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Deliver forecast insights for your
food delivery



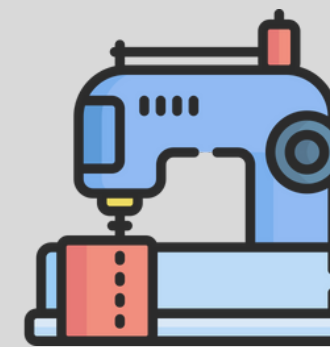
Problem



Food Delivery is not sufficiently exploited by restaurants.



Non-innovative ways are adopted to compute predictions (77% manually hand written in Italy).



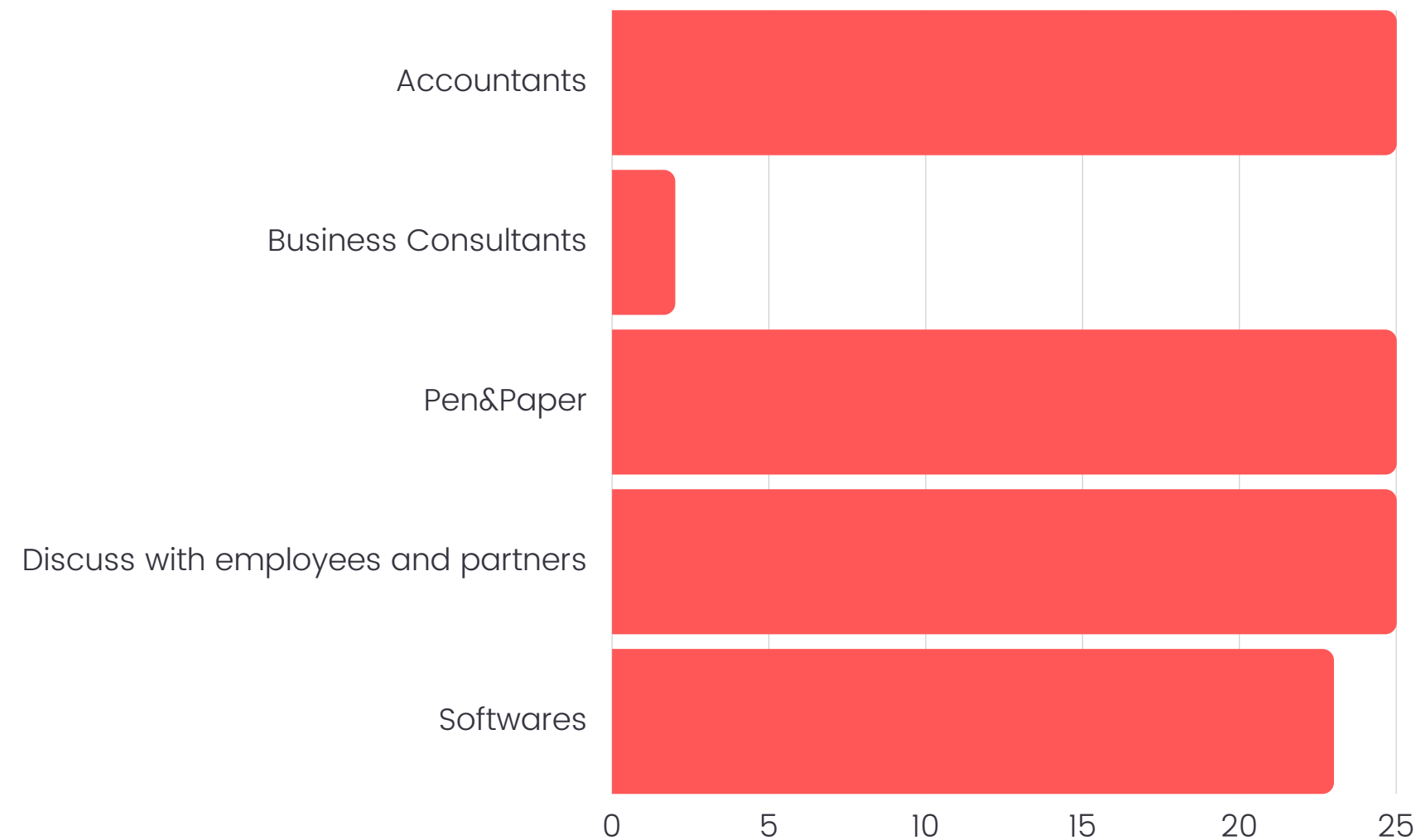
Heterogeneity as a key issue of the sector.



