

22nd Investment. Forum

Catalogue
of companies
2017

Catalonia
Connects

ACCIÓ

 **Generalitat
de Catalunya**

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Ministry of Business and Knowledge
ACCIÓ, Agency for Business Competitiveness

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ACCIÓ

Welcome to this catalogue containing 50 of the start-ups with greatest potential in Catalonia. These projects have been chosen from more than 100 candidates presented at the 2017 Investment Forum. They are companies operating in sectors of the future such as life sciences and health, ICT and other leading technologies (industry 4.0, IoT, fintech, drones and energy efficiency) and they have all the assets required to add private investors to their growth strategies.

Over €160 million raised in seven years

The Investment Forum is one of the most iconic events organised by ACCIÓ, the agency for business competitiveness. This year it has brought together more than 600 attendees, organised over 450 meetings and been supported by 24 investors.

It is an event that has an indisputable international reach. As a result in 2017 the UK has attended as a guest country and we have had the active participation of the London Foreign Trade and Investment Office.

Over the last seven Forums participating companies have raised over €160 million from private investors, venture capital funds, micro-investors and others.

These figures position the event as the shop window for the Catalan start-ups of the future, while its meeting area is the ideal venue for attracting investors looking for scalable projects featuring disruptive business models or technology proposals.

Examples of successful projects participating in the Forum

The Investment Forum project catalogue provides you with access to companies that have grown and have investment potential. Some of the businesses that have emerged in recent years are fine examples of this.

They include Nektria (which has recently closed a €2-million financing round), STAT-Diagnostica (25 million), Leukos Biotech (3.5 million) HEMAV (3 million) and Red Points Solutions (2 million) which are just five of the many success stories it contains.

ACCIÓ connects you with financing

At ACCIÓ we partner companies to advise them in their search for funding, providing guidance through specialised consultants and support and follow-up for procedures and meetings. We also foster alternative financing tools such as our Alternative Financing Catalogue, the Private Investors Network programme and accreditation of alternative financing institutions. At events such as our financing breakfasts and the Investment Forum we provide venues for sharing success stories, connecting and weaving Catalonia's entrepreneurial ecosystem and continuing to grow it.

Joan Romero i Circuns
ACCIÓ CEO

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Company founded



Monthly burn rate



K invested by the team



External K raised

Life and health sciences



Company founded



Monthly burn rate



K invested by the team



External K raised

1 ANILING

aniling.com

Life and health science industries

 04/2014

We make Precision Medicine possible thanks to the Epigenomic Revolution

PROBLEM

New tools for genomic analysis will make precision medicine possible. These tools respond to the challenges of obtaining clinically reliable data that also record the relationship between our DNA and the environment.

SOLUTION

GEUS (Genomic and Epigenomic Unified Sequencing) is a solution that combines reactive agents and software to enable, for the first time, integrated analysis of the genome and the epigenome with a high degree of reliability. GEUS is capable of adapting to new processes and analytical instruments, opening the door to potential market expansion.

BUSINESS MODEL

Bringing the technology to the market, focusing, initially, on specific research segments and hospitals, before licensing the tool to the biggest enterprises in the sector.

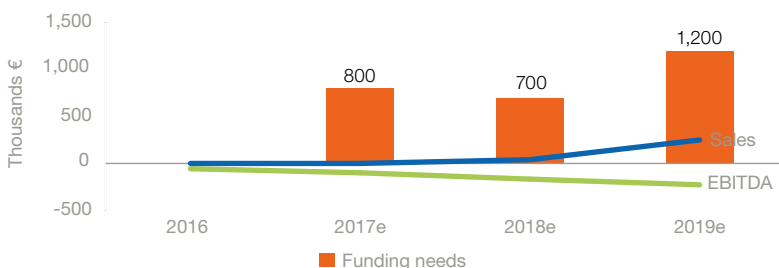
COMPETITION

Other technologies are used to analyse the genome or the epigenome separately, which is why reliability is not achieved in a sufficiently effective manner and, therefore, their scope is limited.

MILESTONES

- March 2014 ● 1st finalist, BioEmprenedorXXI. 1st funding round: €150,000.
- March 2015 ● RETOS-Colaboración Mineco project (€1 million).
- July 2016 ● Second prototype. National patent phases.
- July 2017 ● Application of MVP with Hospital Clínic (early adopter).
- December 2017 ● Regulatory compliance and pre-production of GEUS Kit for Research.
- March 2018 ● Marketing launch of GEUS Kit for Research.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €22,000 per month

€800,000 (€600,000 from private investors and a €200,000 ENISA/CIF participatory loan. For: (A) validation of the GEUS Kit for Research (benchmarking); and (B) regulatory compliance, production and market trial. Of these amounts, €110,000 is already committed.

aniling
accelerating epigenomics

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TEAM



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Miguel A. Peinado
CSO



Jaume Amat
Advisor



ASK THE ENTREPRENEUR

Llorenç Coll Mulet

What is the company's most significant risk and how will you tackle it?

By implementing the full potential of a disruptive technology on the market. Working with early adopters.

How do you see the company in 5 years' time?

Kits on the market. Implementation of new kits. Attractive enough to complete our portfolio of major players.



€25,000



€193,000

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2 ÀVIDA BIOTECH

avida-biotech.com

Life and health science industries

10/2016

Breakthroughs against infectious diseases

PROBLEM

No vaccines or treatments exist for many infectious diseases caused by viruses, such as dengue and Zika. These and other diseases have a highly negative impact on much of the world's population.

SOLUTION

We are developing an antiviral drug that acts on various viruses involved in human and veterinary diseases. This drug can be administered orally and does not require refrigeration, so its price can be much more affordable than vaccines developed by our competitors.

BUSINESS MODEL

The product can enter the market as a food supplement, a treatment or a vaccine component. Each presentation has different costs and profit margins. We want the product to be affordable at the base of the pyramid.

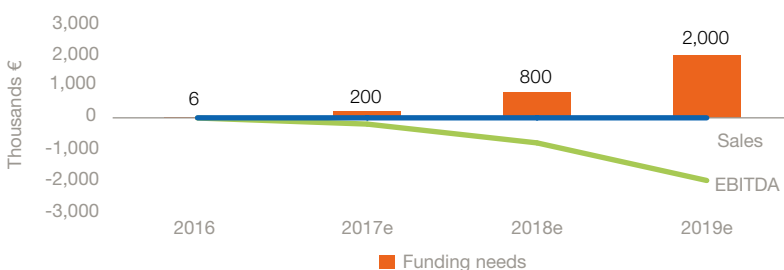
COMPETITION

There is no competition in preventive food supplements. There are vaccines being developed (for dengue and Zika) and one approved (for dengue).

MILESTONES

- June 2016 ● Validation of antiviral effect on dengue virus *in vitro*.
- March 2017 ● First data in animal model.
- March 2017 ● Characterisation of the active ingredient begins.
- July 2017: ● Validation of the activity as a vaccine in the animal model.
- July 2017: ● Validation of the activity as an oral preventive treatment in the animal model.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



€8,000 per month

€200,000 before the end of 2017 to complete validation in the animal model and the characterisation of the active ingredient. We target impact investors and venture philanthropists, because the business model is based on making the product affordable at the base of the pyramid.



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TEAM



Jesús Purroy
Founder



ASK THE ENTREPRENEUR

Jesús Purroy

What is the company's most significant risk and how will you tackle it?

The active ingredient may be difficult to produce. In that case, we will use computational chemistry to look for alternatives.

How do you see the company in 5 years' time?

Selling oral preventive treatments, completing phase 1 of the vaccine for dengue, receiving royalties for licenses.



€6,000




€57,000

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3 DIET CREATOR

diet-creator.com/es

Life and health science industries

 10/2013

Nutrition software (HealthTech) that connects professionals and users through Internet and wearables and includes Artificial Intelligence and Big Data

PROBLEM

Nutritionists, personal trainers, doctors, schools, hospitals and food industry restaurants cannot attend to many patients or clients because they don't use modern technologies.

SOLUTION

Diet Creator enables nutritionists, doctors, etc. to make nutritional calculations in 10 minutes instead of 3 hours. We have uploaded Food Composition Tables country by country such as USDA (USA), Ciquel (France), etc.

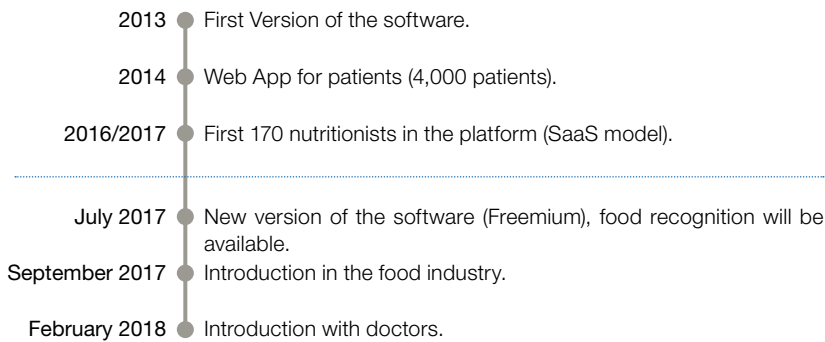
BUSINESS MODEL

It's a B2B (Saas) and B2C business model. Up to now we have sold 160 subscriptions at 245 USD/per year.

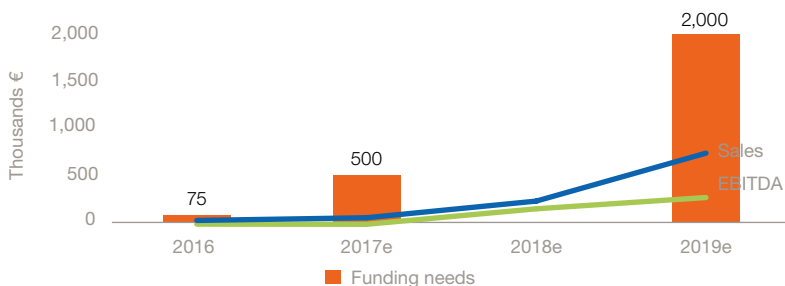
COMPETITION

Oviva, DietMaster Software, i-diet. However they don't connect with the internet of things and do not include Artificial Intelligence.

MILESTONES



FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €7,000 per month

We need €500,000 to hire 4 new engineers, 1 data scientist to develop a native app for software, native patient application and connect with wearables and medical scales.



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TEAM



Joaquin Torres Baumgartner
 CEO




ASK THE ENTREPRENEUR

Joaquin Torres Baumgartner

What is the company's most significant risk and how will you tackle it?

To be scalable and implement AI, mitigating future risks in order to understand the information and helping connectivity with other platforms and devices.

How do you see the company in 5 years' time?

We will be the Standard Nutritional Software because it has predictive nutritional information, app for final users.



€50,000




€155,000

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4 IOMED MEDICAL SOLUTIONS

iomed.es

Life and health science industries

 05/2016

The future of medical information

PROBLEM

The use of inappropriate tools in the management of clinical records. The non-availability of medical data and the difficulties in analysing this data, due to the format used.

SOLUTION

To structure data from the moment of its generation, during doctor-patient interaction. This will enable improved visualisation of the information and data analysis. Current solutions either do not structure data or they do so *a posteriori*, with the consequent loss of information.

BUSINESS MODEL

Licensing software to information system providers at clinical centres. Big Data analytics for studies at pharmaceutical enterprises, insurance companies, universities and so on.

