

# JUST DELIVERY



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# JUST DELIVERY

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## About Company

Just Delivery is the excellent name among packers and movers service providers of India. We offer world class packing, loading, unloading, transportation, unpacking, car transportation services including warehousing of household goods and commercial goods in India. We provide services to all cities in India. Our relocation experts are always committed to provide international quality relocation solutions for each and every type of requirements.

Just Delivery conducts more than 400,000 relocations every year, transferring corporate and government employees and moving individual customers. The company operates in more than 11000 self owned vehicles across India and an extensive network of franchises and other service providers across pan India.

Just Delivery management team includes some of our industry's most respected leaders-men who redefine relocation every day in their words and deeds. They are charged with ensuring that Just Delivery is moving the relocation industry forward, and that Just Delivery itself leads the charge. Our management team insists upon excellence in all that we do; most notably, in serving our customers.

Winning business today is more than just delivering customer service; it's about earned trust, daily accountability and long-term partnerships. That describes the value-add Just Delivery brings. In the household goods corporate relocation industry, we serve more than 2000 companies and growing. For your high-quality domestic or cross-border services.



## Our Services

### Priority plan 10.30 Am Plan

(Within Metro Next Day 10.30 AM Delivery) **Priority plan 10.30 Am Plan**: ensures delivery of consignments by 10.30 AM, the next possible business day from selected origins to selected pin-codes at selected locations. It includes four categories based on geographical locations

### Priority plan

(Within Rest Of India Next Day Delivery) **Priority plan** is a guaranteed service for time-bound deliveries of consignments, within the next possible business day. It is customized for time-critical shipment needs of both Business-to-Business (B2B) and Business-to-Customer (B2C) segments

### Speed India plan (Rest Of India) (Within Rest)

of India Next To Second Day Delivery) **Speed India plan** is a guaranteed service for time-bound deliveries of consignments, within the next to Second possible business day. It is customized for time-critical shipment needs of both Business-to-Business (B2B) and Business-to-Customer (B2C) segments

### Speed India plan (Within State)

(Within Status Next To Second Day Delivery) **Speed India plan** is a guaranteed service for time-bound deliveries of consignments, within the next to Second possible business day. It is customized for time-critical shipment needs of both Business-to-Business (B2B) and Business-to-Customer (B2C) segments

### Economy Plan (Rest of India)

(Within State 3 to 4 Day Delivery) **Speed India plan** is a guaranteed service for time-bound deliveries of consignments, within the 3 to 4 possible business day. It is customized for time-critical shipment needs of both Business-to-Business (B2B) and Business-to-Customer (B2C) segments

### Economy plan (Within State)

(within State 3 to 4 Day Delivery) **Speed India plan** is a guaranteed service for time-bound deliveries of consignments, within the 3 to 4 possible business day. It is customized for time-critical shipment needs of both Business-to-Business (B2B) and Business-to-Customer (B2C) segments

