



XPRESSBEES

delivering happiness

ABOUT

- It is an Indian logistics and supply chain solutions company that specializes in e-commerce delivery services.
- The company was started in 2015.
- It is Headquartered in Pune, Maharashtra, India.
- Xpressbees started with 50,000 shipments per day and now it is executing more than 3 million shipments per day.
- The company has more than 3000 offices and service centers, 52+ airport connections, and is functional across 2500+ network cities.

FOUNDERS

Amitava Saha

- CEO & Co-founder of the company
- Co-founder & COO of FirstCry.com
- Completed B.Tech at IIT, Varanasi and obtained a PGDM degree from IIM, Lucknow.

SUPAM MAHESHWARI

- Co-founder of the company
- CEO & Co-founder of FirstCry.com
- Done Mechanical Engineering from Delhi college of Engineering and he is a graduate of IIM Ahmedabad.

WEBSITE



www.xpressbees.com

ANALYTICS

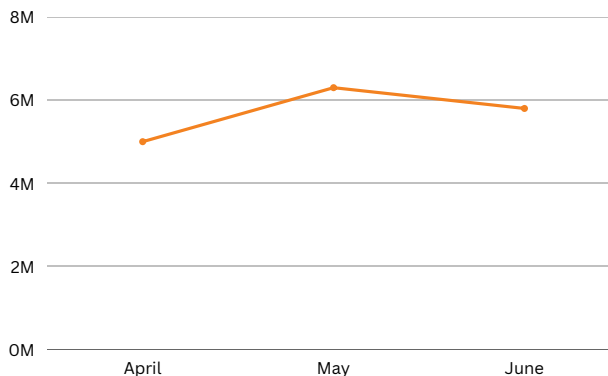
Website Ranking

-Global Rank: 15460

-Country Rank (India): 1157

-Category Rank (E-commerce & Shopping): 5

Website Traffic



Source: similarweb.com

SERVICES THEY PROVIDE :

E-commerce shipping solutions

- ✓ First Mile Pickup
- ✓ Flexible Payment options: COD, Digital Wallets
- ✓ TAT driven Last Mile Delivery: Same day delivery, Next day delivery
- ✓ Reverse logistics
- ✓ Advanced performance dashboards to predict and evaluate trends



Pharmaceutical & Healthcare Logistics



- ✓ Temperature-controlled storage and trucking
- ✓ Pick-Pack, distribution, labelling, and RMA (return merchandise authorization)
- ✓ Quality and hygiene inspection of warehouses
- ✓ 24-hour security to ensure safety of high value, critical, and scheduled drugs

SERVICES THEY PROVIDE :

Banking & Finance Logistics



- ✓ Document logistics
- ✓ Secure storage and transport facilities
- ✓ Dedicated team with thorough and regular background verification processes
- ✓ Strict audit processes

Manufacturing & Industrial Logistics

- ✓ Storage and trucking of specialty metals, alloys, polymers etc
- ✓ GPS driven fleet of ODCs
- ✓ Flexible location management and Detailed, real-time reporting
- ✓ Custom-made warehousing, packaging and shipping services



SERVICES THEY PROVIDE :

Food & Grocery Shipment

- ✓ Flexible pick ups and just-in-time delivery
- ✓ Temperature-controlled supply chain, Maintaining batch and lot integrity
- ✓ Regional distribution, and Value added services
- ✓ Transparent reporting, Quality and hygiene audits



Automotive Logistics & LTL Shipments



- ✓ Logistics solutions for Completely Knocked Down (CKD) and Semi Knocked Down (SKD) supply strategies
- ✓ Dedicated on road / on water / in air fleet to ensure an unbroken logistics chain
- ✓ On-demand shuttle service from plant to warehouse
- ✓ Real-time reporting on warehousing and shipping

BUSINESS MODEL

- The Xpressbees business model operates on B2B and B2C models.
- Key components of Xpressbees' business model include:

Last-Mile Delivery:

- They are specialized in last-mile delivery, which involves transporting packages from distribution centers or warehouses to the end consumers' doorstep.

Reverse Logistics:

- It offers reverse logistics solutions, handling returns and product exchanges on behalf of e-commerce companies.

Fulfillment Services:

- Xpressbees provides warehousing and fulfillment services to e-commerce sellers, enabling them to store their products in strategically located warehouses and fulfill orders quickly.

Partner Commissions:

- They receive commissions or incentives from e-commerce platforms or sellers for collaborating with them and offering logistics support for their businesses.

Technology Solutions:

- They offer technology solutions, such as real-time tracking, order management systems, and data analytics, to its clients for optimizing their logistics processes.

MARKETING STRATEGY

Product Strategy:

- They have different features for these segments

➡ **B2C Xpress-** Provides same day/ Next day delivery, seamless reverse logistics

➡ **B2B Xpress-** An expert in providing new solutions for their clients, XpressBees is a real Logistics Management provider.

➡ **Cross-border Logistics-** Provides free trading infrastructure, multi-modal transportation, and consolidation centers.

➡ **3PL (Third Party Logistics)-** They have single integration & Orchestration, Integrated B2B & B2C frameworks

Place Strategy:

- They have 3000+ offices & service centers across the country.
- They are connected with 52+ cargo airports for international shipping.
- They handle 3 million+ shipments per day

Price Strategy:

- They give the best deals for shipping in the country.
- The Xpressbees franchise allows cash on delivery to all accessible pin codes around the globe.

Social Media Strategy:

- They are very active on Twitter and respond to all queries online.
- They post their employee achievements and company milestones online to promote their work culture.