



Kangaroo Cabs

Hitech Car Rental Services for Corporate

February 2019

Client Recognition : Notable Clients



WE FUEL AMAZING



Our Service cities for Axis Bank



A Cities & Metros

1. Delhi
2. Gurgaon
3. Noida
4. Kolkata
5. Hyderabad
6. Bangalore
7. Pune
8. Mumbai
9. Chennai
10. Bangalore

B Class cities

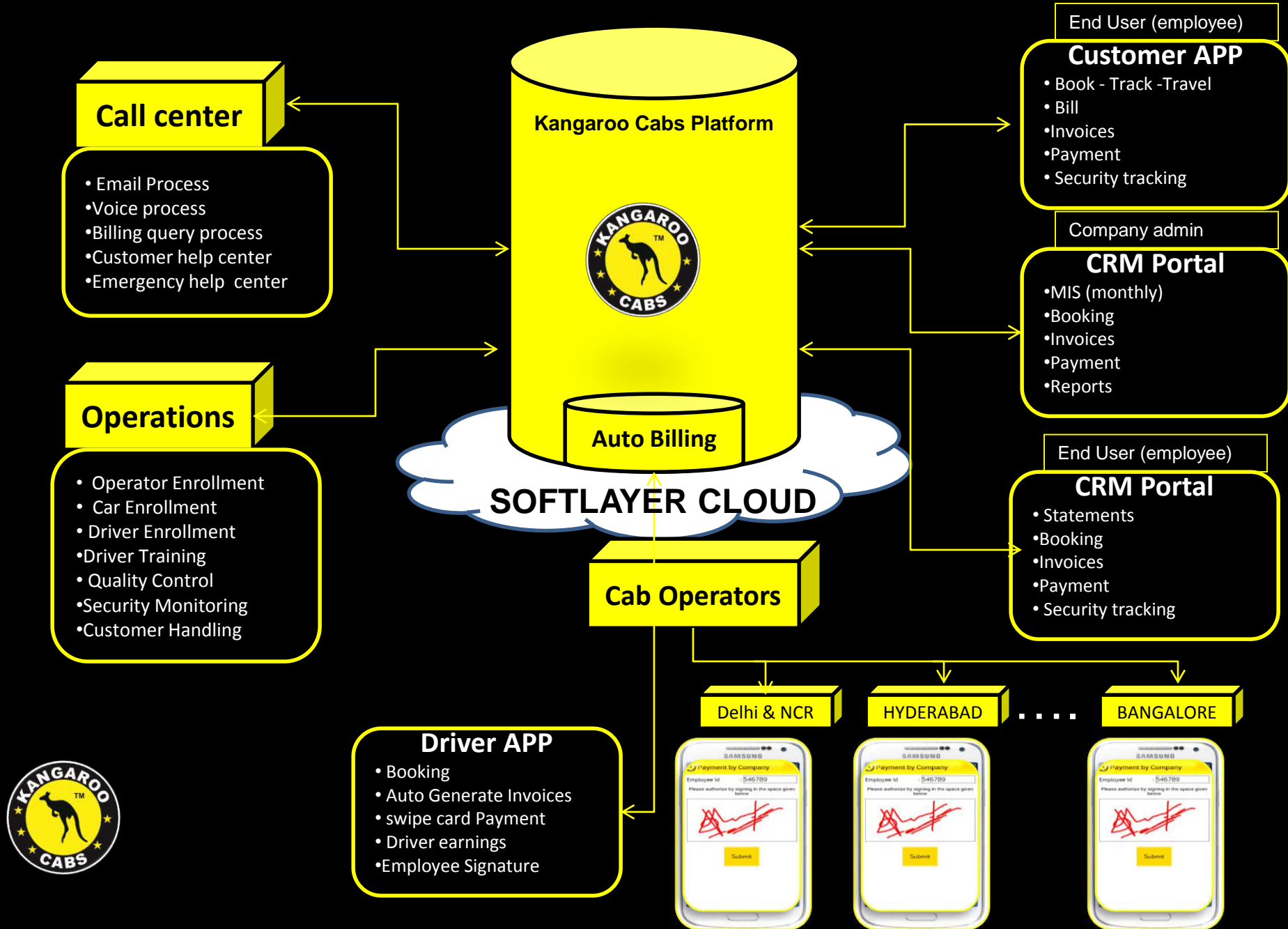
1. Kanpur
2. Lucknow
3. Jaipur
4. Chandigarh
5. Ludhiana
6. Varanasi
7. Nagpur
8. Dehradun
9. Ranchi
10. Mathura
11. Agra
12. Madurai
13. Kozhikode
14. Goa
15. Panaji
16. Ahmedabad
17. Surat
18. Vadodara
19. Vishakhapatnam
20. Kochi



KANGAROO DIFFERENTIATORS



WHAT IS OUR SOLUTION ?



Simple Approach - Simple Working



Book

Book & Pre Approve Payment



Avail the ride nearest to customer Loc

Pay



Claim

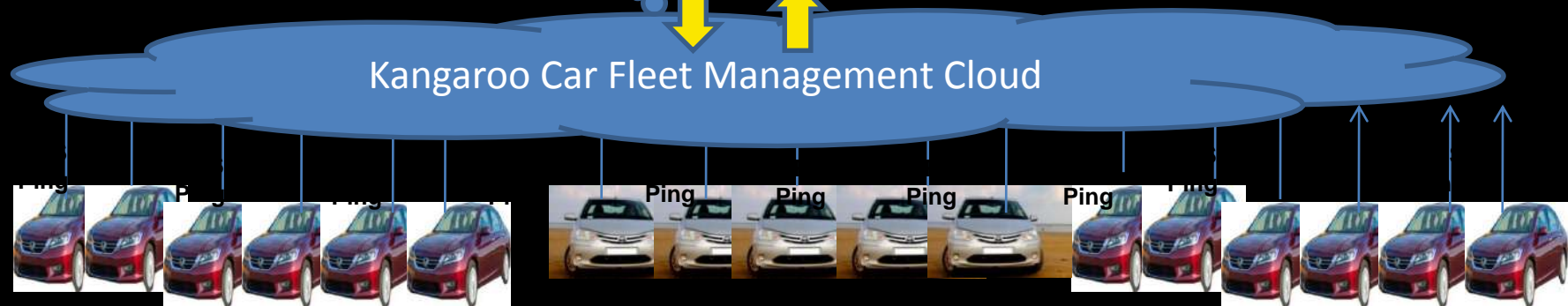
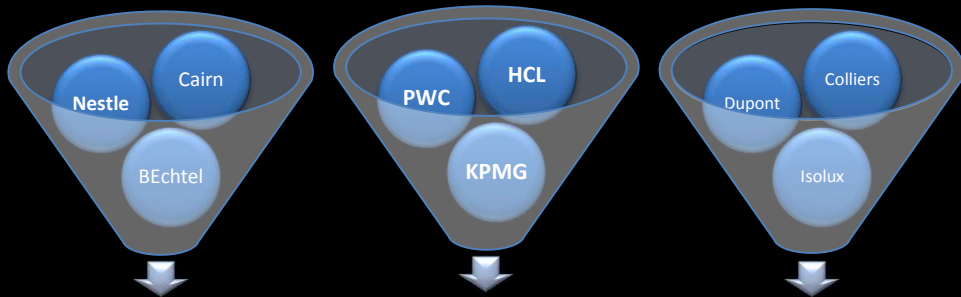
Expense Claim & Company Admin Reporting



