CATALOGUE OF +150 STARTUP COMPANIES

The biggest and most influential startup conference in the European Adriatic & Balkan regions!
MARIBOR, 15 and 16 May 2018
TO CONCRETE RESULTS IN A YEAR!

dr. MIRO CERAR  
Prime Minister of the Republic of Slovenia and honorary patron of the PODIM Conference 2018

Last year, I attended the PODIM Conference to publicly express the excitement and support of the Government of Slovenia at all the innovation, development and business achievements of Slovenian startups, which are placing our country on the map of established European startup hubs. But actions speak louder than words, so I also visited PODIM last year to meet representatives of the Slovenian startup community and make an overview of all the key management, fiscal, business and administrative obstacles that innovative startup companies face in Slovenia. The purpose was to try and eliminate these obstacles in collaboration with line ministries, ensuring a more encouraging environment for the creation of startups and their business operations.

I am extremely pleased that after a year of constructive dialogue, collaboration with the Slovenian startup ecosystem and a special inter-service working group has produced concrete results! The action plan “Slovenia, the land of startups”, which the government adopted in March this year, thus already includes 17 obstacles from the mentioned list and suggestions on how to eliminate them.

The mentioned suggestions also include the establishment of a startup company register, which will be led by the Slovene Enterprise Fund and will act as a basis for allocating benefits to startups. I would also like to highlight easier employment of foreign citizens in startups, and digitalization of employment procedures.

We also found a solution for upgrading cofounders with options, and eliminated the obstacles due to which investors, also those from abroad, need to be physically present in Slovenia for a company’s foundation or recapitalisation. More information about the obstacles and suggestions for their resolution can be found in the Action Plan and the Working Group Report.

Once again, I would like to take advantage of this opportunity and congratulate PODIM Conference organizers, who succeeded in attracting around 800 attendees from more than 20 countries, including more than 100 international investors, more than 150 corporate representatives and more than 200 startuppers.

With help of the catalogue you’re reading, the PODIM team will this year once again organize one-on-one meetings between startups and interested investors, corporate representatives and other potential business partners who can help them on their journey to success.

And last but not least – the PODIM Startup Catalogue is an excellent promotional publication and proof that the biggest and most influential startup conference in the Alps-Adriatic and Western Balkans region is one of the driving forces of networking and collaboration between the most promising talents from Slovenia and the region, and global leaders, investors and thinkers.
Over the past few years, it has been the case that by organizing the biggest startup conference in the Alps-Adriatic and Western Balkans regions, we weren't only breaking organizational records, but also personal ones. And not only in the number of working and sleepless hours, but because the joint efforts of the Slovenian and regional startup ecosystem and its most active stakeholders and dedicated individuals have caused PODIM to noticeably grow, develop, and actually become better, more useful, more resounding and more influential every year!

What exactly do I mean? At least three things. First of all, I would highlight the fact that this year, the usual two days of conference have grown to four days, organically and spontaneously, because of the needs of our users. Before the first official day of the conference, there will be a PODIM Demo Day, giving all startups presented in this catalogue the opportunity to pitch to investors and corporate representatives and weave the first formal and informal ties that they can then upgrade during the conference activities that follow.

The second fact I am incredibly proud of, because the idea for it came from the minds of the best Slovenian scaleup startups, is PODIM Marketplace. The event, dedicated to networking and concluding new business deals between the best hardware startups from Slovenia and the region, and the most propulsive regional and global distributors and traders, will take place on the fourth day of PODIM activities and strengthen startups in a field where they are often found lacking — in sales! That we succeeded in attracting distributors such as Amazon, Nital, Cylla, Blue Green Group, QoQa and many others is only additional confirmation that the event is addressing very relevant problems of our key users.

As the third fact, I would like to highlight the days, nights and results that were lived and created at nine PODIM Roadshow events, which we organized in collaboration with partner organizations from the Alps-Adriatic and Western Balkans regions, the Centre for European Perspective, and the British Embassy. In February and March this year, we carried out nine roadshow events in Zagreb, Beograd, Sarajevo, Tirana, Pristina, Skopje, Podgorica, Klagenfurt and Graz. We socialized and connected with representatives of ambitious local startup teams, investors, corporations and the support environment. This way, we more than successfully strengthened the recognizability of PODIM in the region, and attracted a significantly higher number of quality startup teams to the event.

Finally, allow me to quickly boast with the numbers of this year’s catalogue. Compared to last year’s PODIM, we looked at 500 applications (last year, there were 343 applications) and chose 160 most promising startups (last year 133), thoroughly described them, and presented their products, contact information, current investment goals and target markets. I sincerely hope that this year’s catalogue will provide incredible support and help in finding new investment and business opportunities. And if you have any questions regarding this, the entire PODIM team is gladly at your disposal!
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Mindfields
Mindfields | Russia | 2015 | mindfields.pro

Notify
Elephant | Kosovo | 2017 | elephantapplications.com

Omisli.si
Omisli.si d.o.o. | Slovenia | 2011 | omisli.si

OptiAnalysis
OptiBar, informacijske rešitve d.o.o. | Slovenia | 2017 | optibar.si

PricePilot
PricePilot d.o.o. | Slovenia | 2014 | pricepilot.io

Prodajko
FS, racunalniške storitve d.o.o. | Slovenia | 2015 | prodajko.si

Publitio API
Publitio | Serbia | 2017 | publit.io

SEOVISOR
VSENET MARKETING d.o.o. | Slovenia | 2013 | seovisor.com

Smartan.ai
Baro Labs SRL | Romania | 2017 | smartan.ai

Sophico
Sophico | Bosnia and Herzegovina | 2017 | sophico.org

Spletne rešitve
Aljaž Sahornik s.p. | Slovenia | 2015 | arm-design.si

TAIA
TAIA | United States | 2014 | taia.io

Talkini
Talkini | Montenegro | 2017 | www.talkini.com

Tech Education
Shkolla Digitale | Kosovo | 2016 | shkolladigitale.com

Total Assessment
Total Assessment d.o.o. | Slovenia | 2016 | totalassessment.net

Unispottter
Unispottter | Austria | 2016 | unispottter.com

Visual comunication
Kreativna agencija Oil, vizualne komunikacije, d.o.o. | Slovenia | 2018 | ocreative.agency

WonderrKid
WonderrKid | Montenegro | 2018 | dev.wonderrkid.com/sign-in

Workceed

YesElf
YesElf | Slovakia | 2016 | www.yeself.com

2GG
DS Merite d.o.o. | Slovenia | 2014 | www.2ggtech.com

Drone inspection of energy infrastructure
POWER DRONE LTD | Bulgaria | 2014 | www.power-drone.com

KAKIS
KAKIS d.o.o. | Slovenia | 2017 | kakis.eu

SER - Steam Engine Revolution
SMART Innovation Institute Ltd | Hungary | 2013 | smartii.net

Solar Data Collector
Solar Data Collector | F.Y.R.O. Macedonia | 2017 | solardata.net

Technology based on carbon nanotubes
Enero PLUS | Latvia | 2018 | www.nanorayt.com

The Network of Moving Sensors
Inteflows | Denmark | 2017 | inteflows.com
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MIND | Ukraine | 2017 | mind.ua

NeeDlio
NeeDlio | Bosnia and Herzegovina | 2018 | need.spark-startup.com

PEZZ Check
PEZZ life GmbH | Austria | 2017 | en.pezz.life

Premium pet furniture
UtaUta, pohištvo za hišne ljubljenčke, d.o.o. | Slovenia | 2018 | www.utauta.si

PRINTEE
4 FUN d.o.o. | Slovenia | 2016 | printeeapp.com

PublishAR
SyncLab LLC | Kosovo | 2017 | www.synclab.io

Rubico
Amplius electronics d.o.o. | Bosnia and Herzegovina | 2017 | www.amplius.tech

Selfikon
Selfikon | Serbia | 2015 | selfikon.com

SightRun
SightRun | Croatia (Hrvatska) | 2016 | www.sightrun.com

SpaMatch mobile app
SpaMatch d.o.o. | Slovenia | 2017 | www.spamatch.com

SpeakyABC
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Teodoor
Bitnot d.o.o. | Slovenia | 2015 | teodoor.com

The Badger
The Badger | Montenegro | 2015 | thebadger.me

Tulfie App
Tulfie Inc. | United States | 2016 | tulfie.com

URBANApp
URBANapp d.o.o. | Slovenia | 2017 | www.urbanapp.net

vinoo
vinoo.co - Solomo1 d.o.o. | Slovenia | 2016 | vinoo.co

visualazer
Visualazer srl | Italy | 2018 | www.visualazer.com/upcoming-project

When in X
When in X | F.Y.R.O. Macedonia | 2017 | www.wheninx.com

Whisperr Audio Dating
Whisperr | Serbia | 2016 | www.whisperr.me

3Dsurvey
Modri planet d.o.o. | Slovenia | 2011 | www.3dsurvey.si

4hours Tester
MICROBIUM D.O.O. | Slovenia | 2015 | www.microbium.si

AlpStories
Vastok d.o.o. | Slovenia | 2014 | www.alpstories.com

Cafelier C1
Cafelier d.o.o. | Slovenia | 2017 | cafelier.eu

Cronus - Print Production Automatization
Agitron d.o.o. | Slovenia | 2017 | www.cronus.si

Dreambox Mobile Modular Vital Construction for Tourism, Housing and Trade
Arch Vitalis d.o.o. | Slovenia | 2015 | www.vitalhouses.com/si/

Mobile House
Smartdome, d.o.o. | Slovenia | 2014 | www.smartdome.si

Modelur
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Noomly
Noomly | Croatia (Hrvatska) | 2017 | noomly.io
**MOBILITY AND TRANSPORTATION**

**Aeriu Inventory**  
Aeriu | Hungary | 2018 | aeriu.co

**Carlock**  
Protectus d.o.o. | Slovenia | 2014 | www.carlock.co

**GarageOnNet**  
GarageOnNet | Slovenia | 2018 | garageon.net

**HUBBIG**  
HUBBIG d.o.o. | Croatia (Hrvatska) | 2017 | hubbig.com

**LECATEX | MOTEX | TRAMENEX**  
NEKONATA | Austria | 2015 | www.nekonata.at

**MoreRoutes**  
OmniOpti d.o.o. | Slovenia | 2018 | omniopti.si

**Smart Turn System**  
Movalyse d.o.o. | Slovenia | 2014 | www.safer-turn.com

**Soplaya**  
Soplaya Srl | Italy | 2017 | www.soplaya.com
**0xcert**

0xcert d.o.o. | Slovenia | 2018 | [0xcert.org](http://0xcert.org)

**CONTACT INFORMATION**

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CEO
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LinkedIn

**ABOUT THE PRODUCT**

0xcert is an open-source, permission-less protocol for validating the existence, authenticity and ownership of unique digital assets on the blockchain. It provides a framework with a set of libraries, allowing non-blockchain developers to build and deploy apps for issuing, verifying and managing unique digital assets, also known as non-fungible tokens (Ethereum standard ERC721). Furthermore, it introduces a set of conventions that are valid across different use-cases and industries, assuring interoperability between different deployments.

**I WANT TO MEET**

**INVESTORS**
Looking for an investment of:
Private sale (seed) 50-100.000 USD per ticket

**ESTABLISHED COMPANIES**
Main purpose and preferred sectors:
Tech, non-blockchain companies
Little amount of people has ever thought how much time they spent for a process of waiting in their life? Over 500 hours! In average 25+ hours of this time annually people are waiting on hold for a customer service in restaurants and cafes. Their team found a way to make a customer service in catering establishments faster, much more comfortable and personalized for each customer. They’ve named it - 2EAT. Now, 2EAT wants to offer a product that will solve the problems right away for both sides - restaurants/cafes and, of course, customers. 2EAT is something that would help customers to make orders much quicker, wait less for service, get more information about the dishes, pay bills faster and see the real customer reviews, photos of dishes and much more that team can’t briefly describe here. For restaurants they’re offering a benefit to have less staff on board, as with team’s service waiters just need to deliver ordered food to customers without additional conversations. Additional benefits would be - personal restaurant page with detailed menu and photos, table booking system and increasing the number of clients by reducing the time spent by each client at the table, as they help to reduce the time for waiting the waiters and pay bills just for 10 minutes less for each client and as result - restaurant will have at least 2 additional hours on each table daily. All benefits listed above are just a beginning of 2EAT possibilities. Next steps would be adding more services, such as 2EAT Advisor (list of restaurants that are using 2EAT service, rating system, revolution table booking ability, promotions, feedbacks, photos). In conclusion, service will be an advantage for both sides and will dramatically change the flow of restaurant visiting that all people get used to. Let’s move together into new smart restaurant future with 2EAT!
Beeping
Next d.o.o. | Slovenia | 2015 | www.beeping.si
@beeping.si

Beeping is an online marketplace that matches customers with vetted, skilled, insured and background-checked cleaners. Beeping offers subscription cleanings as well as one-off cleanings. The team and the company is on the path of becoming a household cleaning leader in emerging markets of the CEE region and parts of Euro-Asia. Their vision is to become the first smart platform for household cleaning.
BeeRent platform has been developed as a central database with the opportunity to connect property owners and local property management companies with sales channels and other users, all in one place, helping each other to maximize their sales, improve service quality, compare results and increase revenue. The platform has two-way full integration with the biggest sales channels on the global market, like Booking.com, Airbnb, Expedia, HomeAway, TripAdvisor, TUI/Atraveo, etc. Their solution is one of the fastest growing channel managers and PMS systems in Europe. Since September 2017, the BeeRent community has over 30,000 properties currently in the system. BeeRent is PCI DSS SaQ-D compliant. The platform is one of the first global channel managers to build two-way integration with Booking.com and has been awarded with a Premier Connectivity Partner status. BeeRent is also one of the first global channel managers to build two-way integration with Airbnb and has been awarded with a Preferred Partner status. BeeRent is the first free-of-charge Channel Manager platform for all property owners and local property management companies. The processes in BeeRent are completely automated, including payments with all major credit cards and payment methods. BeeRent is the first free platform for local tourist boards and organisations, with a plan to create a unique central database, starting with accommodation first, for their cities, regions or countries. The Tourist Board of Istria approved the BeeRent platform as their central database for private accommodation for the Istrian Region.
blablaDev is a web service for developers and companies - developers come to blablaDev to enhance their skills and work on given projects, while companies use blablaDev to recruit new and talented employers. blablaDev is the most bomb web service that turns inexperienced (young) developers into trained and skilled ones, with endless possibilities for employment at cool companies. Instead of building a to-do app over and over again, developers will get great ideas and projects to work on (cool apps and sites) from blablaDev. This way, they will gain much-needed experience and get a chance to be hired by companies. On the other hand, many companies are searching for developers, who are already in short supply. With blablaDev, companies will get detailed statistics about the best developers and their projects, but also the possibility of publishing their own projects. Instead of spending three to six months on a new developer’s training, they can hire junior developers with experience. blablaDev solves the problem of knowledge and experience deficiency by providing project assignments, to help new and young developers in finding jobs and companies in finding human resources. The product’s underlying magic is this: developers get much needed real work (experience) and employers get access to developers and their finished projects. It’s a win-win situation! Customers are young developers who have no experience and cannot find a job after graduation, and employers that cannot find good developers with experience.
Travel agencies have, both online and in the office, huge problems with connections across different data sources, such as flight tickets, hotels, ship cruises and similar. An overwhelming amount of unrelated systems, which tour operators provide, are raising organizational costs and causing frustrations to travel agents as well as their customers. BookinIT, a central reservation system, connects these systems in a single place, making it easy to organize, reproduce, search, browse and book travel arrangements. Modules like search-engine, web-engine, booking system, apps, b2b partners and b2b sub agents, make the system a digital factory for travel agencies. With all this centralized data and modern data-crunching technologies, BookinIT provides detailed analytics, predictions, travel trends, referrals and a lot more. The team is composed of individuals who each have more than 8 years of experience as computer scientists, IT architects, designers and marketing specialists. The biggest advantage of the system is speed, scalability and universality. It can be used in big enterprise companies as well as small and medium-sized travel agencies.
Winners of FutureHack 2018 during WEF in Davos, Switzerland, as well as the most inspirational project from Slovenia. CHERR.IO is a blockchain solution for charitable donations, aiming to open new horizons for the way charitable, humanitarian and socially responsible organizations operate. The platform will opt to optimize operations, expand outreach, reinforce the donors’ trust and improve the donation process for charities. Their top focus is fraud prevention and transparency. Alongside this, the team is aiming to offer decision power to their donors and a reward system for active participants. They aim to raise funds with cryptocurrencies and thus enable donors to experience low transaction fees. CHERR.IO will use a gamification process to engage with a multitude of interested parties willing to both donate and volunteer for others in need. The opportunity to help and reap rewards is now open to the masses - to everyone!
Cleanshelf is the pioneer behind the world's first fully automated SaaS expense management platform for CFOs and CIOs. Their technology directly integrates with customer financial systems and cloud subscription accounts to provide a single pane of glass for optimizing SaaS expenses, metering department utilization, and managing contract renewals.

Drawbridge, Revinate, and other top Silicon Valley startups use Cleanshelf to save up to 30% on their SaaS spending by automatically identifying unused, underused, or unmanaged licenses and subscriptions. Headquartered in San Mateo, CA, Cleanshelf is led by a veteran team of technology leaders and is backed by some of Silicon Valley's top angel investors and entrepreneurs.
Clubforce - Simply the best solution for sports clubs. For coaches, admins: replace dozens of Excel spreadsheets and the paper you are using within the club with a simple and easy solution - Clubforce. Clubforce offers clubs a whole range of features that are really easy to use. You can check attendance, plan trainings, testing, scouting, communication, calendar with activities, payments, monthly reports, players profiles – all in 1 place. On your phone, tablet, computer. Over 30 clubs in Slovenia (Calcit Volley, NK Rudar Velenje, ND Gorica, KK Tajfun ...) are already using Clubforce and they are amazed at how easy it is to use. Research has shown that other apps are specialized for coaches and overly complicated. It is time for clubs to spend more time on their “core business” and save time on administration. Everyone involved benefits from this: coaches, heads of youth development, parents, admins. Clubforce was developed by coaches and sports enthusiasts with combined knowledge of CRM systems and coaching processes. The team is looking for partnership with agents, players, clubs, companies that would help them further expand product and advise with expansion. Clubforce – simply the best solution for clubs.
Coinhab is a real-estate platform for residential projects, which aggregates potential buyers around real estates. A project is put on the platform before it is built. Each project has its own web page, with all the important information, where people looking for real-estate opportunities are collected. Each person who’s looking for an apartment has his/her own profile and can join the project. The system offers an innovative approach to conceiving and building collective housing projects. The lead generating platform is a link between people looking for real estate and real-estate developers. Since potential buyers can be collected before the project is built, it lowers risks of developers on the one hand. On the other hand, it is generating housing opportunities for potential buyers, which can be partly adjusted to their needs and are more affordable than already built projects, 20% and less. As real-estate developers using a system are lowering their risks of project failure, reaching their buyers up-front, they are consequently reducing the project costs and lowering the prices. Therefore, the real estate is up to 20% cheaper. At the moment, there are more than 1100 potential buyers on the platform in Slovenia, prepared to invest more than 200.000.000,00 EUR.
Based on 17 years of experience in project management and crisis management, Control+ is oriented towards solving the minor and major issues that are almost always ignored by other solutions because of its complexity integrating with modern systems. A business has different needs for technical software based on the structure of its organization, the phase of its operation. Control+ is modularized to help with most of the software needs that an organization needs. A module that can be used for task management, organizing meetings, or managing and tracking customer leads. Often, modern applications are too open about control to make it super easy and don’t have the complexity of permissions and control. But Control+ has that level of control maintained throughout the system so that the necessary requirements are not ignored or left out. Control+ is free to test and is affordable for all kinds of businesses. CONTROL+ is also available in multiple languages, including English, German, Slovenian, Croatian and Polish.
The team believes that every product is unique and has the ability to change the world. That is why they’re creating custom solutions that put their clients’ products into the spotlight. They use advanced 3D computer graphics and immersive technologies to raise your product’s presentation to the next level. They do that by using tools such as hyper-realistic 3D visualizations, virtual reality, augmented reality and 3D video animations. Their final product is a complete solution designed around the client’s product, typically consisting of promotional images and/or videos, a virtual reality experience for desktop computers and HTC Vive/Oculus Rift headsets, a mobile virtual or augmented reality application, depending on the client’s needs. They offer high-quality visualization services, done with the industry standard 3DS max and V-ray package, as well as real-time rendering services in the form of desktop software development and mobile, using two of the most popular game engines on the market today – Unreal Engine 4 and Unity.
DaiBau
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DaiBau connects investors with appropriate and available contractors and other professionals in the construction industry. Their solution saves time and reduces risk for individuals, companies and institutions as well as provides constant flow of business opportunities for contractor firms. They are becoming the leading regional construction platform, providing services for contractor firms. Alongside with leads, they also offer a job marketplace and lite CRM tools. DaiBau cooperates with more than 19,000 contractors and have helped with over 60,000 projects. They are present in Austria, Slovenia, Croatia and Serbia, tripling their traffic every year with the goal of expanding in the whole region by the end of 2020. The vision is to become a disrupting player in the conservative construction industry and a leading partner for all subjects in the real-estate value chain.
Datafy.it is a B2B data provider and makes the lead generation process easier. Datafy.it’s competitive advantage is providing a very narrow segmentation and direct contacts of decision makers of your potential customers. Datafy.it can offer custom search when you do not have enough time or people to search for business contacts or you require business contacts from sources (e.g. various business portals, fare websites, chamber of commerce, company websites). It can also offer data enrichment in case you already have your own database and you just need to refresh it. In the team’s experience, contact databases get old in 3 months. In 3 months, around 10% of the people that you have in the database will change their position or employer. A contacts database is a living thing that needs your constant attention. Datafy.it is an exclusive agent for Kompass International: Kompass is a global publisher of B2B marketing and commercial information, available in more than 60 countries.