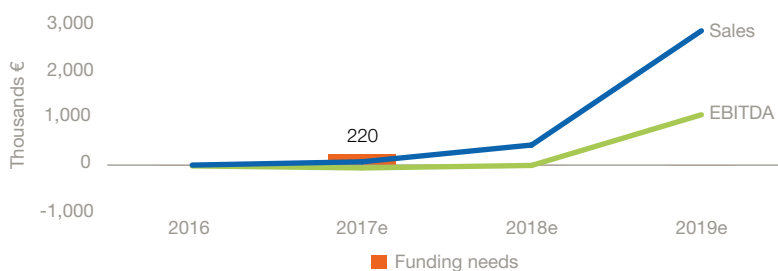
COMPETITION

Ofimedica, Infomed, SAP, Deep Mind, Salus, Sabana Health, Atomian Health.

MILESTONES

- May 2016 ● European Space Agency (ESA) Prize: BIC – incubator and €50,000.
- December 2016 ● 2016 Sano Health U Prize.
- February 2017 ● MVP prototype obtained and technology testing.
- August 2017 ● Implementation begins at a hospital of reference in Catalonia.
- September 2017 ● First revenue from sales to Colombia.
- October 2017 ● ENISA funding obtained.

FINANCIAL PROJECTIONS AND FUNDING NEEDS


 €3,000 per month

We need €220,000 to the end of 2017: ENISA €60-65,000, ESA €10,000 already obtained, plus €150,000 from private investors.



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TEAM




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Gabriel de Maeztu
CIO




Álvaro Abella
CTO




ASK THE ENTREPRENEUR

Javier de Oca, CEO

What is the company's most significant risk and how will you tackle it?

Implementation time. This is resolved by deciding, for each project, what to outsource and what to implement internally.

How do you see the company in 5 years' time?

Focused, in the main, on business via data rather than via systems implementation.



€3,000




€120,000

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5 MJN NEUROSERVEIS

mjn.cat

Life and health science industries

 07/2014

World's first wearable capable of recording and predicting an epilepsy seizure

PROBLEM

Those affected by epilepsy, and those around them, live in a permanent state of uncertainty, as they don't know when a seizure may occur and whether this may cause an accident.

SOLUTION

MJM has developed the first wearable that is capable of recording and predicting an epilepsy seizure one minute before it occurs. The device also records brain activity in order to generate medical reports and, in this way, improve clinical monitoring.

BUSINESS MODEL

Revenue is generated by the sale of the device through the recommendation of neurologists and contacts with patients' associations. Additionally, an annual subscription model is available.

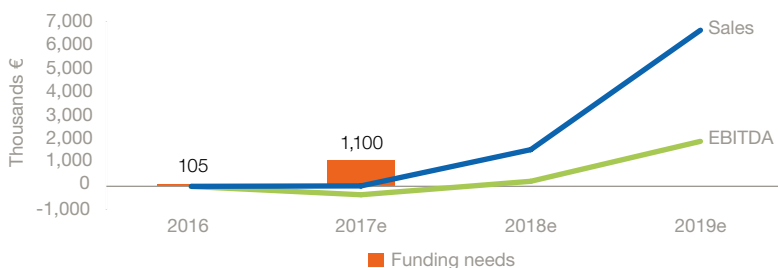
COMPETITION


At present, there is no competition in the sphere of prediction. In detection, there is the Empàtica wristband, though this does not produce good results.

MILESTONES

- June 2016 ● Access to the Ship2B accelerator programme.
- November 2016 ● First positive results in predicting seizures in patients.
- May 2017 ● Prototypes operating at 90% compared to final product.
- September 2017 ● Clinical trials begin at Vall d'Hebron and Bellvitge hospitals.
- November 2017 ● Manufacture of first devices ready for market launch.
- May 2018 ● Market launch.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €10,000 per month

We want to close a financing round for €750,000 in private capital by September 2017. Of this figure, 50% has already been committed and talks continue with various investors with a view to obtaining the full amount. To this will be added an ENISA loan of €250,000.



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TEAM



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CEO-CTO




Salva Gutiérrez
CEO-CFO




Xavier Raurich
COO




ASK THE ENTREPRENEUR

David Blázquez Caurel

What is the company's most significant risk and how will you tackle it?

That of not obtaining the necessary recognition from medical community to enable marketing. For this reason, we will conduct clinical testing in order to scientifically validate the device.

How do you see the company in 5 years' time?

MJM will be a market leader in the field various health solutions related to neurological disorders of the brain, such as schizophrenia, bipolar disorder, strokes and so on. The company will also conduct important R&D and social activities.



€3,600




€105,000

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6 NOSTRUM BIODISCOVERY

nostrumbiodiscovery.com

Life and health science industries

 12/2015

Rethink and Accelerate

PROBLEM

Pharmaceutical companies are at a crossroads. M&A are no longer protecting profitability. Productivity in terms of new chemical entities per year is hitting its lowest levels ever.

SOLUTION

Small actors will be forced to challenge the current established biases, trying to find new ways to advance by defying current trends. Rational drug design is one of the few available ways.

BUSINESS MODEL

NBD will be based on two different activities that will alternate high and moderate risk and will also contain different economic profitability scenarios.

COMPETITION

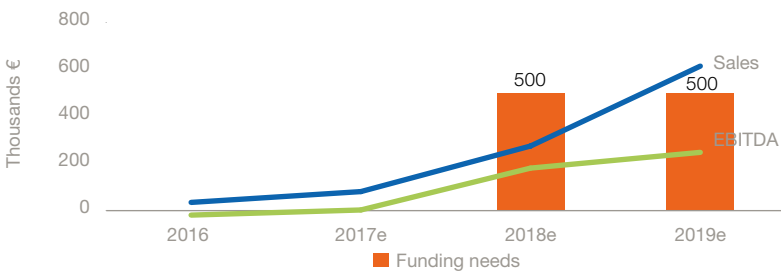
NBD's main competitors are spin-off companies offering different solutions for structure-based drug design such as Nimbus Therapeutics, Acellera, Seachange, Numerate and Certara.

MILESTONES

- September 2016 ● First investment round.
- March 2017 ● Neotec grant.
- April 2017 ● First contract with a big pharma company.

- September 2017 ● Series "A" investment round.
- October 2017 ● Second contract with a big pharma company.
- January 2018 ● Lead candidate for a certain pathology.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €15,000 per month

€1 million to carry out refinement of the lead candidate, complete the technical and business team and perform further exploratory projects in drug discovery.



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Modesto Orozco
Chairman




Josep Oriol Nicolás
CEO




ASK THE ENTREPRENEUR

Josep Oriol Nicolás

What is the company's most significant risk and how will you tackle it?

Overcoming the lack of trust of pharmaceutical companies in rational drug design.

How do you see the company in 5 years' time?

A leading company in generating discovery projects based on in silico methods.



€3,000



€500,000

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7 QREM

qrem-regenerative.com

Life and health science industries

 7/2016

No more living in pain

PROBLEM

At present, there is no cure for arthrosis. Two hundred and forty million people have the disease, 80% of them with mobility limitations and 25% unable to carry out their everyday tasks for themselves.

SOLUTION

To stop arthrosis by restoring the homeostatic balance of the joint through an autologous serum rich in regenerative proteins. The serum is obtained in 30 minutes at the doctor's surgery itself, using Qrem Cytokine, our Lab-In-A-Box technology device.

BUSINESS MODEL

We will begin by treating Grade II and Grade III arthrosis of the knee. We will provide the device to doctors in the private healthcare sector, selling them single-use kits.

COMPETITION

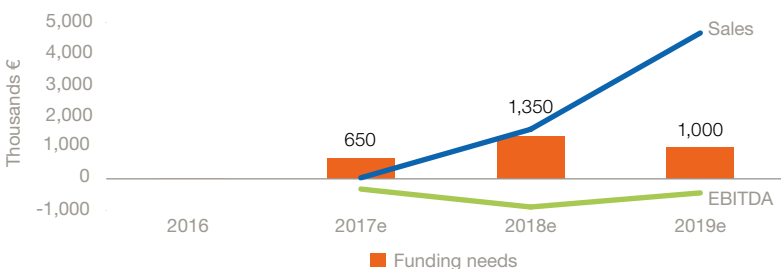
Intra-articular injections, none of which are based on an autologous serum obtained at the doctor's surgery or deliver long-term effectiveness.

MILESTONES

- July 2016 ● Establishment of the company with the product developed.
- February 2017 ● Application for facility license for health product manufacturer and CE marking.
- March 2017 ● Commercial contacts with doctors begin.

- September 2017 ● CE marking obtained.
- September 2017 ● Introduction of sales and technical team.
- October 2017 ● Marketing launched.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €5,000 (present) / €75,000 (2018)

We need €3 million over the next three years. This will enable us to structure the company as regards human resources, and to carry out clinical validation, access the market, obtain CE marking and launch the product. In the first round, we need private investment of €500,000.



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TEAM



Josep M. Escuer
Co-founder & CEO



Núria Noguera
Co-founder & Director



ASK THE ENTREPRENEUR

Josep M. Escuer

What is the company's most significant risk and how will you tackle it?

Ensuring that we enter the market by the right channel and using the most appropriate marketing approach. We hope to mitigate the risk by first conducting market access studies.

How do you see the company in 5 years' time?

Selling Qrem Cytokine all over Europe and starting to market the next-generation product, Qrem Cell.


€60,000



€0

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8 SURGITRAINER

surgitrainer.com

Life and health science industries

 01/2016

No patient with complications due to surgeon's lack of training

PROBLEM

Minimally invasive surgery (MIS) is complex, and the training currently provided in this technique is not effective; it does not provide a realistic environment, nor objective assessment of skills acquisition.

SOLUTION

A training platform that simulates the surgeon's working conditions and environment. The product combines physical simulation (operated organ, instruments and ergonomics) with objective evaluation of quality of intervention. The modular design enables training in a range of specialities and exercises.

BUSINESS MODEL

Sale of the platform/simulator; sale of new exercise modules; and sale of consumables (polyps, fibroids, etc.). SaaS user licenses (access to My Exercises and benchmarking with other user groups).

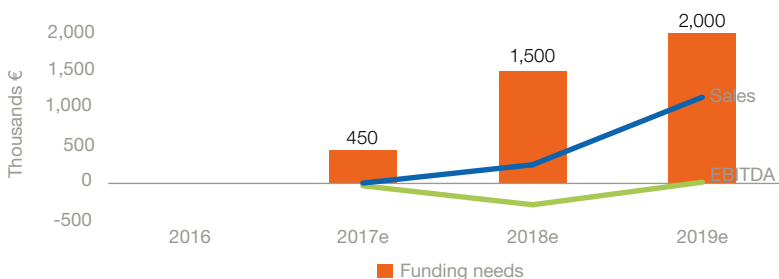
COMPETITION

Simulators with virtual or physical support exist, but these do not include both of the two fields, or objective evaluation. High prices. VirtaMed HystSim, Eidos ENSIM-H.01.

