

Luggage Delivery Services

By

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Aero Speed

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1. Abstract

My name is Muhammad Uzair Latif, I'm student of BS (Aviation Management) I did my matriculation and intermediate from Sahiwal. I'm passionate about this field that's why I join field of aviation, I spent my 4 years in this degree and learn each and every aspect of aviation. This is my final year thesis. I prefer to write this thesis individually. The benefits of working individually is firstly this project is property of me. Secondly, I learn more and give my full efforts in this project without any hustle or inconvenience. Thirdly, as I'm working individually on this thesis I wrote this thesis in my CV that will helpful for me in future. I did my best to write this thesis.



I'm thankful to Almighty Allah and my parents that I'm studying in a higher institute at "University of Management and Technology, Lahore" under IAS (Institute of Aviation Studies). I'm very thankful to my thesis supervisor Captain Sir Imran Saeed and Advisor Ma'am Amna Hafeez, for helping me out in this thesis and guided me in a very professional way. If I'm able to complete my thesis on time, it's all due to my efforts, guideline of my professors, help from supervisor and prayers of my parents. Literally I'm nothing without them all. May Allah swt gives best health and shower His blessings on to all of them and gives me courage to grow more and give my best to this field, and guided me to follow halal path in future. (Ameen)

"A learned man who doesn't restrain his passions is like a blind man holding a torch, he guides others but not himself" (Shaykh Sa'di)

"Knowledge is my companion, it is with me wherever I go. My heart is its container, not the bookshelf." (Hazrat Ali R.A.)

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2. Executive Summary

To meet the challenges of encouraging, collecting and evaluating ideas by designating a specific service to our valuable customers to fulfil their needs and for us to meet our goals to generate our revenue. As an entrepreneur we created a new unique idea to help passengers to fill market gap so that passenger do not have to wait for hours at their luggage clearance, we created our own new and unique idea named as Aero Speed luggage delivery services, Pakistan. In it all the headache of luggage clearance and checks is on us. We gave passengers full travel comfort without any headache of luggage burden, it's our duty to pick up luggage from their home or pickup point and deliver at airport and on arrival it will be our duty to receive luggage and deliver on drop-off point. Passengers can use this useful service by just one click. It's a beneficial idea to help passengers in their luggage clearance and our source of generating revenue. This project is unique and new, as every new project have to face issues and problems. This one is future project and surely it will face ups and downs in future. We judge this project by analyzing its pros and cons. This project is related to aviation field as we connect luggage and airport. Firstly I make a business plan in which I cover core strategies of business, resources in business and study about what will be the resources of our company. Then I talk about financials of this business and details about how this project will be operational. Industry analysis of project tells us about company's environment (external or internal). Environment plays an important role in any project so we also analyze our project through SWOT analysis. We discuss about project strengths that how it can be strong in market, what steps will strengthen this project, than we briefly analyze weaknesses of this project and conclude as which steps should we take to meet and sort weaknesses of this project. Strengths and weaknesses are internal environment which are controllable by company. Than we discuss about opportunities, like which kinds of opportunities, this project will develop in market and who will be threaten of our project and currently which kind of threats will face by aero speed. For sake of getting more accurate and modern result we also analyze this project with PESTEL analysis. We analyze that how political issues threat this project and how it go through with this. Then we discuss all economics factors, Social factors, Technological factors, Environmental factors and legal factors of this project. In short we analyze this project with 360 degree view. Then I relate this project with five forces business model, in which I cover analysis of industry competition, potential of new entrants, power of suppliers and customers and threats of substitute. After analysis of each and everything, at end I describe future recommendations and sum up this all project with final conclusion.

3. Introduction

Aero Speed luggage delivery service is a unique idea. That idea is not even exist yet. This idea is generated to focus on passengers who are frequent flyers and for whom first priority is “Time is Money”. It is luggage delivery on delivery van but it’s directly proportional to Aviation as air travel is involved in our priorities. It is basically delivery service of luggage only, we are not responsible for cargo delivery. But deals with every kind of luggage (one and two-way). Firstly it solves long queue problems, secondly it solves carry problems of heavy luggage. Passenger don’t need to carry heavy luggage with them, they just need to have their hand carry and join flight before half hour instead of 3-4 hours, and on arrival they just need to exit from airport right after landing, rest of all formalities and baggage carry problems will be solved by our company. Luggage delivery service is an idea generated for helping passengers to avoid irritations of baggage flurry waiting and security checks. All a passenger can do is just to pack up their luggage which includes their every item (except any prohibited and illegal item). They just inform at least 6 hours before flight so our crew pick up luggage and maintain formalities hassle free.

In Luggage delivery service we provide the facility in which the passenger’s luggage is picked up from their home, office or any given address and delivered to the airport. By this service the passenger do not have to get early at the airport just for checking and loading the luggage process. You just have to come to airport with your hand carry and mobile laptop etc. This will save the time of the passenger at the check-In because all the luggage process has been done already, and at the arrival the passengers do not have to wait for their luggage. Aero Speed will do all this process after security checks and custom checks Aero Speed will deliver your luggage at your home or the given address.

Currently no one is researching for finding and solving this market gap. As this project will came into being in future than it is possible that it may face ups and downs. This project is also opportunity for other researches to pass their own judgments for betterments of this project. It needs to be done in future to find weaknesses of this project and solve to avoid any inconvenience. Our basic aim is to help passengers for saving their time and efforts of being worthless duty of luggage carry problems at airport.

The scope and area of interest for this project is to bring new innovation in Aviation industry. As it is fastest growing industry in entire world. So this project will be helpful in future. As I survey different passengers who are frequent flyers and other who travel once in a blue moon, both passengers seems to be very fed up from luggage carry headache. Firstly they have to