Auto Invoicing & Settle Payment

(refund/additional charge)

Car Rental Platform - Schematic



Auto Car Dispatch System



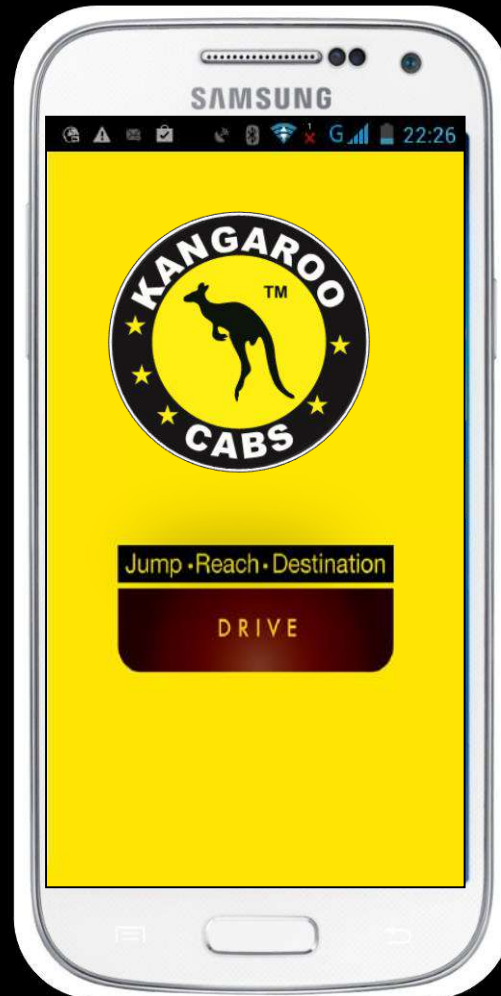
Dispatch Team :

1. Scans the driver . Access Pass. Verifies the driver by Photo.
2. Scan the Car Unique Bar code.
3. System Automatically maps the driver & car type and allocates available booking .
4. Automatically notifies the driver , Guest , Admin & ops supervisor of the dispatch by sms, email & audio alert in the app

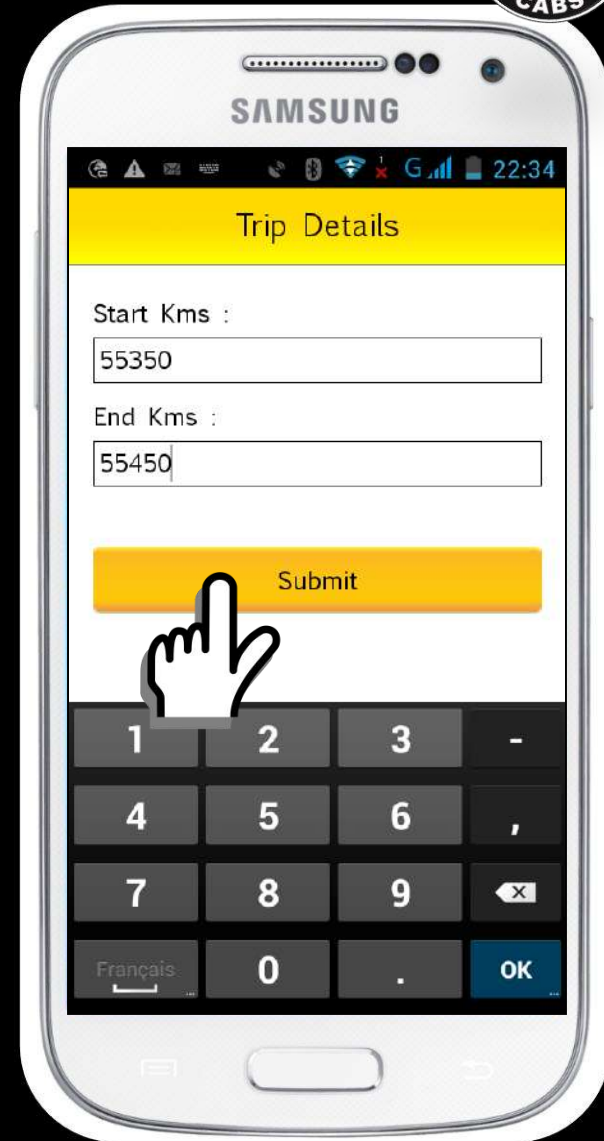
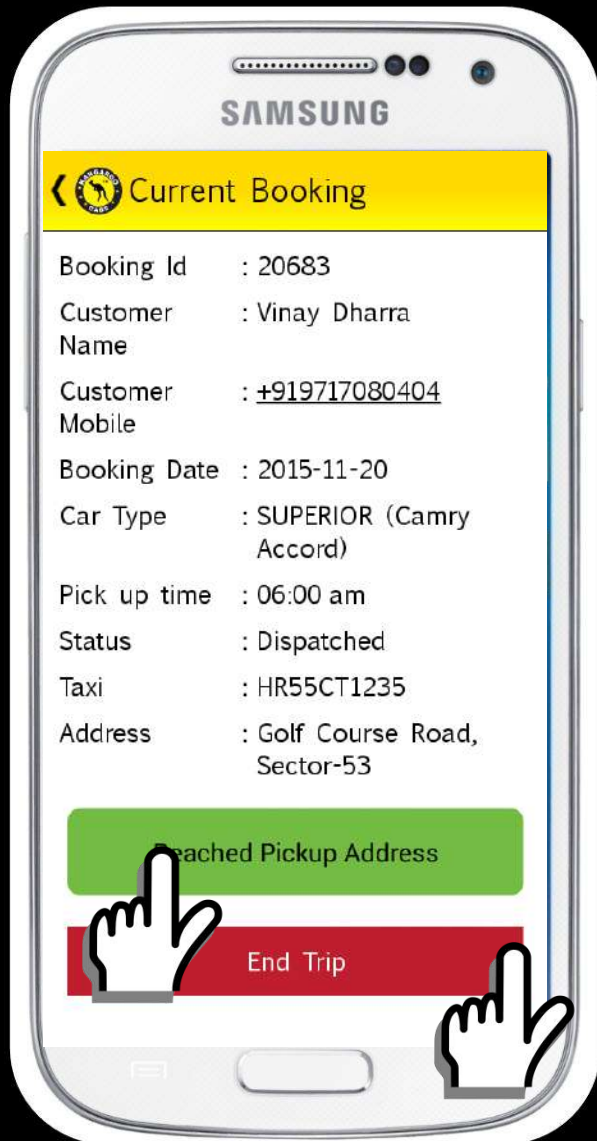




