Deuce Drone
Transform your delivery system.
The Problem

- Retailers need high-speed order fulfillment in order to compete with Amazon.

- Last mile delivery costs comprise more than half of total delivery expense.

- Last mile delivery is inefficient, with multiple stops and many small packages.

“Last mile delivery is both the most expensive and time-consuming part of the shipping process.” - Business Insider
The Solution

Drones turn retail stores into conveniently-located fulfillment centers

Benefits to retailer:
• **Same day delivery**
  o Bypass traffic congestion and other obstacles
  o Delight customers
• **Leverage existing infrastructure**
• **Increase same store sales**
• **Significant cost reduction**
  o McKinsey predicts 40% cost reduction from use of drone delivery
  o MIT Center for Transportation & Logistics research shows 30% drop in costs from drone use in last mile delivery
The market opportunity for drone delivery and logistics is significant.

**$127B**  
PwC estimates the emerging global market for drone-related business services could reach $127B.

**$100B**  
Barclays estimates drone use will drive $100 billion in cost savings across industries by 2024.

**$22-28M**  
McKinsey estimates annual cost savings of $22-$28 million through use of autonomous technology for last mile delivery.

**$1.6B**  
According to MarketWatch, the global drone Delivery and Logistics market was estimated at $25M in 2018 and is expected to grow at a CAGR of 60% to reach over $1.6B by 2027.
Business Model

Deuce Drone earns fees for the following services:

• Implementation consulting and design
• Retrofit “brick and mortar” infrastructure for drone pickup and delivery
• Software services and systems integration
• Resale of drones and related hardware
• Operation of drone delivery systems
Drone delivery is an emerging industry with few competitors.

- **Matternet** — on-demand drone delivery in urban environments
  - $26 million raised from Boeing HorizonX Ventures, Swiss Post, Sony Innovation Fund, and Levitate Capital

- **Nuro** — self-driving electric vehicles for neighborhood delivery
  - $1 billion raised from SoftBank, Greylock Partners, and Gaorong Capital

- **Starship Technologies** — delivery robots for food and packages
  - $85 million raised from Morpheus Ventures, Shasta Ventures, Matrix Partners, MetaPlanet Holdings, TDK Ventures, and Qu Ventures.

- **Google Wing** — drone delivery in select markets in Virginia, Australia, and Finland

- **Amazon Prime Air** — conducting drone delivery tests in Cambridge, England
Competitive Advantages

Deuce Drone’s competitive advantages include management expertise in:

- **Logistics**
  Former Director of Logistics, U.S. European Command

- **Aerospace**
  Former CEO of Continental Aerospace Technologies and former President of Million Air Inc.

- **Construction**
  CEO of Burton Property Group

- **Technology**
  Founding Chairman and CEO of napster

- **Engineering**
  MIT Aerospace Engineers
Deuce Drone has a highly experienced leadership team.

**Blaine Holt**
- Brigadier General (retired)
- Former President of Million Air Inc.
- Former Director of Logistics, U.S. European Command

**Phillip Burton**
- President/CEO of Burton Property Group
- Former President/CEO of BBMC/MCS

**Rhett Ross**
- Former CEO of Continental Aerospace
- Former President of Teledyne Energy Systems

**John Fanning**
- Founding Chairman and CEO napster
- Founder of NetGames, NetMovies, NetCapital
Team

KJ Hardrict
- MIT Aerospace Engineer
- MIT Space Propulsion Lab
- Stanford PhD Candidate, Aerospace Engineering

Timmy Hussain
- MIT Aerospace Engineer
- MIT CSAIL’s Interactive Robotics Group
- Stanford PhD Candidate, Aerospace Engineering
Summary

Deuce Drone solves last mile delivery problem

Turns retail stores into conveniently located fulfillment centers

Allows retailers to beat Amazon with:
• same day delivery, and
• significant cost reductions

Experienced team with expertise in logistics, aerospace, engineering, construction, and tech
For more information:

info@deucedrone.com

Deuce Drone. Where e-commerce and brick and mortar intersect.