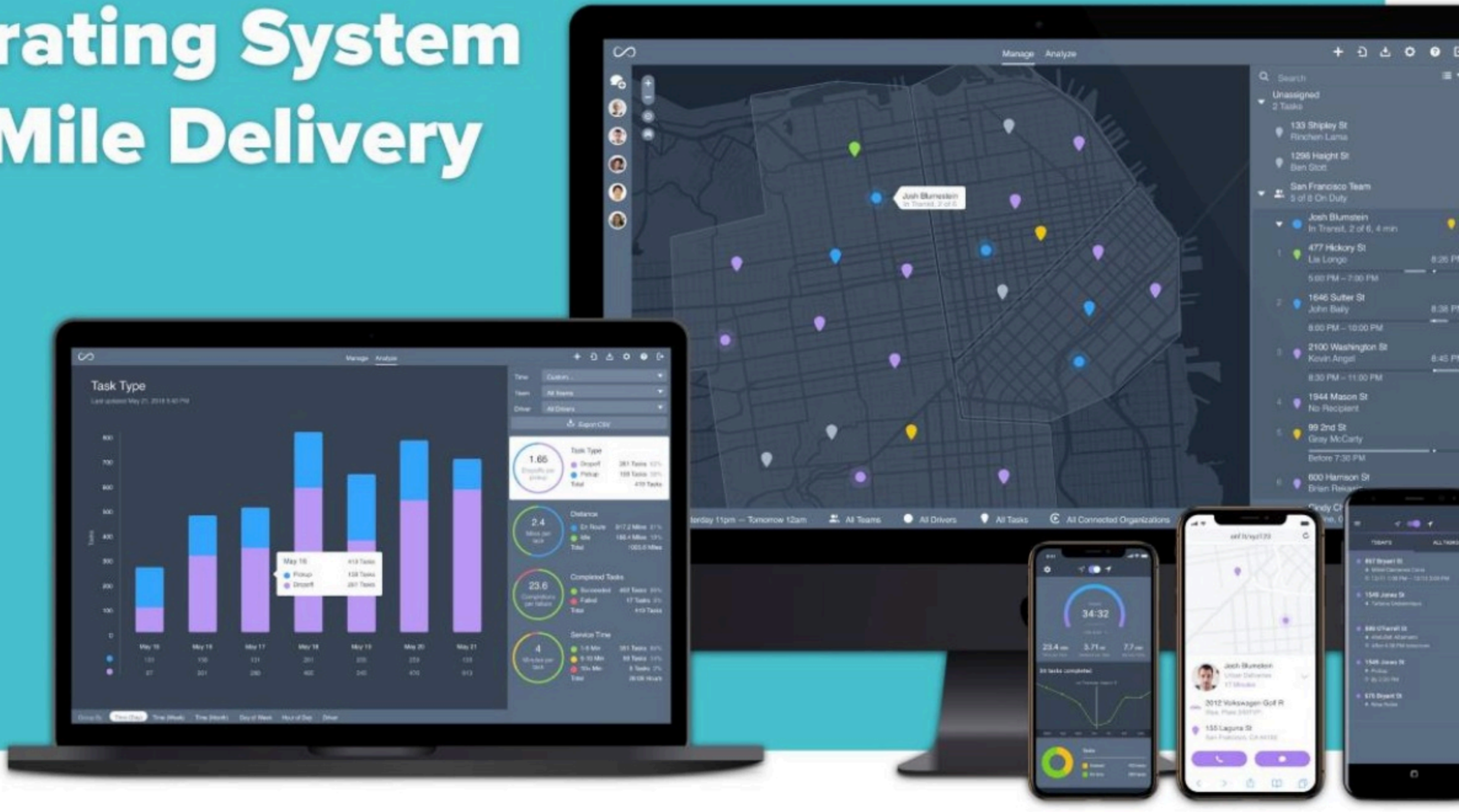
onfleet

The Operating System for Last Mile Delivery



The retail landscape is shifting rapidly

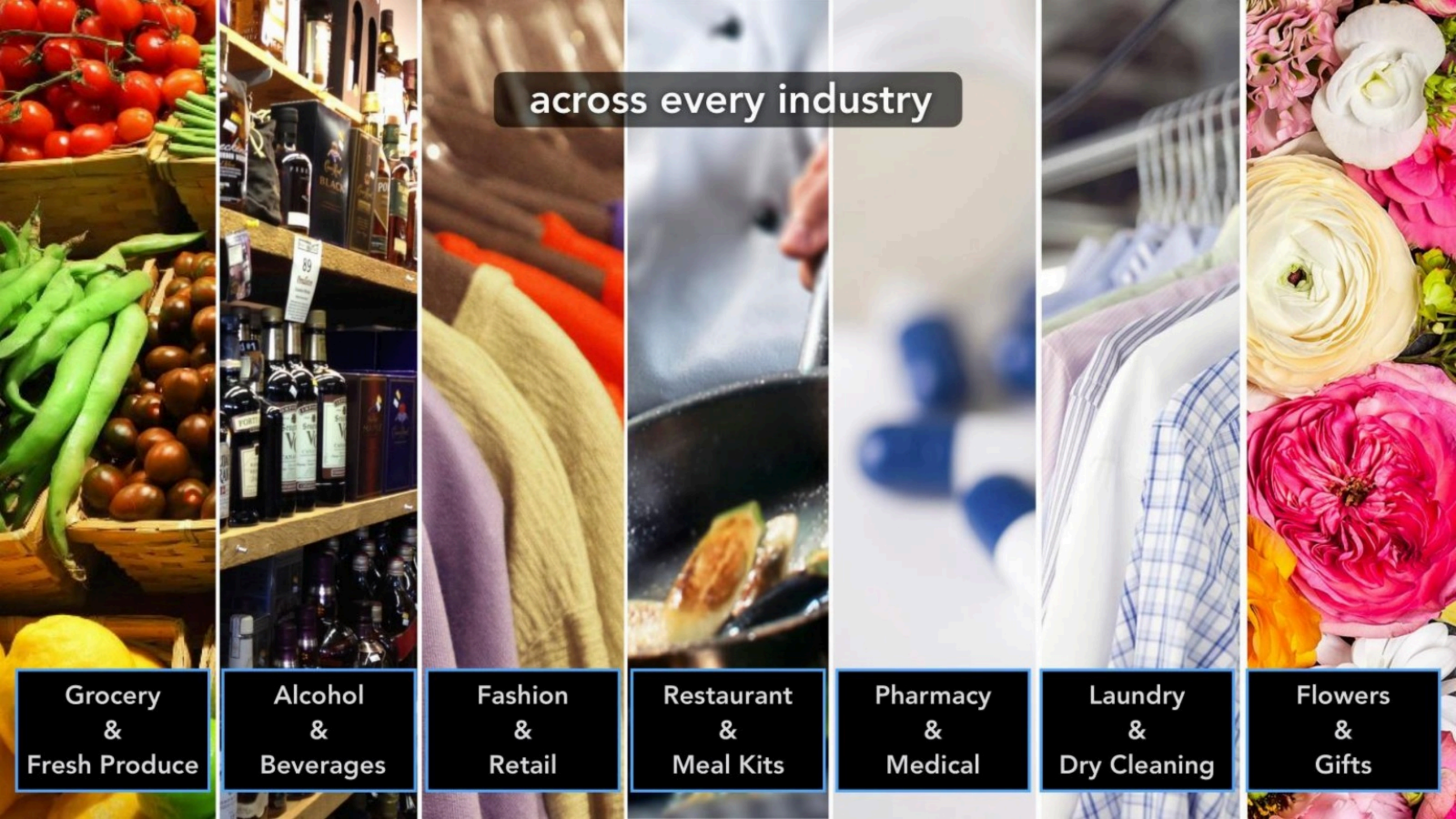
Increasing **consumer expectations**

