



Nationwide: Intrapreneurship Programme

Aug 2020



What is VANHEROES?



VANHEROES is the easiest way to find a van, with local, professional van drivers on hand to get the job done. Think “UBER”, but for man and van services.

Users can use our mobile app to easily book a van for a date and time that suits them, while supporting local professionals in their area.

Drivers (known as “Heroes”) are vetted and approved by us first to ensure fantastic service, then they can find available jobs in their area via the app to suit their schedule.

VANHEROES is currently available in Swindon and surrounding areas, with plans to expand to Bristol, Bath and more by 2021



Our story so far



September 2018

Awarded a place on NBS
Regional Growth Hub Pilot
(Innovation Team)



June 2019

VANHEROES app launches on Android
and iOS, after 10 months of part-time
development on zero budget



April 2020

Over 1,000 users and 100
local drivers signed up to the
platform, and growing...



VANHEROES

June 2018

VANHEROES is founded by
Shane while working at an
App Marketing Agency

HEROHUB

April 2019

Our first *HeroHub* event for drivers
takes place, encouraging
feedback and networking



November 2019

First commercial partnership
signed with Panoramic
Bathrooms

Ambitious Growth

- Expansion to Bristol and Bath by 2021
- Seed round investment by 2021
- Go to market with a B2B Solution by 2022

Community Driven

- Always competitive on price, for everyone
- Empower and support local business
- Reward our loyal customers and drivers

Startup Mentality

- Innovate and execute, with a fail fast attitude
- Champion an agile approach
- Challenge, inspire, and encourage growth



Shane Moore

CEO & FOUNDER

- Operations management background
- Currently at Nationwide Building Society

Shane focuses on the vision and growth of the company, inspiring people and businesses to join us on our journey.



Hamlyn Deas

MANAGING DIRECTOR & CO-FOUNDER

- Marketing & creative background
- Experience in UX / project management

Hamlyn brings our vision to life through a mix of marketing, branding, product design, project management, events, and more.

Intrapreneurship

The act of behaving like an entrepreneur while working within a large organisation.



Leah Earp

CUSTOMER EXPERIENCE MANAGER

- Working with us for just over **6 months**
- *Business Analyst Grad* at Nationwide

Leah has brought so much passion and energy to the team, always applying herself and looking to grow her existing skills to help us provide an incredible experience for users and drivers.



Ryan Cawthorn

DEVELOPMENT SUPPORT

- Working with us for just over **3 months**
- *Junior Developer* at Nationwide

When our previous development team stepped down from the project, Ryan was eager to offer his help with maintenance of our app, seeing it as a valuable learning opportunity.

Why join the Intrapreneurship Programme?



A dedicated, ongoing project for NBS Digital & Tech teams to participate in as part of their prescribed off-the-job learning, one day per week



A unique opportunity for NBS employees of all levels to learn new skills, grow confidence, and gain insight into a fast-paced, agile startup environment



A place to demonstrate abilities, from app development and product ownership, through to team leadership, business management, and creative thinking



A chance to think like an entrepreneur as part of an exciting startup, in line with the values of the Society



WE ARE ACTIVELY SEARCHING FOR

Development Support

- Web Development
- Front-end and UI
- DevOps
- Security
- Testing

WE ARE ALSO INTERESTED IN

Project Support

- Project Managers
- Scrum Masters
- Business Designers



Shane has offered 'learn by doing' experience to two colleagues [...] to help augment their in-house experience with the opportunity to engage safely in supporting his start-up business learn and grow.

Leah and Ryan benefit hugely from this chance to experiment and 'see life from a start-up perspective' – helping get the balance between scaled enterprise and founder's innovation.



Richard James

WAYS OF WORKING LEAD

Nationwide Building Society



Questions?

Get in touch with us at
careers@vanheroes.co.uk

-  **Availability on all devices**
The Tote app will be web-based, which means a single app with centralised functionality will be available on iOS & Android devices such as phones & tablets, and via web browser on desktop.
-  **Connect with a network of Local Heroes**
The Tote app will connect everyday users with a unique network of local helpers. Tote Heroes consist of Van Owners and Helpers who can sign up for free via the app or on the website.
-  **Van Drivers you can trust**
All Tote Heroes are fully licensed and vetted, with the Tote team carrying out in-depth background checks before allowing access to the driver version of the app. This is especially important for Waste Disposal.
-  **Transparent Pricing model**
Tote has a transparent, algorithm-based pricing system that gives users an accurate portrayal of how much their jobs will cost. We take 20% service charge on each job, the helpers keep the rest.
- Feedback-driven**
Tote Users and Heroes are both rewarded for keeping to our codes of conduct, as well as for referring their contacts. We operate a strict "3 strikes" policy for Users/Drivers that fail to meet our standards of service.





**Thank you for
your interest!**