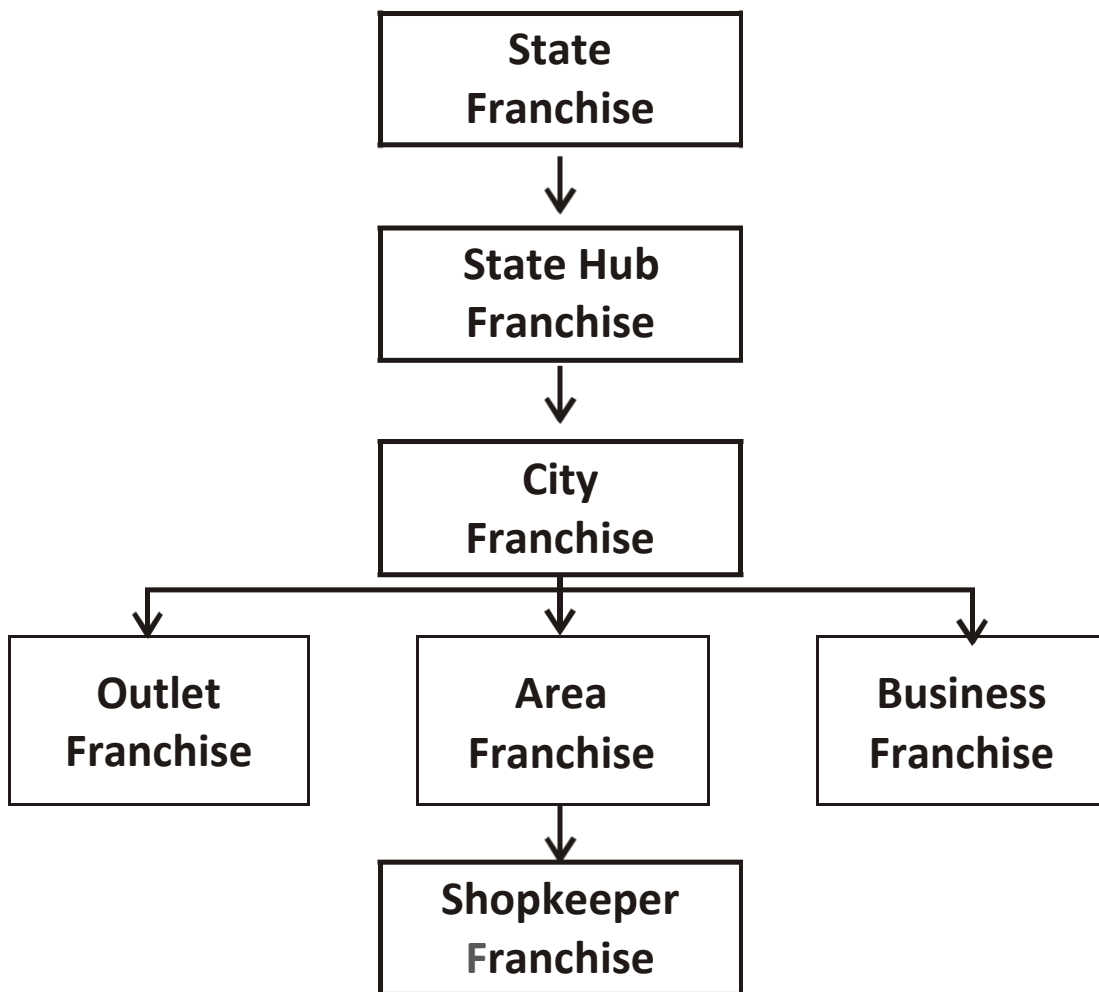
### Super Box 10 Kg Air Express (Within Rest)

(within rest of India Next To Second Day Delivery) **Super Box 10 Kg Air Express** is a guaranteed service for time-bound deliveries of consignments, within the next to Second possible business day. It is customized for time-critical shipment needs of both Business-to-Business (B2B) and Business-to-Customer (B2C) segments

### Super Box 10 Kg Road Express

(Within Rest Of India 3 to 7 Day Delivery) **Super Box 10 Kg Road Express** is a guaranteed service for time-bound deliveries of consignments, within the next to Second possible business day. It is customized for time-critical shipment needs of both Business-to-Business (B2B) and Business-to-Customer (B2C) segments

1. State Franchise
2. State Hub Franchise
3. City Franchise (Any One City Area)
4. Shopkeeper Franchise (Any Shopkeeper)
5. Area Franchise (Any area)
6. Business Franchise (Any One Market Area)
7. Outlet Franchise (Any One Market Area)



## City Franchise: -

### Association with Just Delivery

Just Delivery will have to create an opportunity for aspiring entrepreneurs and businessmen to get associated with itself in the form of Franchise. The interested and prospect Franchise will be inducted into the Just Delivery family as an active business partner, who becomes a major contributor to the company's growth.