84% of consumers won't return after just one poor delivery experience

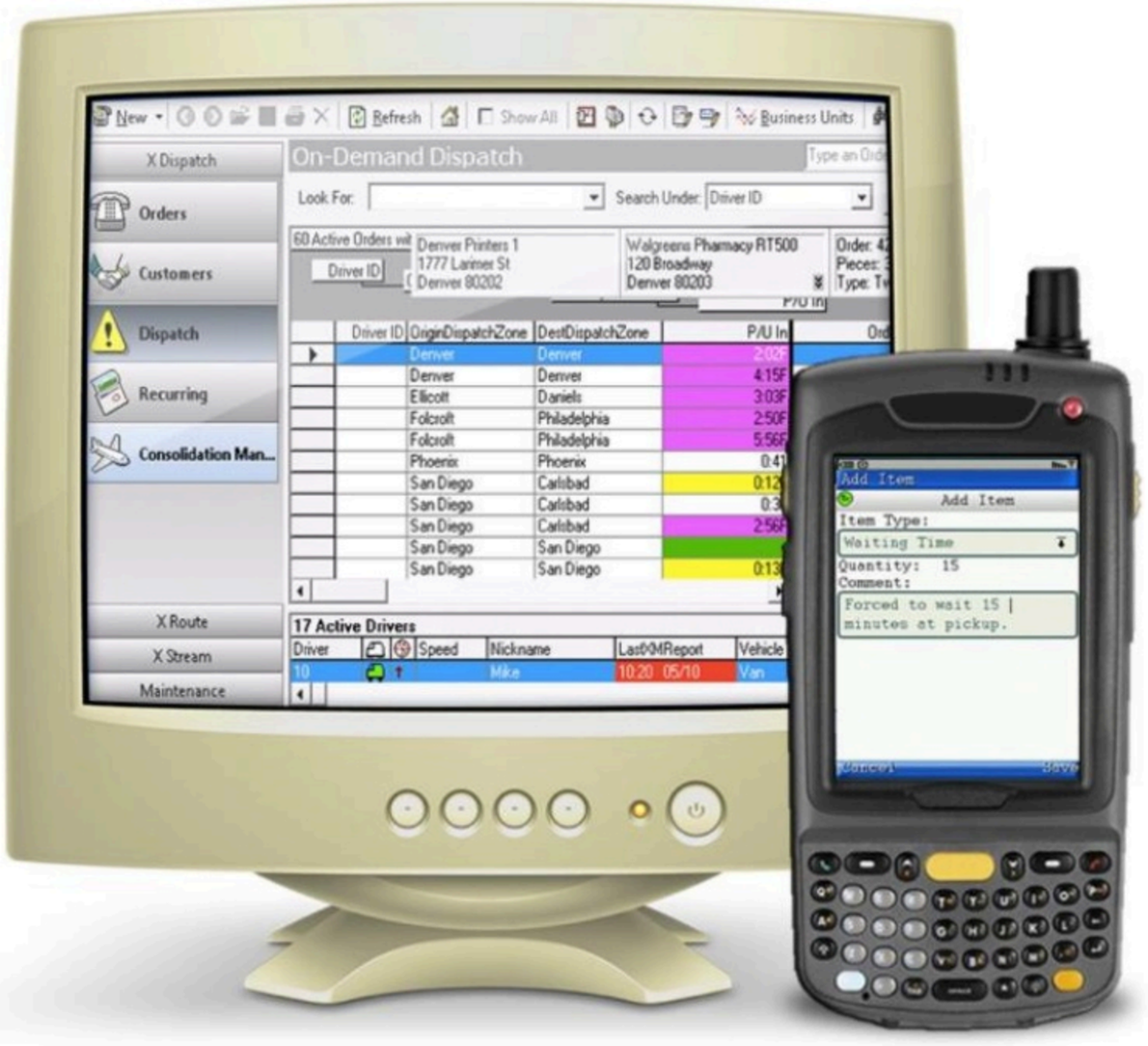
Same day, low cost **home delivery**

89% of consumers now define "fast" as same-day delivery

