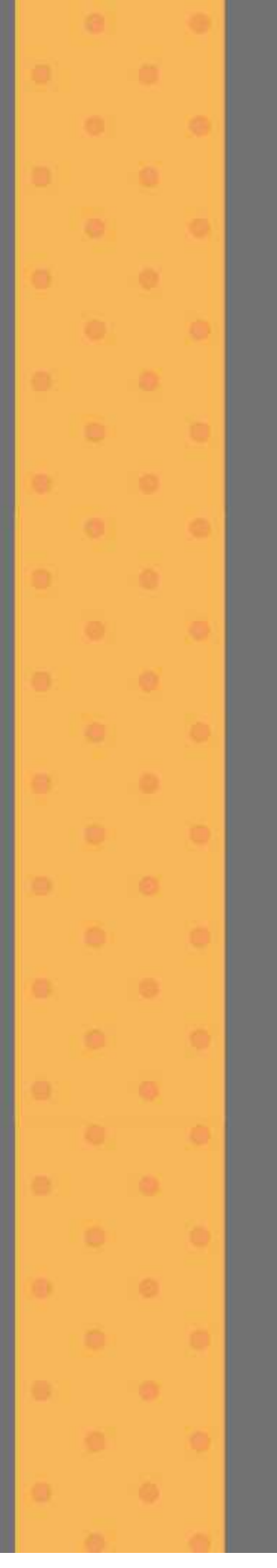


MJOMEGA SOLUTIONS PRIVATE LIMITED

Pitch Deck - Manish shah



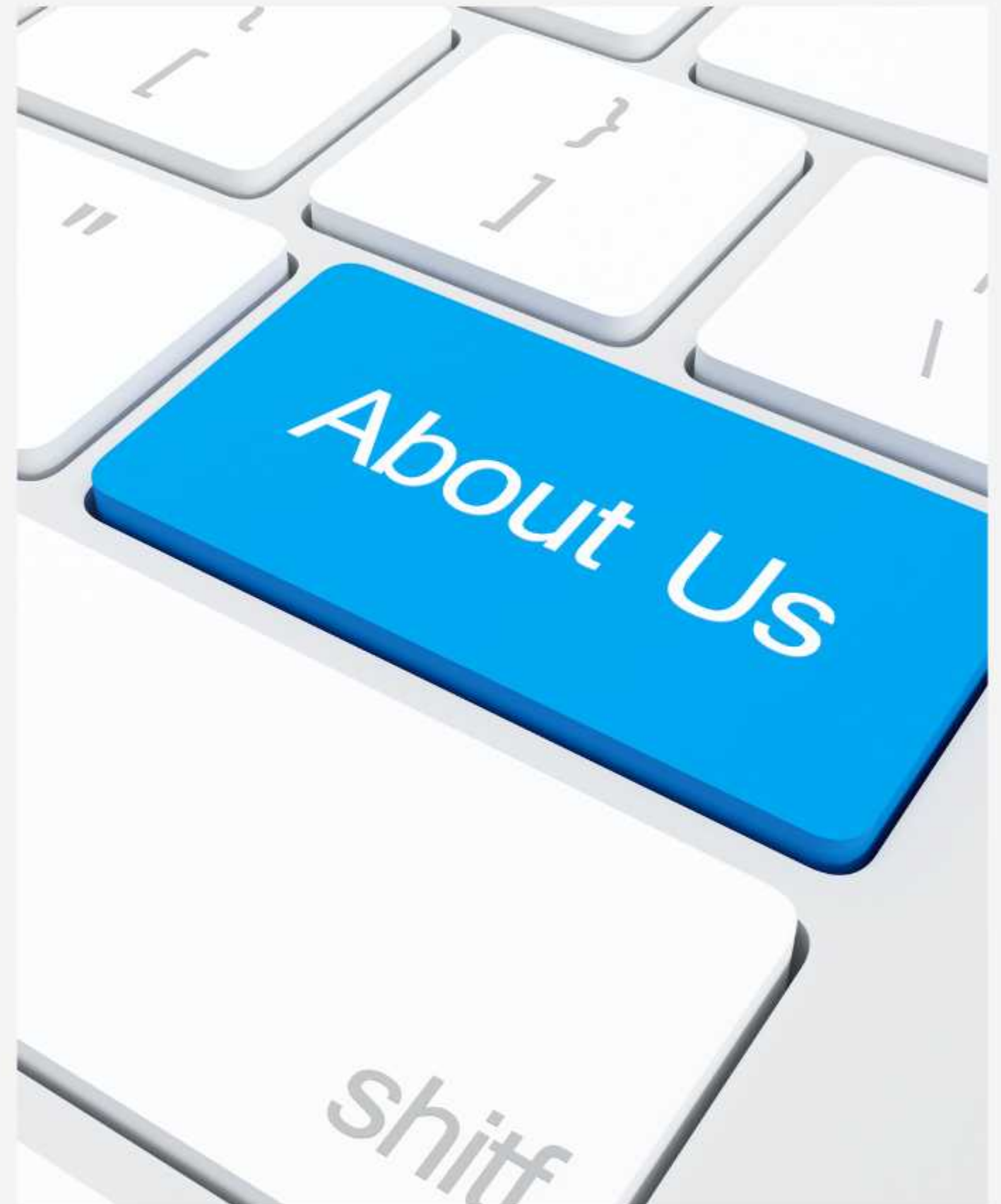
**O-JCB
APP**



About Us

At MJOMEGA SOLUTIONS PRIVATE LIMITED, we are pleased to announce our new startup that will provide JCB Machine services to contractors, farmers, and the general public. Our goal is to make these services easily accessible and affordable for everyone. We recognize that purchasing a JCB machine outright can be costly, and not everyone has the financial means to do so. Therefore, our platform allows individuals to rent JCB machines at a reasonable cost.

Our innovative O-JCB App makes it simple for clients to order JCB services on their mobile phones, in a similar fashion to using Uber or Ola for taxis. Once a client places an order, nearby JCB owners or operators will receive an SMS notification, enabling them to contact the client, discuss the work portfolio and distance, set a fixed rent per hour, and complete the work at an agreed-upon time.



