

FREQUENTLY ASKED QUESTIONS – SPEEDER DISTRIBUTION

1) What is the initial franchise/royalty fees?

We do not charge any Franchise Fees or Royalty Fees. Other companies charge upto 50% as Franchise Fees & upto 40% as Royalty Fees.

Franchise Fees: It is the fee paid to the Company to take the rights. This can be from Rs.5000 to Rs.50 Lakhs (Based on company to company it differs)

All Courier companies charge franchise fees upto Rs. 5 Lakhs.

Royalty Fees: It is the fee paid as a Percentage (%) on the overall business made by the Franchisor.

Since Speeder Couriers is offering distribution – we are not charging any Franchise Fees or Royalty Fees.

2) What is the total investment required?

Office/Shop/Space – Advance + Rent = Rs. 50K – Rs. 1Lakh(Approx)

Interior & Setup – Rs. 35K – Rs. 50K (Approx) (Including – Board, Chair, Computer, Printer & Other basic Stationaries)

Local Marketing – Rs. 10K – Rs.20K (Approx)

Other Expenses – Rs.15K – Rs.30K (Approx)

Approximately – Rs. 1.10Lakhs to Rs. 2.00 Lakhs

(These are the approximate Figures – it may go up or down based on your choices)

3) What ongoing fees will I have to pay?

There are no fees from our side.

4) Do I need previous experience in the courier or logistics industry?

No Experience Required. Candidate should follow each & every step what our Backend Team says so that expected monthly profits can be enjoyed.

5) What kind of support and training do you provide to Distributors?

We will be providing following support & training to our distributors:

A.) Key account manager services (Approx Charges of Rs. 15K/month) – Free to make sure no communication gap between Backend Team & Distributors.

B.) Training – Complete Online Training will be given. In case of any issues, immediately remote assistance using Teamviewer or anydesk will be provided.

C.) Field Visit – Our executive will visit the Distributor Hub & check for the metric to be maintained & help the distributor to correct it accordingly.

D.) Ecommerce Activation – Last Mile team will help the distributor to get onboarded for Delivery services.

E.) Marketing Support – If the distributor is achieving the Targets assigned by the team regularly, our Marketing team will help them get more customers by doing special marketing activities.

6) What is the territory or geographic area I will serve?

Upto 15Kms. If you are travelling more than 15Kms, you will be paid Rs.2/KM which is the ODA charges incase of any Pickup or Delivery.

7) What is the expected monthly profit & ROI?

Please check the Monthly ROI & Breakeven Months:

Monthly Profit Calculations (We taken less sales as example)			
Expenses (All are approx Values)			
Office/Shop rent			₹ 7,000
Office boy			-₹ 10,000
Delivery Boys			-₹ 15,000
Other Expenses (petrol,Eb, others)			-₹ 8,000
Total Expenses			-₹ 26,000
Sales by Distributor (Calculated on very less business situation, if your business increases Profit also increases)			
Category	Sales	Margin %	Profit
Courier Booking (Field)	₹ 25,000.00	50%	₹ 12,500.00
Cargo Booking (Field)	₹ 35,000.00	15%	₹ 5,250.00
Ecommerce (Flipkart/Amazon/Other companies) - 1 Delivery Boy	₹ 18,200.00	100%	₹ 18,200.00
International Booking (Field)	₹ 30,000.00	50%	₹ 15,000.00
Hyperlocal Sales / App Order pickups & Courier Deliveries	₹ 15,000.00	40%	₹ 6,000.00
Total	₹ 1,23,200.00		₹ 56,950.00
1 delivery boy doing daily 50 shipments with average cost of Rs. 14/shipment (Working only 26 days)			
Net Profit = Profit - Expenses			₹ 30,950

Return on Investment:

If you invested – Wallet recharge + Shop Advance of Around – Rs. 1Lakh (Minimum)

Within - >> ROI will be after 3 – 6 months.

Very Important : Please note – This profit is calculated based on less sales. If your sales increases, then profit also gets increased.

8) What type of marketing and advertising support is provided?

Company will be providing only Digital Marketing Support & Sales Support to the distributors.

9) What kind of equipment and technology is required?

Software for Billing

Mobile Application for Delivery & Pickup will be provided by company completely free of charge.

NO Monthly payment is required for this.

Company is also offering freebies such as Bag, Scanner & accessories for Free of Cost.

Distributor should have – Basic Computer, Printer & Weight machine. Stationaries for business.

Speeder Board is mandatory in the Premises.

10) What are the insurance and legal requirements for operating a courier franchise?

Insurance is completely distributor choice.

GST is required & compulsory.

11) How long is the franchise agreement, and what are the renewal options?

Agreement is valid only for 2 years. Credits added to the distributor wallet should be consumed within 2 years compulsory.

In case if distributor wanted to exit, he have to serve 6 months Notice Period.

12) What is credit wallet & how it works?

We are not taking any security deposit or any charges from you. Whatever the payment made by you is completely added to your credit wallet.

Credit wallet has credit days of 10. Whatever the usage you use, you should repay it within 10 days. Failure to repay will result in penalties.

13) Can I withdraw the amount from Credit wallet or wallet?

No amount in wallet/Credit wallet cannot be withdrawn.

14) Can I operate the franchise part-time or remotely?

We advice 100% for Full time or appoint someone who can take care full time.

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15) What are the terms for exit or transferring the franchise?

To exit – 6 months notice.

To Transfer – Yes, you can pay a small transfer fee & give the business to someone else.

16) Are there any restrictions on the types of services I can offer?

All the guidelines will be trained by our backend team post onboarding.