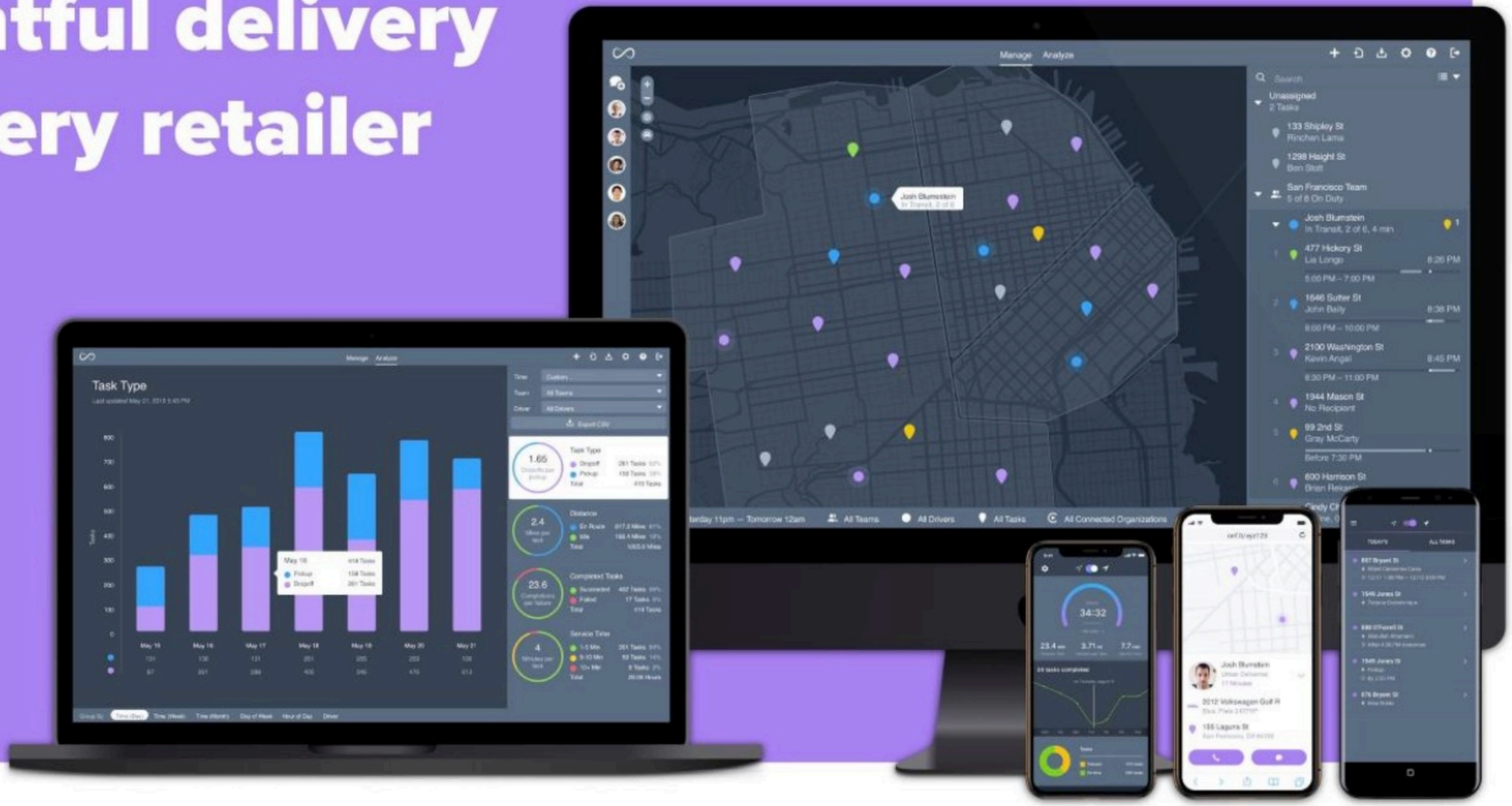
Amazon…


across every industry
Grocery & Fresh Produce
Alcohol & Beverages
Fashion & Retail
Restaurant & Meal Kits
Pharmacy & Medical
Laundry & Dry Cleaning
Flowers & Gifts

