

Driven by



getit LOCAL

Empowering local businesses
with sustainable marketplace
technology for pick-up,
delivery, and beyond



Mission

To empower local businesses by connecting them to opportunity.

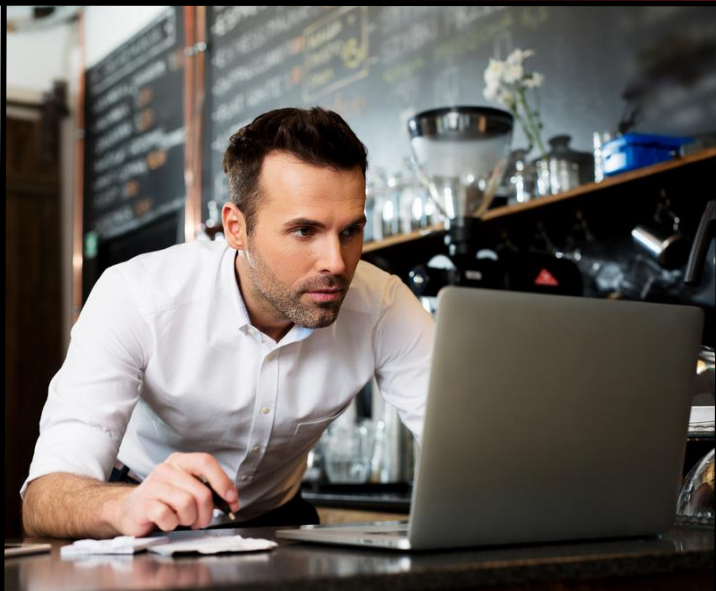
What We Do

We provide a mobile marketplace for your business in our **Getit Local application** on iOS & android.

We take care of the technology, pick-up & delivery for your local business. Delivery drivers included!

Oh... and we have some cool features in development for your local business that we're excited to roll out!

getit LOCAL



What problem are we solving?

It is easier for global competitors like Uber and Amazon to get food and packages to consumers on a local scale, than it is for local businesses to get food and packages to their own customers. There are no cost-effective options in an all-in-one mobile platform, especially with drivers included.

Same-day, last-mile delivery is one of the biggest costs and pain points to local businesses of various market segments and sizes. They are also losing the technology battle against national and global competitors at an alarming rate. A true David VS Goliath comparison for small-medium businesses when you compare technology and infrastructure. We are powering up our engines and platform to be this sustainable technology and infrastructure for local businesses to take on global goliaths, all at a fair price.

How do we monetize our service?

- **Businesses pay** a flat monthly fee based on volume of transactions, the more you use our service, the more cost-effective it becomes
 - **Consumers pay** a flat \$5.00 fee for delivery fee and \$0 fees for pickup, and pre-orders (pre-ordering coming soon)
-

Fair for drivers, honest for businesses, and affordable for customers... Everyone wins and gets a fair piece of the pie.

Volume Integrity Pricing (VIP)



- As orders increase, the cost per transaction continues to decrease
- Automatic tier upgrades based on volume

Pick-up - Marketplace	Tier 1 – Marketplace	Tier 2 - Marketplace	Tier 3 - Marketplace	Tier 4 - Marketplace
Pick-up only	Up to 10 Deliveries	Up to 40 Deliveries	Up to 100 Deliveries	Up to 200 Deliveries
\$49 per month	\$99 per month	\$199 per month	\$339 per month	\$499 per month
<ul style="list-style-type: none"> • Storefront in the Getit Local marketplace • Dashboard for Tablet, PC, or mobile • Live Support for your business • Unlimited pickup orders 	<ul style="list-style-type: none"> • Storefront in the Getit Local marketplace • Dashboard for Tablet, PC, or mobile • Live Support for your business • Up to 10 deliveries • Drivers included 	<ul style="list-style-type: none"> • Storefront in the Getit Local marketplace • Dashboard for Tablet, PC, or mobile • Live Support for your business • Up to 40 total deliveries • Drivers included 	<ul style="list-style-type: none"> • Storefront in the Getit Local marketplace • Dashboard for Tablet, PC, or mobile • Live Support for your business • Up to 100 deliveries • Drivers included 	<ul style="list-style-type: none"> • Storefront in the Getit Local marketplace • Dashboard for Tablet, PC, or mobile • Live Support for your business • Up to 200 deliveries • Drivers included
Based on volume	Cost per transaction at 10 transactions - \$9.90	Cost per transaction at 40 transactions - \$4.98	Cost per transaction at 100 transactions - \$3.39	Cost per transaction at 200 transactions - \$2.50

