**GLASSWING – Technology Enabled Full Spectrum Service Provider**

**Business Summary**

‘GLASSWING (Briskworld Ventures Pvt. Ltd.)’ is Logistics start-up building an On Demand Full Spectrum Trucking platform, the venture has been seed-funded by funded by Singularity Ventures, MapMyIndia, Element Technologies Pte and some marquee Angel’s like ex-Flipkart CFO, MD of Bhartiya Group etc.

GLASSWING seeks to transform and reinvent the supply chain with technology-backed full-service trucking with specialised solutions for Export Import Transportation, E-Commerce, Apparel, Chemicals and Metals.

More at: www.glasswing.in

**Market Opportunity: Massively Scalable Opportunity**

* A $ 130 billion trucking market growing at 1.1X of GDP, with Addressable market being $25 billion.
* Larger player in the market is $500Mn company; due to highly fragmented market.
* New age Start-ups like Blackbuck, Rivigo have reached a scale of 700+ Crs. within 5 years of Operations

**Business Model:**

1. Demand is aggregated by signing yearlong rate contracts and SPOT rate contracts with Blue-chip and Medium enterprises for their primary and secondary transportation
2. Supply is aggregated by identifying Owner Drivers/Small fleet Operators/Brokers and qualifying them on the technology platform making it an **Asset Light Business Model**
3. Entire process is being digitised to bring in the efficiency in Operations and makes 10% Gross Margin

**Scope of Current Operations:**

* **Started Operations on 17th July, 2017**
* **Presence:** Del, Ghz, Amb, Chd, Har, Mum, Pun, Goa, Var, Bglr, Che, Hyd, Kol, Kgp
* **Customers:** Colgate, Pidilite, Patanjali, Amazon, Akzo Nobel, Nerolac, Balmer Lawrie, Flipkart, HUL, Godrej CP, Exide, Pepperfry, Tata Sky, Varun Beverages etc

**Revenue and Margin Growth:**

* Doing a **4.5 Cr of revenue run rate per month**; **Growing 25%** per quarter
* Order book of **Rs 100+ Crs**. for the next 12 months; Solid pipeline of 200+ Crore
* **Gross margin of 10%;** Potential to reach 14% at scale

**Value Proposition**

* **For Shippers**
  + Only Full Spectrum Company in India; Specialized EXIM Solution suitable for Shipping lines, Freight Forwarders, CHA’s and Manufacturing companies in EXIM trade
  + On Demand trucking service for e-Commerce and blue-chip manufacturing companies
* **For Suppliers**
  + **Increased Business**, **Transparency**, Safety, Organization benefits and flexibility.

**Top Signed Contracts:** The team has signed over INR 80Cr + of Spot and Rate Contract customer and over INR 200Cr of Contract is in the pipeline and negotiations.

1. Flipkart (8 Cr ACV)
2. Amazon (2 Cr ACV)
3. Pidilite (6 Cr ACV)
4. ITC (4 Cr ACV)
5. Allana Sons (3 Cr ACV)
6. Akzo Nobel (4 Cr ACV)
7. Colgate Palmolive (5 Cr ACV)
8. Kuenhe + Nagel (5 Cr ACV)
9. United Breweries (10Cr ACV)

**Team that is building the business:**

**Ashutosh Jha- Ashu** is the CEO, a Global Strategy & Operations professional with 18+ years of varied experience in TMT sector with solid experience of business turnaround & new business setup; Ex - Tata Communications | Ex-HFCL Infortel |Ex-Eicher Goodearth | Ex-Indian Express

**Siddheshwar Kumar-** Sid leads the Technology and brings 18 years of rich and diverse experience in technology covering enterprise software B2B andB2C applications. Earlier he was a co-founder for gonutrio.com a nutricritical startup focusing on alternative health care. He was earlier associated with Rockwell Collins and CA technologies in various positions and locations**.**

**Subir Shah-** VP Freight Forwarding and Shipping. Subir has 18 plus years of experience in supply chain and logistics focused on Shipping lines and freight forwarding. He has worked with Panalpina, Maersk line, and Frost as their practice lead of Logistics.

**Anoop Singh Attri –** EVP Strategic Business has over 20 Years of Sales, Operations, Vendor Development experience across industries and has worked with companies like Tata Communications, PCCW Global(Hong Kong Telecom) etc. An engineer by profession, Anoop has been instrumental in building and scaling businesses.

**Mukesh Ralhan** – EVP Business Operations, has over 15+ years of Logistics Operations, Process Design and System creation experience in companies like Pepsi, Infosys Consulting and Vodafone at a Global level