but **archaic technology** makes it impossible for retailers to compete

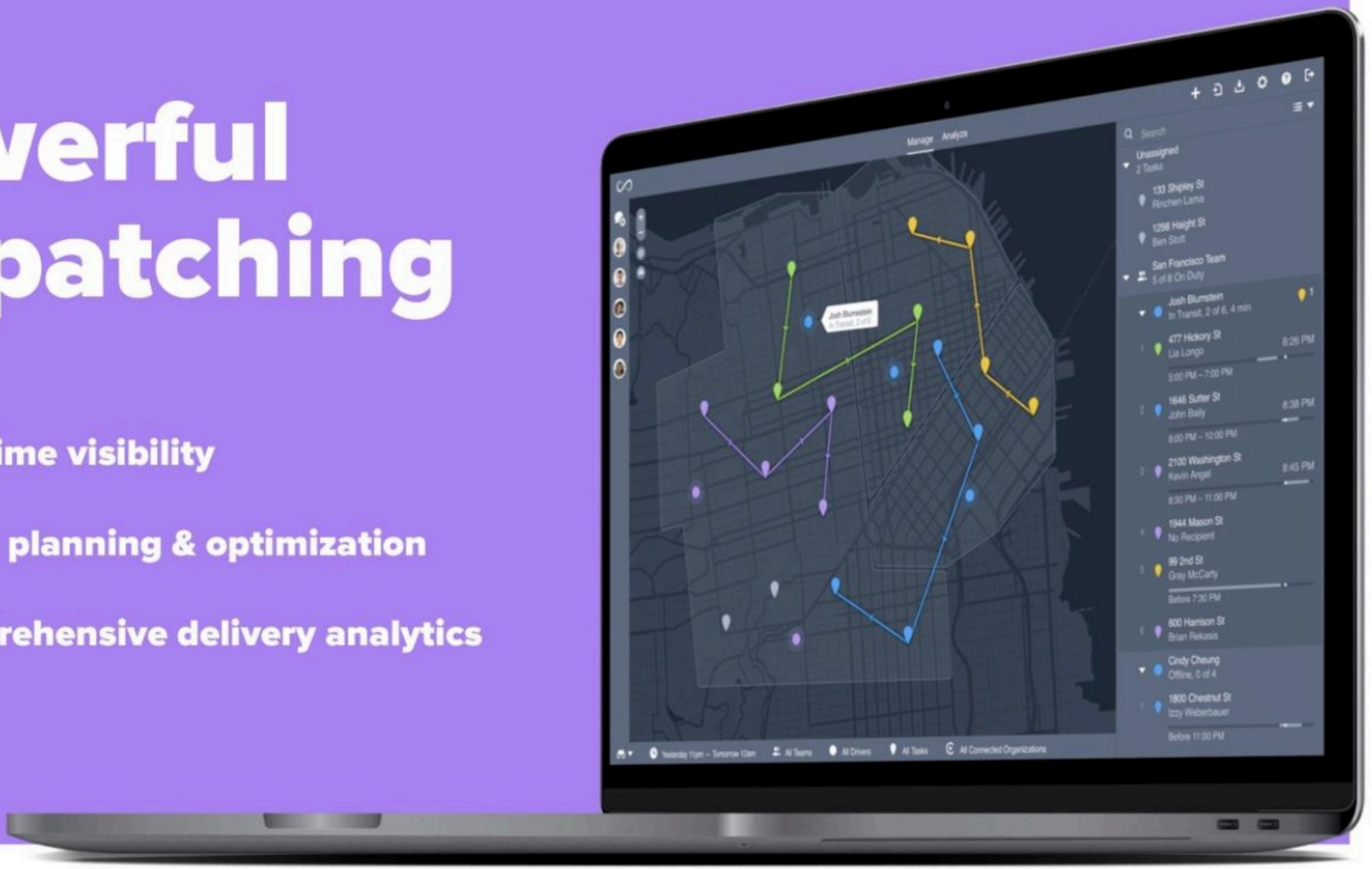


Onfleet enables efficient, delightful delivery for every retailer