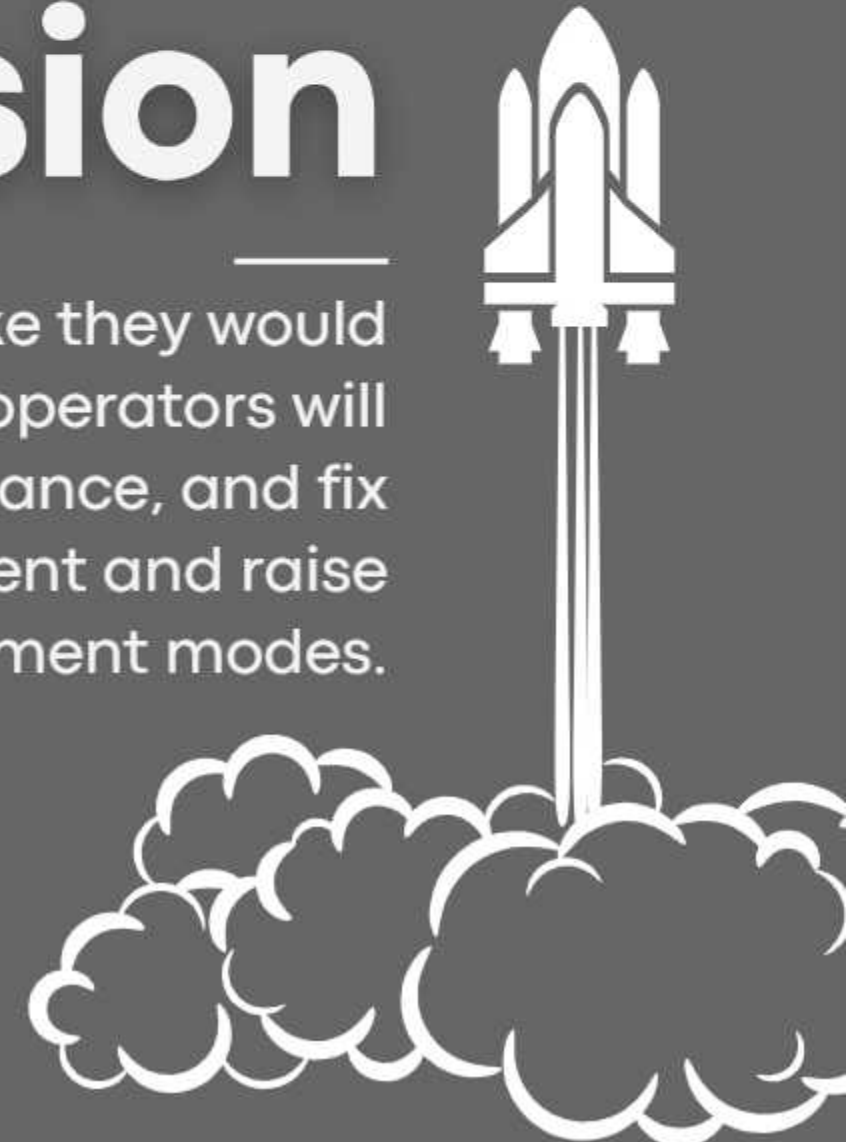
Vision

Our vision is to make JCB machine services easily accessible for everyone through a platform where people can rent JCB machines at a reasonable cost for their earthwork activities.



Mission

Our mission is to provide a mobile app that allows clients to order JCB machines like they would order a taxi through Uber or Ola. Once a client places an order, nearby JCB owners/operators will receive an SMS and can contact the client to understand their work requirements, distance, and fix rent per hour. After the work is completed, the JCB owner/operator can charge the client and raise the bill. Clients can pay for the service through online payment modes.



Problem Statement



The existing industry problem is that JCB machine services are not easily accessible to everyone due to the high cost of ownership. Additionally, it can be difficult for contractors to find JCB machines available for rent when they need them. Sometimes JCB owners demand a higher charge per hour, which can further discourage people from renting JCB machines. We believe that there is a huge scope for bridging this gap and making JCB services accessible to everyone who needs them.





Our Solution

Our solution to this problem is to provide a platform where people can easily rent JCB machines at a reasonable cost. We believe that this will help to increase the availability of JCB machines for rent, and make it easier for contractors and the general public to access these services. Additionally, we plan to charge a nominal 2% to 5% service marketing charge to cover our operational costs. We have also fitted GPS in our new JCB machines, and we will arrange for GPS fitting for old JCB machines to ensure better tracking and safety. Our goal is to create a transparent and efficient system that benefits both JCB machine owners and users.

Our App Features



First-time users of the O-JCB App get one free hour of JCB service.

The O-JCB App is offering a promotional deal for new users. If you are using the app for the first time, you will receive a complimentary hour of JCB service absolutely free of charge.

Order JCB machines easily on our mobile app, just like Uber or Ola for taxis





- Nearby JCB owners/operators receive an SMS of the client's order
- Owners/operators can contact the client, understand work portfolio distance, fix rent per hour, and complete the work at a fixed time
- Clients can pay the JCB owner/operator through online payment mode
- GPS-fitted JCB machines ensure transparency
- Our platform/App service charges range from 2% to 5%.
- We arrange GPS fitting for old JCB machines
- The average charge of a JCB machine is Rs. 900 per hour.

How it will work?

Ownership

Registration Of JCB Vehicles With RTO Regi. The number of earthwork, demolition, and leveling concepts. Place Of Employment With Contact Information Made Of Digital Online Payment ATM, Debit Card, Google Pay, Or Any Other Digital Payment System Permanent Registration With Bank.

Driver Side

Job Requirement Region Experience Problem Telephone Number, Driver Database.

Client Side

Requirement Of A JCB For Approximately One Hour Nature Of Work Excavation, Earthwork, Deconstruction, Leveling, Etc. Place Of Employment With Contact Information Made Of Digital Online Payment ATM, Debit Card, Google Pay, Or Any Other Digital Payment System Permanent Registration With Bank.