### The various options of association with our company's are as follows:

1. State Franchise
2. State Hub Franchise
3. City Franchise (Any One City Area)
4. Shopkeeper Franchise (Any Shopkeeper)
5. Area Franchise (Any area)
6. Business Franchise (Any One Market Area)
7. Outlet Franchise (Any One Market Area)

### City Franchise

- City Franchise is always one in every zone or division or districts and City Franchise's office could be in city only.
- There will be 80-100 booking and delivery Franchise under the City Franchise  
Like There will be 10 to 30 Area Franchise,  
There will be 10-100 shopkeeper Franchise.  
There will be 10-50business Franchise  
There will be 10-20outlet Franchise
- Area Franchise, Shopkeeper Franchise, Business Franchise and Outlet Franchise of City Franchise will leave their booked goods to the City Franchise.
- City Franchise will entry of goods in computer and sorting of goods and parcel came from Area Franchise, Shopkeeper Franchise, Business Franchise and Outlet Franchise and after that all the goods has to be left to or City Franchise or to Co-loader.
- City Franchise will directly work in contact with the company.
- City Franchise works only with the Area Franchise, Shopkeeper Franchise, Business Franchise and Outlet Franchise,
- City Franchise will directly work in contact with the company and operation head and accounts Department will contact to the City Franchise.
- City Franchise is who works in his area only for Parcel Booking and Delivery and that could be any shop keeper.
- If there are some or countless parcel for delivery in your area then you have to bring those parcel from warehouse and you have to deliver all those parcel in your area.

### Works and Responsibility:-

- You will have a office in which you will run City Franchise branch of the company.
- City Franchise office must be very near to Railway Station or courier market.
- City Franchise office must be in city only.
- City Franchise can Book or Delivery parcel.
- Area Franchise, Shopkeeper Franchise, Business Franchise and Outlet Franchise of your area will leave their booked goods to your City Franchise.
- City Franchise will entry of goods in computer and sorting of goods and parcel came from Area Franchise, area Franchise, outlet Franchise Business Franchise and after that all the goods has to send to Area Franchise, Shopkeeper Franchise, Business Franchise and Outlet Franchise or to Co-loader.

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# Just Delivery

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- City Franchise will have to make Area Franchise, Shopkeeper Franchise, Business Franchise and Outlet Franchise with the help of company staff in his demarcated area and Area Franchise, Shopkeeper Franchise, Business Franchise and Outlet Franchise could be countless.
- If you make any Area Franchise, Shopkeeper Franchise, Business Franchise and Outlet Franchise then you will collect the security amount cheque in name of the Company.
- City Franchise will have to work with the Area Franchise, Shopkeeper Franchise, Business Franchise and Outlet Franchise in his area and to and will have to send all those parcels in Hub's office.
- City Franchise will have to train all Area Franchise, Shopkeeper Franchise, Business Franchise and Outlet Franchise in his area like filling up of the shipment, booking of parcel, and shipment search on internet and provide the information of Banned items in parcel services.
- You will also have to do Self Booking and you have to make an entry of all those parcels in computer and after making entry you have to send those parcels in warehouse Franchise's office.
- You will have to work for the delivery of parcels in your area for which you have to bring the parcels from City Franchise and delivered parcel's POD will have to be updated in computer and RTO parcels will have to send in City Franchise's office.
- City Franchise will have to arrange meetings with corporate clients and to finalize the corporate rates. And he will discuss and email all those corporate rates to company seniors and after getting approval he will start to pick the parcels from its corporate clients and after entry of those parcels in computer he will leave those parcels in warehouse Franchise's office. He will billing to corporate client in the month end and will collect payment also within 5 day from that corporate client.
- Company will bill you in every 15 days and you have to pay that payment within next 5 days.
- You will have to purchase the shipment from the company in advance on company decided rates and shipment once purchase will have toed will never be taken back for any reason.

## **Your Delivery Related Work:-**

- Company will leave the goods for delivery at the railway hub or airport hub in your city.
- You will have to bring those goods from that particular airport hub or railway warehouse.
- Whatever parcel company will give you for delivery of your area, those parcels you have to deliver within the time through City Franchise or delivery Franchise of your area.
- Company will send the parcel to you from every part of the country, so you have to collect those parcels from co-loader and manifest in computer and these goods has to be given to Area Franchise, Shopkeeper Franchise, Business Franchise and Outlet Franchise for delivery according to their area.
- You will have to collect daily delivery report from those delivery partners and update same day or within 12 hr.