MILESTONES

- December 2015 ● Preliminary agreement with the European Society for Gynaecological Endoscopy (ESGE).
- October 2016 ● Technology transfer agreement (2020) - (IBEC, St. Pau, UPC).
- March 2017 ● Completion of Hystrainer v3.0 prototype with Exercise H2.
- October 2017 ● Commercial agreement with the ESGE: simulators for accreditation.
- February 2018: ● Industrial model of Hystrainer v3.0 prototype with Exercise H2.
- March 2018 ● Sales of Hystrainer v3.0 begin.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €40,171 per month

€450,000: industrialisation of the Hystrainer v3.0 simulator (hysteroscopy), including H1 and H2 exercises; R&D and development of additional exercises; R&D of the Cystrainer v1.0 simulator (cystoscopy) and first two exercises. Production costs of first 30 Hystrainer units.



surgitrainer

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Jose Luis Pérez
CEO



ASK THE ENTREPRENEUR

José Luis Pérez

What is the company's most significant risk and how will you tackle it?

The market is not used to investing in training if it is not through sponsorship or co-sponsorship. We are working with medical associations and players in the industry to establish distribution and partnership agreements.

How do you see the company in 5 years' time?

As a world provider of simulators to accredit MIS skills. A reference in the multidisciplinary simulator sector. And a leading supplier of comparable data on skills.



€40,000



€0

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9 WORLDWIDE HEART CONTROL

Life and health science industries

 11/2016

A heartbeat, a life to save

PROBLEM

Millions of people die prematurely every year due to sudden cardio-respiratory arrest. International studies show an incidence among adults of 61-96 cases for every 100,000 people.

SOLUTION

HC-One is a monitoring device to detect cardiac anomaly and anticipate cardio-respiratory arrest, if necessary alerting emergency services to attend to the affected person before it is too late.

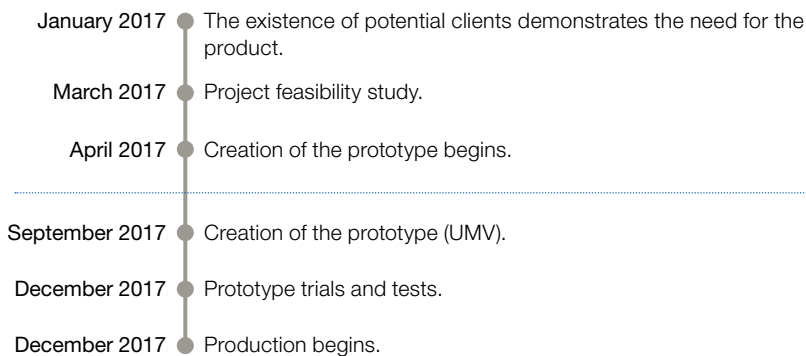
BUSINESS MODEL

We are looking at sales growth over time, using all sales channels available on the market. We have clearly identified our manufacturing costs and the operational expenses directly related to sustaining this growth.

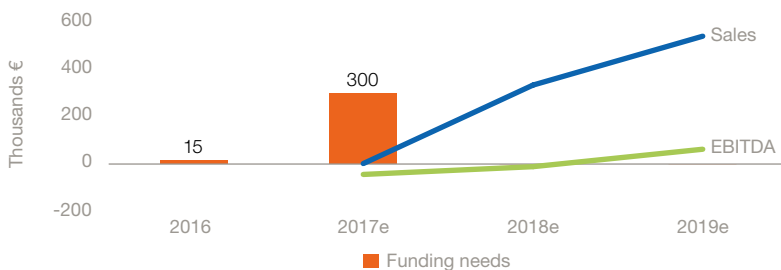
COMPETITION

Although there are many pulsometers available on the market today, especially in the field of sport, at present none of these enable the prediction of cardio arrest.

MILESTONES



FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €1,500 per month

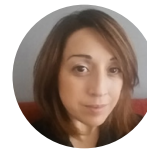
We need €300,000: €100,000 for the prototype (with app. and website), patents, etc. The rest for production and marketing to prepare for the market launch.



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TEAM



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José Marcial Villamor



Adrià Martínez
CTO



Raül Rial
CFO



ASK THE ENTREPRENEUR

Patricia Abella

What is the company's most significant risk and how will you tackle it?

Strong market competition. The fact that the device can save lives as well as monitoring users is a differential element that gives it a great advantage.

How do you see the company in 5 years' time?

Marketing the product internationally.



€15,000




€0

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10 ZENMNESS

zenmness.es

Life and health science industries

 09/2015

Your medical software store

PROBLEM

Cardiovascular diseases are a major health problem, causing 17.5 million deaths per year (31% of the total). 97% of patients with heart attack/angina do not follow treatment that would save their lives.

SOLUTION

RehCapp is an app that enables user to work on cardiac rehabilitation remotely, giving patients access to more and better treatment while also reducing healthcare costs. RehCapp's mobile technology enables personalised treatment and improved therapeutic compliance.

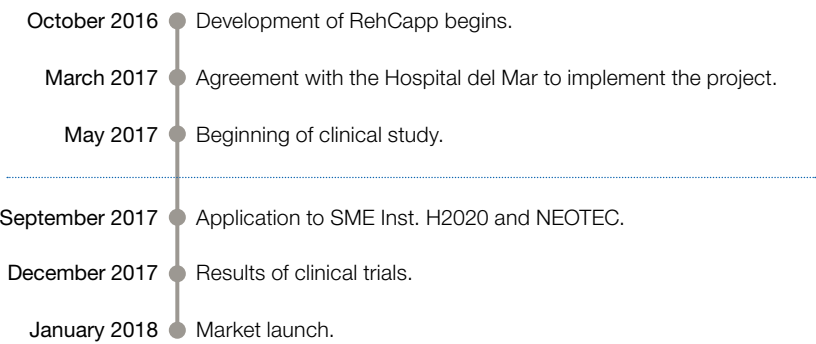
BUSINESS MODEL

Free app for the patient and a SaaS for monitoring and processing data for the medical team, with cost according to the number of users at hospitals that opt to implement this solution.

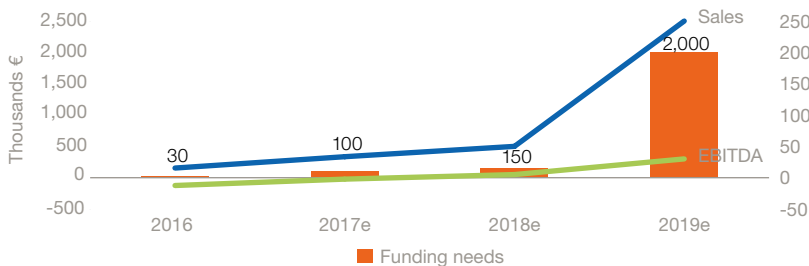
COMPETITION


There are several apps (Cardio, MyTherapy and so on) that focus on therapeutic compliance, but none are addressed at or work specifically for the rehabilitation of patients who have had an infarct or angina.

MILESTONES



FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €1,800 per month

€250,000 to hire more programmers in order to advance work on the development of a mobile solution for iOS and Android, and on the SaaS platform to provide a higher quality service with more features. Part of the capital to be devoted to the marketing and sales plan.



CONTACT

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TEAM



Marc Martínez
CEO




Fernando Gomez
CMO




Manel Jané
CTO




ASK THE ENTREPRENEUR

Marc Martínez

What is the company's most significant risk and how will you tackle it?

The financial risk. We are looking for angel investors and public financing.

How do you see the company in 5 years' time?

Firmly established as digital partners in the healthcare sector at various hospitals and clinics.


€30,000


€0

[Return to the index](#)

Information and communication technologies



Company founded



Monthly burn rate



K invested by the team




External K raised

123COMPARE.ME

123compare.me

Cultural industries and experience-based industries

 04/2017

Increase your direct bookings with 123compare.me

PROBLEM

Intermediaries are capitalising online bookings. Increasing direct bookings enables hotels to save 20% in commissions.

SOLUTION

1. Demonstrate, in real time, that booking directly via the hotel website costs the same or even less.
2. Total customisation for chains and hotels.

BUSINESS MODEL

Monthly fee depending on hotel size. In some cases, the fee will be a percentage on bookings.

COMPETITION

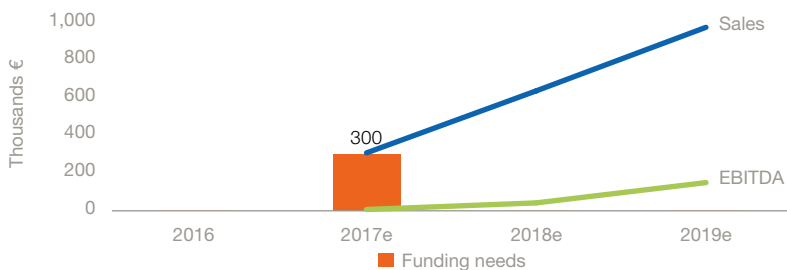
Triptease, The Hotels Network, Bookingdirection, HotelChamp.


MILESTONES

- October 2016 ● Platform developed, up and running. 15 hotel chains already use the system.
- June 2016 ● Presence in World Top Ten chains.
- April 2017 ● More than 500 client hotels.

- September 2017 ● Expansion to include international distributors.
- May 2017 ● Increased direct booking optimisation services.
- October 2018 ● Target: 2,000 hotel clients.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €15,000 per month

We need funding of €300,000 to speed up international expansion.

123COMPARE.ME

CONTACT

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TEAM



Jordi Serra Castella
 Co-Founder & Partner



ASK THE ENTREPRENEUR

Jordi Serra

What is the company's most significant risk and how will you tackle it?

Not achieving a minimum number of clients. We will resolve this problem by entering the international market. In fact, we are already doing this.

How do you see the company in 5 years' time?

With a firmly established, constantly growing client portfolio and an array of solutions.



€110,000




€0

[Return to the index](#)

2 AFTERSCHOOL

afterscool.com

Cultural industries and experience-based industries

 04/2016

Booking after-school and educational leisure activities

PROBLEM

Twenty-first-century parents have little time, they are connected users who require a digital user experience. They find that the offer of after-school activities is disperse, and registration processes are complex. What is more, centres that organise such activities have limited resources, they are inexperienced in online marketing and do not have the right tools to manage their business.

SOLUTION

A digital platform that enables users to find, register online and share opinions about after-school and educational leisure activities for children and young people.

The platform also enables providers of these activities to raise their profile, making this a channel for incremental increases in sales and for managing their reputation online.

BUSINESS MODEL

Marketplace: Commission on transactions (18%). Evolution to marketplace model + SaaS (subscription) and other additional services.

COMPETITION

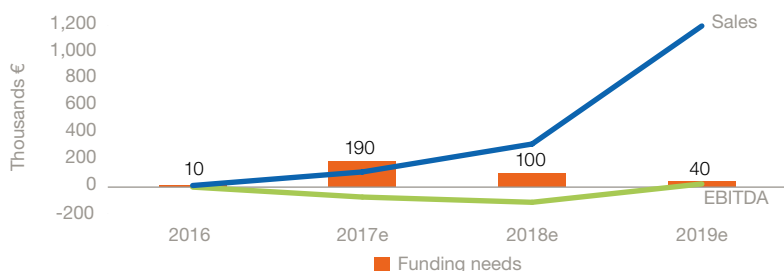
Activity providers' media, both their own and paid, whether on- or offline. Offline media do not connect with twenty-first-century parents, while online media are aggregators that do not provide an end-to-end solution.

MILESTONES

- May 2016 ● MVP launch.
- April 2017 ● Selection for the Barcelona Activa incubator.
- May 2017 ● More than 150 centres in Barcelona.