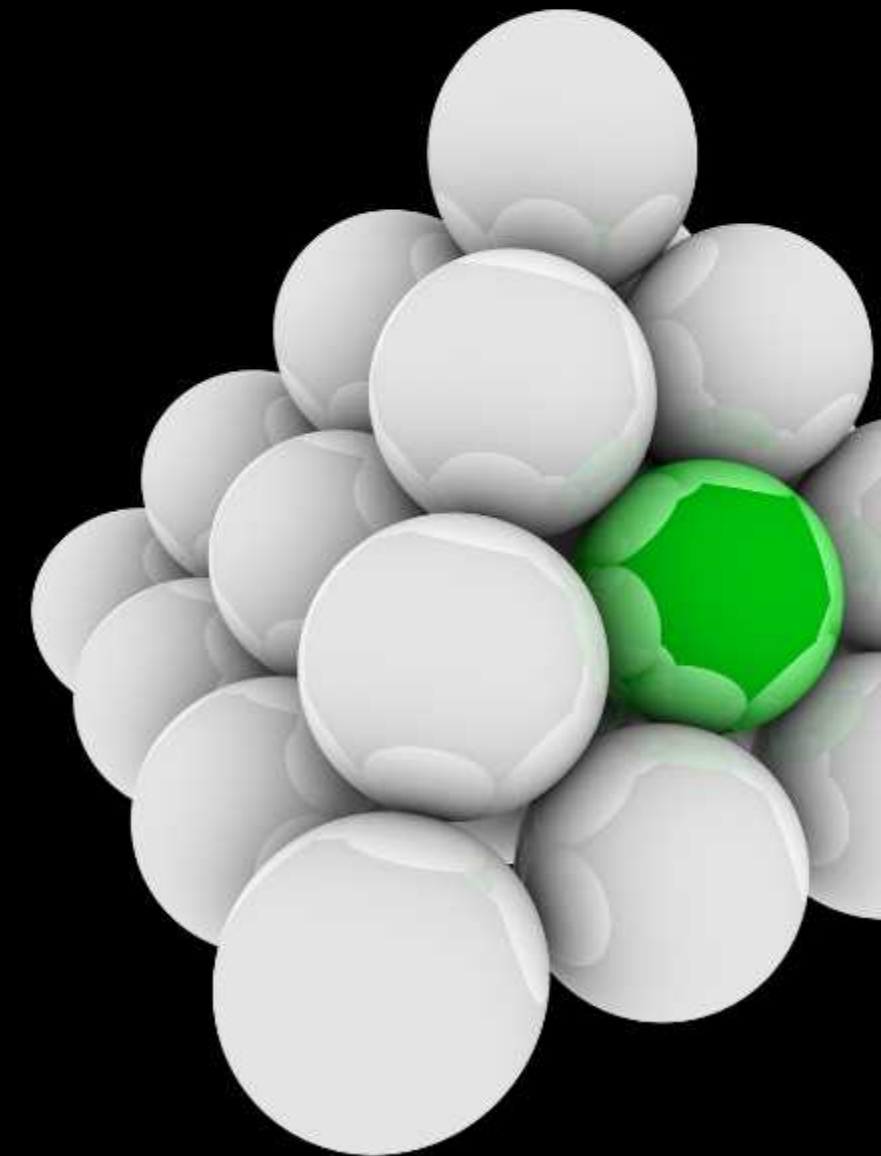
Goal of Safety

- Spare Part Specifics, Supplier Information, Cost, and Contact Information.
- JCB Garage Repairing / Service Station Specification Photographic Gear Hydraulic Body Etc.
- For JCB Insurance Agent RTO Passing Spare Part Oil Garage, Etc.
- Call Center For Troubleshooting Digital Marketing SMS Alert App Real Estate Promotion Creda Builder Association DRDA Government Sector Etc. Support for Backward / Forward Integration Nearby Fuel Search / Instruction.