Kompass offers the following business solutions:
• Data Access – EasyBusiness, CRM API
• Telemarketing – localized telemarketing campaigns, matchmaking, B2B events organizations, meeting bookings ...
• Digital Advertising – Booster, Booster Click, Online Promotion, International Display
• Social selling - ByPath
DerButton is a SaaS (software as a service) solution that empowers professionals to digitize, manage and monetize their interactions with their customers with four key features – all integrated in one button:

1. Online appointment booking for video calls or face-to-face meetings
2. Integrated messaging for client communication
3. Encrypted video calls directly in the browser (without software download)
4. Online payment and invoicing.

DerButton can be placed or even seamlessly integrated on any professional’s website, social media channel or professional network. By digitising the scheduling of appointments, seamlessly synchronising with existing calendars, and handling all payments automatically, the team is helping businesses save time and administration efforts so they can focus on their customers - while the team takes care of the rest.
E-School is offering various online courses in real time. The application is already developed and has users. The portfolio can be found at http://e-trajnime.com/portfolio.html.

The company has some awards and received a grant from Help Kosovo. They also participated in the TV show Startup Battle and won the first round. Since 2017, they’ve been working under Innovation Centre Kosovo (ICK) and gained many benefits (Amazon Web Services). Their goal is to have 300 candidates who will attend programming courses as well as to arrange job opportunities for the best students.
ETOS Solutions Smart property management solutions

Studies have shown that over 78% of apartment owners are not satisfied with their property manager: the main reason behind this high percentage of dissatisfaction is due to untransparent invoices that arrive every month. Furthermore, there is bad communication and information exchange between property owners, tenants, property managers and vendors, leading to bad maintenance and late repairs. That being said, there is still need for a professional property manager who takes care of the building, and property owners who deserve their property to be maintained at the best. This is why the company developed smart ETOS Tools, a complete combination of solutions:

- **ETOS Manager**: allows managers to handle their day to day activities simply and efficiently, from having an overview over customers to invoicing, billing and property accounting
- **ETOS Portal**: enables efficient communication between the building community and property managers, which allows fast resolutions, transparency, maintenance tracking and represents an additional sales channel for property managers
- **ETOS Control**: helps managers to organize, plan, predict and manage their assets with ease, from building data and employees to costumers. All in one platform.
- **ETOS Switch**: a smart building platform to drive efficiency, sustainability and comfort. It integrates building data, systems and equipment to give you deeper insights into site and portfolio performance. It helps your team make effective, timely decisions to reduce operating and energy expenses while delivering an exceptional occupant experience.
Event Registry is a media intelligence company that provides a product that applies AI and natural language processing to real-time identification of global market-moving events by analysing news content published globally in over 30 languages. There are hundreds of thousands of news articles published daily. This data contains valuable information about important market-moving events, which is crucial for informed and accurate decision-making. Unfortunately, traders, investors, analysts, and other decision-makers have no easy way of sifting through such quantity of information to identify the critical pieces of knowledge. Event Registry helps decision makers in several ways. First, it uses machine learning methods to analyse and understand the content of news articles. As a result, it is able to "merge" all articles discussing the same happenings (potentially in different languages) into a single event. This way, the user can avoid reading different articles about the same event multiple times. Secondly, by understanding the content of news articles, Event Registry is able to automatically extract the core information about each event, such as what happened, where, who was involved, etc. Using this structured information, the users can create advanced filters to find just the events of specific interest. Finally, since history often repeats itself, the users are also able to search through the archive of over 220 million news articles and events published since 2014 in order to identify patterns using various interactive visualizations. Event Registry is used by financial, risk management and consulting companies, such as Bloomberg, IBM, Nasdaq, Accenture, and Stratfor.
No company can give warranty on information security. Every year, there are 30k new exploits/security vulnerabilities. Traditional companies that offer in-house security cannot give you accurate results and ultimate security for your online business. On the team's platform, you can sign up as a company that wants to scan their online service, IoT device, website or network infrastructure. You can decide to go public to all the hackers registered on their platform or you can privately select particular hackers based on their hacking profile, points, tags and trust criteria. The team has a well-trusted hacking community. Investing in Cyber Generation is therefore the future.
Around 70% of product teams fail to deliver mobile applications on time because of visual bugs. There are always significant visual differences between the initial design and the final application done by the developer. As a result, developers waste approximately 18 hours each month on fixing visual bugs. Flawless App solves the problem of mobile project delays, caused by visual mistakes that appear between the expected design and the developer’s implementation. It’s a tool for mobile developers to deliver polished design implementation. Flawless App compares the initial design with the developer’s implementation right inside the development environment. So, developers can spot and fix visual differences on the fly. They reduced back-and-forth communication, improved visual quality and help ship polished mobile apps faster. Flawless App is already on the market and so far, the team has:

• Obtained 348 paid customers.
• Achieved stable monthly revenues growth.
• Acquired 6100+ users in total. Among them are developers from companies like Uber, BaseCamp, Washington Post, Disney, Spotify, eBay and others.
• Achieved 45% monthly user growth.

They are a full-stack team of 5: three developers and two business folks.
Harmonia.si is a marketplace where you can Find & Book beauty treatments online. Team is connecting beauty salons with customers that can find & book beauty treatments easier. Beauty salons (massage and beauty salons, hairdressers) get new customers and automation of their business. Their marketplace helps beauty salons with marketing and business automation. Marketplace is used for booking information between employees online on different gadgets (smartphone, tablet, computer), engaging with existing customers via targeted newsletters, having customer history and info available (CRM) and allow customers to make bookings outside working hours.
The conference industry is booming, expanding more or less in parallel with the Internet. So, conferences need to be organized, but organizing can be a nightmare. That is the reason why conference owners usually hire professional organizers to help them manage conferences. But they are expensive. Around 10% of all amount (200 billion dollars) is the cost for hiring event organizers. At regulated conferences, organization is even harder: owners and/or organizers need to know WHO comes to lectures, WHEN they come, and HOW MUCH TIME they spent there. This is a regulatory requirement. Attendees are often required by law to attend educational conferences in order to keep their licenses. Why? Because 1 hour means 1 credit point. Without enough credit points they cannot continue with their work. Engagement of attendees is less than 10%, so conference owners do not have much potential for next year - although they spent a lot of money on organizing each particular conference. And what can the owners do? They do not have the software to do it, don't know how to do it, where to do it etc. They can either decide to spend a lot of their own time or to hire professional organizers. The ideal solution is a modular event-management system for event owners and organizers. It consists of a web-based platform, marketplace and different tracking tools. Each event's website and registration form can be easily created in 7 steps. From tracking tools, the RFID UHF station is the ideal solution for conferences where more attendees need to be in the lecture room. With the team's UHF RFID station, they can detect the RFID badge up to 2-3 meters away, which means that attendees can pass freely through the door without generating any jams. And if an attendee has permission to enter, the station lights up in green, if not, in red.
indexAR - is an Augmented Reality based mobile app & platform that allows small and medium-companies (furniture manufacturers, interior design materials resellers, real-estate developers) to bring their products & services in front of customers 100-times faster and 100-times cheaper than they did before. indexAR platform gives companies access to multi-structured data, facilitating smarter decisions based on facts, instead of gut feeling. Being data-driven is about giving the business decision-makers the power to explore data, make predictions, improve operations and increase market share by accelerating customer's acquisition decisions. indexAR allows companies to gather data to which they didn't have access before. Companies will be able to use key metrics and tests for analysing offline interactions (Outdoor advertising - OHH and print), before used only for online ones (e.g. number of views, conversion rate, AB testing).

Innovation Model: many SMEs can’t afford the costs of developing their own app, so this innovative model proposes ONE PLATFORM – ONE APP – ONE COMMUNITY. By sharing the costs, they share the experience and the price of the technology becomes affordable.
Integromat
Integromat  |  Czech Republic  |  2016  |  www.integromat.com
Facebook  |  @integromat  |  @integromat

**What is Integromat?**

Integromat is the workflow integration solution for businesses. It connects online apps, moves data between them, and automates entire workflows. Businesses today use many different apps with information spread across all of them. They spend a lot of time manually moving data, and/or spend a lot of money building custom integrations. Integromat is a free and easy-to-use solution for connecting workflows. The online tool allows users to drag and drop their apps together to move data and connect their work. And, it's all done without writing a single line of code. Integromat currently supports over 200 apps that you can use to connect in thousands of different ways. Simply choose the apps you want to connect and define the actions you want to happen. Then sit back and see in real time how your data flows from app to app. No matter the skill level, the team has you covered! Businesses can create simple integrations, moving data from one app to another, or create more complex creations with numerous apps and actions - all for the same price (free). Reconnect your workflows with the easiest tool available, Integromat.

**CONTACT INFORMATION**

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**I WANT TO MEET**

**ESTABLISHED COMPANIES**
Main purpose and preferred sectors:
Resellers of SaaS, Integrators of SaaS and consultation companies for SaaS sector

**ADVISORS FOR GLOBAL GROWTH**
Main target markets:
USA
Based on 15 years of experience in developing scheduling products, the team has decided to develop a standalone product for employee scheduling. Currently, most companies are using Excel or paper sheets to do the job, which is not optimized, especially when some employees are not able to work or because of more orders from the market. Their competitors are offering only manually-based scheduling products, but their plan is to develop a product enabling automatic created shifts done by machine learning algorithms. Studies done by researchers are showing about 20% up to 35% of cutting down the costs of the workforce. The product will enable to forecast workforce demand based on previous demand and other factors like weather conditions, holidays, holidays in neighbouring countries, day of week etc. The revenue model is based on subscription per employee. For more custom solutions or bigger companies they will offer tailor-made packages. Price per employee ranges from 2.99€ to 5.99€ monthly when automatic created shifts are enabled.
Labyrinth is a combination of leading edge technologies built to detect, identify, and eliminate cyber threats while turning your network into a complex labyrinth full of deceptive but highly realistic workstations and applications. With Labyrinth Cybertrap, you are able to quickly and simply introduce a multitude of layers in your cyber defence, turning your network into a seductive cyber mine-field. Their technology will turn your network into a labyrinth of workstations and applications which blend in with your actual real endpoints and critical infrastructure. By populating your network with tens, hundreds, or even thousands of new realistic hosts, you are making it much harder for attackers to go after your systems and fulfil their objectives. All Cybertrap workstations and applications have been crafted with one thing in mind: seduce attackers into interacting with them. By deploying traps that simulate IoT services, financial applications, administrative pages, operations portals, documents with thousands of megabytes of dummy data, you ensure that you are catering to your attackers’ main motives, ambitions, and desires - powerful information and profitable data. Labyrinth performs in-depth analysis of the attackers, detailing both the external or internal network location of the breach in the case of interaction. By integrating with your SIEM appliances, your SOC Team can quickly pinpoint the infected machines and pivot points and act quickly to isolate them from the network. Information detailing geographical locations of the attack, ISP’s involved, and data accessed, can help your team quickly contextualize the attack and simplify your findings when working with authorities or insurance companies. In a full-fledged breach, immediate incapacitation of your attackers can make the difference between a hot topic data breach, or an incident without any meaningful impact in your organization.
Easy, quick and safe way to purchase fishing licences online. Licencetofish.com is a platform that facilitates the purchase of fishing licenses, promotes the sale of individual water managers, and encourages international angling tourism. In Slovenia and abroad, anglers need to buy a valid fishing licence prior to fishing. The platform provides the managers with important information on how to restore the natural balance of fish population and optimize their costs. Managers also improve control over their districts and the work of fishing guards. The platform solves the problems of anglers by offering an easy and safe way to purchase fishing licences. In parallel, it also enables a CRM system for water managers in the field of customer relations and balancing the fish population. Consequently, the platform solves the challenges in the angling tourism. Within the platform, online fishing licences are available 24/7 and anywhere. Anglers get easy and safe access to fishing licences. On the other hand, water managers obtain a CRM system and an established international multilingual center for anglers. With the latter in mind, they may easily overcome the challenges of modern angling tourism. The advantage of online sales of fishing licences lies in the fact that they are necessary. However, direct advertising is done by the water manager, not by the platform itself. The sale process is fast and takes only 1 or 2 minutes. The angler chooses a fishing district, the desired licence, the date and type of payment. After the successful completion of payment, he may go fishing. The platform represents an easy way for domestic and foreign anglers to find information on angling and purchase of fishing licenses, just like millions of customers have already decided to do when buying an plane ticket, concert ticket, and so on.
Mindfields is a web-service for interaction between innovators (engineers, chemists, physicists, designers...) and companies for joint implementation of projects. Innovators may find a partner company for their projects by using Mindfields and easily make and sign a confidentiality agreement and contracts of joint activities, licensing or sale of the project directly on the website. Mindfields’ priority is legal safety of innovators and companies, and protection of intellectual property. Mindfields is one of the things serving the development of new technologies and creation of new products. Mindfields is one of the things for the Internet-infrastructure for innovations. Mindfields is the next step in communications between project authors and potential partners. It fully provides cooperation of innovators and companies: presentation through a personal page by innovators and companies, choosing a potential partner, sending a project to company with protection by a confidentiality agreement, making and signing contracts of joint activities directly on the website (on-line). Mindfields is the full-fledged Internet-infrastructure for interaction between innovators and companies for joint implementation of projects. Mindfields is a service that is wider than a service for one country. The team is aspiring to tell about it in different countries.
The Notify application is an innovative easy-to-use mobile marketing platform for businesses that utilize user engagements from social media to effectively target interested buyers. Notify can be user customized, empowering the users to decide what type of product or service offers (sales, lunch, trips etc.) they would like to be regularly informed about. Local businesses can use Notify to send their time bound offers via push notifications to individuals that have liked their Facebook page (for free) and others in a chosen geographic vicinity at the fraction of the average social media marketing campaign cost. Notify is free to download and use in iTunes and Google App Store. No prior social media marketing expertise required to take advantage of Notify! Grow your business with them!
Omisli.si intelligently connects customers (service seekers) with trusted local professionals (service providers). For instance, when someone is in need of a wedding musician, web page developer or a babysitter, she demands free quotes via Omisli.si from pre-checked qualified local professionals who are available. Omisli.si has been called the "Amazon for services" by the Slovenian mainstream financial media Finance and got the "best business web page 2017" award by WEBSI. Customers need Omisli.si, as it saves their time and money with the discovery and booking of (best buy) professionals for their projects. They get things done fast and at a reasonable price. They can rely on past customers reviews and special badges / certificates by Omisli.si and outside authorities, for better informed decisions. Additionally, and most importantly, 70% of Omisli.si professionals offer a money-back guarantee if the service isn’t done like it had been discussed, which is measured as the greatest pain when choosing a service provider. Omisli.si isn’t just about lead generation (flow of quote requests and quotes). Their goal is to get things done, to make the business really happen, because it is the only way to truly deliver value to customers and professionals – the kind that matters. The team also built their business model around this (commission after a done deal), which makes the venture eligible for affiliate deals (one such was just made with TSmedai - biggest Slovenian online publisher & biz-directory provider). Local professionals like Omisli.si better than its competition because of the two types of plans: free subscription & high commission VS paid subscription & low (or no) commission. Additionally, they appreciate integrated sales tools (CRM, templates, etc.) for a faster acquisition of customers. Omisli.si is also the "best buy" way to acquire pre-checked leads and drive more business to small business owners in Slovenia.

Omisli.si was built by three guys who have been in the business of lead generation and nurturing for over 15 years: Primož Verdnik (former technical director at Intera, who CTO-ed Intrix – leading regional CRM solution), Martin Korenjak (best performing sales specialist at Računalniške novice – leading computer & ICT media in Slovenia) and Mitja Pritržnik (biz developer & editor / content marketing specialist @ Računalniške novice for over 8 years).
OptiBar is a system that optimizes business processes in the HoReCa (Hotel/Restaurant/Café) sector. It uses several new data sources to radically improve existing methods for business process optimization. The OptiBar system is renewing business processes in the direction of their simplification and automation. It eliminates unnecessary business activities and at the same time captures valuable data. The team's system disrupts the current way of leading and controlling the logistics and sales, doing marketing, and opens a new channel for education of partners and improves their communication. The team is reshaping and improving these processes by collecting and carefully delivering rich data that have until now not been available to the involved stakeholders. The first major benefit for principals and wholesalers in the HoReCa sector is that they get direct access to unique data. This new data, which uses an innovative approach to combine information on hard and soft indicators of their business activities, enables them to additionally optimize their logistics and sales. The second major benefit for all partners in the HoReCa sector is that they create special synergies among all of them and thus improve their relationship and communication. Both benefits further on trigger several additional effects for all partners, through which they can:
1. reach lower cost of logistics;
2. attain higher profits;
3. get a chance to strengthen their brand name;
4. set a benchmark and compare the success of their business with other competitors within the sector;
5. improve profitability of business with a particular bar; and
6. realize greater efficiency of investments in marketing.
PricePilot is a yield management platform for salons. Airline companies have invested decades and billions into booking systems that fill every single seat on their planes. Salons can now do the same for €50 per month. The platform is an all-in-one SaaS solution for local salon brands and salon chains - a very fragmented industry that is slowly going online.

PricePilot's main features are:

- advanced online booking and scheduling,
- dynamic pricing,
- automated local online advertising and
- loyalty management.

The company’s mission is to use digitalization, data analysis, and artificial intelligence to simplify and optimize local businesses. After becoming the most popular salon booking provider in the SEE region, they are now opening new verticals and partnering with media companies to scale up their business globally. The startup was backed by a regional pre-seed fund Silicon Gardens, angel investor & entrepreneur Jugoslav Petkovic, Slovene Enterprise Fund, and former SportRadar’s Managing Director of sales Erik Lorenz.
Platform Prodajko is a single platform to display small ads and products of stores. It allows a greater range and greater competitiveness of small stores in city centres and shops that do not have their own websites. The platform allows the users for quickly purchase or order products from different vendors within a single website or mobile application. The single platform enables the stores to reduce the costs of advertising and the users to reduce the time from viewing a particular product to eventually ordering it without going through multiple steps and registration forms. Prodajko enables new ways of sales, integration and location-aware advertising.

Benefits for small store owners:
- easier management of orders, customers, products
- automated customer notification system
- omni-channel advertising
- real-time communication with customers
- advanced statistics and ad insights
- automated content publishing
- social network integration.

The platform combines the following three areas:
- Community: users can buy/sell classifieds, make wish lists, share deals & offers of retailers or other users
- Brands and stores: listing stores, help small retailers to build their brands nationally/globally, direct contact to users/customers, building loyalty
- Shopping: enable users to buy from multiple stores using one unified account
Publitio attempts to take the pain out of whole Media Asset Management (MAM) process by easing common tasks used by majority of web & mobile apps, such as media files uploading, storage, processing and delivery, thus saving development time, reducing costs and making a life of developers easier.
SEOVISOR
VSENET MARKETING d.o.o. | Slovenia | 2013 | www.seovisor.com

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ABOUT THE PRODUCT

SEOVISOR is a Search Engine Optimization platform that was built to help companies to develop and implement their search strategies. It gives companies niche-specific intelligence, proven SEO strategies from their competitors and a means to track their progress. SMEs face major difficulties when they try to follow the dynamics of web markets. This is especially the case for SE (search engines) that are the end points where users mostly (up to 89%) search for the products and solutions for their problems. Unpaid search results (also called organic results) are immensely important for the SMEs. These represent the majority of the redirected visits through the search engines. Based on this, the market potential is huge. Unfortunately, the market segments of SMEs on search engines are mostly dominated by the large enterprises and organizations that are more successful, because they have better web-related business processes, higher knowledge accumulation and use big data to make better data-driven decisions. Because of the lack of information, knowledge and improper processes, SMEs are not able to use their full potential in many cases. Their solution will enable SMEs globally to improve their web-related business processes, enhance their digital competitiveness and start their sustainable growth on digital markets.
The team has been building automation tools for publishers for more than a year. They know the ins and outs of their day-to-day job. One issue that publishers have is the time-consuming process of gathering the right stats about their content performance. A consequence of rarely collecting that data is the degraded morality of their authors and contributors. Authors are not motivated to work because they do not see the results of their work, and they cannot celebrate their wins nor can they improve on their past work. Smartan provides content intelligence for publishers. It's a tool that aggregates unique performance stats from their publishing platform using a proprietary tracker and stats from social media platforms. The tool then gives you the ability to generate reports using that data. It allows the publisher to share content performance stats with the authors and contributors so that they can continuously improve. A publisher's efficiency will be augmented with an AI Assistant that will constantly identify outliers in the data, extract insights, give blog improvement suggestions, suggest high performing content topics, and identify investment opportunities in promoting certain content in certain places.
Through advanced player development and progress tracking, involving parents into their child’s sport life and enabling daily expenditure control, Sophico has generated a platform for sport club management. This multifunctional solution for sport organization includes centralized data, statistics and analytics. It enables monitoring the club’s entire training and competitive process and individual categories in every club. Crucial benefits for every sport collective – time saving, efficiency increase and expense reduction are generated by using Sophico. Many clubs spend a significant amount of their budget on transient reinforcements that also have many other costs as a side effect. Their goal is to redirect the club’s focus on their own youth categories that will become the skeleton in club’s future. That’s the only way how to create a club that truly feels like home, develop an image among supporters and redirect transfer money as a long-term investment.

The platform is designed with the following vision: minimizing coach administration and focusing on what’s most important – children and sport. That’s the main reason why digitizing all previous work and automated communication channels are a key step forward. This is mainly shown in unburdening coaches from all unnecessary administrative work – membership records, piles of paper on the table, and unpleasant conversations with parents.