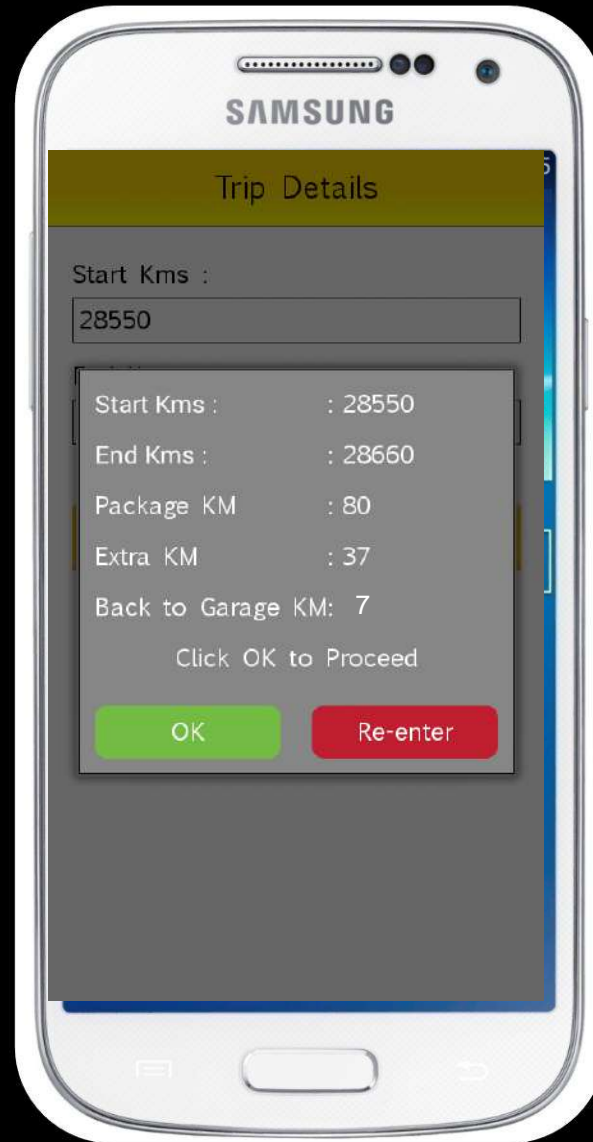
Kangaroo Smart Drive – Driver App



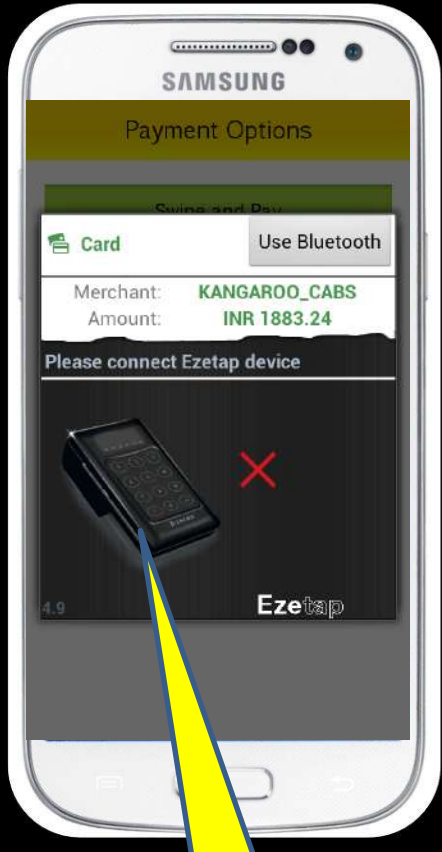
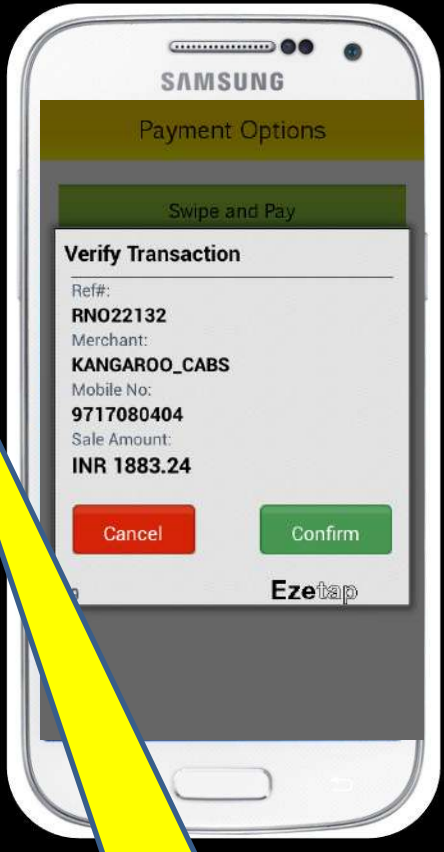
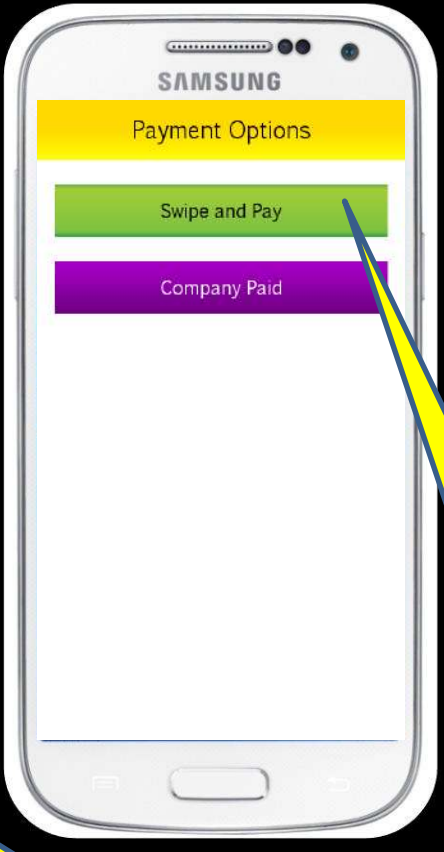
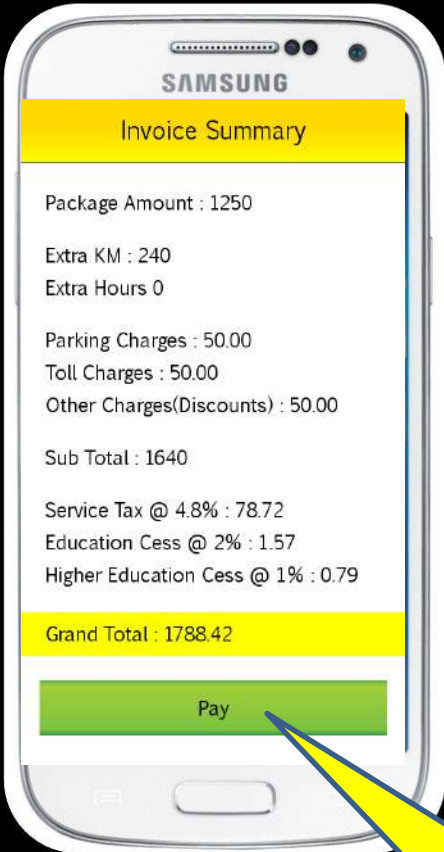
Automatic Invoice Generation



