



Last Mile Delivery Business Model Patent

LastMileDelivery.com

“OUT-STANDING IN THE FIELD” TM

FRANCHISEBIZOPP.COM



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MEET OUR TIER ONE CUSTOMERS

Tier One Customers

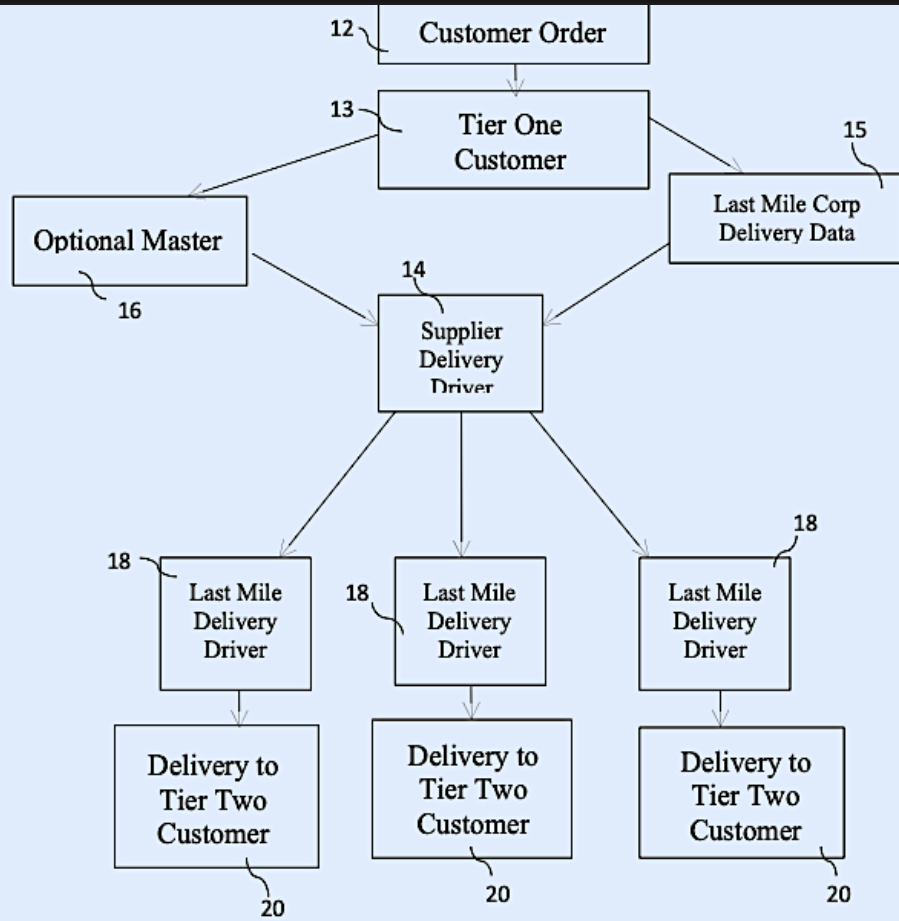
Tier One Customers range from the Big Box Stores to the local restaurant where the product package or food order originates.

3 MEET OUR TIER TWO CUSTOMERS

- **Tier Two Customers**
- Tier Two Customers are the General Public who live in homes and apartments, as well as businesses. Both often purchase package products to be delivered. This is the Last Mile - the Final Destination of the package.



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- Fig. 1 Is the Last Mile Package Organization Chart

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LAST MILE CORP. (LMC) PRIMARY RESPONSIBILITIES

- Receive Packages From Tier One Customers
- Deliver Packages to Tier Two Customers
- Rent or Sell LMC approved Porch Boxes to Tier Two Customers
- Complete responsibility for LastMileReverseLogistics.com tm to both Tier One and Tier Two Customers.
- Establish the Last Mile Franchisee as the Motivated Ambassador (Ambassador) who is to compliment and coordinate a positive relationship between Tier One and Tier Two Customers.