Sophico
Sophico | Bosnia and Herzegovina | 2017 | sophico.org

@sophico.mostar

**I WANT TO MEET**

**INVESTORS**
Looking for an investment of:
**150.000 EUR**

**ESTABLISHED COMPANIES**
Main purpose and preferred sectors:
**Purpose: Connecting with potential customers in sports & IT sector**

**ADVISORS FOR GLOBAL GROWTH**
Main target markets:
**Asia and North America**
ARMDESIGN consist of young, creative individuals who combine different areas of computer and communication skills. A small online agency with a big heart was created. The team always follows modern web and graphic trends that help them develop their projects.

They will not promise you things that they aren't capable of doing properly. They would rather do things that they know best.

Their areas of expertise are:

- website design,
- online store design,
- app design,
- UI/UX design,
- graphic design (logos, business cards, flyers, catalogs, brochures, posters, calendars ...),
- SEO optimization.
TAIA is a marketplace for secure international business translations. They help companies translate their documents quicker, at a higher quality, cheaper and more securely than the current solutions. Data security breaches increasingly cost companies roughly 700K a day, with 93% of translation processes causing breaches due to translator errors. The team behind TAIA began as a language school with clients requiring translations of their business documents as well. They soon realized that semi-automation is necessary in such a labour-intensive market. On average, translations have 13 emails exchanged per document. Due to poor security practices of AI translation tools, the more sensitive a document is, the more manual labour is required. As their clients became greater in status, the team realized the great risk of sensitive data leakage, costing thousands in legal defences. Eradicating these issues, they bring the translation industry into the 21st century by automating procedures, facilitating smart contracts with fingerprint-like traceability, engaging in a zero-email policy across a cloud platform, and offering a sleek UX.
Talkini.com is a professional and secure video conferencing tool with the integrated possibility to charge your clients for your time. No matter how frequent the use of existing video conferencing services is, the experience is often broken: installations, registrations, and getting to know the new interface just before the call. You install it once and you forget about it after the call. And the next time, you pretty much go through the same process again. Needless to say, this is bad. If you think of enterprises, the video conferencing market is dominated by players with costly equipment that requires constant maintenance and upgrades. So, the team built Talkini. Talkini requires no installation and everything works directly in the browser. Clients receive a link in their mail, they pay within the platform, and reserve their time slot with you. How does it work? See here: https://bit.ly/2J9DEam. As a host, you define the terms, meaning when to meet, for how long, and what it is going to cost your client, and then you send the invitation over. Your clients receive a link, they accept and pay if it’s a billable call, and the call is confirmed. Talkini also allows professionals to have their own personal pages and domains where clients can request a consultation and schedule time. We are adding support for teams as well as white label enterprise integrations (HelpDesk, Marketplaces, Healthcare, News broadcasts).
Shkolla Digitale (or Digital School in English) is an accredited institution that provides technology/programming lessons for youngsters aged between 8 and 18 in the form of an afterhours program. The Digital School was established as a private company in 2016 and currently operates in two cities of Kosovo, in Pristina and in Ferizaj, with over 800 active students and 25 staff members. The Digital School is the first and the only eligible entity in Kosovo as well as in the Balkans to issue Junior Programmer certificates. The curricula offered by Digital School is developed by U.S. Institutions such as Code.org, MIT university and Microsoft. The Digital School is established as a result of fulfilling a big gap in education sector in Kosovo. Youngsters of ages 8-18 in Kosovo do not have the opportunity to get such lessons in their regular schools, as the official technology curricula is outdated and does not provide practical skills. On the other hand, the demand for skilled people in technology is rising more every day (locally and globally). Currently, the most demanding job in the global market is programmer and Kosovo is lacking skilled people in this field. The Digital School is also engaged in different efforts to help marginalized groups such as minorities, SOS abandoned kids and girls learn technology/programming skills.
This team of IT and business experts combined with leading scientists in the field of personality research, including visiting professors at elite institutions such as Stanford University, has developed and digitalized a comprehensive system of assessment instruments (IQ and Personality tests – see: Cambridge Analytica), application and reports. GDPR-compliant sensitive personal data processing is to be protected by integrated blockchain technology (Enigma protocol). The Ta4enterprise solution for digitalizing HR performance management, development and selection processes used in large international companies (Etihad Airways, Delhaize, Gazprom, Kolektor and others) utilizes the US Department of Labor statistical database of profiles. Their machine learning based solution Ta4investors (assessment of startup teams’ potentials) has been confirmed as appropriate by the Slovenian Public Agency for Entrepreneurship, Internationalization, Foreign Investments and Technology (SPIRIT). With high scalability potential, top scientists, and IT and business management experts, IP, proven product-market fit and traction they are looking for a partner with whom they could achieve fast internationalization to the EU, US and Russian market.
Universities lack the resources and knowledge to recruit international students and end up using agents where they spend €3.4 billion on agent commissions (doubling by 2024). Students lack the guidance needed for them to gain admission to international universities. The result: 1.7 million out of 5 million international students use agents but receive a poor and non-transparent service dictated by arrangements with universities.

Unispotter is transforming a broken industry and ending the education agent marketplace. By digitising 80% of the agent process and adding a super high level human touch where necessary, Unispotter is able to convert leads to enrolled students 45x better at half the cost of classic agents.

Unispotter is a mobile platform that’s getting the right students into the right universities. For students, Unispotter is the destination for every step in the university application journey - adding ease, accessibility and transparency. For universities, it is an efficient and reliable source for recruitment of international students.
It’s hard to define a single product for creative agencies, but the team is not like the rest of creative agencies. Their strongest parts are graphic design, photography and video content. With these 3 fields, they are able to provide their clients with complete branding, design for printed and digital catalogues, WordPress-based websites, photo and video material with creative lighting created either in their studio or at any location that the clients wishes (well, except inside of a vulcano), and much more. They guide clients from the idea to the finalized product. Their past experience gave them a unique set of skills. Their design is minimalistic, polished and every line or visual object in the design has a reason and a story behind it. Nothing is there just because. They immerse themselves in the client’s story and values, it is here that they draw their inspiration from. They are satisfied only when the design fulfils its purpose, when it draws attention and helps the client spread their word or sell their products. Their photography is sharp and on the edge. They are used to extreme conditions. Waiting one and a half hours in the freezing cold for a snowboarder to perform his trick is just another day in the office for them. They love danger and it’s not unusual for them to climb trees or stick their camera in a lathe machine, just to get a different point of view. They are just human beings and after all this adrenaline, they love some peace and quiet. They switch to Zen mode in their studio, perfectly designed for product photography. In this quiet place, they are free to create product photography. You see, it’s not easy to define one single product for creative agencies or maybe it is. Their product is simply a combination of graphic design and visual components that help clients break through the everyday noise that is today’s marketing.
WonderrKid
WonderrKid | Montenegro | 2018 | dev.wonderrkid.com/sign-in

ABOUT THE PRODUCT
WonderrKid is a promotion-oriented social networking service where all young and anonymous athletes have the opportunity to promote themselves by uploading short (30 seconds) videos where showing off the skills that might be needed for successful careers. Having grown up in the time of social networks, the team knows exactly what people expect from them. Therefore, they’ve created a very simple, straightforward interface, so you could use it without experiencing any difficulties. It takes you 3 minutes to create a profile and then you can start uploading the videos. After you sign up, you will be able to follow your teammates or explore other athletes, like their videos, boost their skills. In addition, coaches, agents, scouts and fans will also have opportunity to create the profile and follow your work. The emphasis of WonderrKid is on only one feature – VIDEOS. And that is what differentiates them from others. They believe that no statistics, photos or statuses can show your potential and talent. The aim of WonderrKid is to become a worldwide digital hub for over 200 million athletes, coaches, agents, scouts and fans.

CONTACT INFORMATION
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I WANT TO MEET
INVESTORS
Looking for an investment of:
100,000 EUR

ADVISORS FOR GLOBAL GROWTH
Main target markets:
Italy, France, Germany, Spain, Slovenia
Workceed is a startup company working on social and economic issues, specifically unemployment. While dwelling in the problem itself, the team found out the three crucial things that fuel unemployment: lack of expertise, lack of communication between the employer and employee, and overwhelming information on social platforms. Workceed is a platform working with a smart algorithm that strengthens expertise, makes communication easier and shares only valuable information with the user. As a hybrid of an employment agency, LinkedIn and Facebook, it shares the best aspects of the three. The site does all the merging, creating a simple user experience. The companies get only A-grade employees and the users get only the jobs they can apply to or are eligible for. There is no middleman needed. The team’s objective is getting as many users and companies online as possible, but their vision is a lot bigger than that. They want to reshape social media and its impact on society. Instead of procrastinating online, they want users to invest their time and get value out of it through Workceed.
YesElf is a powerful platform that's providing step-by-step guides for any website or software, changing the future of online user onboarding, engagement and the adoption of the digital experience. Interactive guidance dramatically improves customer satisfaction by applying artificial intelligence and user behaviour analysis for the best personalization of users’ needs at the right time and towards the user’s specific goals. YesElf serves enterprise customers and makes their employees more efficient and productive while using their enterprise software (like ERP, CRM or HCM) without any additional personal training. In the era of digital transformation, many users lack proper digital skills. They need proper guidance more than ever before, so the frustration and misunderstanding of enterprise software applications does not increase. YesElf makes customers and web users loyal and effective, thus fulfilling their goals in a fraction of required time.
ENERGY AND UTILITIES

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DS Meritve d.o.o. and their 2GG (Second Generation Grid) products are solutions for smart meter communication (sort of IoT for smart meters). The company started as a hardware developer for the easy to use communication solutions. Main products are concentrator devices and communication modules. These are being used in the energy sector. Hardware can be implemented on different types of devices and connected to the 2GG software. The software organizes all the data which is useful when different meters are used.

Company is now starting with the new products. SMaaS (Smart Metering as a Service) is a telecommunication service for smart meters. With this service, they want to help energy and water distributors with the implementation of smart and connected meters. Smart meter implementation is progressing very quickly but there is a lack of good communication solutions. With their 2GG service, distributors don’t need to know anything about communication solutions.
**POWER DRONE** is a drone-based, data analytics company focusing on technical inspection of energy infrastructure – typically, transmission & distribution power lines and grid elements, solar and wind parks. The team of the company consists of utility professionals and they use their know-how and experience to deliver valuable insights on utility and power generation infrastructure, reducing O&M costs and increasing assets value of the inspected objects. The main focus is analytical and automated data processing by using specialized software in order to provide high-fidelity asset monitoring and digital mapping, including geo-referenced ortho-photogrammetry. The drone is considered as hardware for collecting valuable and precise data. The approach consists of carrying out tailor-made analyses to detect specific asset problems and prioritizing them using the company’s specific utility know-how. Furthermore, it is able to import seamlessly the digital reports and findings into the existing GIS systems of the client. Until now, the company managed to successfully execute power line inspection projects with all three power distribution companies in Bulgaria - CEZ BG, EVN BG and ENERGO PRO BG, as well as blade inspections of wind parks and thermo-visual inspections of solar parks. **POWER DRONE** has recognized the advantages of process automation and currently, the company has its own software tool that allows some automated data analytics that accelerate and replace a substantial part of the manual work. As a final goal, it aims to create a unified platform that combines both fully automated data processing and automated drone overflies using already collected waypoints.
The team's big vision is to improve sanitation worldwide and to put KAKIS as the first toilet on Mars. They've developed a sustainable sanitation solution that is 100% zero-waste technology. They are first starting with the revolution in outdoor and indoor toilets. Right now, they are implementing their solution to a permanent outdoor wooden toilet that processes all the waste into valuable products as fertilizer or biomass for heating. They are implementing a new business model where they need local cabin producers, smart logistics, and a waste management system. The team has developed a cabin that can be 90% build just by CNC machines. It's fully automated and can be reproduced everywhere in the world. Their logistic system consists of monitoring the capacity of the toilet, then sending it to their treatment plant through IoT. The waste can be transported by cargo bikes, small car, van or even by post. The waste management system consists of big scale composting systems that can offer a lot of heat during the composting period (70°C). They are currently developing models for rental toilets and indoor toilets that don’t need infrastructure and process all the waste into heat and fertilizers.
SER - Steam Engine Revolution

SMART Innovation Institute Ltd | Hungary | 2013 | smartii.net/en/

SER = Steam Engine Revolution is an original, patented, ongoing developed steam engine technology. The SMARTii team installed a small, coal-fired power plant into a ship container as a presentation site. The project is supported by the Hungarian state with ~275,000€ (https://bit.ly/2K0YSZ9). The SMARTii team performed successful basic level experiments and won support of the GINOP 2.1.7 prototype tender to develop this new technology, which can revolutionize steam engines. The power plant’s efficiency can be raised over 50% by applying the SER technology. The coal usage can be lowered by 40%, CO2 emission can be reduced by 90%. Thanks to a lower consumption of coal, the profit of power plants increases as much as threefold. The income of the TOP 25 coal power plants was $243 billion only in the US (2008). Coal-powered power plants are responsible for 20% of the total CO2 emission on Earth. The efficiency of the average coal power plant is around 30%. Building 565 power plants is the plan of China, despite the high environmental pollution. The product of the firm is the license of the technology. The SER technology is adaptable in coal power plants, nuclear plants, and even in big steam-engine driven ships, trains. The competitive advantages of the firm include:

1. higher efficiency at $\eta=50\%$
2. lower coal consumption, consequently meaning cheaper operation
3. lower CO2 emission
4. long-term fuel spare: coal ~400 years versus oil ~50 years of supply.

The market is big, as nowadays, there are more than ~6,000 coal-fired power plants and around ~400 nuclear plants operating in the world, all potential SER license or technology buyers.
The benefits of photovoltaic panels are widely known, but there is financial risk associated with the investment in such technology. Every location has a different energy potential. The return on investment in terms of years may vary from 4 to 19 years. With the help of the product, the customer can calculate how much power can be generated at the given location, and how long it would take for their investment to pay itself off if it will at all. The value proposition is a solution that would enable the users to make an educated decision and minimize the risk by finding the most efficient solution for the given scenario. The process of determining the energy potential of a location begins with placing the device in the desired location. Then, the device constantly performs sensor readings 24/7 for the relevant factors. Current solutions rely on satellite data only. Their product adds sensor measurements to the equation, making it more precise, especially for urban areas where the influence of buildings cannot be mathematically calculated from satellite data only. In the beginning, the product will be offered to companies only. Afterwards, another cheaper model can be built for households and smaller projects.
Energy Plus replaces existing electrode materials in Li-ion batteries and supercapacitors with unique materials, namely very specific types of CNT, which the team can produce by patented methods that resulted from 20 years’ experience in this field. The team already has proven laboratory tests. The team’s technology can be used in all types of batteries for smart devices, electric cars and many other energy storages, also in supercapacitors. The technology will significantly enhance power charge/discharge processes as well as increase their capacity and efficient operating time without harming the environment. Significantly increasing the energy storage capacity (more than 5x times) will create great competitive advantages for their customers – producers of energy storages and anode materials. The new available capacity, which is higher than ever before, can lead electrical energy storages to wider markets and even new applications. Innovation project objectives are the following: electrode materials for Li-ion batteries with capacities more than 750 mAh/g; hybrid supercapacitors – capacity up to 600 F/g.
At the core of the macro air pollution, the problem lies in the current methods used to identify the PM and other bad chemicals existent in the air, which rely on a few fixed measuring stations. Their coverage is small and the afferent data gathered isn’t nearly enough to reveal the real pollution levels. These are not enough and under no circumstances reveal the real pollution levels existent in the cities. Thus, decision makers lack the data and have a hard time taking action. To tackle this, IntelFlows is empowering the decision makers with the right tools for them to take action, to develop and implement strategies for fighting air pollution. The solution IntelFlows offers is an air pollution monitoring, data collection and visualization system. The hardware part consists of sensors that come installed on vehicles that move in the city, thus a Network of Moving Sensors (NMS) is covering up to 90% of the city area. Thousands of data points are generated on a weekly basis, all of which are then analyzed, aggregated with data from other sources and displayed on the platform in real time. The decision makers have access to the visualization of the data and by making use of machine learning and artificial intelligence, they also receive recommendations and forecasts.

The potential market includes cities that actually have problems and must take immediate action somehow, cities that want to prevent growing air pollution and monitor the levels, and cities that have the long-term vision of becoming data-driven through smart city solutions (smart cities). By 2020, the global Air Quality Market (AQM) will reach $5+ billion according to Markets&Markets, while the macro Smart City market will reach $2.4 trillion by 2025, according to Research and Markets by Frost and Sullivan. The company is currently in the process of piloting in Oslo, Copenhagen and Budapest, and onboarding the first customer.
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The team's products are mostly mobile applications made with the latest technologies called Augmented and Virtual Reality. Through this technology, the team offers advanced marketing services for various companies/institutions. In this case, they are developing an application called AR ATM, where the team can see the account balance and other transaction details in the 3D format by focusing the camera on the user's bank card. The team has developed this mobile app using the latest AR technology. The purpose of the app is to visualize the bank account access while giving the client the opportunity for bonuses and gifts provided by the bank.
Arvio offers cutting-edge mortgage technology for property valuation, real-estate collateral management and underwriting analytics. The team is making accuracy in real-estate valuations and compliance a priority by looking at property valuation from multiple perspectives. The Arvio AVM system automatically identifies comparable transactions, estimates liquidity on secondary markets and predicts future market movements. The system automates the process of identifying legal aspects of the property. By using distributed ledger technology, the team provides a solution for managing the real-estate collateral lifecycle from the initial appraisal to continuous estimation of collateral values. The blockchain technology guarantees process integrity, transparency and immutability. Arvio approaches credit risk analysis with additional sources of alternative data such as spending behaviour, mobile records, social media presence, click behaviour etc. The team is adopting machine learning models to identify complex, nonlinear patterns within large data sets, making more accurate risk models possible.
Emenjave is your online one-stop shop for all essential services for your family and home (insurance, internet, TV, mobile operator, banking, mutual funds etc.). You can compare, optimize, choose, exchange and purchase all these services with a couple of clicks from the comfort of your home. Gone are the days when you had to go through each process separately, visit numerous offices, invest your precious time, only to find out you are still overpaying the service.
Handcheque makes payment and loyalty easy. The Austrian fintech startup is dedicated to bringing payment and loyalty one step further by creating value for consumers, corporations and banks. Their cashless payment platform changes the way consumers pay and get tailored on-demand services. Furthermore, they solve main challenges for banks and corporations by providing tools within the platform to get insights about the consumers and increase revenue through an innovative sales channel. In particular, the platform is a white-label solution and consists of the following parts: a smart credit card that comes with a touchscreen and enables consumers to store all their existing loyalty and payment cards on one single card; an app for consumers to manage transactions, accounts, spending, shopping goods etc.; a corporate dashboard to manage users, data and marketplace offers; a marketplace – integrated in the app and dashboard – to buy and sell products and services, based on the buying behaviour and habits of the consumers.
Homey is building fintech products for kids and their parents. First app “Homey - Chores and Allowance” enables parents to connect their kids’ bank accounts, opened at any bank or credit union in the US, and safely transfer allowance to a savings accounts to encourage long-term saving, while teaching kids about responsibility and money management. Homey is currently subscription-based, has been featured on the 1st page of the US App Store, and is growing its customer base quickly. In 2018, they plan to start offering their users the option to open new savings accounts for kids who don’t have them yet, and to start working directly with financial institutions.
Invoice Exchange is an online financial platform that operates as a peer-to-peer banking service for businesses. Companies with surplus cash-flows can use the Invoice Exchange to easily place their funds in a highly diversified pool of low-risk, short-term business accounts receivables yielding about 5% net per annum. Such an investment is super lightweight yet fully transparent and provides a perfect alternative to bank deposits, which are currently yielding near zero percent interest. On the other side, SMEs can use the Invoice Exchange to obtain same-day funding against their outstanding invoices with a click of the button. Evolving from a concept of an online factoring marketplace platform, the Invoice Exchange is planning to add additional financial products such as reverse factoring, purchase order finance and revolving loans to its product line in order harness the full potential of online, peer-to-peer, business-to-business banking. The underlying technology of the Invoice Exchange platform is second to none in the online P2P lending space. The platform features a fully compliant online AML / KYC client registration process, an integrated trading and settlement system performing real-time gross settlement of trades on a delivery-versus-payment basis and an advanced risk engine that is integrated with third-party corporate data service providers to perform real-time credit scoring of individual transactions. Credit risk is standardized, fractionized and automatically distributed to investors based on their investment criteria.

Launched in November 2015, the Invoice Exchange has over 600 business clients and has provided almost 30 million EUR of funding to date.
Phyre is a mobile app that lets you pay with your phone at any contactless payment terminal anywhere in the world, send and receive money for free, and store all your payment and loyalty cards. You register in 2 minutes, load money via any payment card, and you are ready to start spending with your phone. Sending money to relatives abroad or splitting bills with friends is free, secure and instant. They partnered with Mastercard, Paynetics and Global Processing systems to shape a complex payment infrastructure into simple-to-use features.

Phyre JSC | Bulgaria | 2016 | phyreapp.com

@phyreuk | @phyreapp

I WANT TO MEET

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INVESTORS
Looking for an investment of:
1.000.000 EUR

ADVISORS FOR GLOBAL GROWTH
Main target markets:
CEE
Procurean - The First Blockchain Driven Decentralized Market Based on Trust. The Procurean network was designed to put trust back into business transactions and to drive new value and transform digital procurement in a way that was unprecedented before access to low-cost computing power, big data collection and digitalization combined with data strengthened by blockchain technology.