No concern of Food Delivery platforms for restaurant's profitability.

Market Analysis

Only 23% of surveyed restaurants use technology to support financial forecasting.
None of the market players offer systematic or automated predictive analysis.
478 restaurants answered to our survey.



Solution

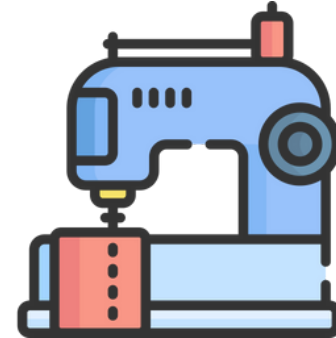
AI-based predictive algorithm, forecasting financial performance of Food Delivery. Gustavo combines some internal [1] restaurant management data with external [2] environmental variables to provide data-based forecasts and strategies.



FAST



CONVENIENT



TAILORED



ACCURATE

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Market Size

1+ M

Restaurants

Restaurants with Food Delivery – UberEats, Glovo, JustEat, Deliveroo – worldwide in 2020

Total Available Market

200K

Restaurants

Estimated European Restaurants with Food Delivery – UberEats, Glovo, JustEat, Deliveroo – in 2020

Serviceable Available Market

30K

Restaurants

Estimated Italian Restaurants with Food Delivery – UberEats, Glovo, JustEat, Deliveroo – in 2020. 15% of SAM.

Serviceable Obtainable Market

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Competition

Our direct competitors are Food Delivery management softwares, Food and Beverage consultants, accountants as well as traditional "pen&paper" methods.

The success factors of all these solutions were identified in the speed of use, in the accuracy of the predictions, in the learning time and in the price. Last, but not least, Gustavo is the only player using Artificial Neural Networks to perform predictions.

AUTOMATED

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SLOW

FAST

Consultants

Maiores Solutions
LineUp

Accountants

Pen&Paper

MANUAL

How it works?



ENTER

Your data in Gustavo's interface, providing data that are required to carry immediate analysis.



ANALYSIS

of your data by Gustavo: fast and accurate thanks to the Artificial Intelligence.



PREDICT

your revenues: you're only a few clicks away from knowing the trend of your restaurant in the future.



ACTION!

Now it's the time to follow Gustavo's advices, offered to you with a user-friendly interface.

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Use Cases



Identification of a highly profitable location for the opening of a new venue for a restaurant chain.



Increase the efficiency and effectiveness of staff, managing resources also based on seasonality.



Analyse and predict the profitability of Food Delivery services, maximise profits and reduce losses.

30K

Restaurants

Serviceable Obtainable Market. The number of restaurants that are going to use Gustavo in the next 5 years.

\$24.99

Average Monthly Fee

To be paid based on the usage. Revenue streams expansion with up-sell consulting.

\$26.9 M

Dollars

Projected Revenue by 2026. Considering 30K Restaurants, multiplied for the Monthly Fee, starting from 2024.

Business Model

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Team

A group of students from Scuola Normale Superiore, Scuola Superiore Sant'Anna, Technische Universiteit Delft and an AI-advisor from Stanford University.



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Financial

We are looking for a 12-month financing or 6- 12-month acceleration program to reach 5,000 restaurants with Gustavo.

100K

Angel Round

Initial Investement
Opportunity

5K

Restaurants

Monthly Fee \$24,99.

750K

Dollars

Over 12 months.

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Thank you!

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