## **Works and Responsibility:-**

- You will have a office in which you will run City Franchise branch of the company.
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- City Franchise will entry of goods in computer and sorting of goods and parcel came from Area Franchise, area Franchise, outlet Franchise Business Franchise and after that all the goods has to send to Area Franchise, Shopkeeper Franchise, Business Franchise and Outlet Franchise or to Co-loader.
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Franchise and Outlet Franchise in his area and to and will have to send all those parcels in Hub's office.

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- City Franchise also will have to arrange meetings with corporate clients and to finalize the corporate rates. And he will discuss and email all those corporate rates to company seniors and after getting approval he will start to pick the parcels from its corporate clients and after entry of those parcels in computer he will leave those parcels in warehouse Franchise's office. He will billing to corporate client in the month end and will collect payment also within 5 day from that corporate client.
- Company will bill you in every 15 days and you have to pay that payment within next 5 days.
- You will have to purchase the shipment from the company in advance on company decided rates and shipment once purchase will have to be taken back for any reason.

## **Franchise Cost :**

- Franchise cost of City Franchise will be between Rs. 5 Lac to 10 Lac.
- And it will depend upon his demarcated area whether it is Rs. 5 Lac or Rs.10 Lac.
- City Franchise has to take a office of approximate 100 sq. Ft. To 500 sq. Ft.
- City Franchise also has to keep a computer in his office.
- City Franchise also has to keep a computer operator in his office.
- Computer and computer operator will have to be increased after increasing the work.
- City Franchise has to keep 24 hr. Internet facility in his office because company software runs from internet.
- City Franchise have to paint his office according to company rule.
- City Franchise has to keep a boy for sorting.
- City Franchise has to keep a pickup and a delivery boy in his office.

## **Company Support: -**

- Company appointed FDM will help you to make Shopkeeper Franchise in your area.
- Company provided BDM will help you in tie up with the Corporate Clients to generate the business
- The company will also pay the rent of the branch according to the area
- The company will also pay the branch manager's salary

## **Marketing Support: -**

- Company will give the advertisement in newspapers for your promotion.
- Company will give the advertisement in all TV Channels for your promotion.
- Company will also provide you pamphlets to distribute in your area for your promotion.
- Company will also give the advertisement on internet website for your promotion.
- Company will upload your Franchise details on company website for your promotion.
- Company will register your Franchise on Just Dial also.
- Company will also provide you other stationary as MRP Chart, Pin Code List, Franchise Kit, pamphlet etc.
- For your business increments company will tie up with corporate clients also in your area.

## **You can earn: -**

- There will be 80-100 booking and delivery Franchise under the City Franchise

Like

There will be 10 to 30 Area Franchise,

There will be 10-100 shopkeeper Franchise.

There will be 10-50 business Franchise

There will be 10-20 outlet Franchise

**Your Earnings: -**

**You can earn through various aspects: -**

- Outlet Franchise will earn 30% to 50% profit on special plans.
- Outlet Franchise will earn 40% to 60 profits on normal plans.
- Franchise will earn Rs. 20/- to Rs. 30/- each packet on picking the packets from Shopkeeper Franchise.
- Company will give you 10% to 20% profit on Corporate Billing.
- Company will give you profit on packet and parcel delivery also as –
- Rs. 10/- profit per packet on delivery of one packet (Below 1 kg.).
- Rs. 10/- profit per parcel on delivery of one parcel (Above 1 kg.).
- Company will give you Rs.30/- per packet profit on delivery of special plans.
- Company will give you Rs.30/- per packet profit on delivery of E - commerce like **Amazon, Flipkart, Myntra, Tatacliq.com, Jiomart.com, Ajo, Pepperfry, Snapdeal, Paytm , Shopclues Homeshop18.com, Yebhi.com, Univercell.in**

**Example -**

**If you book packets yourself –**

If you book a packet for Rest of India on Rs. 200/- MRP and you have to deposit Rs. 80/- to the company then your profit will be of Rs. 120/- per packet.