- July 2017 ● Continuing to establish strategic alliances to increase attraction of both centres (first and foremost) and families.
- 2018 ● Geographic scalability – second city (Madrid).

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €8,000 per month

Seed round of €150,000 to continue with the go-to-market strategy (mainly devoted to sales and marketing), plus €40,000 euros from ENISA, already made available.



AFTERSCOOL

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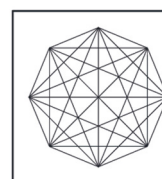
TEAM



Laia Iglesias
CEO




Anna Revenga
CMO




Conector
Startup
Accelerator



ASK THE ENTREPRENEUR

Laia Iglesias

What is the company's most significant risk and how will you tackle it?

Revolutionising a sector that needs digital transformation is a challenge that requires dedication and customer education.

How do you see the company in 5 years' time?

Our vision is to become the platform of reference in the sector, scaling up to more cities and creating additional services.



€36,000




€0

[Return to the index](#)

3 BUY YOURSELF

buyyourself.io

Sustainable mobility industries

 12/2015

The smart sales system for purchasing without going past the cash desk

PROBLEM

29% of Europeans do not purchase if we have to wait to pay. Moreover, physical stores cannot capture Big Data in the same way as e-commerce. All this leads to huge losses in turnover.

SOLUTION

Downloading our app, shoppers use their own mobile terminal to scan product identifiers and, once payment is accepted (this can even be done between users), the purchase is confirmed. We have patented the technology that enables this process to take place.

BUSINESS MODEL

In the short term: software license (SaaS) for store plus commission per transaction. In the long term: positioning and advertising on the app, monetising Big Data. Main costs: R&D, customer service and marketing.

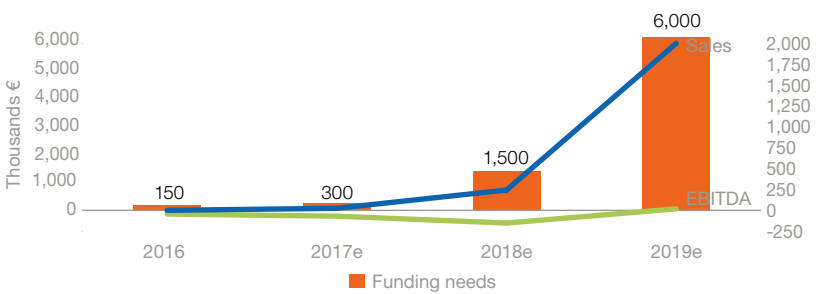
COMPETITION


Emerging foreign projects like Queuehop and Mishipay. Large enterprises like Amazon Go are also working on similar experiences.

MILESTONES

- January 2016 ● Contract with Everis for access to and integration with large customers.
- March 2017 ● Patent conceived in Spain, European patenting process.
- April 2017 ● Private Beta launched in Barcelona shops.
- June 2017 ● Automated SaaS and commercial launch.
- December 2017 ● Clients: medium-sized chains (approximately 250 stores) + small clients (50 stores). Users: 50,000.
- June 2018 ● Patent conceived in Europe and in progress in target countries for internationalisation.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €11,500 per month

Current investment round: €300,000, of which €100,000 is under negotiation. Objectives: to meet client and user targets (strengthening the sales and marketing team), product R&D (expanding the development team).



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TEAM



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CEO




Jaime González del Barrio
CTO




Luis Manuel Pérez Serna
CPO




Pablo Serrano Gómez
CMO


ASK THE ENTREPRENEUR

Guillermo de las Heras Villalón

What is the company's most significant risk and how will you tackle it?

The entry into the large retailer market, where our contract with Everis will be key.

How do you see the company in 5 years' time?

Internationalised, market leaders, established as a reference in the purchasing experience at traditional stores.



€6,000




€144,000

[Return to the index](#)

4 CHOPIT MCOMMERCE

chopit.es

Sustainable mobility industries

 09/2016

The app for finding and comparing in local commerce

PROBLEM

We don't know what offers are available in shops near us, and those shops have to compete with the digital world, promoting themselves in order to sell more and attract connected consumers.

SOLUTION

An application that collects products and promotions in local commerce, enabling users to discover shops and stay up-to-date with their promotions, purchasing from them at any time. We create a new purchasing experience, connecting shoppers and stores.

BUSINESS MODEL

Free presence for shops, who pay to advertise promotions (highlights and flash sales), 10% commission on sales via Choppit and premium services.

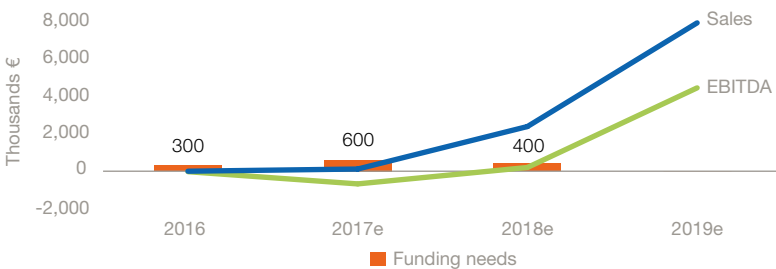
COMPETITION

Apps that deliver convenience products (Glovo), marketplaces (Etsy) and store directories (Yuge).

MILESTONES

- November 2016 ● Launch.
- November 2016 ● €300,000 funding round.
- March 2017 ● Agreements with 1,000 stores, 10,000 products published and 9,000 facilities.
- July 2017 ● Purchasing via the app.
- November 2017 ● National TV campaign and office in Madrid.
- March 2018 ● 10,000 shops and 300,000 users.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €22,000 per month

We seek €1,000,000 in 2 phases: €600,000 in September 2017 (67% in private investment and venture capital; 33% from ENISA); and €400,000 in February 2018 for user recruitment, attraction of talent and national expansion. A Media4Equity process will be launched parallel to this.



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TEAM



Xavi Comas
CEO & Founder



Alfredo Iglesias
CTO & Founder



ASK THE ENTREPRENEUR

Xavi Comas

What is the company's most significant risk and how will you tackle it?

The digitisation capacity of small retailers to provide access to their catalogue and stocks. Solution: an adaptive tool, from a web panel to integration with ERP and e-commerce.

How do you see the company in 5 years' time?

As the great digital shop window for stores in Europe and Latin America. Driving the digital transformation of local commerce.



€25,200




€275,000

[Return to the index](#)

5 CURIOCITIES

curiocity-app.com

Cultural industries and experience-based industries

 01/2016

Your virtual tourist guide. Discover the city in a different way

PROBLEM

There is little time to see and learn about cities with widely dispersed sights. Dependence on standard guides with paper maps and mobile phone to get around. Time required before travelling to read about and plan to see tourist sites. Lack of freedom on guided tours and fear of getting lost.

SOLUTION

A virtual tour guide with real voice that guides you around the city at your own pace and enables you automatically to discover its legends, stories, anecdotes and hidden secrets. The guide helps you if you have a problem, makes recommendations about local sites, optimises your holiday time, provides cultural knowledge and helps you to stay safe.

BUSINESS MODEL

SaaS (Software as a Service). Charges are made for licensing the selected route or time. Margins are 70%, with typical costs associated with the development and maintenance of the software, such as the device that supports the app.

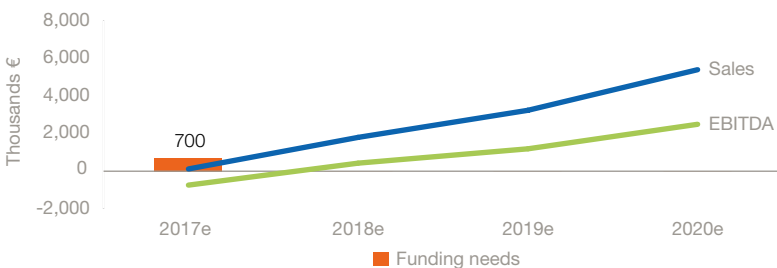
COMPETITION

To date, we have detected no applications with the features provided by our service.

MILESTONES

- January 2016 ● Product development and design, creation of routes and multimedia content with shareholders equity investment.
- January 2017 ● Opening of a sales point and product testing in the real market.
- March 2017 ● First sales made and first operating agreements with third parties established. Approval of product by the Barcelona Tourist Board.
- October 2017 ● Consolidation of direct and indirect distribution, and new channels.
- November 2017 ● Generation of new cities and brand positioning with focused marketing activities.
- December 2017 ● Adaptation of the application to enable downloading from Play Store (Android) and App Store (iOS), with new features.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €36,000 per month

We seek €700,000 from June 2017 for the expansion of the national and international market with the generation of new routes, cities and services. Marketing actions to promote the product and creation of the brand image. 50% in June 2017 and the other 50% in October 2017.



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TEAM



Manel León
 CEO & Co-Founder




Lluís Serra
 CFO & Co-Founder


ASK THE ENTREPRENEUR

Manel León

What is the company's most significant risk and how will you tackle it?

Compensation for a sharp fall in tourism in one particular city is found in international expansion. And the answer to the appearance of a possible competitor is product quality and the price/feature ratio.

How do you see the company in 5 years' time?

As a reference in the tourism industry and an indispensable service for city tourists, as well as providing a key service for partner organisations.


 €650,000



 €0

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6 DIGITAL TICKET PLATFORM SERVICE

dtracking.io

Sustainable mobility industries

 09/2015

The solution that enables users to digitise purchase receipts and generate commercial Big Data

PROBLEM

Store managers and public administrations can only cross the profiles of their users with what they purchase by using inefficient and unwieldy surveys. Moreover, users have to keep their receipts on paper for returns, guarantees, etc.

SOLUTION

We use an image recognition system (IRS) that enables receipts to be digitised. In this way, we capture information about purchases, generating an important source of commercial information. The main advantage is that, unlike in the case of surveys, we obtain a large amount of commercial Big Data while offering users a benefit.

BUSINESS MODEL

Commercial establishments, local councils, shopping centre managers and so on will pay for the service monthly, and we will make a single set-up charge to each establishment that joins the platform and requires recognition by our IRS system, for their purchase receipts.

COMPETITION

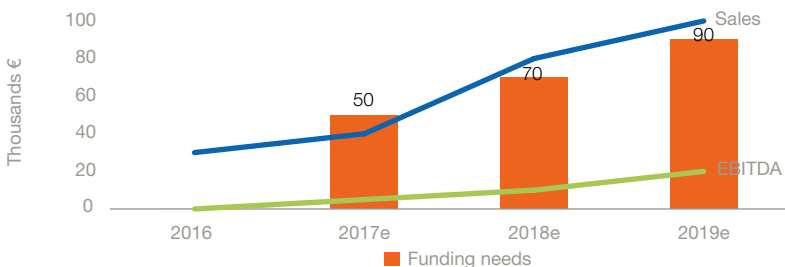
No más tickets – integrated into the shop’s software. We believe that it is not scalable. Captio – but they use it to control internal expenditure within the company.


MILESTONES

- October 2016 ● First client: the Igualada City Council.
- December 2016 ● Development of the IRS algorithm for receipts.
- February 2017 ● Partnership agreements with commercial Big Data companies.

- June 2017 ● Agreements closed with shopping centres and more cities.
- June 2017 ● More partnership agreements established with analytics firms in the retail sector.
- September 2017 ● Specific IRS algorithm for purchase receipts perfected and optimised.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €5,000 per month

We need €50,000 in 2017: €30,000 for the final development phase of the specific IRS algorithm for receipts, and €20,000 for communication, marketing and sales activities regarding the product.



