



About Podrones & its Products

Podrones Logistics Pvt. Ltd. is in the business of last-mile logistics. We use technology and business innovations to power solutions to the problems of parcel delivery. Our goal is to provide convenience to consignees while reducing costs for delivery companies. Today 3 million parcels are delivered in India daily and of these, half are eCommerce deliveries! We are not limited only to eCommerce deliveries but also to hyperlocal deliveries (including food). The company has therefore focused on solutions for the last-mile domain and has acquired marquee MNC customers including **ICICI Bank, Kotak Bank, Blue Dart/DHL, Flipkart, and India Post (GoI)** – and many small business as well.

As eCommerce explodes and consumers buy more and more goods online as well as by phone, delivery of those goods presents a fresh set of problems. In particular, people are not available (i.e. not at home or in meetings) to receive their parcels. To address this problem we have created multiple products and services. The first product launched is a “PodBank” i.e. a bank of Pods in a public location such as a building lobby. A delivery person logs into the parcel locker and uses a touch screen to open lockers and deposit parcels into those lockers. When a delivery person deposits a parcel, the consignee automatically receives a message informing them of location of their parcel. The message also includes an OTP or password so that when they arrive at the PodBank, they can login and open the locker to retrieve their parcel. The latter has become the most popular product with customers consistently rating their experience Good to Excellent.



PodBanks not only provide convenience to consignees of parcels, they help improve security and the overall image of any property – giving it a clean and bright look. Colors can be customized to match a building’s décor. PodBanks also save money by reducing wear and tear on the property and reduced security needs.

Podrones also creates Micro-Warehouses and Vending areas for items that are often needed by tenants and owners. These Micro-Warehouses are serviced by delivery persons who are typically dedicated to a residential or commercial complex. This reduces outside traffic into the complex and provides a clean, uncluttered commercial service for the complex.

In the near future Podrones will take last mile delivery to the next level by enabling Drone based delivery. Podrones is developing sophisticated solutions that will allow drones to deliver to the Pods and PodBanks in a very secure manner. Podrones has filed patents in the USA and India relating to Drone based delivery to Pods and PodBanks, with special emphasis on precision positioning for parcel delivery.





The Management Team

The company is ably managed by a strong management team and associated advisors.

CEO **Aniruddha (“Anil”) Gupte** is an entrepreneur, innovator and educator. He is a serial entrepreneur who has founded, grown and sold companies, and is the originator of several technology brands. He has successfully exited a company created for streaming video over the Internet. Anil has won several awards including the Economic Times Power of Ideas competition, DST-Lockheed Martin Innovation Program, & The Wipro-Wharton Global Innovation Competition. He holds five patents from the US Patent & Trademark office (one is considered a seminal patent in the industry) and one patent from the Indian Patent Office. Additional patents are pending.

Navin Choudhary is COO and has a breadth of experience in various industries as well as in entrepreneurship. An IIM-C & IISWBM alumnus he founded of Money ‘n’ Wealth – RIA based Financial Advisory. Previously he was Cofounder, SmartTrucks – a platform to make Trucking / Logistics Industry digitally connected and Cofounder of LoanBazaar, a lead generation aggregator in Retail & SME loans. He has over 17 years of multidisciplinary experience in Manufacturing and Service Industries.

Two primary advisors who are enabling partnerships and helping on business issues are Ravi Chopra and Anand Deshpande. **Ravi Chopra** is Chairman, Piaggio Vehicles (India) Pvt. Ltd. (a Rs. 3,000 crore/\$450 million company) – he has over 40 years of experience in manufacturing and in setting up sales and marketing organizations. Our other Advisor is **Anand Deshpande** - Chairman and Managing Director of Persistent Systems Ltd. that he built from zero to a listed Rs. 2,300 crore (\$350 million) company.

For more about our Company’s products see:

<http://podrones.com/>

For more on PodBanks, please see the following links:

About PodBanks: <http://podrones.com/podbanks.php>

Testimonials by PodBank Users: https://youtu.be/vA0CCnpO_sg

How to use a PodBank: <https://youtu.be/MWYyhburyRw>

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