**Example -**

If you book 100 packets per day, then your profit per day will be –

100 (packet) x Rs. 120/- (profit per packet) = Rs. 12000/ per day.

Rs. 12000/- (per day profit) x 30 (days) = Rs. 360000/- per month

**Profit on packet delivery: -**

- If you bring 500 packet per day for your area delivery from your hub Franchise and company gives you Rs.10/- per packet on its delivery, then
- 500 (packet) x Rs. 10/- (per packet) = Rs. 5000/- per day x 30 days = Rs.150000/- per month.
- If you deliver packets in your area, then you can earn Rs. 150000/- per month.

**Profit on parcel delivery E- commerce: -**

- If you bring 200 **parcel** per day for your area delivery from your hub Franchise and **parcel**



company gives you Rs. 30/- per **parcel** on its delivery, then

- $200 \text{ (parcel)} \times \text{Rs. } 30\text{- (per parcel)} = \text{Rs. } 6000\text{- per day} \times 30 \text{ days} = \text{Rs. } 180000\text{- per month.}$
- If you deliver packets in your area, then you can earn Rs. 180000/- per month.

### **Profit from Shopkeeper Franchise -**

There will be minimum 10 to 20 shopkeepers Franchise in your area.

If you bring 20 packets (Rest of India) from each shopkeeper Franchise and you get Rs. 20/- on each packet then your profit will be –

### **Example -**

$10 \text{ (packet per Franchise)} \times 30 \text{ (shopkeepers Franchise)} = 300 \text{ packet.}$

$300 \text{ (total packet)} \times \text{Rs. } 20\text{- (profit per packet)} = \text{Rs. } 6000\text{- profit per day.}$

Your profit through shopkeepers Franchise  $\text{Rs. } 6000\text{-} \times 30 \text{ (Days)} = \text{Rs. } 180000 \text{ /- per month.}$

### **Bonus Earning: -**

- If any of company staff, make shopkeepers Franchise in your area then company will give you Rs. 5000/- profit per shopkeepers Franchise.
- If there are 10 to 50 shopkeeper Franchise, then you will get
- $50 \text{ (shopkeeper Franchise)} \times \text{Rs. } 5000\text{- (per shopkeeper Franchise)} = \text{Rs. } 250000\text{- you get.}$

Note: -For this you will have to train shopkeeper Franchise for courier services as Rate Calculate, Customer support, Banned Items, Online Tracking etc.

### **If you make shopkeeper Franchise yourself –**

- If you make ANY Franchise in your area, then company gives you Rs. 10000/- per Franchise and for the training of that Area you get Rs. 2000/-.
- If you make and train Franchise, then company gives you Rs.12000/- per Franchise.
- If you make 50 Franchise, then company gives you  $50 \times 12000 = \text{Rs. } 600000\text{-}$

## Franchise Rate

| All India Courier Rate |         |             | Cargo Per 1 KG rate |           |
|------------------------|---------|-------------|---------------------|-----------|
|                        |         |             | Air                 | Surface   |
|                        | 500 GMS | ADD 500 GMS | Above 3kg+          | Above 5KG |
| Within City            | 50      | 50          | 100                 | 80        |
| Within State           | 60      | 60          | 120                 | 100       |
| Rest of India          | 80      | 80          | 150                 | 120       |
| North East             | 80      | 80          | 150                 | 120       |

### Terms and Conditions:-

- Applicable GST will be extra
- Bills will be raised on Fortnightly basis and payment has to be done within 5 days of receipt of bills.
- All necessary documents should be attached with non-docks.
- 10% Fuel Surcharge will be charged on above rates.
- Shipment charge of Rs. 10.00 each.

