

Last.Mile.Fast: An end solution for E-Commerce and last mile logistics

Supermarket & Retailer talks to
Craig Langton, Founder of Last.Mile.Fast



Last.Mile.Fast offers a complete end to end solution for E-Commerce and last mile logistics. Our 'one stop shop' solution is sustainable and scalable, offering all industries the lowest cost per delivery while maintaining a customer focused experience. Businesses previously excluded from the E-Commerce boom now have a bespoke solution. Our exclusive technology coupled with a dedicated motorcycle, sets our customers apart from their competitors.

We offer a B2B and B2C solution for all industries such as courier, pharma, banking, grocery, documentation, cold chain, eye wear, bespoke coffee, electronics, beverages, hardware, liquor, and confectionary.

S&R: What sets your company apart from competitors?

By adopting and developing a sustainable, low-cost solution for all industries. Instead of a focus on groceries and fast food we have developed a solution for all B2B and B2C customers. Instead of using a 'roaming fleet' of delivery riders, a dedicated fleet of riders are trained to offer a bespoke customer service.

Instead of dealing with multiple service providers to fulfil your E-Commerce solution, all services are offered in-house. From marketplace platforms all the way to the delivery without managing riders or a fleet of motorcycles.



**LAST.
MILE.
FAST.**

S&R: What are the key challenges facing the industry?

While the online retail sector is enjoying a boom set to be worth R100 Billion by 2026 with record sales reported, the costs associated with the last mile delivery can be crippling. The current last mile delivery sector is just not sustainable and will restrict further online retail growth unless a solution is found.

Last. Mile. Fast offers Online retailers a sustainable and low cost 'on demand' last mile solution. Using technology and an all-new approach to

deliveries, retailers previously excluded due to the high costs associated, now have an active solution.

S&R: How has your company evolved to maintain leadership?

Every team member brings their own unique strengths to the organisation creating a diverse set of energy and skills. Through learnership programmes, young people are given opportunities to offer fresh ideas and grow to be skilled individuals adding value to the business.

Free S&R subscription



S&R: How does Innovation play role in your company's success?

Innovation is the core strength of our business. Through innovation and technology, we have developed packaging solutions, advanced telemetry, route optimisation and online platforms at low cost. With our innovation, all B2B and B2C customers can be online and delivering on demand with a bespoke offering.

S&R: What investments is your company to secure future growth?

In the fast-paced world of online sales and last mile logistics, staying ahead of our competitors requires us to continuously engage with our customers and stakeholders. By investing in tomorrow's solutions today, we partner to deliver a world class solution. We invest in our commitment to offer an environmentally sustainable solution.

S&R: In what ways does your company engage with customers to ensure you stay aligned with their evolving needs?

By consistently measuring 'customer experience' in the field we are in a strong position to offer our clients accurate input on consumer and industry trends allowing them to adopt the correct solution and not just the easiest. We collaborate and inspire.

S&R: How do you leverage technology to maintain a competitive edge?

With a core focus on innovation and technology, Last.Mile.Fast is constantly evolving to ensure we offer our clients the latest technology which in turn offers a solution at low cost.



Smartbox is the ultimate on-demand motorbike delivery box, built to help your business handle last-mile logistics with speed, reliability, and eco-friendly design. From maintaining perfect temperatures to offering advanced security features, Smartbox delivers where it matters most.

S&R: What is your vision for the next 5-10 years?

Stay true to our core ethos of sustainability and social responsibility while continuing to develop and innovate world leading solutions for every industry in SA. Continue raising awareness amongst on-line retailers about the importance of taking accountability for their last mile delivery solution and that a 'cheap outsourced' solution including 'cheap' motorcycles and equipment always carry a threat to human wellbeing and a threat to the environment. Introduce the first commercially sustainable EV motorcycle to South Africa that is truly environmentally sustainable and does not add to the growing concern of E-waste.

S&R: What role does sustainability and social responsibility play in your overall strategy?

Last.Mile.Fast was founded on a commitment to sustainability and social responsibility. All products offered by Last.Mile.Fast are environmentally sustainable. Last.Mile.Fast in conjunction with Hero Motorcycles boast a world leading ESG rating coupled with 100% environmentally sustainable products.



Join us in transforming the future of delivery. Together, we can move faster, smarter and greener.



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