Cost Per Transaction Breakdown



Here is a breakdown of how it becomes more cost-effective as we grow together as partners

Tier 1 - \$99

Cost per transaction

5 Transactions	\$19.80
10 Transactions	\$9.90
15 Transactions	\$9.93
20 Transactions	\$9.95

\$10 per delivery beyond 10 deliveries

Tier 2 - \$199

Cost per transaction

30 Transactions	\$6.63
40 Transactions	\$4.97
60 Transactions	\$4.98
80 Transactions	\$4.98

\$5 per delivery beyond 40 deliveries

Tier 3 - \$339

Cost per transaction

80 Transactions	\$4.23
100 Transactions	\$3.39
150 Transactions	\$3.60
200 Transactions	\$3.70

\$4 per delivery beyond 100 deliveries

Tier 4 - \$499

Cost per transaction

150 Transactions	\$3.32
200 Transactions	\$2.50
250 Transactions	\$2.60
300 Transactions	\$2.67

\$3 per delivery beyond 200 deliveries

The cost per transaction model of our software as a service platform incentivizes you to scale with Getit Local and our user community

**Based on a \$50 average transaction price - our average transaction price is \$54-\$59

Our Trial Process – Creating Champions



First month promotion – We do a promotion/giveaway with your business in your first 60 days on our platform

Trial Getit Credit - During your 90-day trial we'll apply a \$3 kickback per transaction towards future monthly fees. The more you shift, the more you save!

Specials – Food specials, BOGO's, seasonal specials, bundles, etc.

Marketing tool kit – Collective marketing between the client and Getit Local over the trial period and ongoing

Trojan horse flyers - \$5 off user incentive to move over and support local businesses through Getit Local

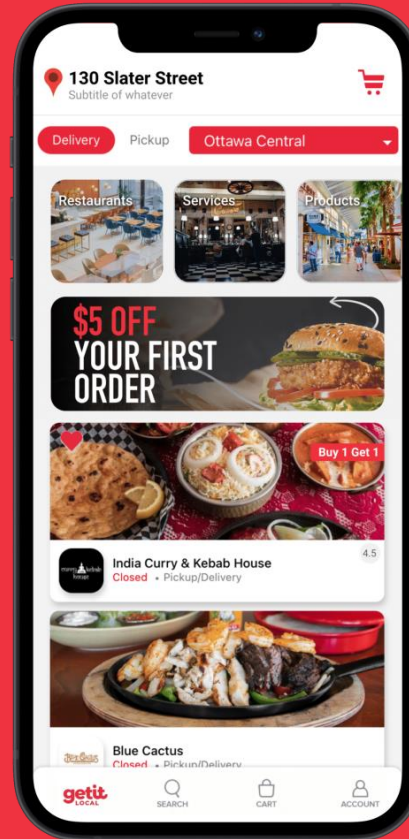
1 st Month	2 nd Month	3 rd Month	4 th Month
Free Trial	Pay w/ a \$50 Gift Card We run a promotion with you!	\$99 *Getit Credit applied from the first 60-days	Tiered Pricing Begins *Getit Credit applied from first 60-days
<ul style="list-style-type: none">- Unlimited Pickup- Unlimited Deliveries	<ul style="list-style-type: none">- Unlimited Pickup- Unlimited Deliveries	<ul style="list-style-type: none">- Unlimited Pickup- Unlimited Deliveries	<ul style="list-style-type: none">- Unlimited Pickup- Tiered Deliveries
\$3 kickback per transaction	\$3 kickback per transaction	\$3 kickback per transaction	*Final Trial Getit Credit applied