The team's mission is: 1. To remove trade barriers for businesses of all sizes: the Procurean network will help empower business by dramatically reducing transaction costs and risk associated with international trade. 2. To ensure businesses trade with trust: the Procurean network will enable businesses to judge potential partners based on past experience from each previous transaction on the network. 3. To decentralize economics of business transactions and interactions: the Procurean network ensures data is not unduly influenced or tampered by an intermediary by distributing transactions along the network while hardening storage with the blockchain.

Acquiring easy access to market information, knowledge and leverage against known or unknown business partners, businesses can unlock new levels of cost efficiency; benefit from significantly lower transaction and friction costs; mitigate or completely remove business risks associated with international and cross-border trade; and transform procurement from a cost to a profit centre.
VisageCloud is an end-to-end face recognition and classification solution. It can work on photos, selfies, ID card and video streams. VisageCloud helps you check in guests at your event or hotel, be aware when a VIP customer walks in, and notifies you when a person of interest shows up on one of your camera screens. VisageCloud makes it easy to prove that you are you - just by showing up and being yourself. Moreover, VisageCloud allows you to get more insight from your already existing surveillance cameras, by getting real-time notifications and reports. VisageCloud can work as a cloud service or on-premise. It is fully API-enabled, so you can easily integrate it in other apps or business systems. Currently, the team’s main customers are in banking and finance, for now-your-customer/proof-of-identity scenarios, and in law enforcement, for smart surveillance and public safety. Their strategic objectives include expanding the existing partner network, for business development and technology integration, so as to cover a wider range of use cases and customer-facing scenario.
Agremo is a software platform for agribusinesses, crop growers and anyone interested in crop and land status and health. Agremo performs analytics from aerial imagery, leveraging computer vision and machine learning to provide “brains” for better crop management. It provides analyses and reports to add ultimate value to agriculture businesses using remote sensors and aerial images (typically collected using drones). It solves the problem of lacking accurate and early insights into crops being grown and lacking accurate data based on which to plan the future. Agremo has proven results with over 60 plant and crop types across all growth stages. Using Agremo, you can count plants, detect diseases, weed, pest problems and water stress, determine flowering levels, and more. It is compatible with any equipment type, including all commercial drones and sensors (RGB, NIR, multispectral, etc.). Agremo is designed for drone service businesses and agronomists using drones as a great value added to the services they are providing while helping growers to monitor and manage the crops. It is also designed for agricultural input producers to gain insights into their plots on testing sites, for large growers to efficiently manage crops by imagery-based decision support, and for insurance companies to estimate the price of premiums and assess damage levels for claims.
AmblyoPlay is gamified vision therapy for children with vision system dysfunctions, such as lazy eye/amblyopia, strabismus, convergence insufficiency and others. Although this might feel like very exotic problems, they occur in a relatively large share of children population. Lazy eye occurs in up to 5% of all population, while other binocular vision dysfunctions occur in up to 15% of the population. These problems can be treated in several ways, with recent comparative studies indicating that vision therapy yields the best results. Vision therapy exercises must be performed regularly and correctly to deliver best results and it has been scientifically proven that the therapies work at least for children between the ages of 4 and 14. AmblyoPlay was designed and developed with the goal of providing a wholesome therapeutic solution. It is not only a general set of exercises, but also:

- includes therapeutic games that are fun and engaging,
- has progress tracking,
- offers a personalised training program with perfectly fitting difficulty levels,
- provides remote supervision by your chosen eye care specialist,
- motivates children with virtual and physical rewards.

INVESTORS
Looking for an investment of:
250,000 EUR

ESTABLISHED COMPANIES
Main purpose and preferred sectors:
Health, insurance, eye care

ADVISORS FOR GLOBAL GROWTH
Main target markets:
EU, Australia and USA/Canada
AOX | Development Studio created a complete solution in wireless remote monitoring for irrigation and crop management from the convenience of your computer, smartphone or tablet. Studies have shown that more water is used for agricultural irrigation when the user does not have any insight into the actual moisture condition of the soil. Apart from financial disadvantages, excess soil moisture often results in plant disease, nutrient leaching, and reduced pesticide effectiveness. Research shows that proper irrigation scheduling can save up to 35 percent of the water normally pumped without reducing yield. Designed to help maintain the water content of the soil at a level adequate to meet the demands of the growing plant using real-time data. They are offering a reliable and affordable solution for industrial environments, from small farm business to mass production plantations. Increasing productivity by eliminating manual time-consuming tasks from workers is just one of the additional benefits. In 2016, the team behind the idea won second place at the Startup Weekend and in 2017, they won a Hackathon with their fully functional prototype. In Q3, after successfully testing in Herzegovina's largest vineyards, systems were delivered to the first customers.
Armbeep Tennis, coach better. Use data. Until today, players needed quite some time to find out specific player’s patterns and incorrectness. From now on, you can significantly reduce this time. The Armbeep Tennis Performance Analysis Tool is a system that is suitable for tennis players, their parents, and coaches alike. It is portable and easy to use, no matter where you or your player are. Armbeep enables quantitative and qualitative data acquisition and analysis, which gives the player a developmental and competitive edge. Today, problems in tennis are fatigue, acute and chronic injuries, heavy legs on a match day and slower or stalled development of a player. With recommended values for the workload parameters, the system provides better data-based answers to the question: “Does the player practice correctly?” By following the daily Heart Rate Variability (HRV) index, the system allows the coach to monitor the player’s overall health status and lifestyle, thus preventing injuries and burnout. It helps to find the right balance between training and recovery.

With Armbeep people will:
• Keep players healthy
• Prevent overtraining and burnout
• Minimize the risk of injuries (especially overuse injuries)
• Accelerate the improvement of the player

What you get in every Armbeep Package:
• Armbeep Wrist Monitoring Device
• Performance Analysis Software
• Smartphone Charting App - Support from professionals
• 1 Year Subscription Affordable price 249 €/$ (1 player/1 year)
Cella Medical is the developer of Cella, the first mobile, affordable and accurate hydration and body composition monitor available for home use, allowing consumers to take control of their own health in a way not previously possible. Cella was developed by the pioneer of the bioimpedance spectroscopy method for measuring body composition, and the global leader of beam stabilization instruments for particle accelerators. Cella provides results equivalent to the lifesaving $7,000 device from the $30 billion kidney dialysis giant Fresenius Medical Care for only $399 using a small wearable device. Other devices on the market claim to accurately measure lean muscle and fat tissue but they base their results on a tenuous fat & fat-free two-compartment (2C) model that does not account for the significant amount (20%) of water contained in fat tissue, nor for changes in hydration. As such, loss in fat tissue water is considered as loss in healthy lean metabolic tissue, and in turn, the retention of water, a common condition, is erroneously considered as gain in healthy lean mass. Using patent pending methods, Cella is the only device available to consumers that computes the body as three independent compartments: fat tissue, lean-muscle tissue and hydration. Cella provides unprecedented accuracy of the human body composition assessment, which in turn provides highly actionable information on the most important and until now underused health markers. Moving forward, Cella's affordable and portable model integrated with an app allows accurate large-scale data collection in the body composition space for the first time, providing consumers and ultimately health companies with access to high quality data for pre-emptive monitoring and disease prevention.
Just in the EU, one of seven people have health issues in everyday moving activities. Disabled people (physically or mentally disabled) need many accessories for active life which are mostly expensive and represent really high costs that most cannot afford. It depends on the social standard of the country what is (co)financed by the state and that considerably varies between countries. In less developed countries, basic disabled accessories are only accessible not provided. The idea is to make disabled equipment accessible for all. With the D4A platform (Disabled Mobility market) people are building an “eBay for the disabled”, which will allow buying and selling used disabled equipment, with a user experience that’s fully adapted to various types of disabilities. The online platform will connect disabled people from developed countries (Scandinavia, Germany, Great Britain, etc.) to people from less developed countries (Balkan countries, Eastern Europe and, later, third-world countries). The platform will make it possible to buy and sell used disabled accessories which will consequently increase social inclusion, mobility and quality of life (sport, culture, education, ...) of disabled and also solve the problem of an aging population.
Three years ago, one of their team members had an accident at work. He fell from the roof, and has been in a wheelchair since. He lives in an interfloor house, which is on the hill. He has a couple of stairs to the front door and 35 stairs to his room. He was aware of the burden of being dependant on another, he didn’t find a solution and this is the problem that the team is solving with their solution, for their founder and others who are like him. The team was looking for a simple, easy, affordable and mobile solution that would give their founder maximum independence from others. The team consists of a family of engineers and that’s why they’ve buried themselves in the search for a solution and found it. It’s the DEZZIV brake, which is easy, inexpensive, works equally well when it’s wet, with a replaceable brake pad. The solution is also mobile, because it is installed on a wheelchair and after it is switched on, it is completely automatic. And also because of these properties it also differs from other solutions. The responses of the first users are fantastic, as they are only now aware of what kind of freedom the solution gives them. The biggest problem that the DEZZIV brake solves is climbing up the stairs independently. You can view the display at: https://youtu.be/3doZqRPsVNU
The team invented technology that allows blind people to feel shapes on the standard touchscreen, which gives them better access to digital content. Their vision is to enable blind persons to feel photos in the future. Feelif is a standard tablet or smartphone - you put a special grid on top of its touchscreen and install a special app that bonds it all together. Using vibrations and speech, Feelif signals the blind person to tell them what’s beneath their finger. They’ve developed 3 Feelif devices (Feelif Gamer, Feelif Creator and Feelif Pro) and special digital content for the blind and visually impaired (educational content and games). The difference between Feelif devices is in their size, grid and purpose of use. Feelif Gamer is for playing games and it can be also used as a smartphone, while the other two are adapted tablets. With Feelif Creator and Feelif Pro, a blind person can also draw in colours and feel more complicated forms as graphical functions. Besides playing games, the devices can be used for education. The benefits of all 3 devices are: a blind person needs less than 5 minutes to learn how to use them, they boost creativity and cognitive thinking, with them you learn the spatial orientation and skills necessary for accessing digital content, you can play games by yourself or with others on the same device, you can even play online. Using Feelif, you improve fine motor skills and learn in a fun way because the team believes in game-based learning. That is why their content contains lots of motivation and praise. They are also building a Feelif Open Platform, which is a marketplace for content and apps. They want to build a community of users and unite all stakeholders: the blind and the visually impaired, parents and caretakers, teachers, content creators and software developers, who will create new content for Feelif.
FlySentinel

MedicoApps d.o.o. | Slovenia | 2014 | medicoapps.com

@MedicoApps

CONTACT INFORMATION

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ESTABLISHED COMPANIES

Main purpose and preferred sectors:
Aviation, Electronic production, Army

I WANT TO MEET

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ABOUT THE PRODUCT

FlySentinel is a unique, highly advanced state-of-the-art solution for monitoring the pilot’s vital functions, measuring human and environment parameters, and for identifying, notifying and preventing potential in-flight risk situations. It is the first and unique solution on the market, combining the latest technology, state-of-the-art design and a possibility of a wide area of implementation/usage for the industry and end-customer specific needs. It comes in the form of a wrist monitor and can be used as a smartwatch in inactive mode. It is the pinnacle of research and engineering. In the past few years, considerable progress has been made in the development of general aviation technology connected to navigation and flight monitoring systems. However, very little effort has been made to integrate pilot monitoring in on-board systems. On the other side, with general aviation expanding and pilots getting older and with more and more comorbidities, on-board pilot monitoring systems are becoming a crucial part in providing better pilot and flight safety and in-flight risk prevention. Currently there is no monitoring system commercially available to monitor general health and well-being of pilots during the flight.
There is an increasing need for modernization, automation and quality healthcare services in the field of rehabilitation. Physiotherapists are left to perform manual practices upon their patients, which can cost them a lot of time and fatigue, ultimately wearing down their ability to perform with high quality. Their project, the Hip Rehabilitation Device (HRD), is being created because of the desire to alleviate some of this pressure from physiotherapists. The HRD team has designed this device to automate the process of hip distraction (the manual physiotherapy technique), intended for patients with hip pain through the development of patient-specific programming. With the development of HRD, they simultaneously develop software intended for monitoring the rehabilitation process and systemizing patient data. Each patient will have a digital profile, which will be automatically updated based on their progress in each session with the HRD and physiotherapist. This allows for organized tracking of the patient's rehabilitation, not only by the physiotherapist but also by the patient, as they will be able to access this through an online, private, account. The goal of this software is to bring ease for both the patient and the physiotherapist while providing accurate assessment and planning of treatment in physiotherapy.
I Like Tofu
Avokado d.o.o. | Slovenia | 2015 | www.iliketofu.eu
@iliketofuslovenija

ABOUT THE PRODUCT

Avokado d.o.o. is a Slovenian, plant-based food startup. They developed a line of products, eight different flavours of organic tofu that are now being sold under the brand I LIKE TOFU. The brand is currently present in Slovenia and Italy. Health concerns related to meat consumption are growing larger every day, and switching to a more plant-based diet is named as one of the latest top food trends. The team is aiming to become one of the flag bearers of this Plant-Powered Revolution.

Why tofu? Tofu, although a symbol of veganism for some, is often considered as a boring and tasteless food. So, the team elevated it by adding only the best organic ingredients to create eight exciting new products, leading us along the path from the Mediterranean to the Orient. They are all super tasty, 100% organic and very good looking. I LIKE TOFU began with sales in November 2015 in supermarkets in Italy and then added a bunch of independent stores in Slovenia. After winning a customer choice award for the best domestic product in June 2016, they got listed in the biggest Slovenian retailer. At the beginning of 2018, they've successfully carried out a sales promotion in Hofer Slovenia. Their business model is to make high-quality innovative plant-based products and offer them through classic retail channels as well as the e-commerce channel which they have been developing lately. Production is entrusted to an experienced partner, with the capacity to cover high demands. Since they started sales, they generated more than €100,000 of revenue. Their target for 2018 is to strengthen their position on existing markets, add new ones and start sales through e-commerce. To support and accelerate those plans, team did a CONDA Crowdinvesting campaign where they raised €38,600.
LaliCup was made for all women and girls to make their period experience more pleasant, easier to handle and much more comfortable. The LaliCup menstrual cup is a much cheaper and eco-friendly alternative to traditional feminine hygiene products. It can be safely used while sleeping, travelling, during sports activities and even while swimming. It does not cause dryness and it does not irritate the vaginal mucosa, which are two of the most common problems with traditional feminine hygiene products. It works as a tampon and prevents water from entering the vagina while bathing in a tub or swimming in a pool or sea. A healthy, safe and eco-friendly solution! Why LaliCup? LaliCup is made of liquid medical grade silicone, it prevents accumulation of allergens and other impurities. All three LaliCup sizes are suitable for heavier periods and have a big capacity. It has slightly larger holes at the top of the cup (designed to create a light seal that holds the cup securely in place), so they can be cleaned more easily, and a unique design of vertical outer wall curves that make the cup fold easily for insertion and unfold easily inside the vagina. The rounded elastic stem and ridge on the base facilitate the removal of the cup. Designed and produced in Slovenia.
The team would like to share a short story with you. 4 years ago, someone mentioned Spiro-something to them. And they had no idea what that was. They had to educate themselves and learned that even astronauts consume it. So, they thought if astronauts do it, it must be good for you. But they had one problem, because when they first tasted it … well, it wasn't the best thing they've ever tried. So, the team and their friend Nastja decided to find a way to make healthy food appealing and yummy. And what they did was this: they established an online shop Malinca, which combines healthy products, supplements, recipes, articles on healthy lifestyle. Now, they're selling over 200 of them under the registered trademark Malinca. Malinca sells only what they like and what they believe in. Here you can read about some of the products: healthy sweeteners, organic teas, flours, spices, oils, super foods … and many other amazing products. They can highlight products that they've developed themselves: maca coffee mix, detox mix, beauty mix, brain food mix, immuno mix and other. They've grown into a community of 70,000 readers of their newsletter – which is like the size of a decently big town. They have 150,000 followers on social media, which is 3 times more than the President of Slovenia. For the last three years, they've been providing at least 2 amazing recipes for healthy meals daily. Besides that, the media loves them and they've won the best online retailer competition award for two consecutive years.
Medenka - Natural sweets made of honey and fruit

Medenka is available in four different flavours — two traditional and two modern. The traditional flavour is preserved with the flavours of Blossom Honey and Honey with Cinnamon. The modern flavours Strawberry and Orange are created with an advanced fruit processing method — lyophilisation. It’s a special drying process for the fruit, ensuring that the fruits retain up to 97% of all their vitamins and minerals. Lyophilisation also helps in the preservation of the intense fruit flavour, which will also convince the less persistent honey lovers. The honey originates from Slovenia, the products have a shelf life of 2 years. The company successfully launched their product in the well-known Slovenian TV show Startaj Slovenija (www.startajslovenija.si) and pushed the product to the food chain leader in Slovenia SPAR with over 100 stores across Slovenia.
ACTIVE OXYGEN - NEW CONCEPT OF HEALTH & BEAUTY.

Problems with the skin, nails and oral cavity are one of the leading growing segments. More than 30% of people are suffering from fungal infections, 45% of people are suffering from skin problems and more than 55% of people are suffering from problems in the oral cavity. The help for these problems lies in a new way of treatment with active oxygen substances (AOS). ENIKAM d.o.o. is a developing company with its own innovative products based on the AOS and promising plans for the future. The company was established in December 2014 as a development company. It is an innovator and owner of all products, from its basic formulation and production-friendly design to marketing and sales. There are two lines of products based on active oxygen - establishing a new concept of health and beauty:

1. THERAPEUTIC COSMETICS - OXILVER® line of products for the care and treatment of problems of the skin and nails

2. MEDICAL DEVICE - OROXID® line of products for oral hygiene and treatment of problems in the oral cavity.

They are the only AOS-based products of their kind registered as medical devices in Europe. All of these products are a combination of ingredients and a new mechanism of action, which ensure care, oxygenation and regeneration of people's cells in the same way as immune systems do. They are a safe and effective solution and care for inflammation, fungal infections and psoriasis of the nails, skin problems (dermatitis, herpes simplex, eczema, fungal infections, psoriasis, ulcers, wounds, burns, bites) and the prevention, whitening and treatment of problems with the mucous membranes of the mouth and gingiva (apthae, herpes, candida, periodontal disease and inflamed gums). All products are appropriate for cosmetic, clinic and personal usage. They are simple to use, safe for children and adults, intended for short- and long-term usage. They are not excluding or interacting with other cosmetic or therapeutic products.
The company wants to improve and manufacture the newest line of very precise diagnostics and rehabilitation devices and become the biggest European provider of isokinetic devices to health-related clinics. The company’s vision is to make therapies affordable to all the patients who need it, thus improving their quality of life. In 2018 the first goal is to go from prototype to production device, with additional work from engineering and production specialists. This goal also includes securing finances for development and production in the range of 200 to 250k Euros. It is important to create a high-tech device with enhanced efficiency in rehabilitation and therapy of a precisely targeted number of conditions (legs, hips, knees), at an affordable price for medical and sports institutions. The product will come with unique software and education that will allow its users to achieve the highest level of rehabilitation efficiency for their clients.

The team is very experienced. Nataša Desnica, MD, with more than 20 years of experience in the medical industry, specializing in diagnostics and rehabilitation, is the founder of the company. Throughout the years, Dr. Desnica has gathered data on thousands of patients, and the team has used her experience to improve the isokinetic device and the manufacturing process. Her specialization and expertise in the rehabilitation of top-level athletes include being the team doctor of the Croatian National ski team for the last 14 years, and participating in 2 Olympic Games as the Chief Medical Officer.
The SilverWay brand represents board games and toys for people with dementia who are responding to them because they are adapted to their abilities by content and design. The products are also adapted to different levels of dementia. The use of board games and toys represents a brain exercise for people with dementia, as this disease causes a decline in cognitive, sensory, sensorimotor, and social skills. This kind of exercise can significantly slow down dementia and helps people maintain their autonomy, sense of ability and self-esteem for as long as possible. Brain training is effective because the brain maintains plasticity throughout life: it adapts and changes, and as such it is receptive to the effects of brain exercise also at a late age or in the presence of a disease such as dementia. Board games and toys are designed for brain training and more meaningful fulfilment of free time of people with dementia because they are gradually extremely limited in the activities they are able to do, due to the specifics of their illness. Existing product alternatives (children’s toys) are less suitable for such purposes due to the lack of design and content adaptation to the needs of these people. SilverWay products are suitable for use in homes for the elderly (occupational therapy) as well as for domestic use.
Tomappo helps people grow their own vegetables. It guides them through the whole gardening season: from soil preparation and garden planning to the care of the plants and cooking. With the data gathered, Tomappo is a tool for efficient affiliate marketing of gardening-related products and services. Tomappo is a web and mobile application that delivers the right information at the right time. In winter, the web-based garden planner lets users organize their gardens (good/bad neighbours, crop rotation) and plan the whole gardening season. The mobile app consists of a lunar planting calendar showing when to plant different types of vegetables, allows users to take notes, the provides weather forecast, gives concise information for more than 60 most popular vegetables and more. On the other hand, the team is building a service – Tomappo 4 Shops (T4S), which will help specialized garden centers to reach out and communicate in a modern and efficient way with a younger population. Moreover, T4S will also have a business intelligence component and act as a virtual chain of garden centers.
TOMMI

Softcare Studios | Italy | 2017 | www.tommigame.com

@tommigame | @tommigame

**CONTACT INFORMATION**

Valentino Megale  
CEO and co-founder  
v.megale@tommigame.com

LinkedIn

**INVESTORS**

Looking for an investment of:

1 - 1.500.000 EUR

**ESTABLISHED COMPANIES**

Main purpose and preferred sectors:

VR companies (Google, HTC Vive), health insurances and healthcare providers. The goal is to sign a partnership with a VR hardware company, expand our network of contacts with health insurances for the reimbursement plan and get in contact with potential customers of healthcare systems.