Garage Distance calculation using Google API



Easy Refund & Charging



The moment pay button is pressed, system REFUNDS the money and confirms to customer via email & sms.


All Cars are optionally equipped to charge customers at end of trip by Swip Machines .

SWIP MACHINES are Pre-integrated in the Driver app for easy charging

Digital Trip Sheets & Signatures

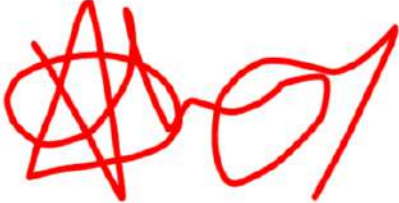



SAMSUNG

 Payment by Company

Employee Id :

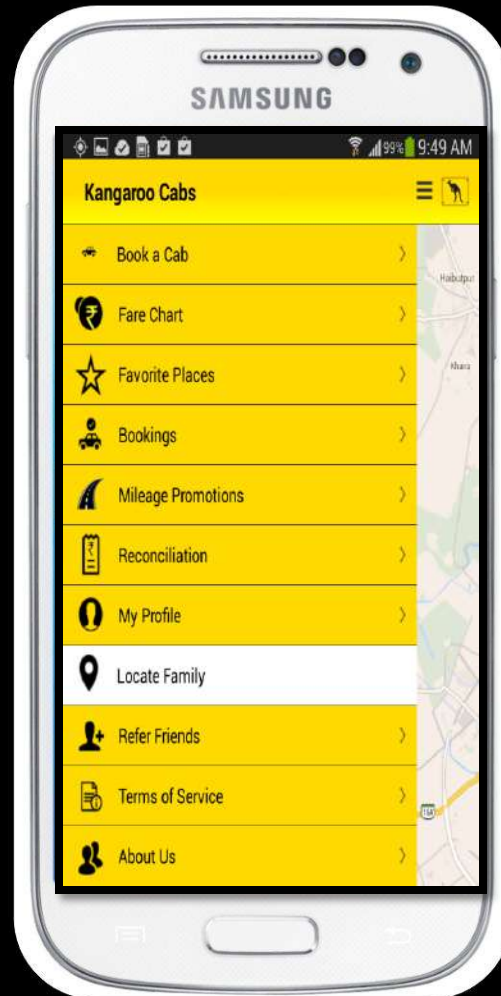
Please authorize by signing in the space given below



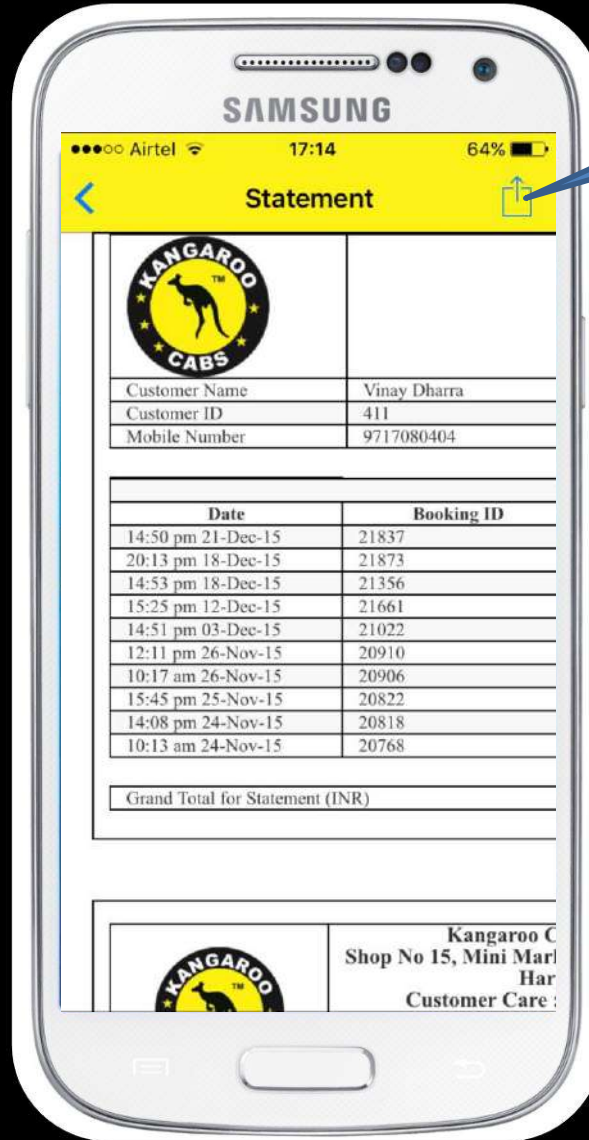




Kangaroo Smart Care – Customer App



10 Sec Expense Filing for credit cards



Print from Mobile all Invoices & Statement for a credit card period

Date	Booking ID	Invoice NO	Invoice Amount	Invoice Link
2015-10-29 21:31:37	19887	19887	2101.44	Link
2015-11-16 14:33:45	20482	20482	2022.24	Link
2015-11-20 13:02:28	20683	20683	2029.28	Link
2015-11-20 13:11:52	20684	20684	964.520	Link
2015-11-21 16:38:51	20689	20689	2290.04	Link
2015-11-24 14:08:30	20818	20818	850.80	Link
2015-11-25 15:45:37	20822	20822	1230.24	Link
2015-11-26 10:17:26	20906	20906	860.80	Link
2015-11-26 12:11:23	20910	20910	1714.84	Link
Grand Total for Statement (INR)			971727.37	