Unique Selling Proposition (USP)

- First 1 hour free for Our New App users.
- We will provide GPS to old jcb operator Make training session for using this app and Registration
- Provides accessible and affordable JCB machine services to contractors, farmers, and the general public
- Presently, no such mobile application is available for JCB users or JCB operators; such an application would save fuel and man hours, as well as increase the income of JCB operators.
- Offers JCB machine rentals through their O-JCB App, similar to Uber or Ola for taxis
- Streamlines the process by notifying nearby JCB owners or operators of a client's order
- Offers GPS fitting for older JCB machines to utilize the latest technology
- Our platform/app service is priced competitively, with charges ranging from a minimum of 2% to 5%.
- GPS already installed on new JCB machines
- Provides reliable and efficient JCB services at an affordable cost.



1. Approx JCB In Gujarat 10,000.00 Out Of Which 10% JCB Will Use Our App.

Average Rate Of JCB Per Hour –900.00 Rs.

- Average Working Day And Hour In Month 25 Day And 8 Hour
- Per Month Cost Per JCB
- $25 \times 8 = 200$ Hour
- Rate 900.00 Rs / Hour
- Cost $200 \times 900 = 1,80,000.00$ Rs.



Revenue Model

2. 2% to 5% Our platform/App service charges range from 2% to 5%.

- Approx =70,00,000.00 Rs. (14×0.05)
(70 Lac Per Month)

3. Cost Of GPS Fitting (NEW JCB 400 Already Fitted With GPS)

- $600 \text{ JCB} \times 4,000.00 \text{ RS. / GPS}$
- 24,00,000.00
- 24-00 Lac
- Say Rs.= 30-00 Lac

Target Customers



Real estate Developers, Contractor, Farmers, & General Public For Their Excavation Shifting Loading Unloading Soil, Levelling, Filling Earth Work Of Canal, Lake, River Foundation Basement, Excavation Mining Road & Building With Infrastructure And Civil Gardening Work.

Market Size

According to a report by Research and Markets, the construction equipment market in India is expected to grow at a CAGR of 6.8% from 2020 to 2025, with the earthmoving equipment segment, which includes JCB machines, being the largest segment. The report also notes that the rental market for construction equipment is growing in India, as it provides a cost-effective option for contractors and builders.

Therefore, there is potential for MJOMEGA SOLUTIONS PRIVATE LIMITED startup to capture a portion of the JCB machine services market in India, especially if they can offer competitive pricing and convenient access through their O-JCB App. However, the success of the startup will also depend on factors such as the quality of services provided, customer satisfaction, and effective marketing strategies.



Competitors

No competitor as No such app is available presently in the market,
There is currently no existing application in the market that competes with the app being referred to. This means that the app has a unique offering or feature that is not currently being offered by any other app in the market, making it a one-of-a-kind product.