**ADVISORS FOR GLOBAL GROWTH**

Main target markets:

Europe, US and China

Softcare Studios is an Italian startup developing digital immersive technologies to improve the patients' experience during therapy and simplify the work routine of the medical staff. Their first project is TOMMI, a virtual reality game for anxiety and pain relief in hospitalized children. The game design has been discussed with doctors and psychologists to provide a positive outcome to patients and reduce the stress caused by hospitalization, also involving their parents into the gaming sessions. The game is designed to test, collect and analyze therapy-related parameters of users (heart rate, respiratory rate, sight, hearing, coordination, cognitive skills) using only the VR headset, with no additional sensors. The data is collected to adapt the VR experience to the specific patient's needs and can be provided to hospitals through third-party API to support doctors in patient monitoring. The goals is to improve patients' compliance, increase their collaboration with doctors and improve therapy efficiency.

The project is developed as a B2B SaaS distributed to hospitals under license. At the moment, the first clinical pilot is ongoing at the pediatric hospital Bambino Gesù in Rome, while the team is attending its second accelerator program in Houston at the Texas Medical Center to expand their business to the US market.
Professional medical educational events are happening every day. In the field of medicine, there is great need to be involved in a lifelong education process, however it is impossible to attend all events and retain the knowledge. Events often take days, have limited impact and are expensive to attend, organise and monetize. The team is making high-quality professional healthcare education reachable to many, while cutting back on the costs and time waste and improving on patient safety. They are presenting officially accredited live online education services specialising in delivering high-quality high-impact online workshops for doctors solving real world cases, led by expert medical professionals. Workshops from different fields of medicine are prepared according to the latest standards, include interactive e-learning and promote active learning by increasing the attendees' active participation. Focusing on improving patient safety and treatment, the team is taking attendees’ comments and proposals into account, aiming to make the service as useful and as simple to attend as possible. They earn revenue by selling pharma companies short commercial spots during workshops, offering targeted and customer segmentation to increase measurable results. Since the beginning of 2017, they have held more than 60 workshops with over 150 attendees with the average rating of 4.85. They have so far sold 100% of available spots resulting in 10% profit at the end of 2017, and a confirmed increase in the sales result for their business partner. They are looking for partners to help make the project scalable, international and even more user-oriented while maintaining high quality and user satisfaction.
VRET Solutions is a software solution for virtual reality devices that will be applied in medicine, psychology and psychiatry. The goal of the product is to improve traditional psychotherapies and to enable psychologists and psychiatrists to use products to provide their patients safer, faster and more effective treatments. The team is using specially programmed computers, devices for Virtual Reality and artificially created environments, allowing the doctors to give the patient a simulated experience that can be used to diagnose and treat psychological conditions that cause difficulties for patients.

Exposure therapy is a treatment method in which patients are introduced and then slowly exposed to triggers of their fears, phobias or other disorders. The basic product is software that supports the virtual reality device. The software solution uniquely enables users to use it for therapy and problem-solving purposes. The newest and highest-quality technology is used. Each software solution consists of a 3D landscape view that allows doctors to use it when treating patients. So far, the available solutions include those for: stress, fear of heights, fear of animals, claustrophobia, OCD. Currently new solutions are being developed for fear of the dentist, fear of flying and fear of public speaking. Each solution was made under the supervision and strict guidelines of clinical specialists. All available solutions are on the platform, through which the doctors can use any of them. The software will be further improved with new ways of solving user problems, without any consequences or harm to them. Polyclinic Phobius has been using the product since October 2017 and they’ve treated over 60 patients, of which over 80 % have been treated successfully.

VRET Solutions | Bosnia and Herzegovina | 2016 | vret.biz

@vret1

Jozo Vasilj
jozoavasilj@gmail.com

CONTACT INFORMATION

INVESTORS
Looking for an investment of:
Minimum 100,000 EUR

ADVISORS FOR GLOBAL GROWTH
Main target markets:
MedTech in Europe

I WANT TO MEET

VRET Solutions is a software solution for virtual reality devices that will be applied in medicine, psychology and psychiatry. The goal of the product is to improve traditional psychotherapies and to enable psychologists and psychiatrists to use products to provide their patients safer, faster and more effective treatments. The team is using specially programmed computers, devices for Virtual Reality and artificially created environments, allowing the doctors to give the patient a simulated experience that can be used to diagnose and treat psychological conditions that cause difficulties for patients. Exposure therapy is a treatment method in which patients are introduced and then slowly exposed to triggers of their fears, phobias or other disorders. The basic product is software that supports the virtual reality device. The software solution uniquely enables users to use it for therapy and problem-solving purposes. The newest and highest-quality technology is used. Each software solution consists of a 3D landscape view that allows doctors to use it when treating patients. So far, the available solutions include those for: stress, fear of heights, fear of animals, claustrophobia, OCD. Currently new solutions are being developed for fear of the dentist, fear of flying and fear of public speaking. Each solution was made under the supervision and strict guidelines of clinical specialists. All available solutions are on the platform, through which the doctors can use any of them. The software will be further improved with new ways of solving user problems, without any consequences or harm to them. Polyclinic Phobius has been using the product since October 2017 and they’ve treated over 60 patients, of which over 80 % have been treated successfully.
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The digital health platform 1CLICK2SPORT improves health and makes it possible to live better through personalised solutions that focus on wellbeing. Every day, people face challenges, endure stress, are exposed to increasingly toxic environments, work late, sleep less and prepare meals from products with questionable ingredients. People have less and less control over the environment, the chemicals people put in the soil, water and air. People own more products than ever before, care and obsess over things all the while forgetting to take care of themselves. The team believes that the time has come to shift healthcare from reactive to proactive, where individuals, companies, medical and other professionals, insurance providers and state officials work in sync to disrupt this hazardous trend. Their platform creates a simple way to engage in this process, to motivate, connect and reward. The platform is empowering individuals and families to:

• easily plan and track their activities,
• connect and match with others,
• compete,
• set goals, achieve and celebrate.

They encourage companies to:

• implement and promote healthier lifestyle culture and programs,
• build better teams and habits,
• manage and motivate better.

They’re enabling the industry, coaches, professionals and physicians to work towards a better solution for our future selves. They started as a small team of sports enthusiasts and have grown to become the largest provider of healthy habit services in Slovenia, with more than 270,000 completed activities for ages 18-65. This year, they are negotiating with top domestic and foreign companies to implement the largest health lifestyle program “Vital companies”, which aims to include more than 100,000 employees.
With ARLOPUS, you can play the same music on many different mobile devices at the same time and do not notice any echo among them, similar to hearing the music from many loudspeakers at once. Besides being used by regular users in small groups, ARLOPUS can also be used by event organizers, marketing agencies and sport clubs or associations for organizing mass happenings and cheering, as a new tool for engaging audience, customers and fans. The team offers the ARLOPUS platform for building customized branded apps with additional features. They are also aiming to organize bigger events through ARLOPUS platform, with or without custom-made branded apps for large groups during promotional activities. The team's goal is for ARLOPUS to become the best cheering and gamification platform for such occasions and they are developing an admin dashboard for those corporate clients.

The business model for ARLOPUS is to earn money from 2 main channels:
1. Custom-built branded apps for other companies;
2. Recurring income from larger happenings by event organizers and promotional campaigns (with and without branded apps).

They plan to create varied custom-branded apps based on the ARLOPUS platform, for cheering apps or as a promotional tool for companies. For this, they will have a one-time fee for creating or integrating the app within the company's existing apps and then a yearly subscription for the use of the platform. Concerning future investments, the team would need more developers, community managers, content writers, customer care officers, and marketing assistants. For the purposes of custom-branded apps, the team would need to establish a network of strategic sales partners for different territories, and/or open sales offices, at least one on each continent/large country.
Auggies is a gamified app that helps children become active! With the rise of new technology that makes children passive, overweight and unhealthy, so rise the Auggies! It’s an interactive app that gamifies the otherwise dull and boring exercise routine for children while also teaching them valuable life skills. Every child gets an Auggie that they have to take care of and with the use of augmented reality, image recognition and other new technologies, they also take care of themselves in the process. Set yourself or your child on an adventure full of fun that will leave you healthy and in good shape.
Baggizmo is a tech fashion brand that’s focusing on its mission to deliver to customers high-end wearable technology with high-quality innovative designs. With the first product – smart bag, Baggizmo has developed an advanced, more functional and aesthetically pleasing way for men to carry their belongings. The second product under the Baggizmo brand is the next-generation smart wallet, a combination of contemporary design, premium materials and advanced integrated technology, especially designed to improve the security of credit cards and protect personal documents.
61% of people play mobile games at least once a week and 80% of adults gamble at least once a year. More than a problem, the team sees this as an opportunity for uniting two already existing and market-proven concepts of lottery and mobile advertising into one, and offering a unique value proposition to the user. Boomerang is a free lottery where instead of paying for tickets, you get them by playing your favourite games! The team's revenue comes from selling ad space inside the app. They have automated those sales by integrating mobile ad & offer networks, which supply them with ads & tasks. Up to 15% of their advertising revenues go directly in the prize fund for users. Because the app users' aim is to get as many tickets as possible, they are very responsive to app's incentives. They are more than happy to watch more ads or do more tasks as an opportunity to get more tickets, instead of being annoyed by it.
bstoked
Mang d.o.o. | Slovenia | 2016 | bstoked.net
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CONTACT INFORMATION

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I WANT TO MEET

INVESTORS
Looking for an investment of:
350,000 EUR

ESTABLISHED COMPANIES
Main purpose and preferred sectors:
travel and hospitality

ADVISORS FOR GLOBAL GROWTH
Main target markets:
travel and hospitality

Geek House SPS SK75

ABOUT THE PRODUCT

Travel has changed. Peer-to-peer (P2P) platforms such as Airbnb are disrupting the travel market with their more authentic and community-based approach. But for the many outdoor sports enthusiasts who need to travel in order to experience diverse locations, there is no platform that offers what they need: a variety of sports experiences, staying with and doing sports with local peers, information about local sports conditions and more. Until now, bstoked is a specialised P2P marketplace that makes it easy to host and book action sports experiences. bstoked minimises planning, costs and risks, while optimising the travel and sports experience. And what’s more, bstoked is not one platform, but rather a family of sports-specific platforms: each is tailored to the needs of the respective sports community and offers everything from complete trips, accommodations and specialised services (courses, gear) to information on local spots.
BuWizz
Fortronik d.o.o.  |  Slovenia  |  2015  |  buwizz.com

@BuWizzBrick  |  @buwizzbrick

BuWizz is the best remote control and battery for controlling your LEGO® trains, LEGO® Technic cars and other models. BuWizz offers better performance than other solutions on the market. Embedded battery enables precise steering, huge power and speed never seen before. BuWizz is a simple, elegant and compact solution that packs a hefty punch. The LEGO Power Functions motors compatible brick comes alive with a smartphone app (available on both iOS and Android platforms). Suitable for everybody, kids and adults. Move your bricks faster.

Roni Leben
Founder
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I WANT TO MEET

ESTABLISHED COMPANIES
Main purpose and preferred sectors:
Toy industry

ADVISORS FOR GLOBAL GROWTH
Main target markets:
USA & Asia

Geek House SPS SK75
Closenger is a social network app, available for Android and iOS platforms. It was released in December 2017, and has 30,000 users so far. Closenger is designed to be a social network with focus on local content and global trends. For that purpose, they’ve created two unique features. The first feature is Nearby. It is a list of posts that were posted near the user’s current location. It is sorted from the nearest to the furthest public post. The second feature is Trending, which shows you the most popular posts in the past 24 hours on the entire network. Apart from those unique features, Closenger offers you almost everything that other social networks do. You can post textual, image, video and GIF posts, chat with your friends etc. The idea behind Closenger was to solve the problem that other social networks created. All social networks connect you with people that are thousands of kilometers away from you, but you forget about the closest ones. For that purpose, Closenger connects you with the people who are physically nearest to you.
CouchCoach is a second-screen application for basketball fans, allowing them to coach from the couch, propose players and win or lose points based on real-time decisions. During the game, fans are often annoyed because of how their favorite team plays. CouchCoach helps them become a part of the game, helps their team win, have fun and win prizes. CouchCoach likes basketball and wants to change the game.

Nenad Nikolin, ex basketball player, national referee, coach and sport director, founder and CEO at Fractal Dimension, ICT Consultancy company; Dejan Vujic, Big Data Specialist; Igor Kokoskov, assistant coach Utah Jazz, NBA and head coach of Slovenia men’s basketball national team; Zoran Secerov, sport journalist; Vladimir Stankovic, sport journalist and writer.

CouchCoach is enhancing the viewing experience, driving people to tune in to broadcasts and increase the time spent watching live games. Additionally, the team has enough data to prepare reports for coaches, managers, marketing, management, media, brands, agencies, etc. Benefits for their partners include increased revenue through more engaged fans, because fans stay with the game longer, come back more often and bring their friends, reach new audiences and analyze the fan activity. They are the winners of Spark.me 2017 and a finalist at the Euroleague Tech Challenge 2018.
Droppin is an app that gives users the ability to leave messages, images and gifts for their friends and followers at specific locations. The pins are unlocked when the recipient goes to the destination. Leaving a Pin You walk into the coffee shop by your apartment on your way to work. As you take a sip of your coffee, you think of your roommate who pulled an all-nighter prepping for a pitch he has today. Here’s some fuel for your pitch meeting. You will rock it. To show him your support, you leave him a Pin with an encouraging message and a coffee on you.

Receiving a Pin The chime of your phone wakes you up after a long night prepping for your pitch presentation. It’s a notification that you received a Pin at the coffee shop near you. As you walk through the doors, you open your Pin to find that your roomie left you a nice message and also bought you a coffee.

A Pin can be: a fast & easy gift to say thank you, a creative & thoughtful note to show you care, a fun way to leave reminders & to-do lists, an innovative exchange of coupons & referrals, an incentive to shop local or build brand loyalty. Users can post a Pin publicly or exchange Pins privately. Businesses will have a public trail of pins that reveal customer experiences, recommendations, and feedback. Unlike other alternatives, the team has a really accurate location tracking algorithm that they have developed, making the location much more precise than the algorithms used by current competitors. The team has developed an application that can identify a location on a specific corner of a store or a coffee shop with 100% accuracy. The product is being tested with more than 1.000 users and 5 businesses in the team’s local city. The vision is to make it really easy for businesses to provide virtual gift cards that users can leave for their friends with little effort and no need to be over-complicated with currently available apps while also being a socializing app that is fun and enjoyable to use.
FashionTouri offers designers direct access to an underrated target group – tourists! During a trip you don’t shop online, you shop on-site! In 2017, more than 7 million tourists in Vienna discovered the city. 43 million tourists in total arrived in Austria last year. A target group with a high spending capacity! Over the past year, the tourism industry in Austria provided an economic value of €56.5 billion. FashionTouri helps tourists explore the culture of a country through the fashion and design perspective. The average time of their stay is 3.4 days. To not waste time, they need a perfect solution for linking their sightseeing activities to an individual and selective shopping experience. With the FashionTouri platform, the users will be able to inform themselves before they even start their trip and the large range of alternatives will inspire them to not shop mainstream goods. During their trip, they’ll create their own shopping-sightseeing map that’s based on their personal and individual interests. As a national fashion and design-guide, FashionTouri simultaneously shows them the importance of supporting local economies and the possibility to shop special souvenirs as moments and memories. FashionTouri supplies new online concepts to established local well-known brands and hidden secrets in the offline world. They build up an interactive and creative multimedia network that improves the visibility of local designers in each city. They lead buyers to an intentional and conscious shopping opportunity that is time-saving and cost-reducing. Additionally, they facilitate the connection to an international community and send out FashionTouri ambassadors who are recommending the latest talents to each other and sharing their insights. They would like to start in Vienna and build up the next cities step by step. To local designers, FashionTouri provides a multimedia market place. This network enables them to be linked to a new target group: tourists! To tourists, FashionTouri is an interactive guide that combines two passions during their trip: shopping & sightseeing! The team consists of 4 members: Matthias Benedikt (CTO - he is finishing his PhD at BOKU Vienna and is the founder of BITS), Corinna Stabrawa (CMO - she studied tourism management in Vienna and international event management in London), Antonia Jelavic (Social Media - she is a journalism student in Vienna) and Ronja Scherzinger (CEO - she studied media and communication in Vienna and in Sweden and was employed at the Austrian Broadcasting Corporation ORF). For the technical implementation and development of the website, the chatbot team works together with the Viennese IT-company Moonshiner.
Fastcast is a SaaS-enabled marketplace for movie producers to scout and hire talent and for talent to manage their own career. The team wants to become the ONE-STOP SHOP for the modern producer so besides scouting, talent seekers can entirely manage talents’ salaries and contracting. Over the past months, their platform helped realise around 1000 short term hiring for tv shows, series, commercials events and similar. They mostly work with data about people’s skills to create the perfect match between talent and listed jobs. Their mission is to build the world’s largest and smartest talent data base for the entertainment industry, automate repetitive and mundane aspects of the talent recruiting process, reduce bias, and transform the workforce management in the movie industry.
Klepetalni robot d.o.o. Reach your audience in the right place. Chatbot, a human program that simulates human conversation or chat using AI, does that for you! Businesses have started facing the issue of how to effectively reach their target audience as quickly as possible. The problem of time sensitivity is especially expressive in the sports industry because of the time-congested sporting events that are happening simultaneously. Fast content distribution is key, and being present in social media is simply not enough anymore as users are moving to chat applications.

The idea of developing chatbots was born out of thorough knowledge of the sports industry, the activity of sports subjects (clubs, associations, sports organizations ...) and their communication with their key target group - fans. The main objective is to solve the problem of reaching and communicating with the target audience of sports subjects through the Messenger application, where the fans already are. There is no need to develop expensive applications that require large amounts of production, development and acquisition costs. The team at Klepetalni robot d.o.o. has already built two chatbots that were presented for the needs of the European Futsal Championship in Ljubljana (UEFA Futsal EURO 2018) and the Slovenian Olympic Committee, where the chatbot represented the central channel for communicating the results and the classification of Slovenian Olympic athletes at the 2018 PyeongChang Winter Olympics.
Nowadays, neither parents nor their children can imagine a life without smartphones and tablets. Unfortunately, children often spend too much time on useless applications. The goal is to motivate children to spend time with smartphones and tablets, not only for entertainment but also for their development and education. And that’s why it allows the parents to set a balance between entertainment and educational applications on the device used by the child. So, while kids use educational applications, they earn time, which could then later be used for entertainment! Therefore, this interconnection will stimulate the children to study more. Therefore, the team created a mobile app - FunControl - a new generation of parental control apps that motivates children to educate themselves and stimulates them to study more. In today’s world, this has become a real global problem that parents often cannot solve alone and without stress for children. Having encountered a similar problem in their own families, the team has found the perfect solution that really works. The application registers and records the activity of other applications and is able to block user-defined apps by showing the additional overlay on the screen instead. In order to track active apps, it is necessary to get the latest launched tasks. In addition, a list of carefully selected educational applications is offered to the users. The app is already developed, so the team is now searching for funds in the amount of €15,000/month, needed for marketing and further developing the app.
GewdGame is an online platform that enables competitive gamers to build a winning team and take the first step on the path to a pro eSports career. GewdGame's concept is based on monetization of gamers' skills and time. By using GewdGame, even players outside the elite group of pro eSports players can start earning money by playing games. Players can use GewdGame to find and hire other players for help with training or to join their team. They can also use GewdGame to post their own offers for collaboration or coaching. GewdGame functions as a marketplace, bringing together supply and demand in a secure and trustworthy environment. In each transaction, both parties agree on the timeframe, scope, and payment for the gameplay service provided. All GewdGame users can hire other players, provide gameplay services or join up to form teams. GewdGame provides secure transactions and acts as an independent arbitrator in the event of a conflict between players. Players can join GewdGame, complete their gamer profile, and post offers free-of-charge, while a transaction fee is charged for each successful transaction.
Goody's central theme revolves around luck-based winning of different discounts and prizes. It introduces a new way of marketing, allowing businesses to promote their products and customers to win goodies. This app feeds mobile advertisement on a full-screen format. It can not only convey the message effectively, but also yields higher conversion compared to other advertising methods. The app is available on both Android and iOS. It's completely free for users. It allows users to win exclusive discounts and prizes by collecting virtual coins every six hours, choosing a specific goody that interests them and scratching. If they match three identical elements, they win that goody. Since its launch in January, goody.ba has witnessed huge growth, currently counting more than 8000 active users who have scratched more than 500,000 times. The app has a B2B2C model and generates its revenue from companies and businesses.
Luminous Ltd. is specialized in creating immersive visual experiences in Augmented and Virtual Reality. Custom-designed software tools can be used in many applications in tourism, education, entertainment and marketing industries. GuideAR is the ultimate Augmented Reality tour guide. It identifies and explains cultural and historical landmarks as well as invites people to interact with them. Custom-made for each city and each place, it provides adapted information from museums and libraries in new innovative and attractive forms. GuideAR brings the essence of dusty archives into the hands of its users and lets them dive in the magic of AR. To bring this unique user experience to the customers, old-fashioned information is gathered by means of digital technologies. GuideAR creates digitized databases and information models. In order to achieve this, a multidisciplinary team with professionals from various fields such as archaeology, history, architecture, IT, 3D and game design, was formed. This is why in addition to the mobile app, special collaboration tools are provided for their partners to minimize friction and optimize team performance. With GuideAR, the user receives site-specific information as digital content seamlessly blends with the surrounding environment. That is how it can make history come to life, navigate through time and space, and present curious cultural details in an extraordinary way with the power of cutting-edge technologies. Making each and every sight more memorable, informative and interactive.
The company’s product is a mobile app that offers a virtual fitting service. Happy Feet enables a personalized shoe-fitting experience, accessible to anyone with a smartphone. With Happy Feet, you can scan your feet (by taking a few pictures from different angles) and get suggestions for the right size and styles of shoes for your particular foot shape. As a result, you understand what styles of shoes fit your particular foot shape and get redirected to buy them from different merchants. Partners are shoe companies that are interested in selling shoes online through their websites/apps and also include the Happy Feet service of virtual fit as a feature. The application is developed by the team of Happy Feet LLC.