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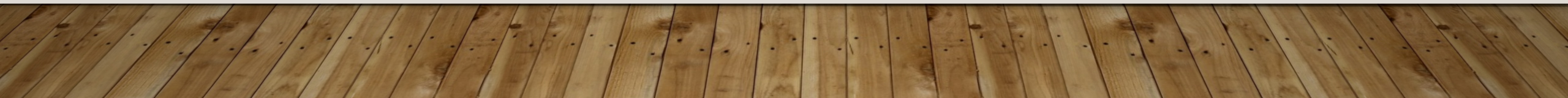
LAST MILE CORPORATION FRANCHISE CRITERIA

FRANCHISEE PRIMARY QUALIFICATIONS

- A Last Mile Franchisee (LMF) will need to have a net worth of \$xxx,000 and own a home or buy or rent a building that can be used to house and operate a base for their Last Mile Package Delivery System.
- The Last Mile Franchisee (LastMileFranchise.com) will have to pay a franchise fee of \$xxx,000.00, demonstrate a history of personal motivation, work from home (where practical), purchase a primary electric vehicle with a back up hybrid or gas vehicle, and pay an agreed upon share of any acquisition (if expansion by acquisition is activated for his area).

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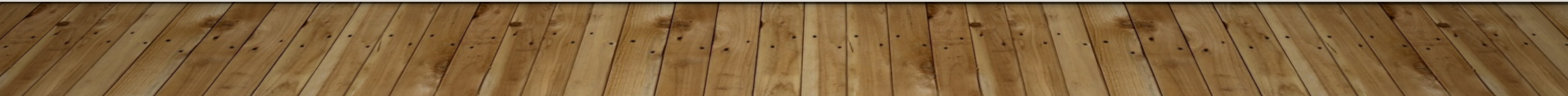
FRANCHISE TERRITORIAL DESIGNATION BY ZIP CODES

- By 41,704 Zip Codes - Franchise Fees could be in Excess of \$5 billion
 - Some Zip Codes will have more than one franchise.
 - Some Zip Codes will use different equipment than others.
 - Rural Zip Code franchises will be structured differently than urban zip code franchises.
 - Rural package fees will be different than urban package fees.
 - Companion business opportunities are also considerations for franchise selection.
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ADVANTAGES OF THE LAST MILE SYSTEM

- Eliminates Delivery Redundancy Trips and supplies a Motivated Delivery Labor Force
- Replaces an Impersonal Delivery System with a Personal Relationship for Deliveries and Reverse Logistics.
- Creates a Marketing Opportunity for Tier One Customers to Market Products to Tier Two Customers (Example: Last Mile Ambassador's LMA Monthly Sales Offer for Summer Hats)
- The LMA can Supply Lead Generation Information and Introductions on Everything from Local Plumbers to Leaf Rakers.



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EXPANSION & RECRUITMENT BY ACQUISITION

- LMC could purchase a small to medium size freight or delivery service business.
- The Franchisees, in addition to the Required Obligations and Fees of the Franchise, would pay a share of the freight or delivery service company purchase price. This would result in a profit for LMC.
- Expansion by Acquisition could give both the Last Mile Corporation and the Last Mile Franchisee Revenue and establish a solid economic base for the Last Mile Delivery Business.
- Expansion by Acquisition would have to be agreed to by both the Last Mile Corp. and the Franchisees.

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EXPANSION & RECRUITMENT BY ACQUISITION

ADVANTAGE FRANCHISOR

- **Franchisor Gains from Acquisition:**
- Layoff Debt to the Franchisees
- Profit on the Acquisition (Laying Off the Cost of the Acquisition to the Franchisees)
- Existing Revenue
- Minimalizes Employee Interview Time
- Personnel in Place
- Lower Training Expense
- Systems and Procedures in Place
- Attract High Value Family Oriented Franchisees
- Equipment Warranty Cost Taken Off the Back End of the Acquisition Debt
- Time Stamp Change of Ownership on the Assets
- Commission on Resale and Merger of Franchises
- Wage and Hour State and Federal Labor Law Compliance
- Porch Box Rental and/or Sales Revenue



EXPANSION & RECRUITMENT BY ACQUISITION

ADVANTAGE FRANCHISEE

- **Franchisee Gains from Acquisition:**
- Existing Revenue
- No Product Inventory Like 7 -11
- Local Governmental Approvals and Permits in Place
- No Special Vehicle License
- No Time Spent Interviewing Unmotivated Employees
- Work From, or Near Home
- Tax Advantages
- Environmentally Compliant (Electric Vehicles – Eliminate Redundancy)
- Motivated Personnel
- Enhanced Managerial Productivity - Not Baby Sitting Employees
- Plethora of Finder Fees for Ancillary Service Referral Opportunities
- Greater Revenue per Employee
- Porch Box Rental and/or Sales Revenue