Aim To Scale Up

Expand geographically

Diversification of services

Partnership with equipment manufacturers

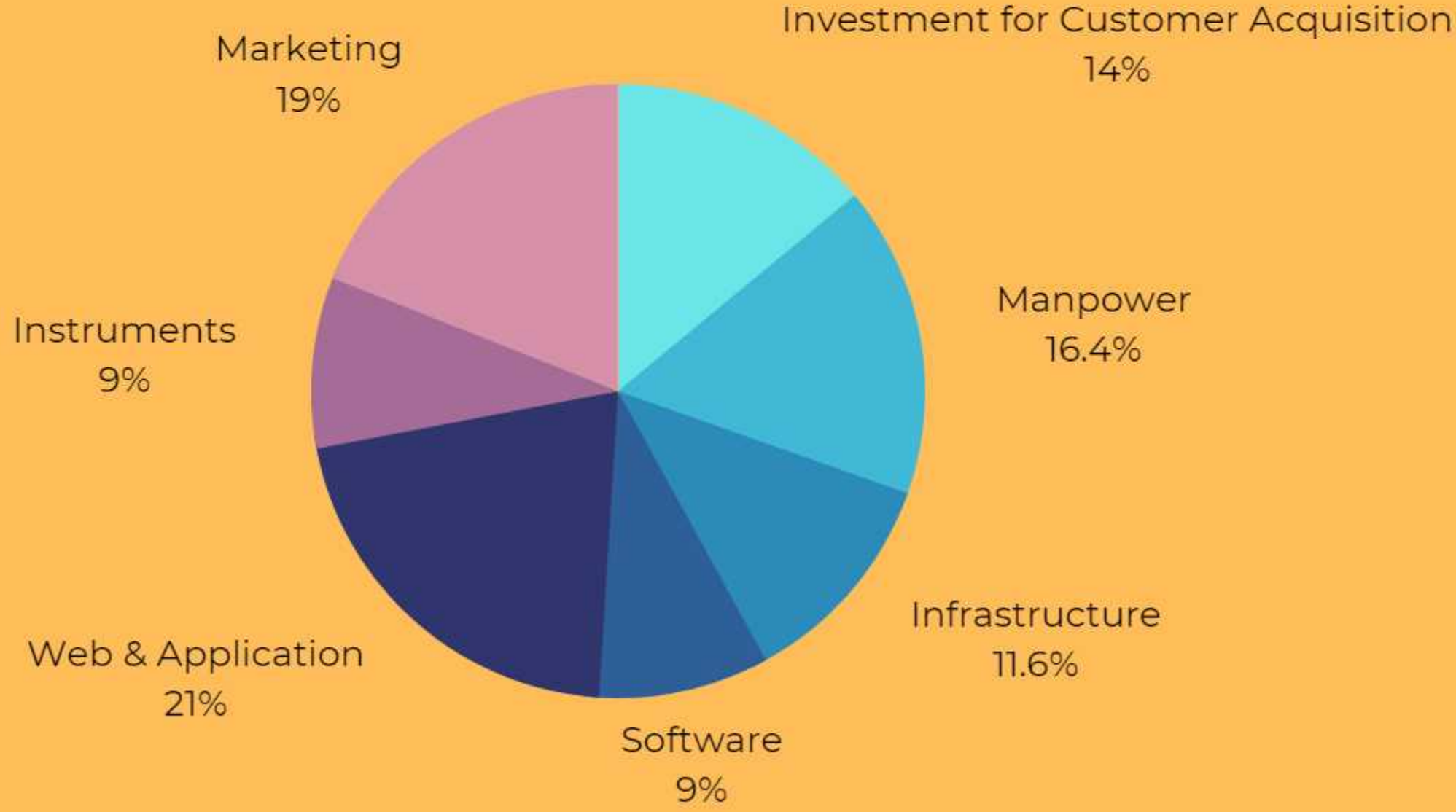
Investment in technology

Marketing and brand building

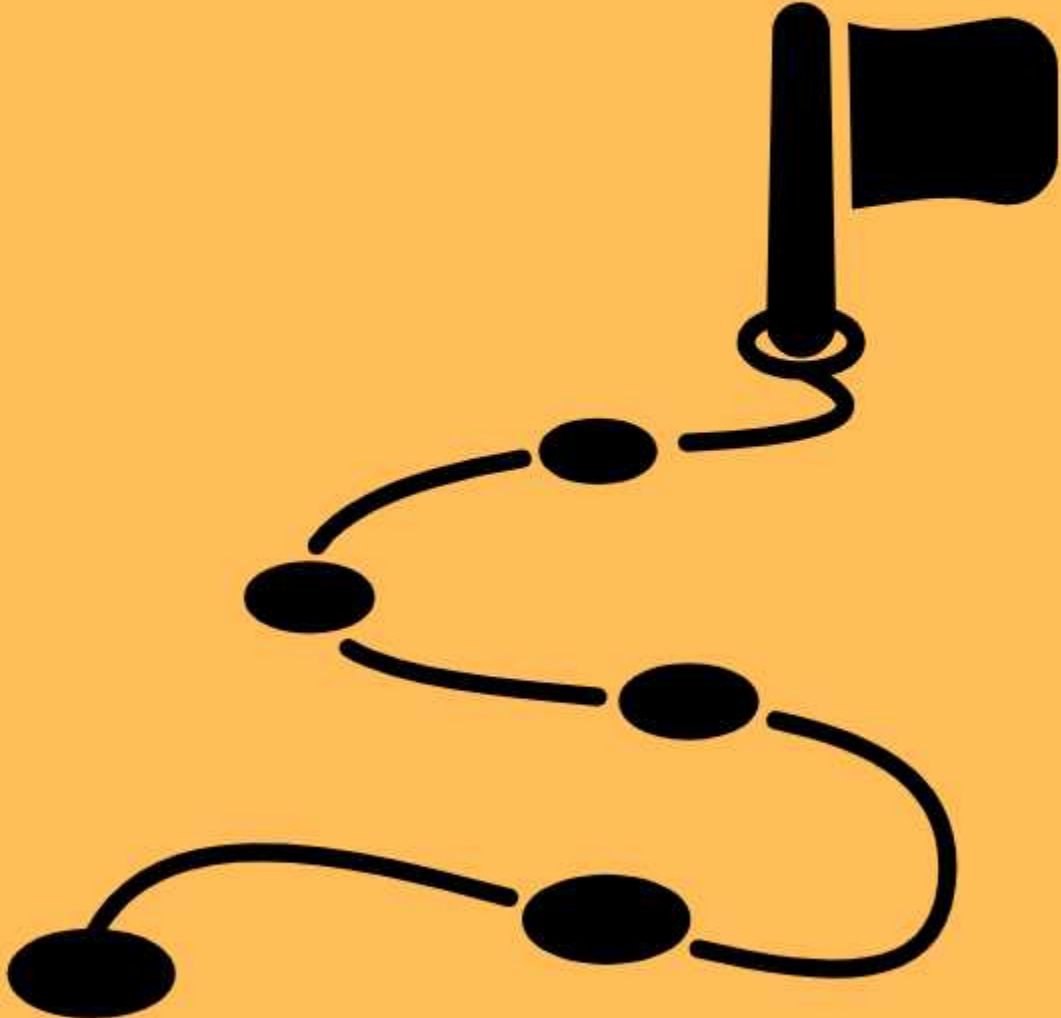


Allocation of Funds	Grant Fund Ask
Investment for Customer Acquisition	7,00,000.00
Manpower	8,20,000.00
Infrastructure	5,80,000.00
Software	4,50,000.00
Web & Application	10,50,000.00
Instruments	4,50,000.00
Marketing	9,50,000.00
Total	50,00,000.00

Fund Utilization

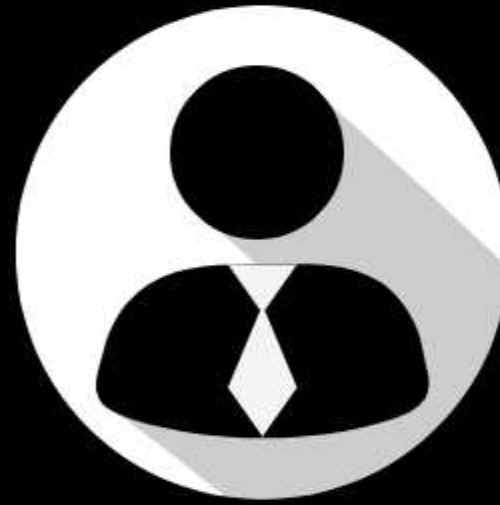


Fund Utilization Milestone



Total Per Milestone	1st Milestone	2nd Milestone	Total
Investment for Customer Acquisition	3,00,000	4,00,000	7,00,000
Manpower	3,20,000	5,00,000	8,20,000
Infrastructure	2,00,000	3,80,000	5,80,000
Software	2,00,000	2,50,000	4,50,000
Web & Application	4,00,000	6,50,000	10,50,000
Instruments	2,00,000	2,50,000	4,50,000
Marketing	4,00,000	5,50,000	9,50,000
Total	20,50,000	29,50,000	50,00,000

Director Details



Manish shah
Director

(Diploma in civil engineering
with 34 years of professional experience)



Contact Us



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2

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