In the first phase, they have developed the scanning algorithm that measures the length and width of the foot by taking a picture of the foot placed on an A4 format paper. Negotiations with shoe vendors that operate in Kosovo were done, to help in the matching process by giving information about the shoes that they possess. Fortunately, they were willing to help as well as to co-operate as soon as the application is finished. During the months that the team was staying in Innovation Centre Kosovo, around 90% of the application in the Android OS was developed. Considering the fact that the number of users in the iOS platform is almost the same as the Android platform, the iOS platform is being developed as well.
HEROcoin & herosphere.gg

HEROcoin  |  Austria  |  2016  |  www.herocoin.io

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CONTACT INFORMATION

HERO

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LinkedIn

I WANT TO MEET

INVESTORS
Looking for an investment of:
5 mio EUR

ESTABLISHED COMPANIES
Main purpose and preferred sectors:
Network

ADVISORS FOR GLOBAL GROWTH
Main target markets:
Contacts

INTRODUCTION

HERO brings the fun and social character of challenging friends to the existing gaming environment. With their own e-sports prediction & fantasy platform herosphere.gg, they made the first step in 2017 and have already grown it to over 250,000 registered users. In order to take the product to the next level and follow their vision of a transparent, automated and manipulation-free peer-to-peer online betting environment, they brought blockchain to the game. After successfully performing the first Austrian ICO, the HEROcoin ($PLAY) was born. The HERO system will radically change today’s centralized way of igaming and break with the traditional “the house always wins” paradigm. The first use of HEROcoin in Q2 2018 is their own platform herosphere.gg (free to play until now) but it can be integrated by any third-party provider.
I am MAX
I am MAX is a platform that offers smart hotel solutions. MAX is a personal assistant for hotel’s current guests. MAX is a clever chatting bot, connecting connecting guests with the hotel and guiding them throughout their stay with an emphasis on social aspects. It’s also a smart way of communication between the hotel and its guests. The main functionalities are: visibility of hotel services and direct booking, connection with other guests in order to do some activities together (e.g. tennis, bowling), what to do and visit outside the hotel and an auto reply for frequently asked questions. The hotel is able to create events, post notifications to reach their guests, receive valuable feedback.

Top features:
1. Check-in/check-out;
2. Dashboard with events and messages;
3. Find Mate feature – find other guests and do activities together;
4. In-hotel activities with reservations;
5. Guidance around the hotel with a map and list of recommended places and activities;
6. Hotel service: ask MAX about FAQ, call hotel or chat with hotel staff.

Benefits to guests:
1. connect with other guest to enjoy hotel offers (tennis, dinner, networking);
2. eliminate waiting time on reception thanks to pre-check-in;
3. recognize VIP guests;
4. Room based on guest preferences;
5. chat with MAX from anywhere. I am MAX, enjoy your stay to the max!

What the hotel gets:
1. hotel services up-sales, promotion hotel services from anywhere;
2. time save for receptionist (reduce paperwork, emails, reduce FAQ from guests);
3. increase responsiveness of receptionist
4. promote hotel events;
5. collect statistics and feedback;
6. hotel engagement to other hotels
7. Personalized marketing.

I am MAX allows you to squeeze the most out of your hotel!

Video I am MAX: https://bit.ly/2J8vxLi

INVESTORS
Looking for an investment of:
770.000 EUR

ESTABLISHED COMPANIES
Main purpose and preferred sectors:
partnership, demo offering to hotel

ADVISORS FOR GLOBAL GROWTH
Main target markets:
hotel segment

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Co-founder, Sales & Marketing Director
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LinkedIn

HotelioHub | Slovakia | 2017 | www.getmaxapp.com
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The team believes in challenging the status quo of traditional social-media platforms. They believe in the power and importance of face-to-face interactions. And they also believe it’s time to make conversations human once again. How? By creating a platform with a non-addictive design, which speeds up online interactions, allows people to text less and talk more, and empowers them to create meaningful relationships with others. And so, the team created a simple, straightforward app that enables users to do just that: to go and meet someone new in a nearby cafe or a restaurant, start a conversation in person and take it from there. The process is simple: ImpromptMe works just like any other social-networking app. Users create a profile and set up filters (someone may be interested in networking and meeting people from a specific industry while someone else may simply be interested in grabbing a drink & enjoying an interesting conversation). But then, instead of chatting or swiping, the user simply selects a meeting time and a meeting location (one of the many cafés, restaurants, and bars nearby) and sends out the invitation. The only thing left to do is to then go to the given location and start the conversation in person.

This enterprise is backed up by the second business activity of the team which is leveraging the core technology of ImpromptMe app to mediate efficient face-to-face meetups at events (conferences, shows, concerts) by offering an Event app to event organizers for a highly competitive price, compared to today’s offerings. This enables the team to: a) Channel more users to the core app b) Create an additional revenue stream c) Minimise the risk.
Jamatu is the uniquely revolutionary 360° all-around platform that organises your tailor-made event (whether it’s with 10 or 100,000 people) just like the best event agency would organise it. It is a marketplace in the sense of an ecosystem in the digital age, for everything that relates to events.

**Jamatu**

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**INVESTORS**
Looking for an investment of:
1.000.000 EUR

**ESTABLISHED COMPANIES**
Main purpose and preferred sectors:
Entertainment, Location providers

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Jamatu | Kosovo | 2017 | jamatu.com

@JamatuApp | @JamatuApp

I WANT TO MEET

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Kuvo | Bosnia and Herzegovina | 2017 | news.kuvo.gg

@kuvogg | @kuvogg

The team is creating a specific and dedicated environment for all gamers through a unique social network where they can be recognized, accepted for who they are, and get a place where they can enjoy doing what they love and share their passion with other gamers. Through personal experiences during gaming careers and while communicating with casual gamers and professional players, the team came to the conclusion that these problems are the biggest issues that hinder the development of a gaming social culture. Gaming is an extremely social endeavour and huge communities gather around influencers, but the problem is that existing platforms don’t provide meaningful ways for those communities to interact between themselves and the influencer. The more popular the influencer gets, the more disconnected he is from his loyal fans. Having worked in the gaming industry for years, the team came up with a unique proposition on how to attract and interact with various subsets of gaming micro-communities. The team is creating a variety of tools for influencers to attract, retain, communicate and monetize their dedicated fan bases. Their goal is to connect all the gamers in the world on one unifying platform and to act as a pillar of the gaming community. The team wants to bring gaming culture and values to the mainstream. The goal is to become the go-to platform, in essence a Facebook for gamers.
Labbox is a STEM educational product that aims to offer a real-world learning experience in science, engineering and technology. Labbox has been developed from classroom experience with more than 1000 children. During classroom work with children, most educational kits that are found on the market have these common problems:

1. Step-by-step instructions that don't allow a learning environment because it removes decision-making from the process, and don't allow mistakes.
2. Pre-engineered products don't really teach engineering.
3. Very high prices of STEM educational products, limiting reachability.

Labbox offers a solution by creating fast prototyping and intense learning environments in STEM and helping build 21st century skills. The step-by-step instructions were replaced with storytelling through comic books, and pre-engineered electronics was replaced with kid-adopted RAW electronics. Labbox proves to offer 100% project-based learning and offers rapid prototyping abilities. LabBox will bring innovation to the educational system by placing less emphasis on traditional textbooks and lecture methods of instruction and embracing more engaging pathways to discovery. Labbox will create the educational infrastructure necessary for intense learning environments through storytelling as a method to guide children in their learning adventures. Storytelling is relevant to project-based learning since it emphasizes the need for the ‘why’ and ‘how’, which enables children to understand the benefits of different solutions. While the traditional system of education lacked the proper mapping of STEM concepts and the real world, with LabBox, children can understand what they are learning and why, which is pertinent to their future and the future of the whole world.
Langroo is developing chatbots that teach people better than humans. Their chatbot is designed for English learners around the world who want to improve their language skills on Facebook in a fun and engaging way.

**CONTACT INFORMATION**

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**I WANT TO MEET**

**INVESTORS**  
Looking for an investment of:  
**250.000 EUR**

**ESTABLISHED COMPANIES**  
Main purpose and preferred sectors:  
e-learning; AI

**ADVISORS FOR GLOBAL GROWTH**  
Main target markets:  
Taiwan, Brazil, Turkey

ABC Accelerator
The winning innovation of the Slovenian forum of innovations 2015, a vehicle for children called Lucky3in1 is ready to take the new generation of children into the future. This flexible combination of three most popular toys, a balance bike, a tricycle and a scooter, allows the child a wonderful experience of playing with just one toy. LuckyOne's young team has developed a unique Slovenian innovation Lucky3in1 that contributes to a healthy development of children. They created a wooden multifunctional toy that can be easily turned into a balance bike, a tricycle or a scooter. The combination of the three most popular children's vehicles helps the child achieve better physical and social development. Lucky3in1 is a toy that grows and develops with the child, since it is suitable for children aged from 18 months to 5 years. The transformation from one shape to another and adjustable moving parts make Lucky3in1 capable of accompanying children for a long time, regardless of their height or age, which makes it even more special. The Slovenian company LuckyOne wants children to have the opportunity to develop both fine and rough motor skills already in the preschool age. The commitment to sustainable development has contributed to the development of a unique Lucky3in1 toy that is made of high-quality wood, capable of withstanding all child's mischief. The long-lasting toy proves its quality with the conformity to SIST EN standards and CE quality certificate. The high quality of the product and its potential is also witnessed by the fact that Lucky3in1 won the category of individuals at the 10th Slovenian Innovation Forum 2015, among 86 other inventions.
Maestro Amadeus
Maestro Amadeus | Slovenia | 2018 | www.maestroamadeus.com

The Maestro Amadeus platform is a solution that helps musicians simply organize their sheet music by using advanced algorithms, which save musicians time when they're digitalizing and managing their musical materials. By using the platform, the users can simply share the materials with each other, which is especially important for bigger music groups and music schools. Because the way they manage and interact with sheet music, be it on stage, during practice or in other circumstances, is crucially important for musicians, a part of the platform is also a mobile solution, which enables advanced interaction with sheet music by using tools for automatically turning the page and establishing an advanced connection with other mobile and music devices. Based on an analysis of the added materials, the platform automatically determines the meta information of individual songs such as the title and author. Musicians can enrich individual songs with additional information, such as default metronome settings, sound files, and automatic page-turning. The Maestro Amadeus platform focuses on professional and amateur musicians, smaller and medium-sized music groups, and music schools and their students. By using the platform, musicians have access to their sheet music anywhere, online or via the mobile app.

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INVESTORS
Looking for an investment of:
500.000 EUR

ESTABLISHED COMPANIES
Main purpose and preferred sectors:
Music, Education

ADVISORS FOR GLOBAL GROWTH
Main target markets:
EU, USA
MAG-LEV Audio visually enhances the experience of listening to vinyl records by levitating the platter. By joining the team’s love for music with careful integration of technology and high-range audio components, the team has created a turntable of the future for the medium of the past. The team was searching for a way to give people a better, newer way to experience vinyl records. By pushing the frontier of audio technology, the team was able to integrate the uplifting experience of music into the turntable design itself, bringing the feeling of zero gravity into your living room. The turntable comes with a pre-set tonearm and cartridge and allows you to connect to speakers through the phono input. Pick your favourite record, move the tonearm into position, and lower the cueing lever. Then watch in awe as the uplifting experience of listening to your favourite record is combined with the uplifting experience of levitation. The turntable also has platter feet which allow the platter to rest while the turntable is switched off. These feet elegantly retract when you start using the turntable. The turntable includes a 45-rpm adapter and can easily be switched between 33 rpm and 45 rpm ensuring you can listen to the music you love no matter what type of record you’re using.
Meerkiddo is a child- and parent-friendly parental control Android app with the largest number of features in the global market at this moment. In other words, it is a one-stop shop for parents who care about their child’s safety on the internet. The name of the app came about by mixing the words “kid” and “meerkat”, a well-known animal from the famous Lion King movie, also one of the most social, cooperative and protective animals in the world. Meerkiddo gives parents the possibility to connect the parent’s and child’s phone via one account and after that, the parents can see their child’s location (real-time and past locations), schedule alarms and reminders on child’s phone, check the battery level, allow or prohibit certain app usage - and even to schedule the usage of some apps, for example to provide the usage of Facebook only on Tuesdays and Thursdays from 3 to 8. Parents can be notified whenever the child types a previously forbidden keyword on their phone, but they can also prohibit certain websites in general. Additionally, the geofence technology is one the best things, allowing the parent to mark the safe area on the map and if the child leaves this area, the parent gets notified. The child’s phone is actually a combination of multiple IoT devices in one, and the company is turning Meerkiddo into a real Swiss army knife in parental control since it has everything that parent needs.

The app can be downloaded at: https://goo.gl/7hXR87
Melon & Lime’s mission is to seamlessly combine yoga and technology with the aim to efficiently guide people towards a stress-free lifestyle.

The team strives to create a worldwide community of practitioners and experts who use Melon & Lime smart gear and an ecosystem to connect and practice yoga anytime and anywhere with help of premium on-demand guided exercises and scheduled live classes provided by world renowned yoga teachers, therapists and influencers.
MIND - a digital media hub about business, economics and lifestyle in Ukraine. Independent digital media for middle- and high-income people who want to know about trends and understand the last motions in business, lifestyle and news in the country. Mind started its journey in April 2017 and by now, it's in top 10 digital media in Ukraine with the potential of getting to top 3 in the upcoming 12 months. They have 0.6 million unique readers and 2.5 million sessions per month. Their KPIs are growing rapidly by 25% on a monthly basis. They have an IP license for the MIND brand and Google is already referencing them and put them on the Press platform. One of the biggest FB groups in Ukraine with more than 370 k members is managed by them and the numbers are growing! The website is WWW.MIND.UA and the media platform is currently working in 2 local languages. It will be introduced in English by summer 2018 to be a provider of all business and lifestyle news and analytics in the Ukranian and Eastern European region.

MIND is independent, smart, trendy and quick digital media - everything that's ON YOUR MIND, you can find at www.mind.ua!
Needlio is a startup from the SPARK Mostar acceleration platform. The project has started in January 2018 and the team currently has 4 members. Have you ever been in this situation? You are at a party and you are out of the beer, already way too drunk to drive to the store, which is far away, or you arrived home from a hard day at work and decided to watch a good movie, and noticed that you do not have snacks and soda in the apartment, but you’re too lazy to go to the store. There are so many similar problems and the solution for them is a mobile application called NeeDlio.

The app works on a peer-to-peer principle for product delivery. Customers can order the product they need in only a few steps. The keystone of this application is that on the one side, we have a person who needs a certain product, and on the other side we have a person who has that product, or who is willing to buy and deliver the asked product. Only products from the application’s list are available to be ordered. So you can pick one product type and specify it in the description, so the deliverer knows exactly which product you need. The application enables the user to choose the person they want to deliver the product, based on their rating and the time they can deliver the product in. A fee will be charged from the deliverers profit, because the app will be free for users.

The application is in the development phase at the moment, and it will be available for free download, on the App store and Google Play soon.
The problem is that dogs can't tell us how they feel and mostly they don't present obvious symptoms until an illness has developed. That can affect the quality of life of our furry friends or, even worse, their life expectancy. Imagine you could check your dog's health status within 60 seconds.

Finally, you can! With PEZZ Check, the team developed a quick and reliable urine test for every dog breed. With 8 essential health parameters, signs of more than 20 diseases like e.g. diabetes, urinary tract infections, kidney stones, dehydration, proteinuria, liver disease, ketonuria, anaemia or bacterial infections can be detected. As the team uses the same test strips as veterinarians, the accuracy of the results is similar to those obtained at a vet's office. PEZZ Check consists of a test cup with an integrated handle bar, which makes collecting your dog's urine super easy. After collecting a few drops, just wait for a moment and the results can immediately be analysed with the free app that shows you the outcomes in a simple and understandable format.
Company UtaUta is designing and selling premium furniture for pets. Their goal is to offer design furniture for cats and dogs that can be personalized by customers to fit their needs and desires. The market offers no such personalization, there are only generic products with limited choices. Due to the lack of supply of design furniture for house pets on the market, UtaUta is solving the problem for buyers, who seek modern and quality products that fit in their homes. They had already invested a lot of money in furniture and design, therefore they do not want the furniture for pets to stand out in a negative way. The design furniture market is steadily growing and there are more and more people owning pets. They have found a unique business opportunity as there is a gap in the design furniture market for house pets. Their vision is to offer high-end design furniture for buyers with sophisticated taste. Team will enter the market with design products that offer personalization. They also want to take personalization to the next level, offering custom-made products that will be made for individual buyers to fit their desires and needs – creating the same relationship as the one between an architect and a home builder.
The Printee app is the easiest way to order photos and other photo products directly from your mobile phone gallery or to gradually build your favourite selection before making the order. You can even share photos from almost any app and order them with just few clicks. For now, the Printee app supports iOS and Android. To ensure maximum quality, photos are printed with silver halide technology, the gold standard of imaging technologies. Photos are printed directly on Fujifilm Archive Supreme Paper and can be ordered in three different sizes (9x13, 10x15 and 13x18 cm), with both matt and gloss finish. The company offers local shipping and has multiple printing partners across Europe to ensure low-cost, fast, and most efficient shipping available, so you can order products in different countries with local shipping costs.

In Q2 2018, they are planning to include new products with higher value, e.g. Printeebook in three different formats (A4, A5, 21x21 cm), all printed on high-quality photo paper with hard covers, laminated with soft touch matt lamination. Printeebox is box filled with desired photos, and it can be a great present. The new version will also support gift packaging and various accessories.
PublishAR is a platform that enables almost anyone to create Augmented Reality content. AR is technology that bring objects from the digital world into the real world - if you used Pokemon Go, that’s AR. As such, AR presents a huge opportunity in the education and publishing markets. At the moment, creating AR content is time-consuming, expensive and requires very specific knowledge. This problem is especially visible with the publisher and education markets, as they want to make engaging content but it’s not easy for them to do so. The team created a platform where anyone can create their own AR content. If you have ever used a web browser or drag & drop tools, then you will know how to use PublishAR ... It really is that simple.
Rubico
Amplius electronics d.o.o. | Bosnia and Herzegovina | 2017 | www.amplius.tech | @AmpliusElectronics | @Amplius_e

Rubico is a unique multifunctional product, representing a combination of battery charger for smartphones, USB memory storage and an NFC tag. Instead of carrying around multiple devices, replace it with Rubico – one device that holds them all. Rubico is small, durable, very practical, and easy to use. With the Rubico smart powerpack, you will never find yourself in a situation holding a drained or “out-of-memory” mobile phone. The product comes with a mobile application that allows users to transfer data from their mobile device to the smart powerpack, to monitor the amount of free memory, as well as to record videos and photos directly to smart powerpack. The Rubico smart keychain comes with a blank programmable NFC tag. It can be programmed as the user wishes – unlocking doors, check-in cards etc. The team realized that a smartphone is actually the one object that people interact with every day more than any other object or person. The team has received great support from SPARK (business accelerator). The Rubico smart keychain is intended for modern, young people, especially those who are following and adopting new modern technologies. It is ideal for people who do many outdoor activities or travel a lot. Due to the problems that people face every day, Rubico comes as a lasting, simple and functional solution. It is made following world trends and needs. Practical, reliable and charming.

Marin Bevanda
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LinkedIn

INVESTORS
Looking for an investment of:
150.000 EUR

ESTABLISHED COMPANIES
Main purpose and preferred sectors:
Telecommunication; Reason white labeling

ADVISORS FOR GLOBAL GROWTH
Main target markets:
toys and gadgets, personal devices and apps
Selfikon is a social networking and media sharing app that allows users to share their content with emphasis on selfies. They have almost 300,000 users and every day more than 1000 new people register to their app via Google play store and iOS app store. They provide a great experience to their users, with branded augmented reality masks and photo stickers. Selfikon is made for user’s photos and videos with an emphasis on a personal natural selfie, and for brands as advanced high engagement brand positioning and marketing tool, with the combination of Augmented Reality and brand recognition system from media content. They are working hard on spreading positive self-awareness of people and their true appearance on social media. Unlike other platforms, Selfikon encourages the sharing of natural, unfiltered and unbeautified photos and works to create a friendly and free community against any prejudices on how appearance should be.
SightRun is an innovative tourist product with a mission to help runners have a great time running when traveling. It does that through a mobile app with audio-guided tours that combine running with sightseeing. That way, runners can enjoy their favorite activity while learning about the city they’re in. Audio files are GPS triggered so the speed of the user doesn’t matter and they can even walk. After downloading the tour, it can be used offline as well. The team’s vision is to create a platform through which users will be able to easily create their own tours and share their stories and recommendations for the city. It aims to encourage both visitors and locals to learn about different neighbourhoods through themed stories. It educates them not only on the destination’s main highlights but also on the lesser-known stories and legends which they might have otherwise missed out on. The team uses a B2B model and their customers are tourist boards, hotels, conference organizers, race organizers as well as corporate brands. Solutions that the team provides for their customers include branded audio tours for the SightRun app, a white-label solution or an API for integration with their existing app. They pay for the technical solution as well as for customised and branded audio-guided tours.
SpaMatch mobile app
SpaMatch d.o.o. | Slovenia | 2017 | www.spamatch.com
@spamatch | @spamatch_app

Time is very important to all of us. Many most successful apps right now are giving you time. Ride? Uber. Accommodation? Airbnb. Well-being? SpaMatch.