Our Technologies

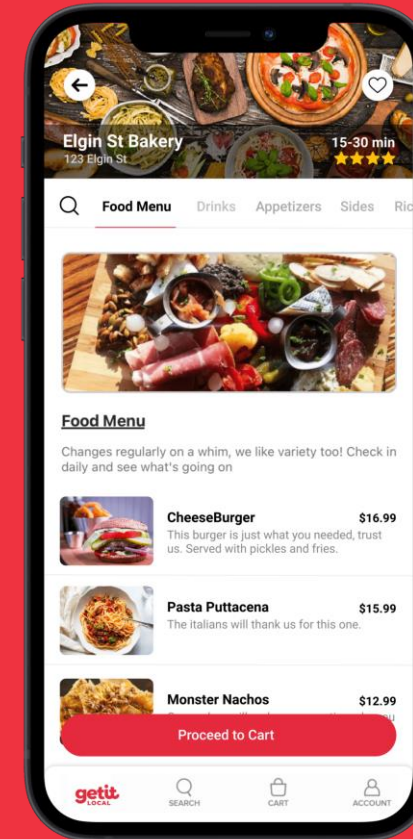
User Application – iOS & Android



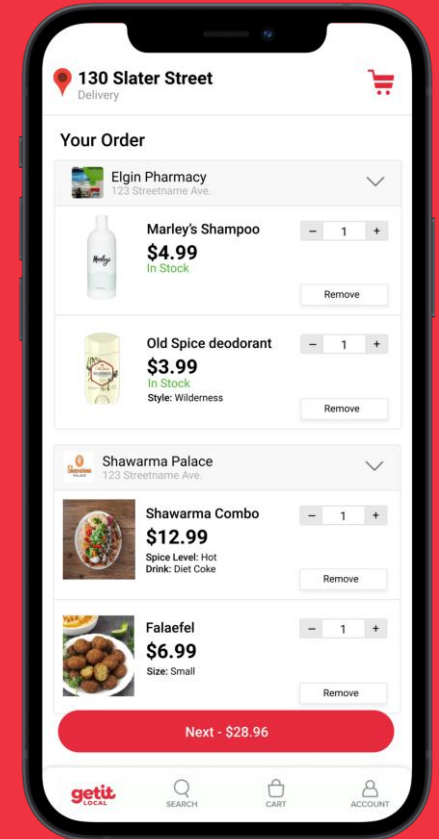
- ✓ Free applications available on iOS and android
- ✓ \$5.00 Flat delivery fees for customers for delivery
- ✓ No pickup fees for customers
- ✓ No hidden fees
- ✓ No percentage-based service charges
- ✓ No small order fees
- ✓ Users support local businesses by helping them protect their margins by using Getit Local



Main Business
Directory



Restaurant Storefront
Example



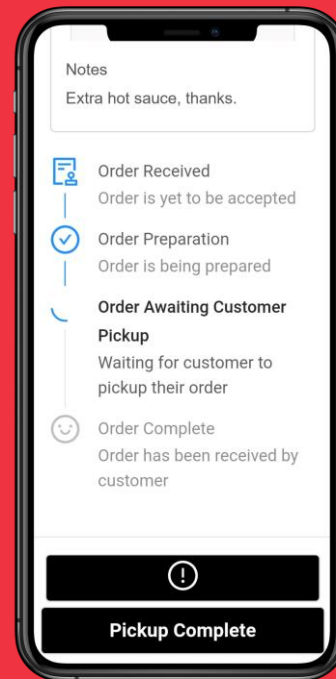
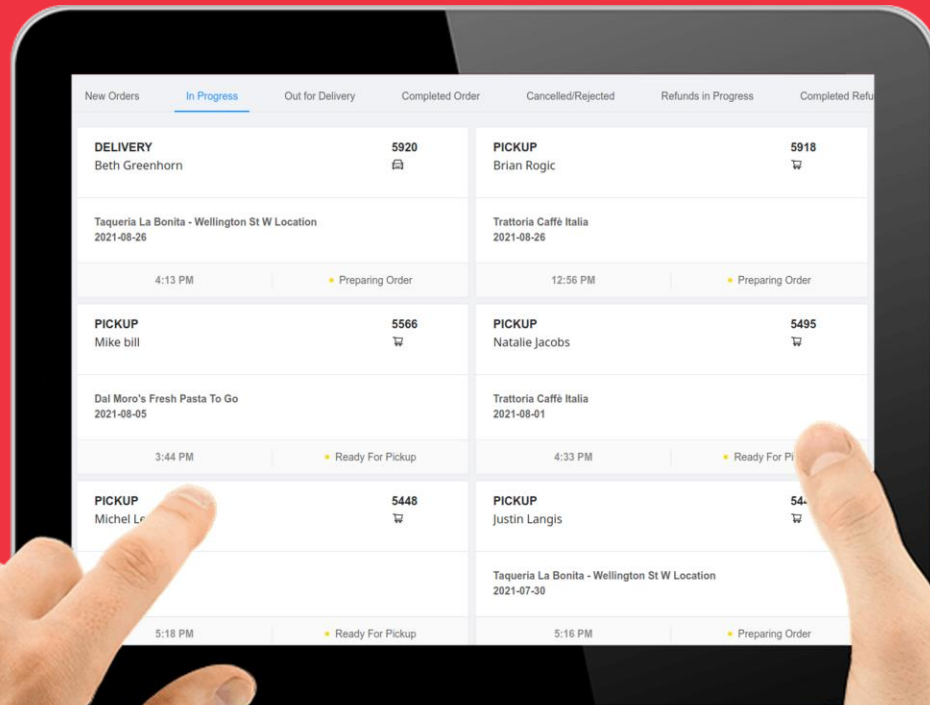
Multi-Vendor
Unified Cart