RECONCILIATION STATEMENT

Transactions

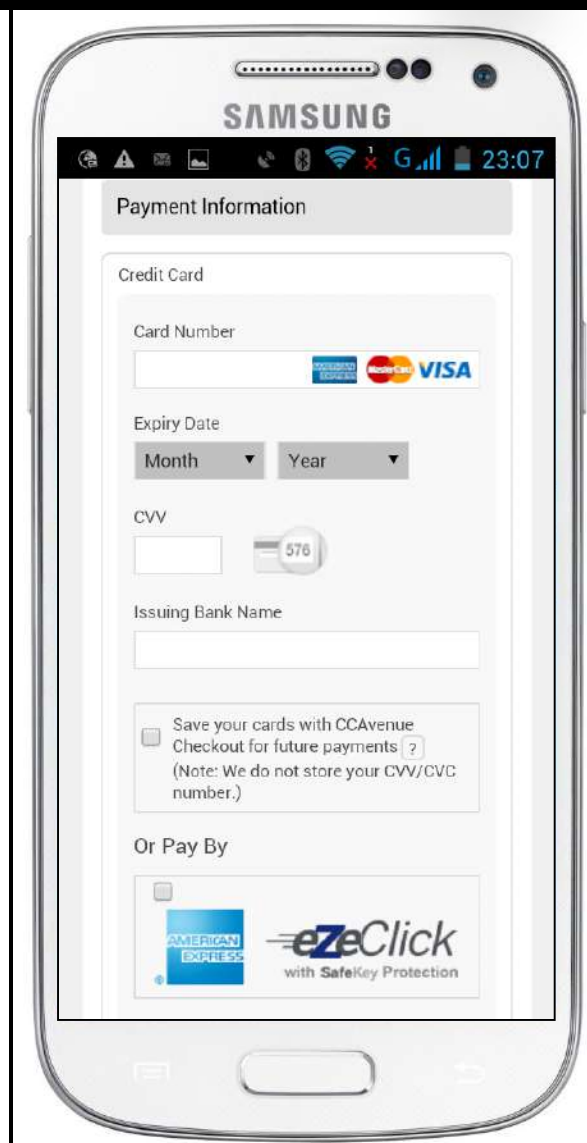
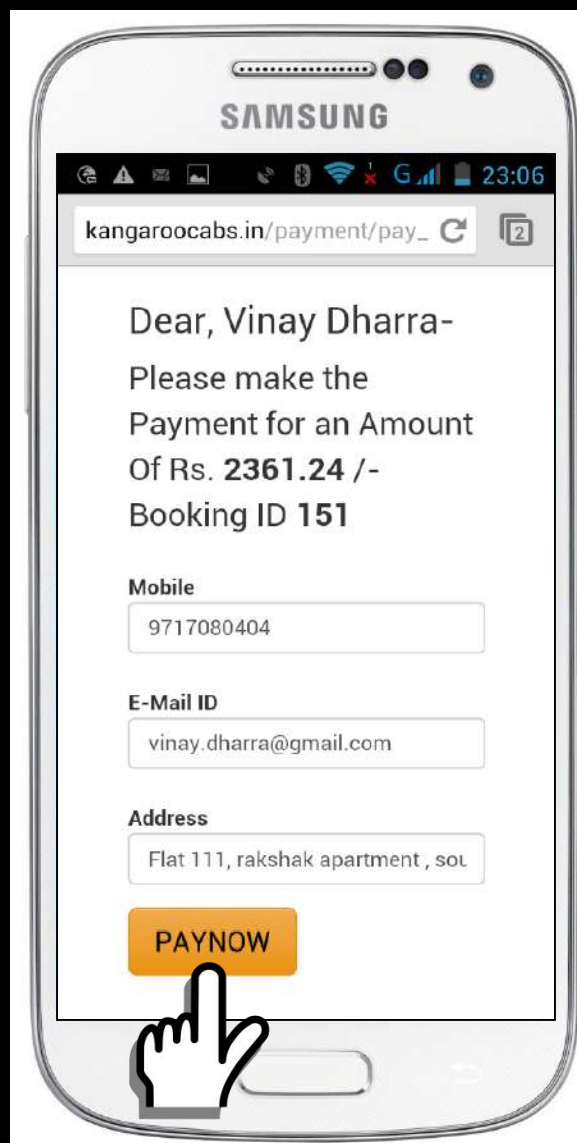
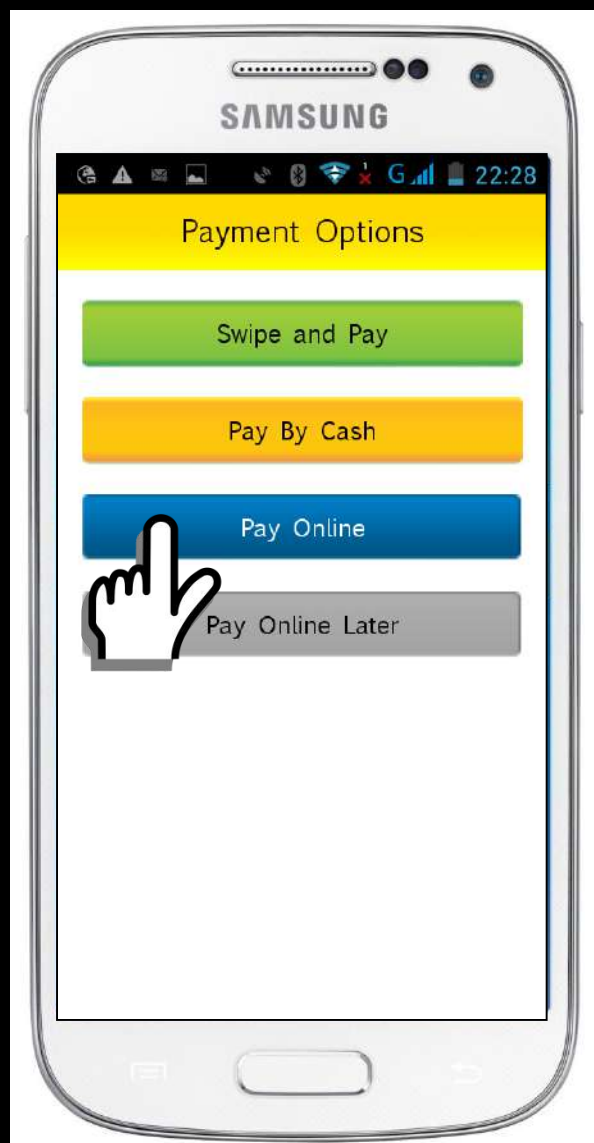
Customer Name: Vinay Dharra
Customer ID: 411
Mobile Number: 9717080404