SpaMatch is a new mobile app for spa services, where provider and user can find each other based on their free time. In the app, you as a user choose what you want, when and where. The enquiry reaches all providers nearby in a second - it’s like calling all of them at once. The providers who are available at that time simply click “I have time” and then you choose one based on distance, price and rating. Providers can fill their last-minute free spots, get notifications about who wants their service, and have all information in their hand, without even answering the phone. They also see the percentage of the user’s reliability, they get new costumers who had maybe never even heard of them, they can organize easily, and they are basically skipping the advertising step.

The team launched the app in January in the two biggest Slovenian cities and in one month, 200 providers downloaded the app, which is 3% of their complete market. The number of users is also increasing on a daily basis. There are now around 500 of them and the team hasn’t even started with the marketing campaign yet.
SpeakyABC is the first Bulgarian company for teaching English online, working on the Chinese market. Their students’ ages range from 5 to 18, a group which represents 17% of China’s population (about 220 million people). The obstacles these children face within most widespread English language learning systems in China include the unavailability of experienced teachers to help them with pronunciation, inflexibility of lesson times, lack of interesting materials and methods of learning, and unaffordable one-on-one learning sessions. Creating an interesting, flexible and interactive e-learning platform is their way of solving these issues. They give students the chance to have private one-on-one lessons with a variety of highly-experienced teachers; as well as group lessons with peers at the same level, but not necessarily at the same age. And all of this from the comfort of their homes! The unlimited opportunities provided by the Internet have already created a consumer base of more than 200,000 paying students and over 20,000 teachers. Offering prices two or three times lower than those of competitors is the key advantage of the company, and a strategy certain to attract many customers. One of the added benefits they hope to provide is the opportunity Bulgarian students would have to earn extra money and fund their further education. They first conceived the business concept in July 2017 and have been developing it since, with the company having been officially registered in the beginning of September. They won Innowave 2017 Business and Startup Conference’s startup competition in Varna, Bulgaria in October 2017 (goo.gl/urk95N). They’ve launched the Chinese website’s homepage in March 2018. They are working really hard in order to be working with customers by the start of the PODIM Conference 2018.

A video presentation: https://goo.gl/Wfy477
The prosperous company Bitnot from Slovenia is set to please its customers with their Teodoor smart lock for front doors of apartments or houses. It recognizes the user on their way home and can be set to open the door when the user is in close proximity. You can also unlock your door with a touch of your Teodoor app. Your smartphone can become a schedule setter and simultaneously a user’s manager to your front door. They managed a successful Kickstarter campaign in 2017 and have raised USD 280,000 of pre-orders with over 1500 customers from more than 70 countries worldwide. This was achieved through a modular design that can easily be adapted to different kinds of locking mechanisms. On top of that, Teodoor is also one of the smallest solutions on the market. Teodoor is a step into smart home solutions and a brave product to set standards for hotel rooms, apartments and designer homes. The lock on your door can also connect with various smart hubs and allows for open and safe integration via multiple protocols.
A wearable screen designed to display images, GIFs, or social media handles with smartphone connectivity. It offers users a new way to express themselves by featuring a wide range of images, symbols, or hashtags to choose from. This device can accentuate your personality and share your style with the world. It’s an aid that shares online activities while socializing in an offline setting. Imagine if you could display one simple image or video that shows your inner self, and see an instant boost in your social connectivity. What if there was a wearable that could upgrade everything that you wear, assist you in your networking and help generate more leads for your business? So, here it is. The Badger. Accentuate your personality and share your style with the world. It is a rebirth of an icon from our adolescence, the pinned badge. Screens today are designed to face the user. Badger faces outward. Why? The same reason people wear a t-shirt of their favorite band or have a sports team on their phone case. In either context, you are signalling to the public that you are interested in that topic and you wouldn’t mind if a person nearby talked to you about it. With Badger, this concept can be amplified by being able to swap images or hashtags on the fly. You’d be pumped to have it.
This is the perfect app for sharing your favorite moments and memories with your friends, family and business associates. It is designed to capture and share your special moments through images and events or albums. With the Tulfie app, you have full control over what you share and with whom. You can categorize your connections and images and have full control over who can access your profile. Obtain Star status when you reach more than 100,000 views within 30 days. Organizing an event or album is easier than ever! Simply create an event/album through Tulfie, send invites to your connections and within five seconds, you will have an awesome photo album of your birthday party.

- Create a personal or business event or albums in a few seconds.
- Promote your album/event.
- Invite connections and friends. Define privacy rules; allowing access to images.
- Get notified when images are viewed, wowed and commented.
UrbanApp is a unique social integral platform for optimizing app engagement and generating swift personalized geo-specific content. It informs you about relevant urban web sites and applications, all promptly at your thumb's reach, anywhere you need them! It saves your precious time when going through a large amount of internet content. An active network of users and editors are engaged to share advisable and favourite web content. The platform edits, segments and passes the content back into the community, targeting the user at the right time. People get quick access to relevant information about regions and cities, mobility, local offers, they're spending less money and at the same time they're contributing to the financial fund for local sustainable projects, which can be suggested and chosen. WHY URBANapp? Quick access to relevant content suggested by users. It saves your precious time and money. Intuitive one-handed content organizer. Participation in local development. All-in-one urban application. Global information channel. Mobile city marketing and loyalty. Effective promotion for local applications. New ideas, public opinion, crowdfunding and a sustainable fund. Big Data: predictive analytics. The team's market analysis shows that UrbanApp is what at least 74% of the urban population wants! UrbanApp is a new means of sharing targeted information, it connects people and it’s a mobile promotional centre with the aim to become the ultimate all-in-one urban application.
vinoo is revolutionizing the way people discover, taste and buy wines. It helps wine lovers discover new wines and winemakers, depending on their geo-location and their wine taste profile. The recommendation algorithm is helping users find the best wines for their taste (analysing users’ behaviour on the platform). vinoo is also organising local wine tasting events that sell out every time and are a great tool for growing the community of wine lovers around the platform. vinoo is a marketplace for wines, working tightly with the winemakers to enable them a new marketing and selling platform. Many great wines are not available in shops or vinotheques and as vinoo is shipping wines directly from the winemaker to the users’ table, it is changing the wine industry. The platform launched in Slovenia in October 2016. There are currently almost 50 Slovenian winemakers with more than 400 wines available. vinoo is expanding to Croatia and Austria later this year. The passionate team currently consists of 3 hardworking guys, 1 designer & frontend developer, 1 backend developer, and a CEO who has communication skills from more than 25 years in the media business and is passionate about wine and solving problems.
Visualazer is developing a decentralized new community-driven ecosystem to enable new possibilities for content creators to grow faster communities, find their perfect audience and let them choose the possibility to become “shareholders” of their favourite creators through a gamification investment system, allowing them to participate in future possible revenue. It’s a platform where video content creators get as much value as they deserve for their daily job, growing communities and driving their attention to specific topics or products. It’s a place where the middlemen’s power decreases drastically and where creator’s IP rights are guaranteed and secured. It’s also a new concept of democratic fair budget distribution, rewarding viewers for meaningful actions on the platform. All of this is possible thanks to blockchain technology and a tokenization system allowing companies to spend less in video advertising for better results. For the first time, digital marketing can rely on true, decentralized and immutable data insights written in the blocks. The team believes this is the future and wants to be a part of it. The team is multidisciplinary, consisting of marketing specialists, business developers and IT technicians, and they are specialised in video advertising. The team is currently looking for advisors and an investment able to support the marketing and legal aspects for an ICO launch in the upcoming months.
When In X helps adventurous tourists visiting Eastern Europe have the greatest experiences by giving them access to a vast array of offers neatly arranged by city, type or intensity. Unlike the conventional tourism value chain, When in X boosts both the supply and demand of such specific activities by using AI to create unique offerings for each customer. Ultimately, the team contributes to a far more pleasant stay on the users’ side and to international market penetration on the service providers’ side. The When in X platform is almost fully developed and functioning, with 800 active users and 70 tours, making it easy for deployment and customer testing.
Whisperr is a dating app based on audio profiles. Whisperr users have between 10 seconds and 3 minutes to create their recording. The team offers some assistance to users in the form of sentences to finish, topics of conversation and texts to read. Profiles include a photo, which appears with a 10-second delay to give users the time to focus on the voice and form their first impression based on voice, because as research shows, their assessment of people is five times more accurate when based on voice than on a photo. Whisperr is a radically different dating app because it is the only one that relies on voice. Because it is based on audio profiles, it maintains the ease and speed that other apps have but provides incomparably more information than the average online dating profile. Voice provides information in a way that neither the speaker nor the listener are aware of, but which leads to the unmistakable conclusion “I like this person” or “I don’t like this person”. Including voice is an important step because it introduces the element that is usually missing in an online environment, namely nonverbal communication. As Albert Mehrabian’s rule of personal communication says: three elements account differently for liking for the person, words account for 7%, tone of voice accounts for 38%, and body language accounts for 55% of the liking. Users on Whisperr have 45% of the information when they first hear a profile, whereas users on standard apps only get to that level after they meet, because communication tends to be textual before meeting. Whisperr is saving users from bad dates and allowing them to assess people more accurately before matching with them.
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3Dsurvey is a photogrammetric mapping and Aerial Image Processing Software. It’s especially designed for land. They capture ordinary 2D images of terrain or objects with any drone and any camera. With 3Dsurvey, they can create their own 3D point clouds, digital orthophotos (DOF), digital surface models (DSM) and calculate volumes fast and easy. They bring terrain to their computer with accuracy of up to 4cm. Dangerous and inaccessible terrains, such as rocky cliffs, garbage dumps, quarries, open pit coal mines and busy highways can now be measured quickly and elegantly. Regular surveying work can be completed 2-10 times faster than working with traditional surveying techniques. Results of 3Dsurvey are used for further analyses, BIM developments and GIS systems.
On a daily basis, water-based paints producers are losing time and money because microbiological detection techniques give results in a time-consuming manner and have not changed in the past 100 years. Each small to medium-sized company can generate a loss of up to 400,000 EUR per year due to late detection of contamination. Real-time information on microbiological contamination in water or in other liquids is of extreme significance to the production process. Unfortunately, until now, industrial microbiology could not provide any method that would be able to measure the microbiology of samples in real time. Microbium developed a tester for fast detection of bacteria in water-based paints, which shortens the time of detection of bacteria from 2 days to 4 hours. Real-time detection of bacteria means efficient management of the production process and adequate quality control. The user can react to appearing contamination problems in real time, which results in reduced risk of paint spoilage. On the other hand, considerable savings are made in optimised consumption of chemicals such as biocides and fungicides. Together with a tester, Microbium provides a service. They designed a framework that includes a sampling procedure and protocol, identification of microbiological critical control points, statistical evaluation of results, interpretation of results and implementation of recommendations and measures, creating guidelines, thorough and extensive microbiological analysis in Microbium’s laboratory, implementation of antibiogram analysis according to the used biocides, implementation and training of fast methods for detection of microorganisms.
AlpStories is a personalized organic skincare line. The company’s proprietary technology enables the customer to personalize and stylize their own skincare products to their own individualized needs rather than use those created for the mass market. The team recognized new trends in the fast-growing market of cosmetic personalization. The problem in the current beauty industry is that cosmetic products are generic and their quality doesn’t meet their high prices. AlpStories is offering a unique solution for these challenges. They found a way to mix natural ingredients in a fast and economical manner while automating the process of ordering, filling and branding, including personalized branding. Each customer creates their own affordable, unique and quality organic skin care product via a smart factory on the phone or through the website. There are millions of different variations depending on ingredients, fragrances, concentration, skin needs ... all individualized to a person's skin. In short, AlpStories has decided to apply the Internet of Things (IoT) and Web 4.0 solutions to a new market challenge. Personalized products are produced by a dual-arm robot, named Balthazar, which finishes one customized product within 3-5 minutes. Personalization in AlpStories is adopted on 3 different levels. Users can: 1 - mix natural cosmetic ingredients with natural essential oils, vitamins, extracts and fragrances to create their own skin-care products in various package sizes, 2 - create their own label and use their branding to sell it through their own channels, and 3 - analyse their skin at AlpStories point-of-sales. AlpStories skincare products are guaranteed to be natural, vegan and cruelty-free. Inspired by the long tradition of the healing power of plants and development of active botanicals, they select the best in nature. All AlpStories products are without parabens, sulphates, mineral oils, artificial colours, synthetic fragrances or silicones. AlpStories wants to make it possible for everyone to simply order their perfect custom made natural cosmetics!
Cafelier is creating breakthrough innovation in the espresso machine cleaning field. They’re presenting Cafelier C1, a unique handle for cleaning the espresso machine that ensures an unrivalled cleaning experience – fast, safe and easy. It replaces a century-old method that often resulted in cuts and burns. Cafelier was invented with the goal of revolutionizing the entire cleaning process. No more countless hours of cleaning the espresso machine. Cafelier combines different techniques of the cleaning process and makes it possible to clean the espresso machine at any time, not only at the end of the shift.
In order to provide much needed automation and optimization to printing house processes, Cronus developed a complete modular printing house automation system (HWSaaS) that covers all key processes from planning, execution and control. The modular design of Cronus can be easily implemented by print shops of all sizes with the possibility to expand on demand as they scale their businesses. Cronus is a secure cloud-based application, which is accessible all over the world and is available both on desktop and mobile devices. Printing processes and analytics data are thus available at any time.

Artificial intelligence (AI) and machine learning allows Cronus to be at the forefront of next-generation solutions for the printing industry.

Key benefits of Cronus:
• Intelligent algorithms for automatic selection of the most cost-efficient process to produce the calculated product.
• Tracking processes from the calculation to the end produced product (100% paperless).
• Data analytics dashboard for all processes from calculation to the end production.
• Optimization of the production process with the data collected in previous production processes.
• Cloud based machine-learning algorithms.
• Optional sensor integration that allows capturing of more contextual important data for the production process (every machine section is monitored in real time and responses to possible problems before they happen): Cronus Air Quality Sensors – Temperature, Humidity, VOC (Volatile Organic Compound).
• Complete Cronus API that allows 3rd party platform integration.
Dreambox Mobile Modular Vital Construction for Tourism, Housing and Trade
Arch Vitalis d.o.o. | Slovenia | 2015 | www.vitalhouses.com/si/

CONTACT INFORMATION

mag. Peter Rižnar
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I WANT TO MEET

INVESTORS
Looking for an investment of:
1.000.000 EUR

ESTABLISHED COMPANIES
Main purpose and preferred sectors:
Building, Tourism

Vital House Building Technology offers revolutionary complex and complete design. They offer construction solutions of new generation buildings with healthy living conditions and extreme thermal insulation. Solutions are applicable on grounds, where construction was not previously possible and safe. Advantage of our buildings are unique construction technology with patent pending systems.
Mobile House

Smartdome, d.o.o. | Slovenia | 2014 | www.smartdome.si
☎ @smartdomeconstructions

ABOUT THE PRODUCT

The team's main occupation is to develop affordable buildings that can be built on degraded areas while taking exterior and interior multifunctionality, mobility and modularity into account. The team has developed something different, a fresh radical design, which is their innovation. The idea was based on the principles of bionic constructions, e.g. the building is designed to blend in any environment. They've developed a wide variety of accommodation and modular customisation of degraded areas. Their product gives a new dimension to life in nature - from Alpine/ski villages to Nordic lake villages and life in treetop rainforests. With their system of mobility, they are solving problem of installation on degraded areas. Smartdome doesn't need foundations and they don't need heavy machinery like heavy trucks or cranes for the layout. With modularity, they are solving space needs of users - domes can be easily added or removed for another purpose. By offering the possibility of placing units on degraded areas (e.g. tilting terrains, forest, water, rocks), customers can install units on degraded but interesting locations end even more. They are giving degraded areas value and a new functionality. Their goal is to listen, observe, understand, feel, synthesize and gather views that enable them to become invisibly visible. It is not enough to create products that work and are useful. They also have to create products that bring joy and enthusiasm, pleasure and entertainment, inspiring people with the beauty of living in nature.
They are developing innovative parametric urban design software Modelur, which greatly simplifies and accelerates creation of conceptual urban massing. Their tool assists municipalities, urbanists and investors alike in making well-informed decisions during the earliest stages of their projects, when their design decisions have the highest impact. This is achieved through easy validation of different design proposals against the requirements - something that isn’t possible with existing tools, due to impracticality and the associated financial and time constraints. With Modelur, you are able to concatenate the lengthy zoning documents and maps into an interactive 3D solution space, which enables you to quickly create a plethora of viable alternative urban design solutions, all conforming to the same conditions. Research has shown that using this new method, work can be completed on average 2.4x faster, with a 4.6x higher accuracy, all while making 3.5x fewer mistakes. Their patent-pending technology offers the fastest way to high-quality development that is in line with the city’s vision of spatial development.
Noomly is an alarm system for sneaky toddlers. Noomly smart movement sensors alert parents when their toddler starts moving towards less safe areas like the kitchen, balcony or swimming pool. They can also notify kindergarten teachers when a child tries to wander off from kindergarten. With Noomly sensors placed by the door, parents are immediately notified via a mobile app if the toddler passes through them. It’s a great addition to child gates, which don’t notify parents if child climbs over or opens them. It can also monitor movement in front of any less safe objects (like a bookcase or TV), without reacting to any movement outside that area. Unlike other motion sensors, Noomly sensors recognize the child by height using multiple PIR motion sensors and will not react to the movement of grown-ups. They also give children the ability to move around the home outside potentially dangerous areas without triggering the sensors, using very narrow lenses for PIR sensors. The idea is to give parents a peace of mind and alert them immediately when their reaction is needed. Nursery schools and kindergartens would also benefit from Noomly sensors greatly. Taking care of your own child is one of the greatest responsibilities but taking care of someone else’s child might be even bigger. When it comes to picking a nursery school for your child, safety is one of the main questions of every parent. Using Noomly sensors on all exits, kindergartens and nursery schools could increase their security and prevent children from wandering off.
Thousands of SMEs managers do not know what is happening in production and do not know if the company is losing money due to inefficient productivity, waste of resources and unplanned downtimes. Furthermore, most SMEs do not have any Industry 4.0 knowhow in the company, the time for installing processes is limited, and the investment cost for the current Industry 4.0 systems are too high.

With nxtbox you can forget all these problems! Take your nxtbox plug it into your machine and it will be automatically connected with the NxtCloud as well as your own mobile device, in less than 1 hour. The 4 real-time dashboards (productivity, cost saving, energy consumption and predictive maintenance) plus the communication tool between machine and human will help every SME to increase productivity and save costs because with nxtbox, you can understand why a factory is unproductive. All this is available without any investment cost - with Nxt SMEs only pay for what they are using. With nxtbox, team developed a 3-step roadmap:

1) Entering the market: with the nxt SaaS solution and their global sales channels, they've placed nxtbox directly at the source of production data.

2) Disrupting the market: data security and integrity is the #1 issue when it comes to data sharing – data is a highly valuable asset for every manufacturing company. The Nxt blockchain ensures that the right data is securely shared with the right people, inside and outside of the company.

3) Changing the global market: via the Nxt blockchain technology, completely new use cases arise that give access to the market to new players (banks, insurance companies ...). With nxtbox, the team is currently participating at the WeXelerate, the biggest startup hub in Europe, and also got selected to move to the Silicon Valley in Q1 2019 by US investors. They currently want to close an investment round and that's why they wish to join the PODIM Conference.
Pana is a social and ecological enterprise that produces unique design furniture, tailor-made from wooden waste and employing people from marginalized groups. Pana was established in 2013 in Albania through a competition for Green Ideas and Social enterprise organised by Partners Albania. Since that day, things have moved forward and there are now 16 employees, a workshop of 350 m² and an office of 100 m². The company has worked with more than 300 clients, from which 70% are businesses and 30% families. Company produces tailor-made furniture depending on the clients needs and mission. All the products are 100% ecological, made by reusing the wooden waste that’s collected from different entities. The range of the production line is diverse, from small things to big ones. Usually the whole interior for the company’s clients is done by giving them all the information, even on other products that they would like but the company cannot produce. Having an office of architects allows them to make the whole interior before going to the production, giving their clients an overview of what is going to happen to their interior. 70% of the production process is handmade, which gives even a bigger value to the product. The products are produced by people from marginalized groups like the Roma and Egyptian communities, people with disabilities, orphans or returned emigrants.
REWO is a visual digitization platform that drastically improves the way of capturing and communicating knowledge to anyone within the company’s ecosystem. Imagine it as a virtual mentor that’s always available.

REWO is already used by some of the best manufacturing companies in Slovenia. Why do they love it? Well, the median age of a skilled trade worker is 55, and two thirds of them will retire within the next 5-10 years. This means that two thirds of the aggregated collected knowledge about manufacturing will be lost. REWO allows manufacturing companies to store and pass on knowledge of their workers in the form of intuitive instructional augmented videos. This way, these companies save a ton of money on training newcomers.

To give you some perspective ... manufacturing in the EU alone employs 33.9 million people. That’s 5 times more than the IT industry. The 2.1 million companies in this space already spend more than 33 billion euros on training. Right now, the team is focused on solving this problem for 87,000 medium and large manufacturing companies in the EU. In return, they pay a subscription fee for each worker using REWO. This segment alone represents an opportunity worth 792 million euros per year.
SIMARINE PICO
SIMARINE d.o.o. | Slovenia | 2014 | www.simarine.net

Contact Information
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About the Product

With the team's first product SIMARINE PICO (hardware + apps) they offer customers a highly capable yet easy-to-use marine battery monitor with premium design that will fit seamlessly into any new or used sailing/motor boat. SIMARINE PICO increases the safety of navigation and enables big savings to yacht owners and yacht charter companies while offering high value added.
Sleepy bottle
Innovat pro d.o.o. | Slovenia | 2017 | www.sleepybottle.com

ABOUT THE PRODUCT

Most parents are facing the challenge of feeding their baby during the night. Some parents feed their babies naturally by breast-feeding, others don’t have the same luxury. For them, night-time baby feeding can present a real nightmare. Waking up to the sound of a screaming baby and rushing to prepare the baby formula, which takes minutes that seem like hours, is a struggle on its own. But when you think you have to do this several times per night, it is just inhumane.