Our Technologies

- ✓ Dashboard - Compatible on PC, tablet, and mobile
- ✓ Quality Delivery Drivers – Smart serve certified
- ✓ Onboarding & Training – We upload your inventory
- ✓ Client Support for your business and technology

Business Dashboard

- ✓ *Data & Reporting – In development
- ✓ *Printer Integration – In development
- ✓ *Inventory Integration – In development
- ✓ *Text notifications – In development



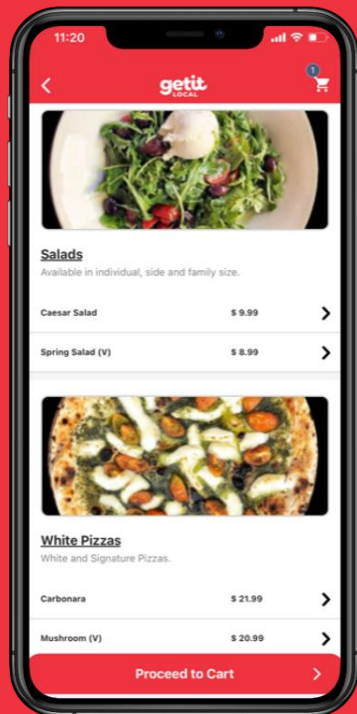
FYI - Your managers, chefs, and staff can accept orders via mobile for easy convenience.

If your staff are too busy to track another tablet, we can give you a call whenever you have an order. Soon enough our printer integration will be complete, and you can get seamless orders right to your kitchen or fulfillment department.

Ordering Process

1

Download our app on android or iOS and place an order



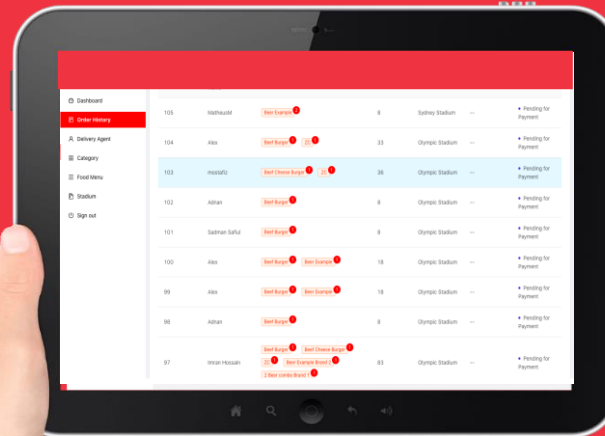
Customer Application

2

The business accepts the order via the dashboard

3

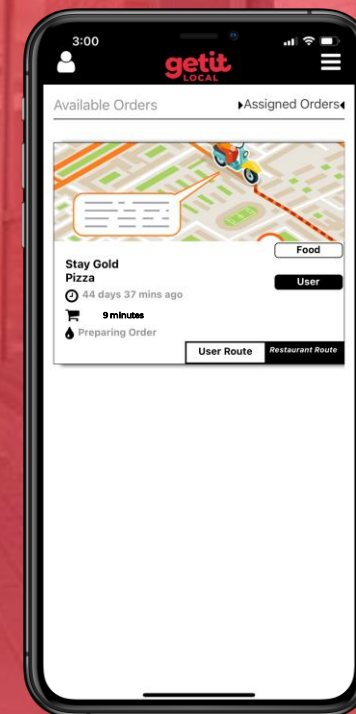
The business then prepares the order pickup or delivery