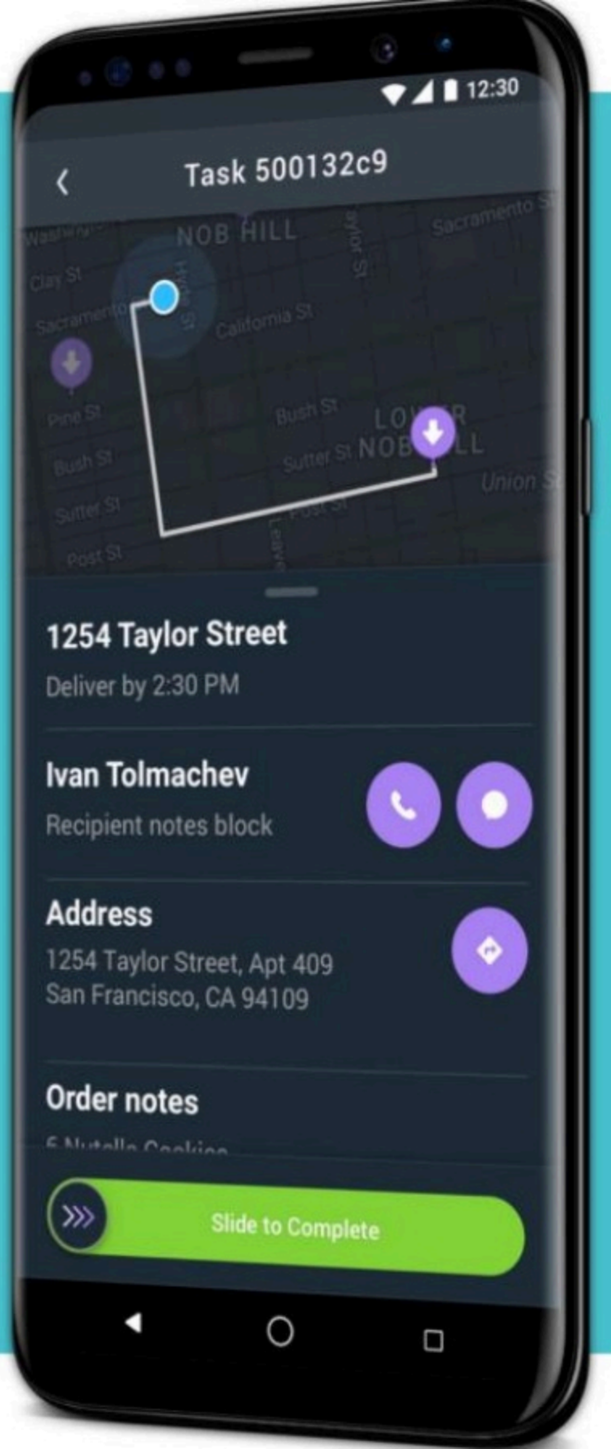
Powerful Dispatching

- **Real-time visibility**
- **Route planning & optimization**
- **Comprehensive delivery analytics**