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TEAM



Joan Rabat
 Co-Founder & Business Developer




Nil Espinar
 Co-Founder & Business Developer




Generalitat de Catalunya

ACCIÓ catalunya emprèn

ASK THE ENTREPRENEUR

Nil Espinar

What is the company's most significant risk and how will you tackle it?

To manage to implement an innovative product, not applied to the market, which requires involvement on the part of the shopping centre and/or local authority at communication level. We will compensate for this by raising awareness about the need for the service and the many benefits that it generates, both for them and their users.

How do you see the company in 5 years' time?

As a SaaS company that provides its solution for Big Data and Analytics technology companies for their clients, thanks to the advanced algorithm for purchasing receipts recognition, unique on the market.


 €9,000



 €0

[Return to the index](#)

7 EPINIUM

epinium.com

Sustainable mobility industries

 06/2017

Discover the next best seller before your competitors

PROBLEM

Global brands need a faster, more effective and less expensive way to make data-driven marketing decisions in an omnichannel world.

SOLUTION

We collect product Big data from ecommerce and we analyze them with artificial intelligence. Brands can detect market trends, understand their customer and track their competitors.

BUSINESS MODEL

We offer our customers a totally flexible pricing model starting from €9 per product per month and country.

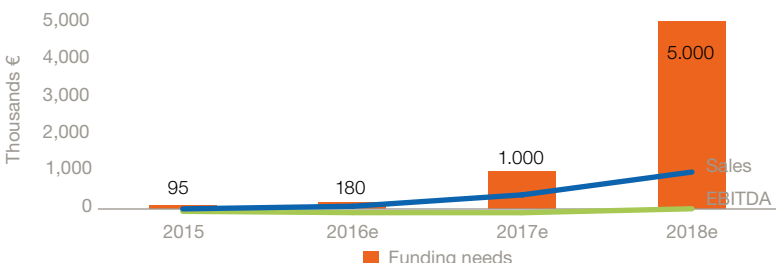
COMPETITION

Signals Analytics, an Israel-based company that last year received investment of 10 million dollars.

MILESTONES

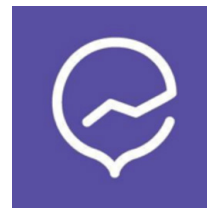
- December 2016 ● First customer.
- June 2017 ● Epinium in Metro Accelerator by Techstars.
● €200,000 of investment raised.
- July 2017 ● Close the negotiation with 2 new customers.
- September 2017 ● Metro Demo Day with international investors.
● Epinium in San Francisco TechCrunch Disrupt.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €15,000 per month

Currently we are in the best accelerator program in the world that it will finish with a Demo Day with International investors in September so it is impossible for us to know what we need until October. Our objective is to keep developing our platform and open it completely to Europe.



CONTACT

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TEAM



Carlos Martínez Barriga
CEO



Miquel Ferrando Enfruns
CTO



ASK THE ENTREPRENEUR

Carlos Martínez Barriga

What is the company's most significant risk and how will you tackle it?

The entry of traditional consultants into online analysis. Making partnerships and focus on go-to-market.

How do you see the company in 5 years' time?

Bought by one of the big traditional consultancy firms.



€50,000



€320,000

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8 EYETOK

eyetok.com

Cultural industries and experience-based industries

03/2013

The UGC (User-Generated Content) solution + live video streaming for companies

PROBLEM

Companies need to establish and grow inventories of content for publication on their digital platforms, while controlling the rights, and live video is what generates the greatest engagement with their audiences, especially if this content is made by the users/reporters themselves.

SOLUTION

Eyetok delivers a white-brand, turnkey solution for each client: 1) mobile application for end users; 2) video streaming infrastructure prepared for scaling, and 3) content management and control web tool. The only solution with a B2B and white-brand focused that helps to convert fans and followers into co-creators and content contributors.

BUSINESS MODEL

SaaS model with €5,500 monthly license fee that also includes the first 1,000 hours' streaming. The cost is in the time required to adapt the app and each client's infrastructure, which takes from 2 to 3 weeks, and the margin of over 50%. Revenue share in advertising is offered.

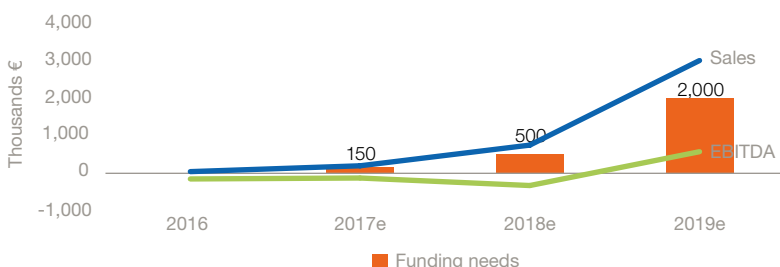
COMPETITION

Most are B2C with a focus on the social networks, but do not provide services to companies enabling them to obtain live video made by their communities (Facebook Live, Twitter, YouNow and so on). In both B2B and UGC video, we find Grabyo, NewsZulu, Iris and Green Fly.

MILESTONES

- 2015 ● €45,000 FFF investment.
- July 2016 ● Change from B2C to B2B model (pivoting).
- December 2016 ● €35,000 subsidy from the Ministry of Education, Culture and Sport.
- January 2017 ● First agreement signed, with Grupo Zeta publishing group.
- 2017 ● Closure with 6 clients (media, brands, sports clubs, music festivals).
- June 2017 ● Closure of first funding round.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



€8,500 per month

We are preparing a bridge funding round with a convertible loan of €150,000. €50,000 has been committed by a business angel. The funds are earmarked for commercial action and accelerating the development of an SDK that will facilitate sales, as it will enable customers to integrate Eyetok directly into their apps. After the first sales, we want to prepare a round of €500,000.



Let's watch the world together, live!

CONTACT

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TEAM



Bruno Saguer Duprez
 Founder-Partner



Oskar Vidal Larsson
 Founder-Partner



menorca millennials

ASK THE ENTREPRENEUR

Bruno Saguer

What is the company's most significant risk and how will you tackle it?

That of guaranteeing a fluid live video streaming experience for users and clients: investing to improve the product.

How do you see the company in 5 years' time?

An integrated solution in both national and international clients' apps, a reference in various sectors: media, broadcasters, brands, clubs, festivals and so on.



€20,000




€45,000

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9 FIDELITYBAG

gioop.com

Sustainable mobility industries

 10/2016

The app that gives you money

PROBLEM

Nowadays, most retailers are engaged in the struggle against franchises, large chains and online commerce. Independent stores face problems to survive and attract new customers.

SOLUTION

Gioop is a tool for small retailers that helps to build loyalty among regular customers, to attract new customers, and to communicate with potential consumers through discounts that can be accumulated in later purchases, raising the profile of the business. In this way, sales will increase at a low cost.

BUSINESS MODEL

FidelityBag charges businesses a fixed fee according to the sales that they achieve through the application, and a service fee for marketing and advertising. Costs are marketing, development and updating the app.

COMPETITION

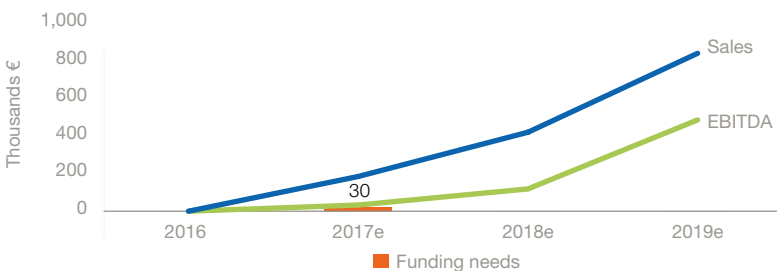
Oferzone, Manzaning, Just Eat.


MILESTONES

- September 2016 ● Business plan, brand design.
- November 2016 ● Functional design of the application.
- December 2016 ● Implementation of the app.

- February 2017 ● Trade fair stand.
- April 2017 ● Publications in local newspapers and radio stations.
- June-August 2017 ● Publications at national scale.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €9,700 per month

€30,000 to develop the website and the app.



CONTACT

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Josep Massegur
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ASK THE ENTREPRENEUR

Jose Luis Gómez González

What is the company's most significant risk and how will you tackle it?

That we find ourselves faced by direct competition. Solution: regularly improving the app thanks to feedback from users and businesses.

How do you see the company in 5 years' time?

National expansion through expert distributors and sales personnel.



€42,000




€127,570

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10 FINBOOT TECH

finboot.com

Sustainable mobility industries

 03/2017

Finboot Smart Contracts (FSC) is an enterprise solution to operate efficiently with smart contracts

PROBLEM

With traditional paper contracts all operations are manual, time-consuming and costly. With electronic signatures a central authority that witnesses the signature is still necessary. By using blockchain we can overcome all the limitations to provide full digitalisation and automation of contract operations.

SOLUTION

FSC unifies interface and information to provide a digital platform for smart contract management; from deployment and negotiation of smart contract templates to advanced analytics using the aggregated data from all your active smart contracts. We develop smart contracts in-house but also integrate third-party contracts. Our mission is to efficiently bring smart contracts to the market.

BUSINESS MODEL

Our clients are both end users and technology developers. The platform functions on a pay-as-you-go basis, where clients pay for active contracts. In addition, we provide features on analytics and team management that come at an initial fee.

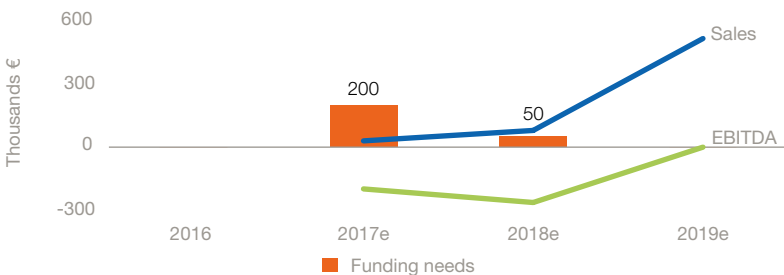
COMPETITION


There are a lot of current development in smart contract solutions, mainly in the US and the UK. However, no one is targeting aggregation services in the way we do at Finboot.

MILESTONES

- September 2016 ● Demo Deployment (Smart Contracts for Swaps market).
- December 2016 ● System architecture designed. Platform development kick-off.
- March 2017 ● A consortium of 8 partners and end user validators.
- June 2017 ● Raising seed investment.
- September 2017 ● Beta version of FSC for pilot tests with validators.
- March 2018 ● First release version of FSC.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €4,000 per month

We are raising around €250,000 in seed investment and we have already signed for a small fraction of it; this round will allow us to get a first release version with finance, insurance and energy solutions in the FSC suite. Exit strategy could be on a series A, planned after the first release version is out in the market.



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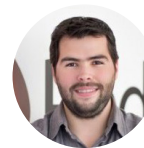
TEAM



Juan Miguel Pérez Rosas
Co-Founder



Carlos Abellan
Co-Founder



Angel Pateiro
Co-Founder & Coord. Developer



ASK THE ENTREPRENEUR

Juan Miguel Pérez Rosas

What is the company's most significant risk and how will you tackle it?

Working in an emerging market, the sudden changes in the industry are the riskiest unknowns.

