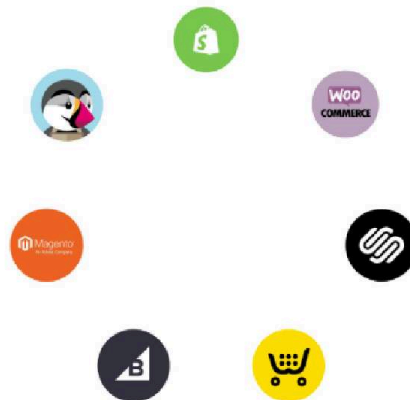
## Predictive analytics.

We enable brands to leverage their historical data to forecast and allocate their inventory in strategic locations.

## Fully-customizable delivery experience.

DTC brands own the entire process- from checkout to their customers' doorstep.

Set up in less than 2 minutes without having to write a single line of code



Established businesses can get access to our open API directly from our platform without having to contact sales

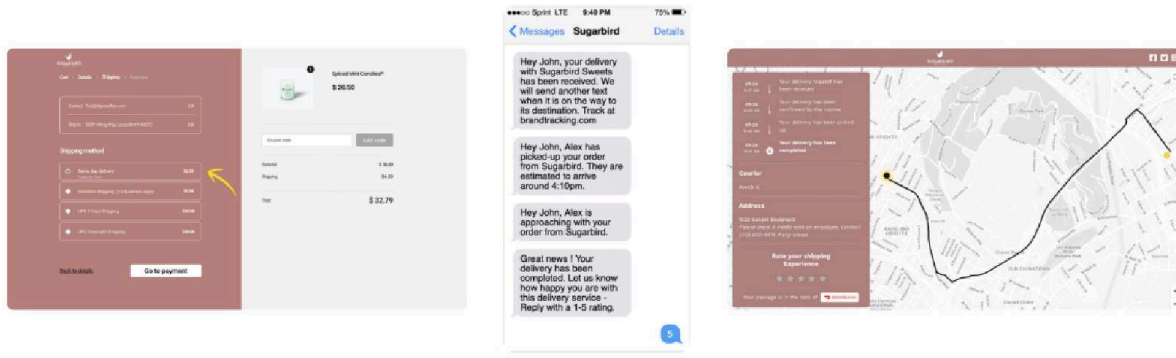
Tap into a marketplaces of +4 million drivers in one integration



Our algorithm detects which delivery provider is the best fit



## Take control of your delivery operations to exceed buyers' expectation



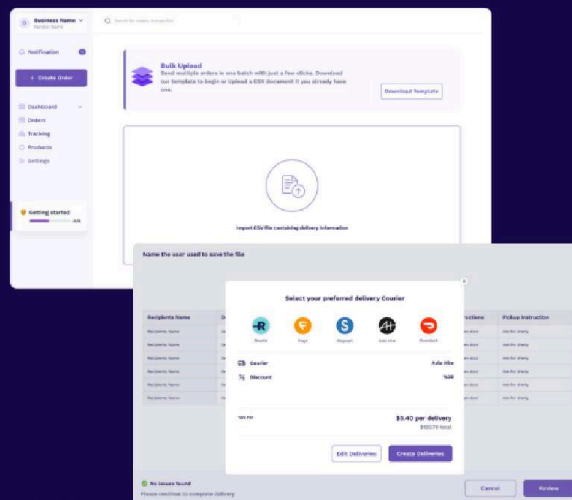
Same-Day option directly from you website with delivery precise ETA

Customizable SMS/Email notifications & collect feedback from customers

Branded live tracking with precise order information to reduce support contact

## Batch and Save: XpressRun's Bulk Upload Feature, The Key to Efficient Deliveries!

- Cost savings
- Increased efficiency
- Increased delivery accuracy
- Improved customer experience



key use case: Meal kits delivery

e-Commerce market is booming ! DTC brands are breaking up with marketplaces

\$1.03 T

ECOMMERCE MARKET

\$155 B

DTC ECOMM

2.5 M

SHOPIFY STORES

Source: US census bureau

Trusted by 70+ businesses across multiple verticals



Last-mile delivery, SaaS-ified

10%

PER TRANSACTION

\$59.99 - 359

SUBSCRIPTIONS

We charge fees per transaction

We charge fees per transaction

No charge fee per transaction  
amount depending on  
subscription tier.

No charge fee per transaction  
amount depending on  
subscription tier.

## Amazing Investors Fuel XpressRun's Vision: Google & Techstars Lead the Charge!



Powered by  
J.P.Morgan



# Thank you !

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SADA@XPRESSRUN.COM



WWW.XPRESSRUN.COM



