



Sandalandala project

Students:

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Business development

- **Resource**
- Our resource for this project is the green area near the beach located in Vama Veche





Concept

- Vama Veche Scooters is a business that offers electric scooter rentals to tourists and locals alike.
- Our scooters are eco-friendly, easy to use, and provide a convenient and fun way to explore the beautiful Vama Veche area.
- We believe in promoting sustainable tourism and reducing carbon emissions, which is why we offer electric scooters as an alternative to traditional gas-powered scooters. Our scooters are charged using renewable energy sources and emit zero greenhouse gases, making them an environmentally responsible choice for travelers. Our rental process is simple and convenient.
- Customers can reserve a scooter online, and pick it up at our location in Vama Veche. We also offer delivery to local hotels and accommodations upon request. Our scooters are equipped with GPS and safety features such as helmets and locks, ensuring a safe and secure ride for our customers.
- We also offer maintenance and repair services for our scooters to ensure they are always in top condition. At Vama Veche Scooters, we are committed to promoting sustainable tourism and providing a fun, convenient, and eco-friendly way for visitors to explore the beautiful Vama Veche area.



Product, experience and story

- Our business with electric scooters started with a passion for sustainability and a desire to provide a fun and eco-friendly way for people to explore our city.
- As avid cyclists, my business partner and I were frustrated by the limitations of traditional bicycles in our urban environment. We wanted a transportation option that was more convenient and faster than walking, but that didn't rely on fossil fuels or contribute to air pollution. That's when we discovered electric scooters.
- After doing some research and trying out different electric scooter models, we were convinced that electric scooters were the perfect solution for urban transportation. They were compact, efficient, and emitted zero emissions, making them an eco-friendly choice that aligned with our values.
- We decided to launch our business with electric scooters in our city, hoping to provide a convenient and affordable transportation option that would reduce our city's carbon footprint. We invested in a fleet of high-quality electric scooters, sourced from reputable manufacturers, and developed a user-friendly rental process that made it easy for anyone to use our scooters.



Market

- The market for electric scooters in Vama Veche, Constanta is likely to be strong and growing. Vama Veche is a popular beach destination in Romania, attracting both local and international tourists during the summer months. The town is known for its vibrant nightlife, music festivals, and laid-back atmosphere, making it an ideal location for electric scooter rentals
- Electric scooters are a convenient and eco-friendly way to explore Vama Veche and the surrounding area. They allow riders to easily navigate the town's narrow streets, beach promenade, and crowded sidewalks, while avoiding the hassle of finding parking spots for larger vehicles. Additionally, electric scooters are quiet and produce zero emissions, which aligns well with the town's eco-friendly values.
- There is also likely to be demand for electric scooters from locals who are looking for an alternative mode of transportation. Vama Veche is a small town, and electric scooters offer a convenient and affordable way to get around without relying on cars or other motorized vehicles.

Facilitate

- Communication:
 - We are going to use Facebook Ads, Instagram Reels, TikTok videos, etc.
- Physical:
 - First things first we need to collect and charge the scooters and bikes. After that we are going to place them all in order in the green space of our location
- Finance:
 - We are going to finance this project with our own resources and reinvesting the profits made from the tent rentals.

Staff

- **How much staff do we need in order to deliver this experience?**

As for the staff, we don't need many employees to run this project.

We only need 1 employee to run the stand from where the people are going to rent the electric scooters and bikes and we need 1 more employee to collect the scooters and bikes to recharge them.

Thank you for your attention!