How do you see the company in 5 years' time?

FSC as the go-to platform for smart contracts across industries for both end users and technology developers.



€3,000




€0

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11 FOOTBALLAIM

footballaim.com

Cultural industries and experience-based industries

 01/2017

Dreaming together, aiming high

PROBLEM

Coaches lack the technological tools to do their day-to-day work easily. Clubs do not have platforms to unify their teams' strategies and share one single methodology.

SOLUTION

FootballAim is a computer programme for football clubs and coaches, providing them with a series of collaborative tools that help them to manage and plan all tasks related to soccer training, matches, players and teams.

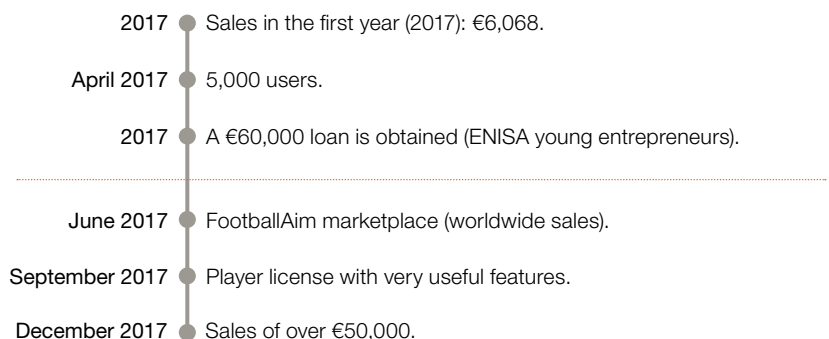
BUSINESS MODEL

The FootballAim Business model is based on revenues from sales to clubs and professional users for the services that the platform provides. The goal is to offer low, affordable prices in order to reach the entire potential market in the world of football.

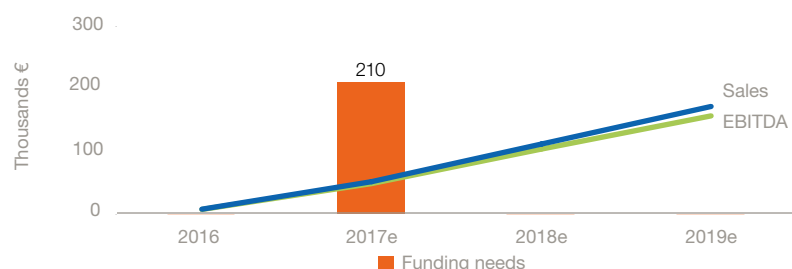
COMPETITION

Planet Training. Director11. GesDep.

MILESTONES



FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €5,500 per month

We need €150,000 to implement an expansion and marketing project, plus €60,000 already paid out from ENISA. We plan to repay this funding gradually over the next 8 years.



FootballAim
Dreaming together, aiming high

CONTACT


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TEAM



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CTO




J. Manuel Martínez Bel
CPO




TecnoCampus
Mataró-Maresme

ASK THE ENTREPRENEUR

José Manuel Martínez Bel

What is the company's most significant risk and how will you tackle it?

The risk that the company faces is that potential clients may not be open to changing their habits in order to improve their day-to-day work.

How do you see the company in 5 years' time?

In the future, FootballAim will become a web app, operating in a global market, where everyone can find equipment, courses and clinics, hire facilities, advertise jobs, etc.



€3,000




€31,000

[Return to the index](#)

12 MOVES TO SLOW FASHION

movestoslow.com

Design industry

 12/2013

Moves Toward an Ethical Fashion World

PROBLEM

For the client: finding an attractive, quantitative and qualitative source of sustainable fashion, and realising that there are alternatives to fast fashion. For brands: opening up sales channels and raising their profile.

SOLUTION

Marketplace devoted exclusively to the sale and promotion of sustainable fashion brands, embracing a wide supply of products via a platform where personal image and style makes the difference. Creation of a sustainable life-style that generates synergies among similar-minded groups.

BUSINESS MODEL

MTS receives a 40% of revenue from online and offline sales, and 15-20% from wholesale orders. It is a dropshipping business, meaning that the company does not keep the products it sells in stocks.

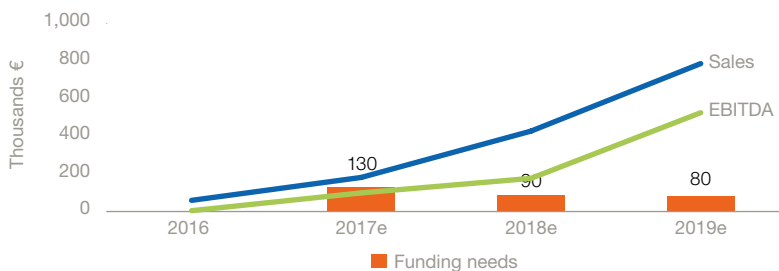
COMPETITION


MTS is a pioneer in Europe. There are now two online stores (Do The Woo and Almasanta) and eight physical shops in Spain, as well as two more online stores in Europe.

MILESTONES

- November 2016 ● Turnover reaches over €60,000.
- February 2017 ● 6,000 followers on Facebook.
- April 2017 ● 80 brands on the website (we began with 21).
- October 2017 ● Increase in the number of those registered and subscribing to the website.
- January 2018 ● Internationalisation.
- February 2018 ● Average receipt increases to €90.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €1,100 per month

Total investment of €300,000 is needed over the next 3 years. Investment in marketing, internationalisation of the platform, improved website technology and features, team expansion and creation of the app.



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TEAM



Rosa Bernier
Co-Founder & CCO



Mònica Melero
Co-Founder & CEO



ASK THE ENTREPRENEUR

Mònica Melero

What is the company's most significant risk and how will you tackle it?

Increasing competition. Image, our own style, product differentiation and customer service.

How do you see the company in 5 years' time?

As a global sustainable fashion and lifestyle company with an international clientele, selling in many different countries.



€30,000




€0

[Return to the index](#)

13 MYPOPPINS

mypoppins.com

Sustainable mobility industries

 10/2016

I don't clean, I call #MyPoppins

PROBLEM

Students, office workers, young couples with little time to spend at home. In a market that was once completely offline, we have created a platform that enables users to hire domestic helper just a few hours in advance, and choose the day, time and needs of the service.

SOLUTION

A marketplace that puts users who require domestic services into contact with workers looking to increase their hours. Our main, differential function is to make the ideal match between user and Poppins for a frequent service.

BUSINESS MODEL

MyPoppins acts as an intermediary between users and domestic workers. There is a 10-15% commission on the hourly price charged by the worker, both for one-off and regular or frequent services.

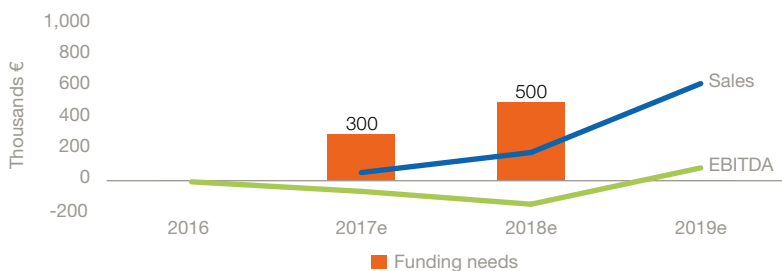
COMPETITION


Wayook and Clintu are the two competitors at national level. Main differences: target group, marketing strategy, customisation technology (choosing a Poppins so that the same domestic worker always comes to you).

MILESTONES

- March 2016 ● Validation of the business model and 13% average conversion rate to frequent user.
- April 2017 ● Turnover of €35,000 in the first three months of operation.
- May 2016 ● In-house development of algorithms and processes for automatic assignment.
- July 2017 ● Launch of two-way marketplace app. IT innovation.
- October 2017 ● €150,000 in private capital and €150,000 leveraged capital from ENISA or ICF.
- December 2017 ● Automisation of Poppins selection process.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €5,000 per month

€150,000 private capital and €150,000 leveraged from ENISA or ICF, by October-November.

To cover part of the in-house app development and, basically, marketing (attraction of users, promotions, advertising and so on).



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TEAM



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 CTO




Marta Caparrós
 CMO




Aleix de Castellar
 CFO


ASK THE ENTREPRENEUR

Aleix de Castellar

What is the company's most significant risk and how will you tackle it?

Employment relations with the Poppins. This will be resolved by creating a fully two-way UX, operating solely and exclusively as a marketplace.

How do you see the company in 5 years' time?

International marketplace app (Southern Europe and Latin America).


 €35,000



 €40,000

[Return to the index](#)

14 TALENTUP

TalentUp.io

Sustainable mobility industries

 09/2016

Find the ICT candidates that will make your company grow

PROBLEM

There is great demand for ICT candidates, mainly programmers, at present, and this is causing recruiters to lose a great deal of time.

SOLUTION

A platform that shows you the candidates that are most likely to go to your company. We know who they are because we analyse thousands of profiles on social networks and specialist websites using Big Data tools.

BUSINESS MODEL

Monthly fees of €99 is for individual recruiters or €299 for teams, with the net margin of 60%.

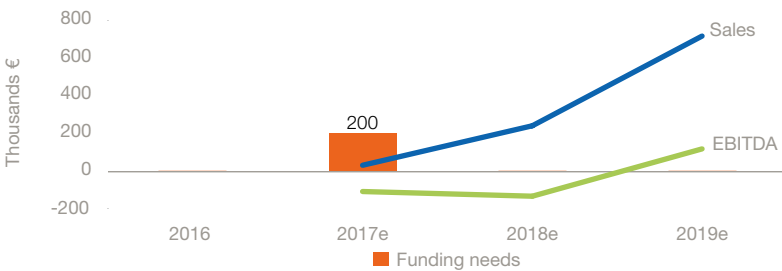
COMPETITION

There is competition in the US with firms like Connectifier and TalentBin, but not in Europe.

MILESTONES

- February 2017 ● Launch of a stable version of the platform.
- March 2017 ● Database with more than 60,000 candidates all over Spain.
- May 2017 ● More than 90 recruiters are using the platform for 13 different companies.
- September 2017 ● Entry of financing.
- October 2017 ● Cover all ICT candidates in the world.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €500 per month

We have invested €40,000 and need further investment of €200,000 to scale the product to other countries.



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TEAM



Jordi Arcas Ruscaleda
 CEO & CTO



Dani Martos Nebrera
 CBO



ASK THE ENTREPRENEUR

Jordi Arcas

What is the company's most significant risk and how will you tackle it?

That LinkedIn ceases to operate. In this case, we are prepared to use our own data.

How do you see the company in 5 years' time?

With clients all around the world.



€40,000




€0

[Return to the index](#)

15 TAP TAP TALES

taptaptales.com

Cultural industries and experience-based industries

 11/2014

Learning is fun

PROBLEM

Tablets have become children's favourite toys. In markets like the US, 85% of children between 4 and 10 years already have a tablet. More than 80% of the content is accounted for by games.

SOLUTION

We provide children with multimedia resources so that they can have fun while they learn, with activities full of illustrations, animations, music and sound effects. We use well-known characters to awaken their interest and encourage their learning processes.

BUSINESS MODEL

We use the Freemium model, and generate revenue from the sale of content and advertising carried by the apps. The sales margin is 45% of the recommended retail price, and that of the company increases as the catalogue expands.