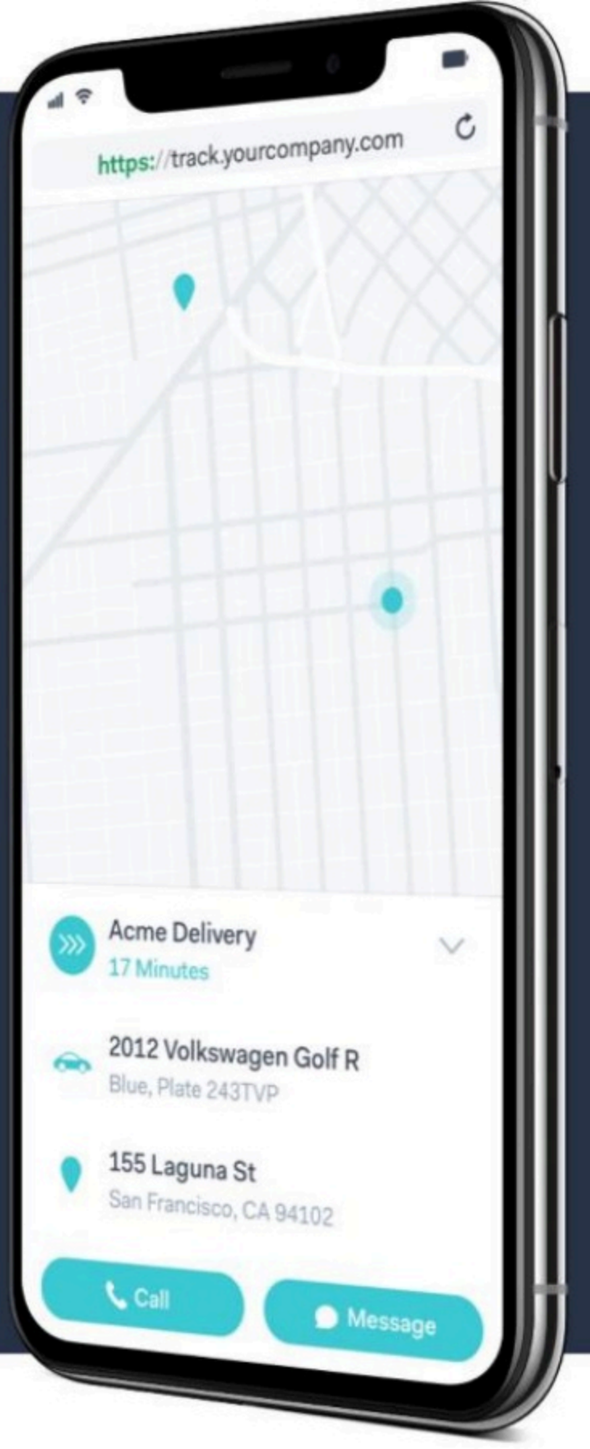
Intuitive Driver Apps

- Online & offline tracking
- Streamlined communications
- Proof of delivery
- Driver analytics