Date From: 2015-10-27
Date To: 2015-11-27

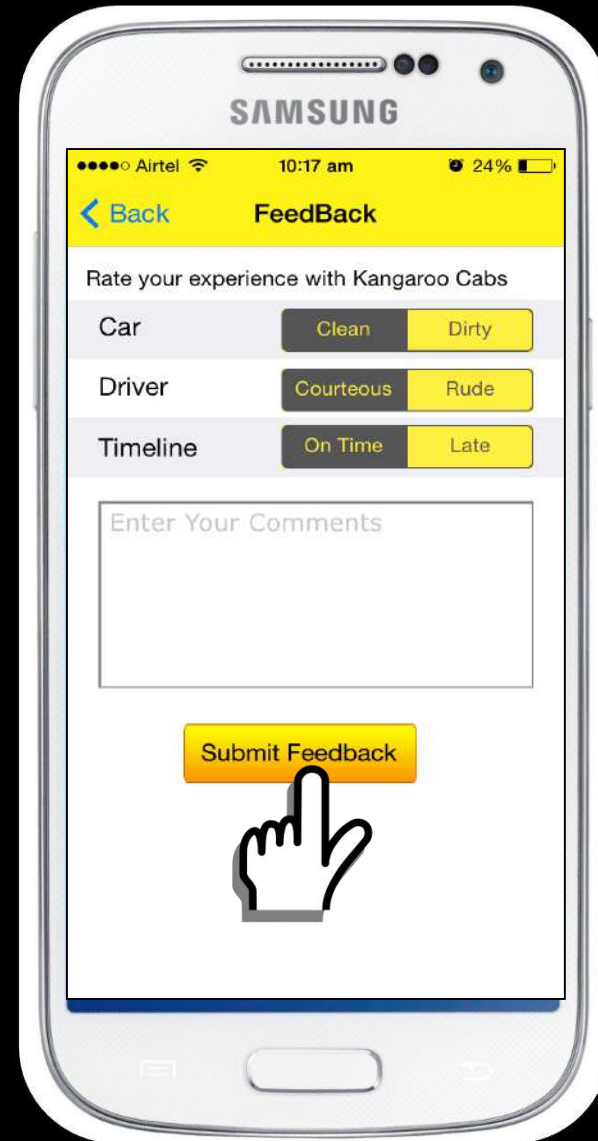
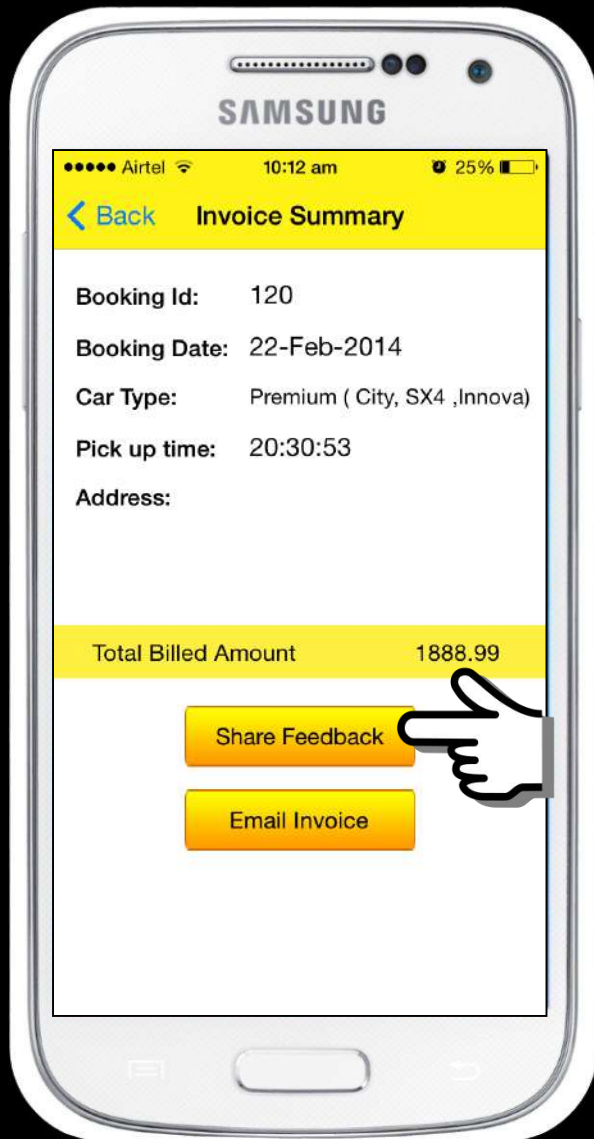
Statement on Email