Business Dashboard

4

The customer/delivery driver picks up the order



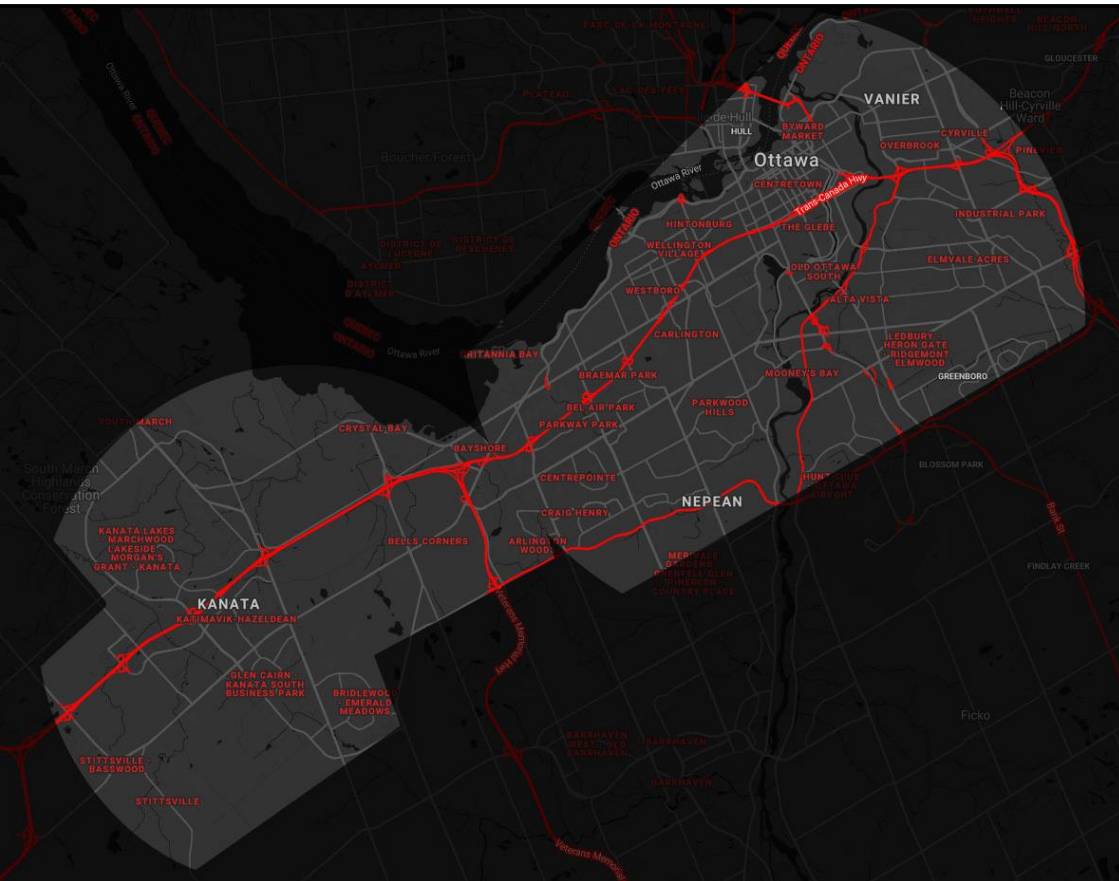
Delivery Application | Driving Partner

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LOCAL

Delivery Zones and Hours of Operation



We operate in Ottawa, Ontario and Calgary, Alberta. Our hours of operation and delivery zone for Ottawa is as follows:



Hours of Operation

Pickup & Takeout hours – Varies by business
Based on business hours and availability



Currently Available

Express delivery hours – 60-minutes or less
4 - 9 pm | 7-days a week



Currently Available

Fleet delivery hours – Next day delivery
11 am - 9 pm | 7-days a week



Launches Nov 2021

Lunch delivery hours – 60-minutes or less
11 am – 2 pm | Monday – Friday



Currently Available in
Ottawa Central

**Ottawa Central Zone only*

**In development – We will be able to deliver to customers outside of the set zone in 2022.

General Information



Merchant Service Fees – 2.9% + \$0.30 per transaction

Commitment – Month to month, no obligation

Management – An Account Executive is assigned to your business for account management

Support – Live support to call – Businesses & Users

Reconciliation – Weekly – Deposit on Wed/Thurs for the previous week Monday-Sunday

Monthly Billing – On the 1st of the month, once you have reached the 3rd month of the trial program – discounts applied to your month-3 and month-4 payments



Delivery & Driver Information

Average Food Delivery Time – 43 minutes

Quantity – Active pool of 300+ drivers across Ottawa & Calgary

Quality – Drivers use thermal bags for deliveries

Reliability – Drivers all have motor vehicles – No bike deliveries

Delivery Range – City Wide by Spring 2022 - currently zone-based

Join the Movement with Getit Local



Book a meeting or demo with a member of our sales team

Director of Sales – Michael Lautru – Michael.Lautru@getitlocal.app

Calgary Territory Manager – Daniel O'Donnell – Daniel.Odonnell@getitlocal.app

Account Executive – James Fretschner – James.Fretschner@getitlocal.app

Account Executive – Lindsay Ryan – Lindsay.Ryan@getitlocal.app

Account Executive – Matt Stewart – Matthew.Stewart@getitlocal.app

Sign up for our 3-month trial

Find out how you can get **4-months of free delivery** for your business!

Get involved in our community partnership program

Private events – Festivals - Charity Events - Staff Discounts - Ambassadors

Community & Partnerships Manager

Lauren Larocque – Lauren.Larocque@getitlocal.app

Refer a business

Refer a business that would benefit from our service and platform and get a free month of business for every business you refer to Getit Local.