## MRP RATE

| All India Courier Rate |         |             | Cargo Per 1 Kg Rate |            |
|------------------------|---------|-------------|---------------------|------------|
|                        |         |             | Air                 | Surface    |
|                        | 500 GMS | ADD 500 GMS | Above 3 kg+         | Above 5Kg+ |
| Within City            | 100     | 100         | 100                 | 100        |
| Within State           | 150     | 150         | 150                 | 150        |
| Rest of India          | 200     | 200         | 200                 | 200        |
| North East             | 250     | 250         | 200                 | 200        |

## Special Plan

| Services   | Service Zone | GMS   | Franchise | Counter | MRP  |
|--|--------------|-------|-----------|---------|------|
| <b>Priority plan 10.30 Am Plan</b><br>(Within Metro Next Day 10.30 AM Delivery)        | Metro        | 500   | 350       | 440     | 550  |
| <b>Speed plan</b><br>(Within Rest Of India Next Day Delivery)                          | ROI          | 500   | 240       | 300     | 380  |
| <b>Express plan (Rest Of India)</b> (Within Rest of India Next To Second Day Delivery) | ROI          | 500   | 90        | 120     | 160  |
| <b>Express plan (Within State)</b><br>(Within Status Next To Second Day Delivery)      | State        | 500   | 50        | 70      | 100  |
| <b>Cheap &amp; Best Plan (Rest of India)</b><br>(Within Status 3 to 4 Day Delivery)    | ROI          | 500   | 60        | 80      | 100  |
| <b>Cheap &amp; Best plan (Within State)</b><br>(within Status 3 to 4 Day Delivery)     | State        | 500   | 50        | 70      | 80   |
| <b>Smart Box 10 Kg Air Express</b> (Within Rest of India Next To Second Day Delivery)  | ROI          | 10 KG | 800       | 1000    | 1500 |
| <b>Smart Box 10 Kg Road Express</b><br>(Within Rest Of India 3 to 7 Day Delivery)      | ROI          | 10 KG | 500       | 700     | 1000 |

## Proposal Form For Franchise

Date

Franchise Detail Location

Franchise Type

Country

State

Zone

District

Area

Pin code

### **Franchise Owner Detail**

First Full Name

Address House

Mobile Number

Phone No

Email id

### **Franchise Contact parson Detail**

Contact Person Name

Contact Person Mob No

Contact Person Phone

Contact Person Email Id

### **Franchise Firm Detail**

Franchise Firm Name :

Franchise Firm Name Service Tax No.

Franchise Firm Bank Ac No.

Franchise Firm Bank NO IFSC CODE

Franchise Firm Mobile number

Franchise Firm PHONE NO

Franchise Firm Email id

Franchise Firm website

### **Franchise Rule**

DELIVERY Yes/No

INVEST TIME YEAR

### **Agreement Detail**

Agreement Fee

Bank Name

a. Cheque, Cash Slip, NEFT DD

Cheque, Cash Slip, NEFT No DD

Cheque, Cash Slip, NEFT Date

### **Security Amount**

Security Amount

Security Amount Refundable

Bank Name

• Cheque, Cash Slip, NEFT DD

Cheque, Cash Slip, NEFT No DD

Cheque, Cash Slip, NEFT Date

### Marketing fee

Marketing fee Amount

Bank Name

• Cheque, Cash Slip, NEFT DD

Cheque, Cash Slip, NEFT No DD

Cheque, Cash Slip, NEFT Date

### Brand fee

Brand fee Amount

Bank Name

• Cheque, Cash Slip, NEFT DD

Cheque, Cash Slip, NEFT No DD

Cheque, Cash Slip, NEFT Date

### Shipment Amount Detail

Shipment Amount

Bank Name

• Cheque, Cash Slip, NEFT DD

Cheque, Cash Slip, NEFT No DD

Cheque, Cash Slip, NEFT Date

### Hording Detail

Hording Size

Firm Name

Firm Address

### ACHIVED BY

Employee Name (CSM)

Area Sales Manger

RSM NAME

### Franchise Login Branch

Franchise Login Branch

Franchise Login Employee Name

Franchise Login Employee Mob

### NOTE:

#### Documents required:-

- Submitted form Proposal Form,
- Full fill Agreement Franchise
- Id Proof
- Address Proof
- Franchise Photo
- Bank statement,
- Service tax number,