Other Payment Options

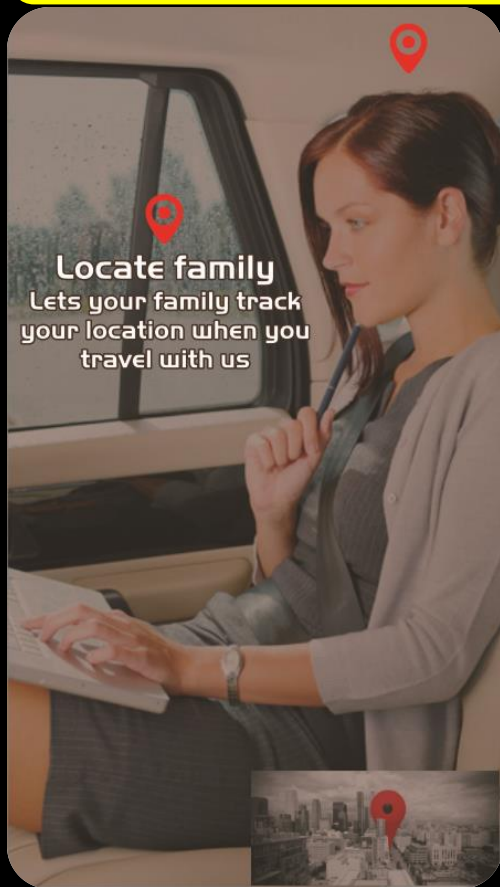


Measure Service - Seek Feedback





Kangaroo Safety Feature – Locate Family



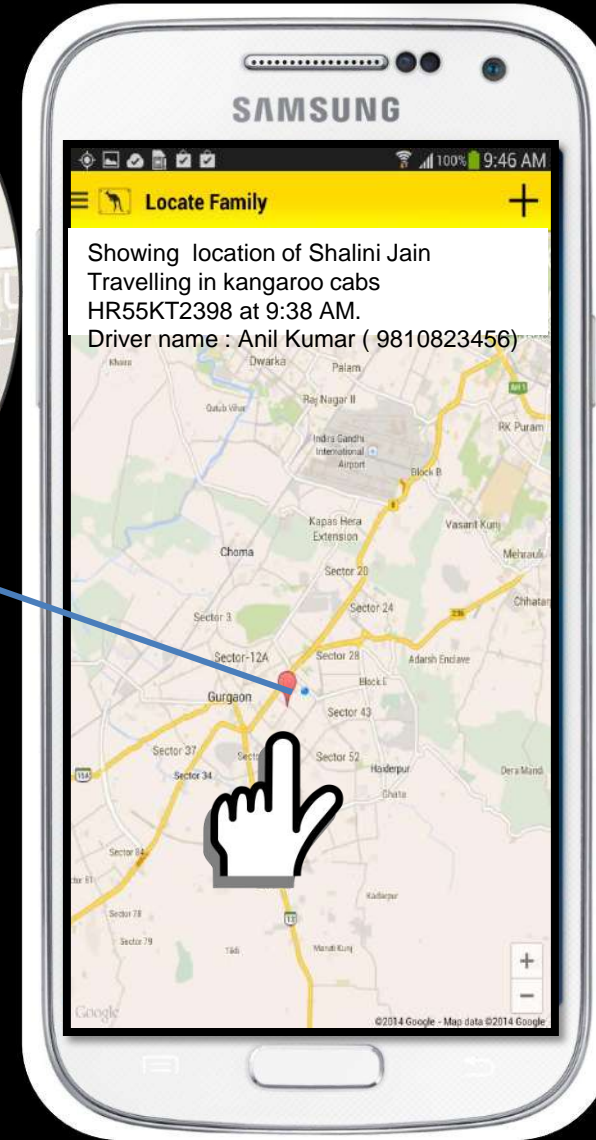
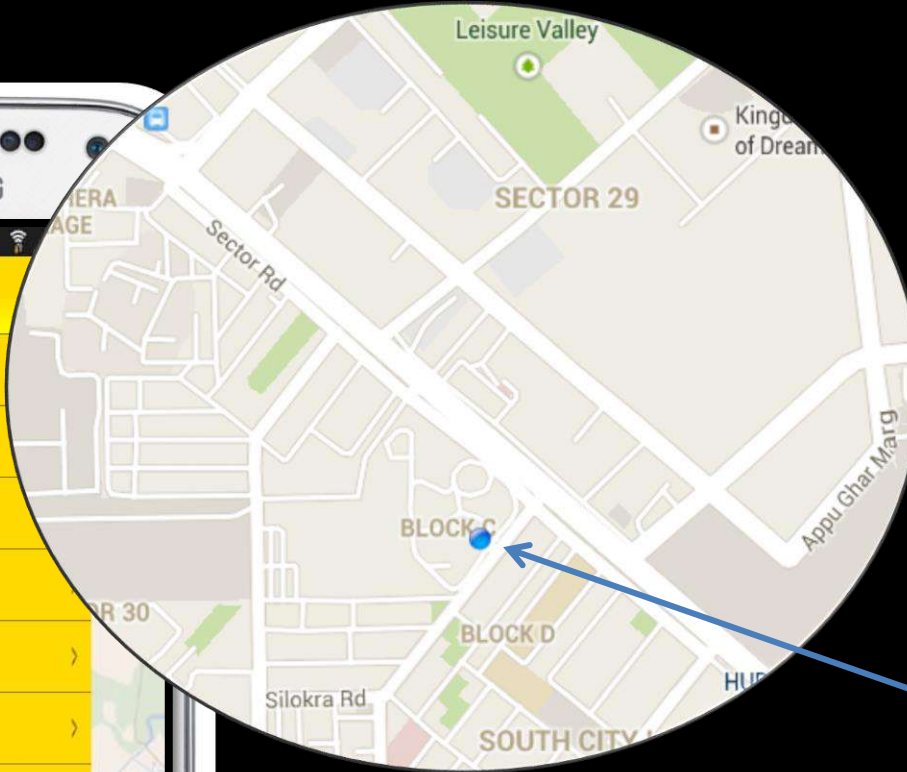
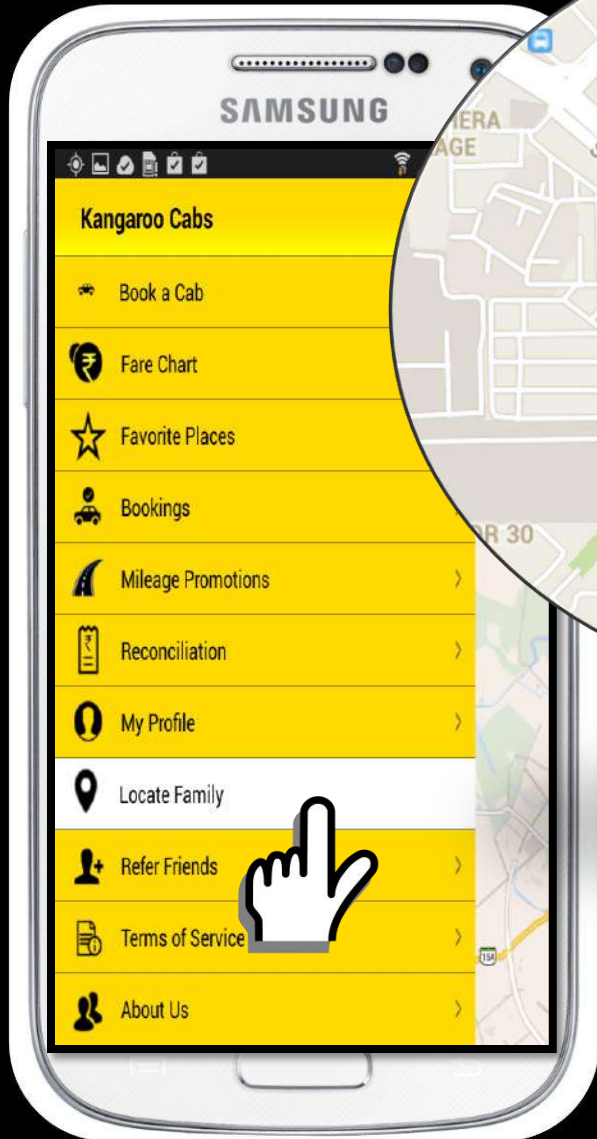


Worried about
Shalini's safety as
she often has to
sit late in office for
Audit works



She now can add her DAD
in the New Kangaroo App
as family and he can
follow her location with
driver & car details at
convenience of a phone
from literally anywhere

Customer App : Locate Family



Locate Family : Checking Family's Location



Our Value Proposition



Safety and Security

- ▶ End to End GPS tracked Cabs
- ▶ Verified drivers
- ▶ Intimation to Admin/Security once employee has been dropped by email or sms.