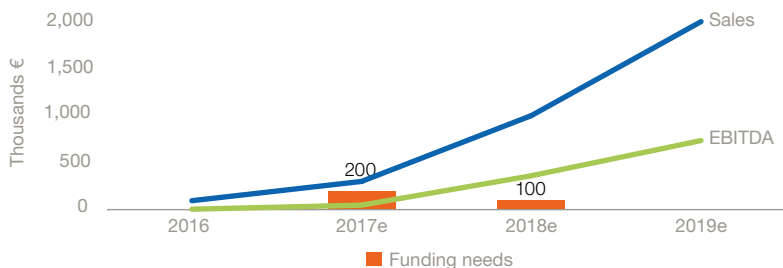
COMPETITION

Budge Studios, Tab Tale.

MILESTONES

- 2015 ● Access to Barcelona Activa, ICEC financing and launch of the first apps.
- 2016 ● More than 10 million downloads, 1.2 million users and 10 apps.
- 2016 ● Distribution to Apple, Google, Amazon, and extension to Bemobi and Movistar.
- 2017 ● Diversification of distribution with new channels and distributors.
- 2017 ● Closing of financing to increase production and user acquisition capacity.
- 2018 ● To have a catalogue of 40 apps and 100 million downloads.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €10,000 per month

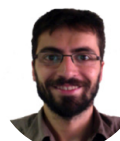
We seek funding of €300,000 to enable us to scale up the business model, expand the development department, acquire more licenses and invest in the user acquisition.



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TEAM



Pau Ors
CTO



Xavier Prats
CEO



Carlos Arriola
Director, Latin America



ASK THE ENTREPRENEUR

Xavier Prats

What is the company's most significant risk and how will you tackle it?

The risk is loss of users, which we will resolve by expanding the catalogue and future subscription models.

How do you see the company in 5 years' time?

We see ourselves as a company that has grown substantially and independently, like our competition, or forming part of a large publishing company.



€36,000




€80,000

[Return to the index](#)

16 TEAMEQ

teameq.net

Sustainable mobility industries

 11/2014

Take the pulse of your team. TeamEQ is an innovative management tool that enables you to measure and manage your team's engagement, motivation and effectiveness in real time

PROBLEM

Our solution caters for digital transformation and new HR organizational needs.

SOLUTION

TeamEQ is revolutionising teamwork worldwide. It increases a team's productivity, leadership skills and employee engagement, making team management easier, measurable, actionable and more effective with an average time commitment of just a few minutes per month.

BUSINESS MODEL

SaaS B2B platform
 Consultancy firms can also use TeamEq with their clients.
 Third platform integrations.

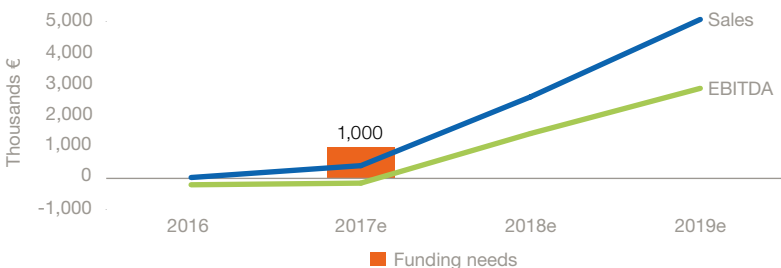
COMPETITION


glint.com (US) peakon.com (UK) officevibe.co (Canada) tynipulse.com (US) teamworks.is. (US) beintent.com (New Zealand)

MILESTONES

- February 2017 ● International Prize Hack D Gap.
 Mobile World Congress 2017.
 Clients in Spain & Italy: Telefónica, Banc Sabadell, Aigües de Barcelona, Sellbytel, Marzotto Group.
- January 2018 ● Scale up the product/business.
- June 2018 ● Predictive big data model to anticipate problems and give customized tips.
- September 2018 ● Leader in Southern Europe.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €35,000 per month

€1M. €300,000 already committed (May 2017). This amount will be spent as follows: 55% to scale product & sales + big data predictive model; 45% marketing & sales



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TEAM



Francesca Gabetti
 Co-Founder & CEO



Ray Garcia
 Co-Founder & CTO



Jaume Gurt
 Director



**menorca
 millennials**

ASK THE ENTREPRENEUR

Francesca Gabetti

What is the company's most significant risk and how will you tackle it?

TeamEQ shows valuable data that managers have never had before. We educated them on how to make the most of these data.

How do you see the company in 5 years' time?

The regular tool global companies use to measure their team's KPI's.



€100,000




€500,000

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17 TRAVISY

travisy.com

Cultural industries and experience-based industries

 07/2015

Travel more, plan less

PROBLEM

An overload of tasks to carry out and websites to view when planning a journey. There is no free online “travel agency” to plan your trip in a customized way, based on your interests and budget.

SOLUTION

Using artificial intelligence, Travisy customises your trip, according to your budget and interests, generating a plan of activities, looking for hotels and flights, and establishing a tourist route. Travisy offers more than 150 complete destinations, 3 languages, connections with key providers, etc.

BUSINESS MODEL

Income from commission on RRP (5-18%), advertising on the website and the app, positioning by promoting services, Big Data (B2B). Minimal management and IT development costs.

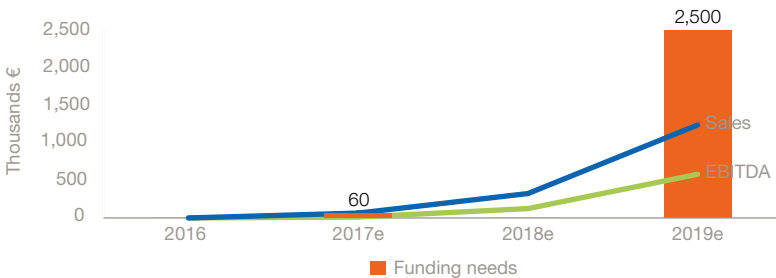
COMPETITION


Triphobo and uTrip, both North American companies.

MILESTONES

- November 2016 ● Semi-finalists in the Lisbon 2016 Web Summit, Best Tourism Company.
- March 2017 ● More than 13,000 registered users.
- April 2017 ● 4,250 downloads of the app.
- July 2017 ● Market launch of the finished product.
- August 2017 ● 20,000 registered users.
- August 2017 ● 5,000 downloads of the app.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €1,600 per month

We seek investment of €60,000 for technological development and market penetration. The investment will be devoted entirely to increasing the company’s turnover - the product is finished but investment is required for expansion.



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TEAM



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CEO



Albert Cuartiella Heredero
CTO



ASK THE ENTREPRENEUR

Sergi Vila

What is the company’s most significant risk and how will you tackle it?

The difficulty of applying artificial intelligence and machine learning in a market like the tourism industry.

How do you see the company in 5 years’ time?

Travisy can become a platform that includes all tourism services under one single name. The equivalent of travel agencies, but via Internet.



€20,000




€25,000

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18 WANAGIG MUSIC

wanagig.com

Cultural industries and experience-based industries

 03/2017

The app that connects musicians and events organisers

PROBLEM

At amateur and semi-professional level, the live music scene has never changed or modernised as regards the way of finding and hiring musicians.

SOLUTION

Wanagig connects musicians to a large volume of potential concerts and events at which they can submit their candidature to perform. At the same time, the app helps the organisers to make their selection and discover bands for their concerts or events.

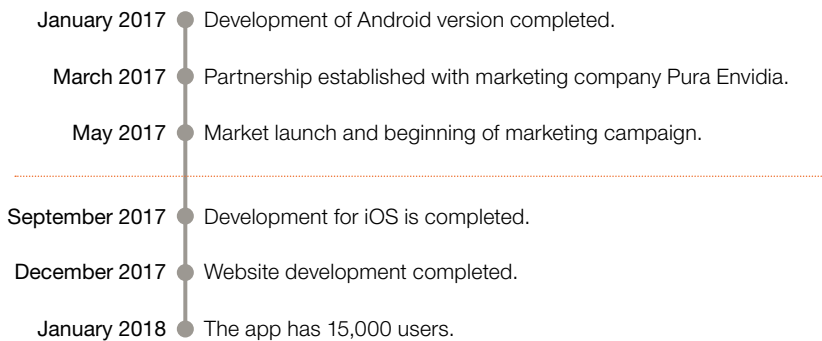
BUSINESS MODEL

Musicians can apply free to perform at a limited number of events advertised every month. After this limit, we charge musicians 99 cents every time they apply to an ad.

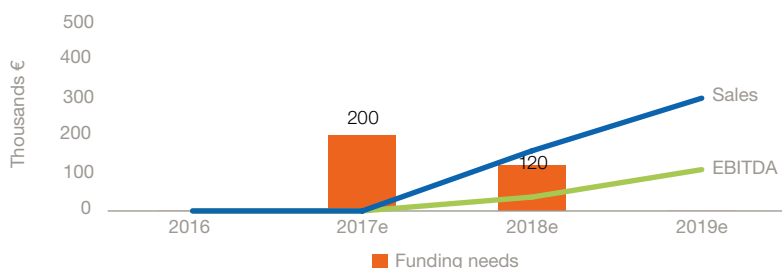
COMPETITION


We have competition: as web platforms, Gigmit and Reverbnation; as apps, Gigtown and ThatsMyGig, which operate in the USA.

MILESTONES



FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €800 per month

€200,000 for the development of the iOS and web versions and the implementation of improvements to the system. Once development of the iOS version is complete, a large part of this investment will also be devoted to the international marketing campaign.



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TEAM



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CEO, UX/UI



Carme Rota
Director of Art



Habacuc Rodríguez
CMO



ASK THE ENTREPRENEUR

Lluís Badal

What is the company's most significant risk and how will you tackle it?

That organisers may be afraid of changing the way they look for musicians. We will resolve this problem through marketing and perseverance, and also through the results that they obtain from using the app.

How do you see the company in 5 years' time?

Sold to a major music industry multinational.



€6,000



€20,000

[Return to the index](#)

19 WYSEE

wysee.com

Sustainable mobility industries

06/2016

We monetise your influence

PROBLEM

Brands have to buy traffic to attract potential purchasers. The media have to sell their audiences through advertising in order to monetise their content.

SOLUTION

Consumers can buy products in the place where they discover them. Brands get a sale and new customer. Publishers obtain revenue through e-commerce in content.

BUSINESS MODEL

A model based on revenue share, in which Wysee and the publisher share margins on a 50-50 basis. The cost structure is human team and software, principally.

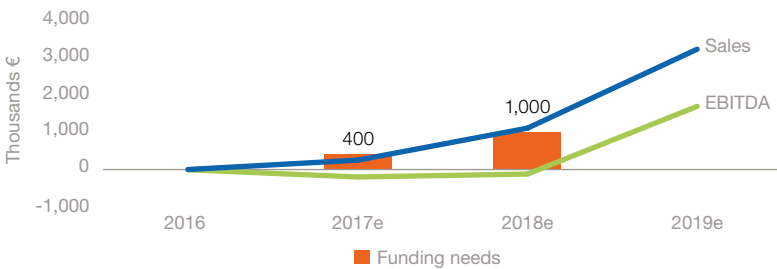
COMPETITION

There is no similar solution to Wysee in Europe, but there is one in the USA (bringhub), which works with the leading publishers (TWP, WSJ, NYT, etc.).

