# Innoctive Technologies

## CONCEPT

"Businesses today must find ways to streamline their logistics planning and execution for improved efficiency and cost savings. Introducing CargoFL (www.cargofl.com), an AI driven cloud based SaaS supply chain automation software for your business. CargoFL simplifies logistics for both Shippers and Transporters by helping them collaborate and communicate better.

## MARKET OPPORTUNITY

The global transportation management system market is expected to grow from 78.20B$ in 2017 to 202.14B$ by 2022, at a CAGR of 20.9%. Market drivers are growing digitization, population explosion, urbanization and growing inter country trade.

## PROBLEM & SOLUTION

CargoFL (www.cargofl.com) is addressing 3 major logistics pain (inefficiency) points
1) Collaboration - a platform for shippers, receivers and truckers to collaborate and work efficiently.
2) Supply chain visibility - real time tracking from transit to destination.
3) Unifying distributed system and geographies - CargoFL's middleware layer Seamlessly integrates with multiple vendor systems providing a seamless customer experience.

We believe logistics need to be solved one piece at a time and CargoFL is laying the foundation for such a framework. Eventually every logistics company and every non-logistics consumer will fold into a personalized reusable logistics space and that's exactly what we are building at CargoFL. Our vision is to build a uniform platform, an ecosystem where logistics components can thrive by itself, be self-defined, be reusable and deliver a uniform customer experience."

## BUSINESS MODEL

CargoFL operates in B2B space with focus on Retail, Pharmacy & Manufacturing sectors. Another focus area for CargoFL is logistics companies who need an efficient platform to manage their business efficiently. CargoFL specializes from a platform perspective, our architecture enables us to deliver value to maximum customers with minimum customizations.

## VALUE PROPOSITION

CargoFL is built for Truckers, the Trucker modules form the very core fabric of CargoFL technology ecosystem. This helps in solving the collaboration problem i.e. the truckers get digitized and they collaborate with shippers (customers) efficiently for receiving, accepting orders, providing vehicles, submitting bills, answering shipper queries and provide vehicle tracking etc. via a digitized platform with shippers.

## CURRENT TRACTION

Total Revenue - 11 Million+ INR in 2 years and 5 months since company started i.e. July 2017. Our Traction as below

-5+ Major Customers on the platform (Tata, HPCL, Pinnacle, Kider, Force Motors etc.)
-25+ Truckers -2000+ Vehicles -2500+ Drivers
-5000+ Orders processed every month
-35000+ documents processed every month
-1 Million+ INR in SaaS Revenue and growing
-10 Million+ INR in Marketplace Revenue in last 18 months

Currently at break even, looking for funds to expand and capture market.

## KEY PEOPLE

Deepesh Kuruppath (CEO & Co Founder)                    Geeta Bora (CTO & Co Founder)