Payment & Invoicing

- ▶ All Kangaroo cabs fitted with mobile payment solution, which accept all types credit and pin based debit cards.
- ▶ Defined cost of trip and clear automatic invoicing.
- ▶ Tax paid Cars for Noida

Kangaroo
Differentiators



Mobile enabled services

- ▶ Easy to book through mobile app
- ▶ Easy to keep the history on the mobile app
- ▶ Reconciliation statements for each employee on his wish on tap of finger.

Kangaroo Fleet Menu



The Team



Vinay Dharra:
Founder & CEO

Vinay Dharra:: Founder & CEO

B.E., MBA: Over 11 years experience in diverse business operations and management. His expertise spans across from FMCG retails marketing, B2B business development & management , Orchestrating IT systems towards organizational process and standardization.

Demonstrated meritorious sales background in enterprise sales at prestigious organizations like Oracle, IBM, Microsoft to name a few.

Vinay is Alumni of Symbiosis International University and a fellow from institute from 2004 batch.



Sunil Kumar:
Co-Founder & CFO

Sunil Kumar :: Co Founder & CFO

Sunil Kumar is a qualified chartered accountant by profession in India and MBA (F). In his 17 years of corporate experience, he has worked in different functions of finance and accounting in Indian and international organizations and brings with him global knowledge of accounting, treasury, strategy and planning, financial management, credit control and collections.

The Team



Charu Jain:
Cofounder & Director
Process & Compliance

Charu Jain :: Cofounder & Director – Compliance & Quality

Over 10 years of consulting & advisory experience on diverse business & strategy streams on customer service. Expertise in organization transformation and realignment for organizational efficiency & performance. Risk & regulatory compliance .

She has worked in Ernst & Young as Advisory & Audit consultant before joining Kangaroo. She is an alumni of IMT Ghaziabad.

And we await to serve you soon.....





Contacts

Vinay Dharra

CEO- Kangaroo Cabs

Mobile : +91 9717080404

Email: vinay@kangarocabs.in



Address:

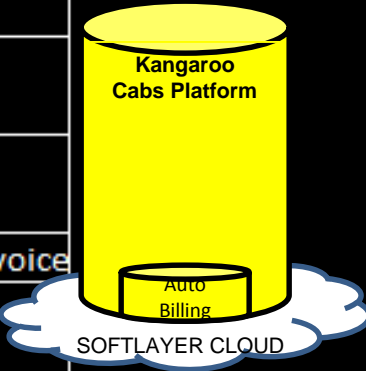
A-7, South City-1 Sector 40

Gurgaon, Haryana -122001

Websites:

www.kangarocabs.in

Problems - Solution Map

	Problem		Solution
End User	Convenience of booking		Customer App
	Data Sharing		SPI Login at portal for Admin & facility managers or Office assistants
	Missing invoices		Open API to integrate into Corporate intranet
	Safety		CRM Database is single source of truth for all kind of data accessed across channels
Corporate /Admin/ Facilities	Accurate Charging		Invoice on email on single tap, through website or customer app
	Manual Checking of invoice		Kangaroo Safe Ride home
	Invoice Manipulations		One touch SOS for handling emergencies, locate family
	Realtime MIS		Driver App interworks with CRM to deliver accurate charges instantly
	Monitoring & tracking		All invoicing is automated, needs no checking.
	Late Payments		Invoices are auto generated, no one touches it.
Car Operators	Ambiguous Payment Rules		Garage KM are auto calculated using google.
	Quality Issue		Corporate have login on website for realtime usage reports
	Car Complianc	Kangaroo Safe Ride home	
	Driver Compliance	Most of delay is dule to delayed invoicing. Daily Invoicing.	
	Casual introduction in fleet	Opertaors can chek earnigns on daily basis in app & web	
		Platform tracks quality metrics on each trip basis	
	Platform disables car if any date or govt complianc expires		
	Platform disables driver, if any date or govt complianc expires		
	Platform does not allow to join the platfrom unless there is a formal contract execution		

WHAT PROBLMES DO WE SOLVE ?



Value Chain Entity	Problem	Rating Of the Problem	Functional Area
End User	Convenience of booking	Severe	Ease of use
	Data Sharing	Severe	Privacy of Information
	Missing invoices	High	Productivity
	Credit Card Refund	Severe	Productivity
	Safety	High	Privacy of Information
Corporate /Admin/ Facilities	On Demand Cars	Severe	On time on demand
	Accurate Charging	Severe	Accuracy
	Manual Checking of invoices	Severe	Accuracy
	Car Complaine	Severe	Process compliance
	Driver Compliance	Severe	Process compliance
	Casual introduction in fleet	Severe	Process compliance
	Invoice Manipulations	Severe	Accuracy
	Realtime MIS	High	Operational Monitoring
	Ambiguous Payment Rules	High	Operational Monitoring
	Quality Issue	High	Operational Monitoring
	Emergency Handling	High	Operational Monitoring
	Monitoring & tracking	Medium	Operational Monitoring
	Late Payments	Medium	productivity

Definition	
Severe	Intolerable
High	Tolerable with intense Dislike
Medium	Good not to have

Other Feature

1. Driver Enrollment process
2. Car enrollment process
3. Car Mandatory Papers
4. Locate Family
5. SOS in Delhi NCR
6. Online real time MIS
7. Duty dispatch checks
8. KM checks & Validation
9. Black listing of drivers
10. Black listing of vendors
11. Blacklisting of cars
12. Driver GPS tracking
13. Car GPS tracking
14. Garage Automatic KM addition
15. Automatic bills
16. Credit Card Payment & Refund status
17. Feedback form