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### A NEW MODEL BUILT ON A MATURE INDUSTRY

#### **INDUSTRY**

- OUR INDUSTRY: ONLINE DRY CLEANING ORDERING
- PARENT INDUSTRY: DRY CLEANING

**ECONOMIC FEATURES OF OUR INDUSTRY** 

- "GIG ECONOMY"/"SHARING ECONOMY"
- BUSINESS MODEL IS SIMILAR TO UBER EATS

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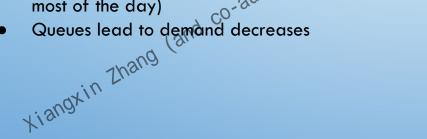
TRADITIONAL DRY CLEANING IS TROUBLESOME

#### Troublesome for Customers

### **Troublesome for Dry Cleaners**

- Capital required to buy a car (which won't be utilized most of the day)

  Queues lead to demand decreases



cost of hiring drivers & insuring cars all rapital required to buy a car (which tof the day)
es lead to



# HOW TO CLEANN YOUR CLOTHES



# WHO WILL THE NEW WAY BE BENEFICIAL FOR?

|   |   | - L(0).  |
|---|---|--|
| Customers   | Drivers   | Suppliers (Dry Cleaners)   |
| <ul> <li>People who don't have time to go to the dry cleaner</li> <li>People who don't have a car or other means of transportation available</li> </ul> | <ul> <li>People looking for additional gigs</li> <li>People who own cars and are already heading to dry</li> <li>Cleaners</li> <li>People who want to finance their own dry cleaning</li> </ul> | <ul> <li>Dry cleaners who want to offer similar service but don't have the budget to pay drivers or buy a vehicle</li> <li>Dry cleaners who lose demand due to backlogs</li> <li>Dry cleaners who want to</li> </ul> |
| thang (and  |   | broaden their reach  |

# WHY THIS COULD BE GAME CHANGING

| WHY THIS COULD BE GAME CHANGING  Improvements in Efficiency  Improvements in Experience   |  |  |
|---|--|--|
| Improvements in Efficiency  | Improvements in Experience   |  |
| Improvements in Efficiency  Maximum utilization of workers Pooling of demand/Shared economy Prevent "backwards" bullwhip effect with transparency  (and co-authors)  Kiangxin Zhang  (and co-authors) | Transfer decision of when to pick up clothes  More consistent service by adding a rating system for dry cleaners |  |
| Kiangxin Zhang (and   |  |  |

## WE ARE THE FIRST MOVER IN THIS CATEGORY



Both online competitors complete the laundry process themselves. Instead of competing with them, our application plays an intermediary role between dry cleaners and clients.

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