Delightful Experiences

- **Real-time driver tracking**
- **Accurate live ETAs**
- **Candid feedback**



Global Reach

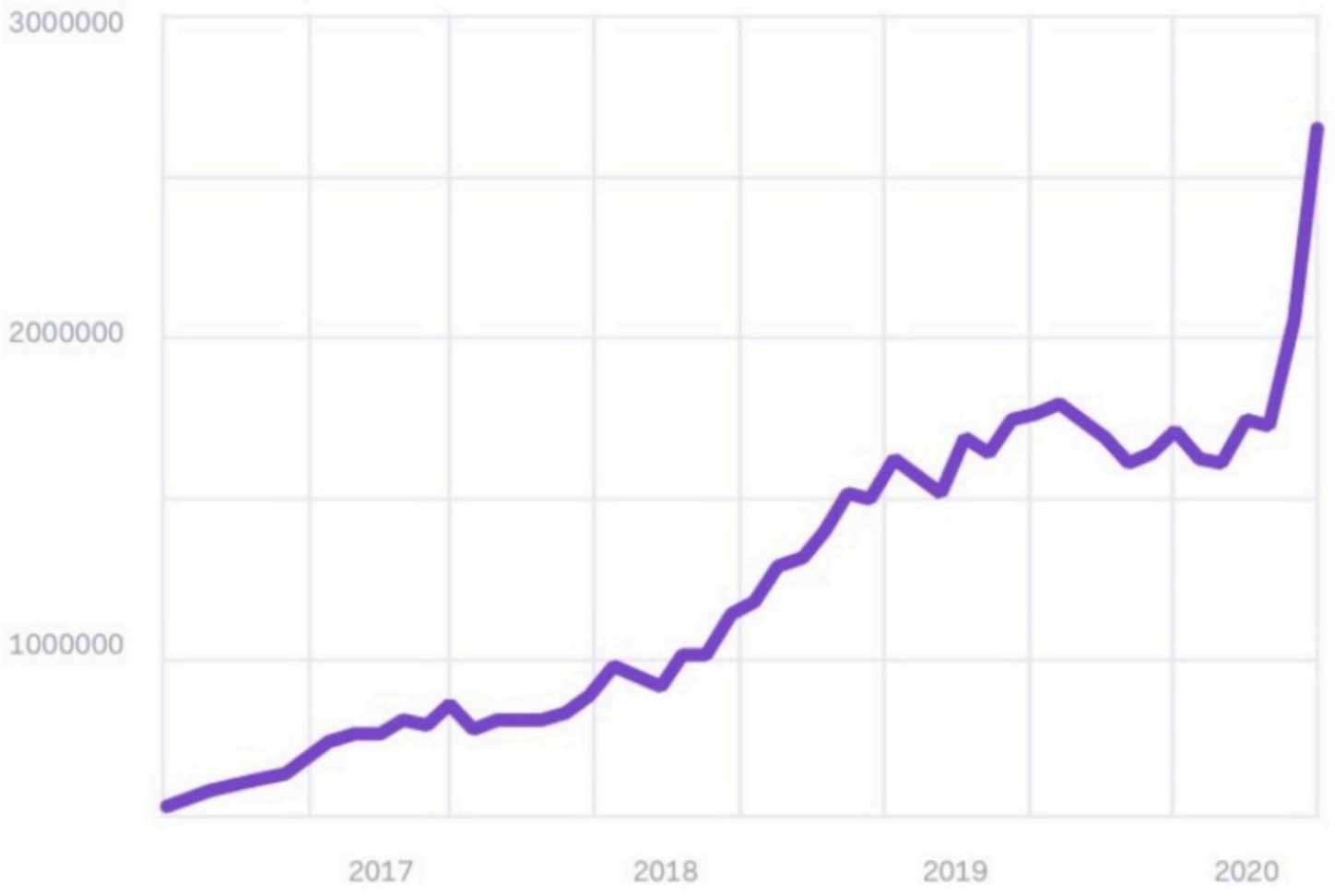
50m +
deliveries powered

200m +
miles tracked

1000 +
cities

90 +
countries

powering 3 million deliveries per month

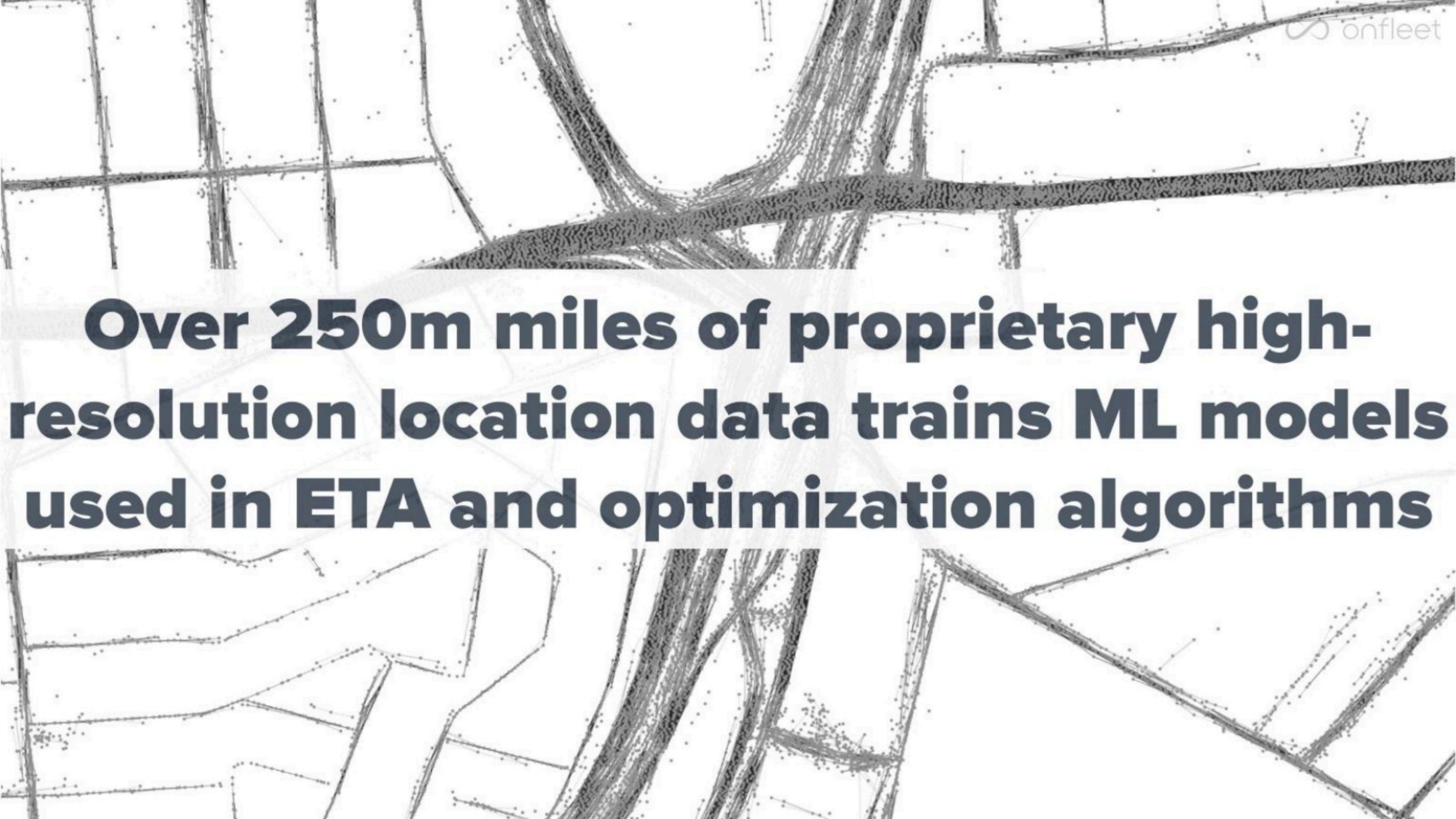


COVID-19 has catalyzed retail's transition to delivery

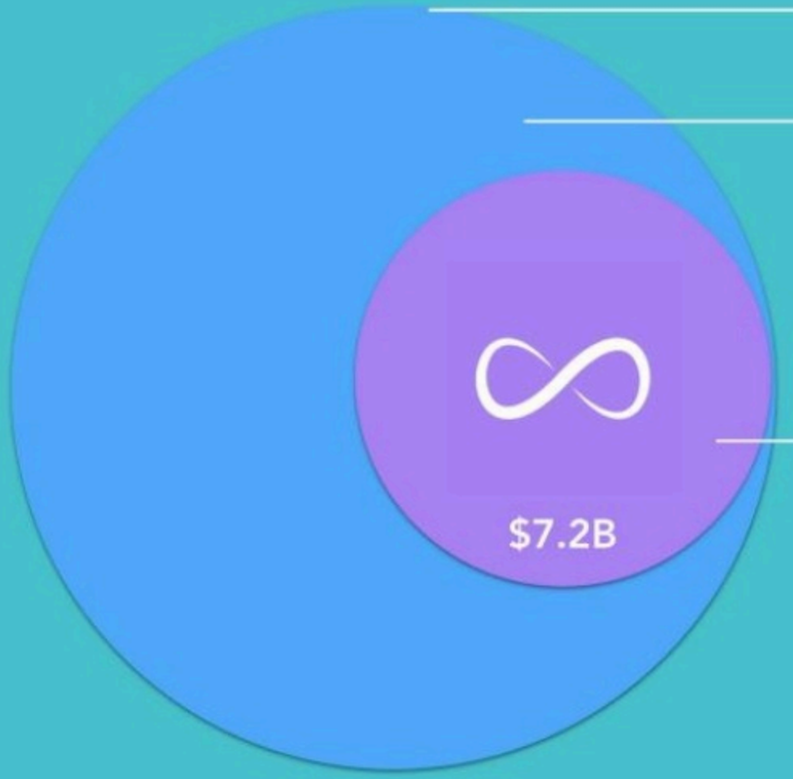
for 800 retailers & delivery businesses

and they love us

> Onfleet is a no-brainer for any serious delivery operation. We were able not only to **increase our delivery capacity by 50%** using their route optimization engine, but also to improve on-time rates and customer satisfaction through accurate ETAs and real-time visibility.
>
> — Emily Ehrlich, eCommerce Coordinator, The United Family


onfleet
Over 250m miles of proprietary high-resolution location data trains ML models used in ETA and optimization algorithms

This is a massive opportunity



30 million daily local deliveries (U.S.)

67.5% Major Carriers (FedEx, UPS, DHL)

30% local deliveries, restaurant, grocery, alcohol delivery, general courier and messenger services

U.S.

9.79 million deliveries/day
$1.6B annually (current product)
Serviceable Addressable Market

Global

90m deliveries/day globally
= $7.2B TAM

in a fragmented, sleepy industry

Manual dispatch
or in house development

Legacy incumbents

DESCARTES

WORKWAVE
Route Manager

cxt software