With Sleepy Bottle, these are struggles of the past. Sleepy regulates the water temperature to the recommended 37°C, and with its clever design, allows you to prepare fresh baby formula in less than 10 seconds. With Sleepy Bottle, parents will get their sleep back.
The thinKing is an innovative company from Klagenfurt offering designed cardboard furniture, which is lightweight, eco-friendly without any plastic or glue, 100% recyclable, affordable and customizable. With a simple, clever and fresh design, the thinKing is offering a wide range of products, also from external designers so the company can release new products on a regular basis. The goal of the thinKing is to establish cardboard as a material used for smart furniture and interior, thereby offering affordable design products in good quality.

I WANT TO MEET

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MATERIALS AND MANUFACTURING
The WINTEH platform is a complete system for easy, quick and efficient production of standardized offers regardless of location. The platform is being developed with the aim of combining suppliers and users of building furniture in one place and providing a system for quick and easy preparation of standardized offers. The purpose of the platform is to provide a system for easy production of typified offers that will be adapted to both a large and wide range of building furniture providers. It also wishes to ensure simple use for the customer, who will be able to build up an informative offer of the desired provider of building furniture. The platform solves the problem of a long and complex bunch of offers, shortening this time by half and allowing automatic filtering of compatible options, which eliminates the possibility of errors in the selection of incorrect items or additions. It enables the user to easily and transparently input data, create a graphic, descriptive and value offer, reduce the use of time for the preparation of offers, and consequently enable cost optimization of the sales function. The platform represents an effective comprehensive marketing and sales tool that significantly optimizes the sales process and reduces the cost of doing business.
Wood Cube

Wood Cube GmbH | Austria | 2017 | www.wood-cube.com/de/

@woodcube.houses

Wood Cubes are multi-purpose mobile houses (office, living, wellness, etc.) industrially manufactured and made of 100% wood. 100% environmentally friendly, 100% cradle-to-cradle principle with a minimum carbon footprint and, as a customer option, even with a self-sufficient energy system. Wood Cube offers a new way of sustainable living in a comfortable room made of wood (all surfaces and walls are made of wood). Additionally, Wood Cubes might be small but they're designed by various star architects from all over the world who create their own “Wood Cube skin” and thus draw more attention to their quality work. That's why the team's value proposition is: a unique living or working experience closer to nature in a stylish home!

Their customers range from

- companies looking for additional office space or customer reception area
- hotels that want to expand their existing capacities with additional hotel rooms
- professionals such as massage therapists, physiotherapists who are looking for a cost-effective way to set up their own office
- private customers looking for a small holiday home in their preferred surroundings or a guest room or home office in the garden
- hotels or private customers looking for a comfortable way to build a beautiful wellness area
- and many more.

With the team's joint venture partners, they're combining architectural know-how, timber construction expertise and industrial production experience under one roof.
XVIDA Magnetic Wireless Charging System is the ultimate collection of magnetic wireless charging docks and magnetic protective phone cases, designed for fast wireless charging and effortless mounting at home or on the go, it supports dual-mode fast charging for iPhone X, iPhone 8, iPhone 8 plus and quick charge technology for Samsung flagship phones.

Highlights of the new XVIDA Power 2 Collection (2018)
FAST WIRELESS CHARGING The dual-mode Fast Charging System delivers optimum charging power for your iPhone (7.5W) or Samsung phone (up to 15W) and consistently outperforms all competition. Whether you’re charging your latest iPhone X / 8 / 8 Plus or Samsung Galaxy S8 / S8+, the XVIDA Car Charger always delivers maximum power, allowing you to use multiple apps simultaneously while charging at the same time.

ZERO OVERHEATING. Their new AirFlow ventilation system combined with state-of-the-art power components ensures your phone will stay cool even in peak use. This extends battery life and enables fast charging. Vent blade speed and shape are optimized to achieve completely silent cooling.

MAGNETIC LOCKING. Their precision magnetic locking ensures your phone always snaps into the optimal charging position with zero effort. Providing 100% reliable and blazing fast charging rate every single time. Unbeatable performance & maximum convenience!

DESIGN XVIDA Cases and Chargers offer advanced performance combined with elegant and sophisticated design, which blends perfectly with your premium smartphone. Designed to impress, built to perfection!
Commonly, industrial AR applications require custom development for each use-case. The goal of Zumoko is to create a user-friendly editor, platform and viewer app that would allow users to quickly develop AR instruction use-cases, and to deploy them to the factory floor. This way, the cost of AR deployment would be reduced, which would allow industry-wide AR adoption. An important piece in this equation is also good quality camera tracking. Camera-tracking technology is an enabling technology for AR, and provides information of the device 3D position and orientation, which allows rendering of digital 3D objects attached to the environment. ARCore and ARKit are examples of now readily available tracking algorithms provided by Google and Apple, respectively. In an industrial setting it is also important to be able to detect positions of physical objects based on their CAD models, which are commonly used in the industry. Zumoko has an edge in this area, as it is one of the only 3 companies in the world that has a proprietary CAD tracking algorithm for HoloLens. Zumoko CAD DT enables identify the exact position of any 3D object based on its CAD model data, irrelevant of the color or texture of the object, purely relying on the geometry of the 3D object.
# MOBILITY AND TRANSPORTATION

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The Aeriu Smart Solutions Corp. offers a drone-based approach to inventory management in large warehouses that have thousands of pallets. Aeriu has done research on how warehouses currently do inventory management, and it turned out that it is not just slow and inefficient but also costs companies a fortune. Aeriu started working on a drone-based solution and is aiming to overcome the following issues: efficiency, safety, power usage, costs. Aeriu provides a software optimized for commercial drones, which facilitates inventory management in large warehouses. Aeriu’s solution doesn’t need expensive and high energy consuming forklifts, whilst the task can be done with one person instead of three people and 99% of energy is saved. Using Aeriu’s solution, human errors can be reduced to 10%. Scanning a pallet takes up to 5 second. Aeriu’s software can scan any standard codes that are used in warehouses and then saves them to Aeriu’s cloud system. It is also possible to store an image of the scanned code. The cloud system provides up-to-date information about the items, which is useful for the logistics manager (and others).
CarLock is better than an alarm. It's a real-time tracking system that monitors your vehicle and alerts you of suspicious activity even if you are halfway across the world!

This is all managed through an app on your Android or iOS device. If you are like most people, you hear a car alarm almost every single day. 95% of them are false alarms and people have learned to ignore them as minor daily annoyances. Car thieves couldn’t be happier! They no longer fear the alarm because it is no longer alarming to those that hear it. This means car theft is on the rise and it’s almost impossible not to think that yours might be next.
GarageOnNet is a platform consisting of a mobile app and Bluetooth device, called GON+. Together they can ease the work process in any car dealership company and make both sides, the seller and the customer, more satisfied with the experience. That's because GarageOnNet reduces or even eliminates customer waiting time, it offers great support to car salesmen on the spot as well as improves accessibility and quality of information 24/7.

Finally, it has the possibility of bringing customers back to the dealership. Best of all, the GarageOnNet product already exists! Team has a fully operational mobile application with the GON+ Bluetooth device completely developed and ready to be produced. Each dealership gets its own profile in which they create beautiful vehicle sale profiles that are connected with the vehicle over their white labelled GON+ device placed inside each car. They believe that in the next few years, online marketing will advance to the degree where surroundings will give content to smartphones via Bluetooth beacons. Therefore, the team would like to digitalize car catalogues and present them in the mobile format. Their big vision is to create the biggest mobile car advertising platform.
Biggest challenges in logistics are paperwork, cargo tracking and real time prices. Team tends to solve that problems by optimising the supply chain management. They are minimising the time on getting the right offer, sorting the documents needed to be issued and knowing where your cargo is. Before HUBBIG, for getting a right offer you had to investigate which freight forwarders can do the cargo transportation of your goods, afterwards you needed to send inquiries to all of them, then wait them to respond with quotes, then you needed to compare the prices and check if all the necessary fees and charges are included in your transportation offer. But there are also additional problems like getting the real-time information of cargo movement and estimated time of arrival. Also, you need to know which documents you need to have for transporting goods. For example, An Importer wants to import goods from China using LCL (less than container load) mode of transport. He contacts several freight forwarders (FF), asking them for their transportation offers, which can last between few hours or even few days and finally gets several offers via e-mail and starts comparing printed offers manually. After settling on the best offer, from one or several FFs, he must send an order. In delivery order he needs to write the name of the shipper, consignee, notify party and also the cargo description, dimensions and weight of cargo and send a commercial invoice and packing list of goods.

HUBBIG deals that work automatic on blockchain technology by singing smart contracts because when customer gives all information about cargo HUBBIG gives that information to all parties included in transportation.
Nekonata provides cutting-edge expertise in the creation of virtual worlds for driving education and automotive presales. The team crafts immersive experiences with the ultimate goal to achieve VISION ZERO. Their products are:

MOTEX – the VR assistant for driving schools;
LECATEX – the VR presales assistant;
TRAMENEX – VR on rails.

Their products are all based on the UVTF (Universal Vehicle Training Framework) and their expertise in the field of motion & simulator sickness and workflow with diverse data provides inputs for virtual world creation.
Mobility and logistics are very important, and a lot of money is spent on fuel and driver time. Many route optimization software solutions exist on the market, but corporate solutions for large fleets always use fastest routes. Google Maps and similar offer some alternative routes, but very few of them and usually a poor choice. The solution provides several possible alternative routes, making it possible to choose the one that’s the cheapest within the allowed time-frame. This enables considerable savings in the long term. There are cases where the shortest route can be almost half the distance of the fastest, while the difference in duration is not so big. However, it is expected that the actual average savings in large-scale deployment would be a few percent. It is still necessary to carry out some real-life evaluations to obtain better estimates. The value is not just in the fact that less fuel is used, but also that properly distributed traffic flow can reduce congestions, and therefore stress in its worst form. Initially, the team’s solution will be offered as an add-on to route optimization systems, possibly also to fleet management systems (B2B), and later on to individual drivers (B2C) in navigation devices or similar.

MoreRoutes
OmniOpti d.o.o. | Slovenia | 2018 | omniopti.si
@OmniOpti

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ABOUT THE PRODUCT

Mobility and logistics are very important, and a lot of money is spent on fuel and driver time. Many route optimization software solutions exist on the market, but corporate solutions for large fleets always use fastest routes. Google Maps and similar offer some alternative routes, but very few of them and usually a poor choice. The solution provides several possible alternative routes, making it possible to choose the one that’s the cheapest within the allowed time-frame. This enables considerable savings in the long term. There are cases where the shortest route can be almost half the distance of the fastest, while the difference in duration is not so big. However, it is expected that the actual average savings in large-scale deployment would be a few percent. It is still necessary to carry out some real-life evaluations to obtain better estimates. The value is not just in the fact that less fuel is used, but also that properly distributed traffic flow can reduce congestions, and therefore stress in its worst form. Initially, the team’s solution will be offered as an add-on to route optimization systems, possibly also to fleet management systems (B2B), and later on to individual drivers (B2C) in navigation devices or similar.
Movalyse is a Slovenian startup, established in 2014, and had initially developed the world’s first smart self-cancelling turn signal system for motorcycles. The solution was developed in cooperation with thousands of drivers who have measured the movement of their motorcycle and sent it together with a video to a central computer in order to process and detect patterns. The system itself is extremely precise, detecting even changes of lane and overtaking, solely with movement sensors. Based on extensive research, development and simulations, new products were born, such as a smart brake module, tracker and emergency call with accident detection. The turn signal and brake module are already on the market, being sold in thousands of units through an online store, Amazon and various distribution and retail partners globally; STS is even being tested with a few major OEM companies. A black box is the next product, combining all the knowledge and experience gathered through these past years of development. The whole capacity of the product and its capabilities are immense, and it was obvious that the data gathered among end users through such a device gives us a huge responsibility. Due to the complexity of the project and its potential, the team decided to start independent platform, ensuring anonymity benefits sharing between the user and a 3rd party. When the team started exploiting the possibilities of a black box, it raised interest from a potential future partner from the insurance and telecommunication industry.
Soplaya directly connects chefs and food producers thanks to a software and its last-mile-logistics infrastructure. Chefs today have to decide between getting low-quality products or buy at a high price from wholesalers. On the other side, small and medium farmers are selling through wholesalers, which make a 60% cut over their revenues, while a 30% of their produce is wasted. For these reasons, many high-quality producers are just being cut out of this supply chain. With Soplaya, chefs can buy higher quality products and on average save 20% on their supplies, while producers can sell at a fair price, gaining up to 60% more than selling through distributors. Chefs love Soplaya because they gain a wider, better and cheaper range of ingredients, taken from the ground in the morning and brought to their kitchen the same day. It makes the process of getting the food simple as pushing a button. Farmers love Soplaya because they gain a channel to sell at a fair price, and all the tools to plan their deliveries and manage their inventory while it is still in the ground. With a market of 700.000 chefs all across Europe, buying 130.000€/year of food supplies on average, Soplaya is growing at a 20% average growth rate since launch.
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Kolektor

STARTUPS, LET’S INNOVATE TOGETHER FASTER AND MORE EFFICIENTLY!

www.kolektorstartup.com

Kolektor is a multinational corporation with headquarters in Slovenia and a wide network of companies and branches in Europe, US, and Asia, which is working in the field of highly specialized industrial production. As one of the leading players in global niches of components and systems for the automotive industry, power engineering, engineering and technological systems, they are also establishing themselves as a leading global provider of solutions for smart factories in the era of the digital industrial revolution.

If you wish to meet the team that stands behind Kolektor startup activities and meet it at this year’s PODIM Conference, get in contact with Mateja Lavrič (mateja.lavric@kolektor.com) or write to them via the contact form on their website.
Iskratel is a leading European provider of info-communication solutions. It boasts with 70 years of experience, 900 employees in the group, their own development and production centers, and local presence in more than 30 countries, mostly in the area of Russia and CIS countries, in Central Asia and Caspian countries as well as in Iran and Turkey. Iskratel is a multinational corporation ensuring integrated solutions for telecommunications operators and service providers, for transport digitalization, public safeties and energetic, and they are now rapidly preparing for the fourth industrial revolution.

If you wish to introduce Iskratel to your innovative idea, contact Roman Kužnar (roman.kuznar@rcikt.com), manager of Iskratel’s startup programme and director of Iskratel’s business incubator RC ICT, who is in charge of the first contact with startups, or visit their website for more information about their startup programme.
DO YOU LOVE GAMES?
ARE YOU READY TO TAKE YOUR TALENTS TO THE NEXT LEVEL?

Outfit7 Limited is one of the fastest-growing multinational family entertainment companies on the planet, best known for its global phenomenon, Talking Tom. Founded in 2009 by entrepreneurs on a mission to bring fun and entertainment to all, Outfit7 has grown from an instant app success into a full-fledged media franchise in the years since its launch. Its flagship franchise, Talking Tom and Friends, is loved the world over, with more than 7 billion app downloads and almost 350 million monthly active app users.

If you wish to meet the Outfit7 team at this year’s PODIM Conference, get in contact with Nina Piuzzi (nina.piuzzi@outfit7.com).
WE ARE DEVELOPING INTO A CUSTOMER-CENTERED CORPORATION!

Telekom Slovenije is a comprehensive provider of ICT services in Slovenia. It is recognized as a leading company in introducing and connecting new generations of mobile and fixed communications, system integration and cloud services, and multimedia content. With modernization, development of broadband optic networks and mobile networks of the fourth generation, as well as active participation in European projects for developing the new generation of telecommunication networks (5G), Telekom Slovenije is creating a platform for a transition to complete digitalization, management of devices and services, communications and connectivity between devices, and development of comprehensive smart solutions.

If you wish to present your innovative idea or solution to Telekom Slovenije at this year’s PODIM, send a message to **Larisa Potokar** (larisa.potokar@telekom.si), who is in charge of the first contact with startup teams in Telekom Slovenije.
WE WISH TO RESOLVE INSURANCE CLAIMS TWICE AS FAST!

Zavarovalnica Sava is the second biggest insurance company in the region, changing the insurance industry and adapting it to the times and needs of the modern individual and the digitalized society. For this purpose, Zavarovalnica Sava is strengthening its innovation activity and wishes to co-create the future of the insurance industry, also in collaboration with innovative startups.

If you wish to present your innovative solution to Zavarovalnica Sava or meet its representatives at this year’s PODIM, we invite you to send a message to robert.sraka@zav-sava.si.
WE ARE INTERESTED IN SOLUTIONS FOR FASTER AND CHEAPER MONETARY TRANSACTIONS!

Nova KBM is a universal bank with more than 150 years of banking tradition in Slovenia, with headquarters in Maribor. The bank’s owners are the esteemed international investment firm Apollo Global Management and the European Bank for Reconstruction and Development. The new owners also brought with them a new ambitious vision – to become the leading bank in Slovenia. Nova KBM has been actively supporting the regional and national startup ecosystem for a number of years, and is becoming an increasingly strong and important partner to startups, collaborating with them to develop advanced banking tech solutions for state-of-the-art ways of doing business and communicating with users.

If you wish to introduce your innovative idea to Nova KBM and help the bank develop a new generation of banking services, we invite you to write to Aleš Živkovič, IT sector (azivkovic@nkbm.si), Silvia-Gabriela Bírla, Department of product management for neutral business (sbirla@nkbm.si) and/or Nina Malec Poklič (nmalec-poklic@nkbm.si).
Pošta Slovenije

DEVELOP YOUR IDEA ON THE LARGEST PHYSICAL AND VIRTUAL INFRASTRUCTURE IN SLOVENIA!

Pošta Slovenije is a successful company owned by the government of Slovenia. Together with its seven subsidiaries, it is becoming a powerful corporate group. It is the largest provider of post services and one of the largest providers of courier and IT services. The Group Pošta Slovenije with its 6111 employees is responding successfully to the changes in the markets, by offering new technologically advanced services and at the same time establishing itself as the most important provider of post and connected financial and logistical services in Slovenia and the Alps-Danube-Adria region as well as an important provider of IT services for public administration, business and citizens.

If you wish to present Pošta Slovenije with your innovative idea in logistics or mobility and transport, we invite you to write to the POSTARTUP team at the email address startup@posta.si and arrange for a meeting at this year's PODIM Conference.
WE’RE LOOKING FOR
PROJECTS THAT
HAVE BLOCKCHAIN IN
THEIR BLOOD!

Cofound.it is a platform that is revolutionizing the startup funding and incubation process. The blockchain technology will revolutionize business just as the internet did. And as always, the startups will be the ones to take full advantage of it. However, being an outstanding startup or picking one as an accelerator is far from easy. It requires a solid understanding of technology, the early adopter space, token economics and the blockchain startup landscape. Becoming a blockchain unicorn of the future is hard and that is where our experience and funds come into play.

Startups, if you’re interested in the support of the Cofound.it team, you can submit your application here or write to Matjaž Slak at matjaz@cofound.it.
DEWESoft is a high-tech company from Trbovlje that was founded in 2000 and has since then developed into a multinational corporation with 12 companies across the world, including in Europe, Asia, and the US. They are one of the leading manufacturers of measurement techniques, so far recognized by companies such as NASA, Space X, Bosch, BMW, Audi and many others. In order to support young entrepreneurs and startups from the Central Sava region, they founded the business accelerator Katapult in 2016, helping members from the prototype stage to the final product and market penetration.

If you want to collaborate with Katapult send an email with a short presentation to Jernej Pangeršič (Jernej.pangersic@katapult.si) or get in touch with them through the contact form on their website https://katapult.si.
ARE YOU A STARTUP FROM THE CREATIVE INDUSTRY? DO YOU KNOW HOW MAO CAN HELP YOU?

Center for Creativity is an upgrade to the Museum of Architecture and Design’s (MAO) longstanding activities. It is a foundation for a multidisciplinary platform that supports the Slovenian cultural and creative sector. The center’s activities extend into the fields of architecture, design, art, heritage, and many other fields within the cultural and creative sector. Through the center’s activities, intersectoral collaboration is encouraged, such as collaboration between private and public sector and NGOs, science, education, tourism, as well as various creative groups and individuals. The Center for Creativity at the same time allows MAO to establish an important part of supportive environment for innovations in Slovenia. As such, the project is also systemically placed within the framework of the said supportive environment.

If you wish to collaborate with the MAO’s Center for Creativity and meet them at this year’s PODIM Conference, send an email to Urška Krivograd at uska.krivograd@mao.si.
**ESA BIC (Business Incubation Centre) Austria** is the place for entrepreneurs from research centres, universities, space and non-space business seeking to realise their innovative ideas and transfer technologies from space to other areas of the economy. ESA BIC Austria is operated by Science park Graz. SGP is a publicly funded institution with the purpose of supporting and promoting the creation of innovative tech-based startups business in Graz and Styria. In incubation, and backed up by a network of experts, SPG team supports university graduates, students, researchers and entrepreneurs from all fields by providing professional counselling & coaching, infrastructure and financing during the pre-start-up period.

*If you wish to collaborate with the ESA BIC Austria & Science Park Graz send an email with a short presentation to **Sabrina Petutschnig** at petutschnig@sciencepark.at or get in touch with them via the contact form on their website.*
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