MILESTONES

- December 2016 ● Launch of service.
- February 2017 ● 300 products available.
- April 2017 ● 109 million potential pageviews.
- June 2017 ● New e-commerce engine.
- October 2017 ● Mass upload of products.
- December 2017 ● Internationalisation.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



€15,000 per month

We seek €400,000 to start internationalising the project. Of this sum, we already have €75,000 covered. The goal is to close the end-of-year-round through BA and FO, mainly.



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CPO



Antonio Covelo
CEO



Ferran Burriel
CCO

ASK THE ENTREPRENEUR

Ferran Burriel Alier

What is the company's most significant risk and how will you tackle it?

The entry of our main competitor from the USA. We will resolve this problem by growing quickly in all markets.

How do you see the company in 5 years' time?

Internationalisation to all European countries or integrated into a large affiliation or e-commerce group.



€105,000




€0

[Return to the index](#)

20 YOUNIFIED

younified.io

Sustainable mobility industries

 04/2017

Cloud Unified Communications for Enterprise, "Powered by Twilio"

PROBLEM

Slow management, low efficiency, and very high telecommunications costs are problems that companies with international presence have to face. Fragmented communications solutions and services: manufacturers, operators, partners, software.

SOLUTION

A unified communications platform based on PaaS (Twilio). Only software (smartphone, tablet, PC/Mac browser). Global service to 153 countries. Self-manageable, no investment required, pay as you go, chat, IP telephony, SMS, integrated video call/meetings.

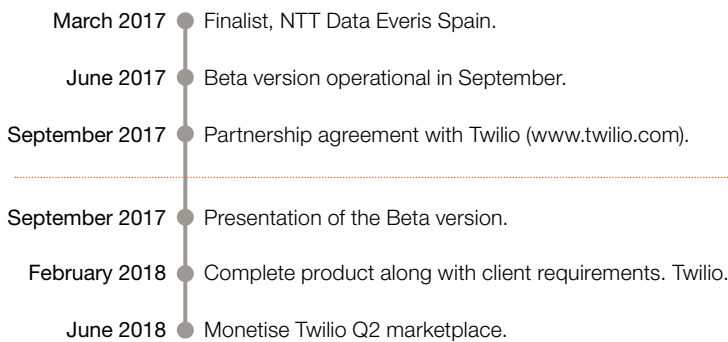
BUSINESS MODEL

Target group: International companies with more than 300 workers. SaaS in B2B model. Monthly fee for clients: €12,600. 12 months.

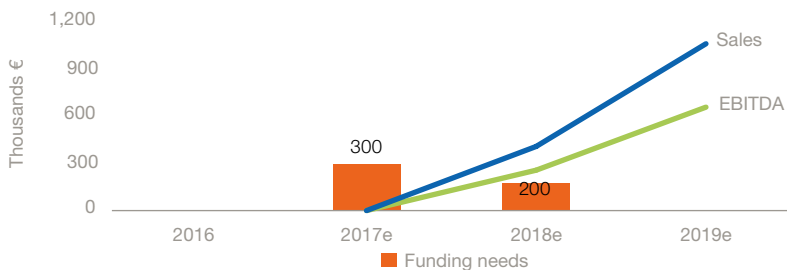
COMPETITION

Skype for business, Cisco Sparck, Fuze.

MILESTONES



FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €3,000 per month

We need €300,000 in the third quarter of 2017 to launch the Alpha version of the product at the Twilio event in September 2017 and to be able to monetise with Twilio's international clients in the second quarter of 2018.



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Chema Chaqués
CRO



Jordi Romero Delcan
CIO



Doug Pate
CMO



Conector
Startup
Accelerator

ASK THE ENTREPRENEUR

Albert Colls García

What is the company's most significant risk and how will you tackle it?

Attracting international companies with high numbers of employees. Twilio will redirect them to us: banks, energy, insurance.

How do you see the company in 5 years' time?

100 clients and €100 million APR.



€27,000



€0

[Return to the index](#)

Other technologies



Company founded



Monthly burn rate



K invested by the team



External K raised

1

ALTERNATIVE ENERGY INNOVATIONS

aeinnova.com

Chemical, energy and resources industries



10/2014

We improve industrial energy efficiency and monitoring 4.0 using waste heat

PROBLEM

Industry loses nearly 60% of the electricity consumed in waste heat due to energy inefficiencies. In Europe alone, this loss accounts for 16% of the total energy consumed.

SOLUTION

We have two products to use this heat, maintenance free: the WHRU that converts the waste heat into electrical energy which can be injected into the grid; and the Indu-eye, the first battery-free IOT device self-powered by waste heat, suitable for monitoring industrial activities with ATEX explosive atmospheres.

BUSINESS MODEL

Consultative sale (tailor-made projects) and sale through process engineering companies (specifiers). AEInnova designs products and outsources production. The sales margin is 30-60%.

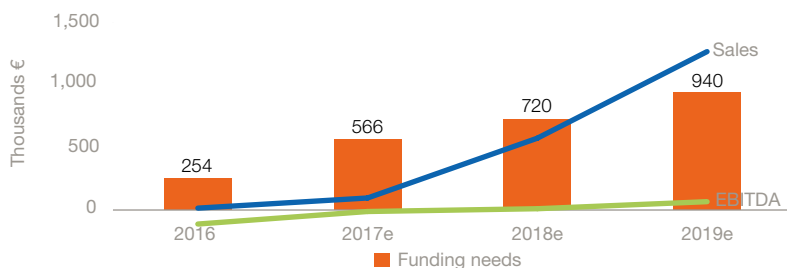
COMPETITION

As regards the WHRU, there are ORC machines, which are large, expensive and complex. There is no IOT system that brings all features together and can compete with Indu-eye.

MILESTONES

- August 2016 ● First WHRU installed at SEAT Martorell.
- February 2017 ● First energy company at CDT Neotec'16.
- April 2017 ● First Indu-eye platform installed at the Repsol refinery in Puertollano.
- First quarter 2017-2018 ● Agreements and pilot schemes established with Técnicas Reunidas, Repsol, VW, Ciments Molins, Esbelt, Celsa, Air-liquide, Philip Morris and Enagas

FINANCIAL PROJECTIONS AND FUNDING NEEDS



€23,000 per month

We have funding from the Repsol Foundation (€120,000) and we obtained €196,000 from CDTI Neotec. We are closing cofinancing with the European Commission (LIFE) 2018-2020. We need an additional €1,000,000 to industrialise and cofinance this project.



AEInnova
Alternative
Energy Innovations

CONTACT

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Chairman



David Comellas
CEO



Dr. Carles Ferrer
CTO



Roger Malet
Electronic Engineer



Fundación
REPSOL

ASK THE ENTREPRENEUR

Raúl Aragonés Ortiz

What is the company's most significant risk and how will you tackle it?

Retaining talent. Establishing distribution agreements.

How do you see the company in 5 years' time?

As a reference at European scale for energy efficiency solutions and battery sensorisation.



€41,000



€960,000

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2 AQUA.ABIB

aqua-abib.com

Chemical, energy and resources industries

 2/2014

Sustainable seawater desalination

PROBLEM

By 2050, more than half the world's population will have serious problems of water supply due to growing population, the economy and the depletion of natural resources.

SOLUTION

We have developed a unique sustainable desalination system which is more competitive than the predominant systems. Our system is based on an innovative distillation method using thermal solar energy, and is patented in the main world markets.

BUSINESS MODEL

Relations with strategic and integrating partners for joint participation in public and private competitions. Projects for development agencies and other organisations (World Bank, UNESCO, etc.).

COMPETITION

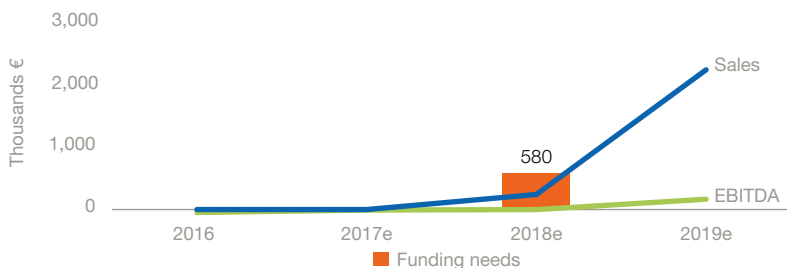
At present, the predominant alternative is inverse osmosis. There are also other alternatives which are losing ground or focused on niche markets.


MILESTONES

- September 2013 ● Small-scale prototype.
- February 2014 ● Constitution and acceleration with Innoenergy.
- July 2016 ● Finance for a facility in Majorca with SME subsidy. Instrument Phase 2 for a total amount of €1,324,000.

- September 2018 ● System certification
- October 2018 ● Partners in the Middle East, Australia and South Africa.
- November 2018 ● First sales in joint venture with Typsa.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €40,000 per month

A financing round will open in February 2018 for €400,000 to cover expenses not by the SME II, followed by another in September 2018 for €180,000 to cover operating expenses until revenues are obtained from the first project.



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TEAM



Àngel Bosch
Founder



Pau Barceló
Co-Founder



Ignacio Moncho
CTO



Eva López
PM



ASK THE ENTREPRENEUR

Pau Barceló

What is the company's most significant risk and how will you tackle it?

The biggest risk is that the facility in Minorca does not come up to expectations. The Minorca experience will enable us to find more efficient approaches.

How do you see the company in 5 years' time?

International presence and preparedness to enter other water treatment markets.



€200,000



€200,000

[Return to the index](#)

3 BONADRONE

bonadrone.com

Industrial systems

 11/2015

Knowledge Sharing

PROBLEM

Schools and after-school centres need teaching materials to teach new technologies. They are interested in using the attraction of drones to get attention, but no educational drone exists at present.

SOLUTION

To supply drones in kit and 3D printed formats, along with an educational platform to enable students and teachers to learn concepts related to STEM subjects (Science, Technology, Engineering and Maths), such as 3D design, 3D printing, programming and so on.

BUSINESS MODEL

The revenue model will be based on the sale of drone kits and accessories to education centres and end users. Educational events will also be organised around the use of drone kits.

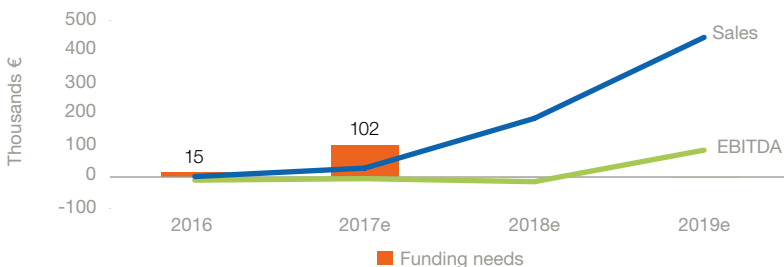
COMPETITION


Educational robots (LEGO Mindstorm, VEX), programming platforms (Arduino) and programmable drones (Parrot).

MILESTONES

- June 2016 ● Mosquito 450 drone kit ready for sale.
- November 2016 ● Agreement with the American company OnPoynt.
- April 2017 ● Contacts begin with the UPC (Castelldefels).
- July 2017 ● Prototypes for the new Mosquito 120 drone kit.
- September 2017 ● Pilot course with the firm of Edukative and the UPC.
- January 2018 ● Beta version of the educational platform.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €800 per month

We need €102,000 to hire staff to develop the educational platform and the new products and accessories. This investment will also be used to promote our project (trade fairs, workshops and so on) and to increase our capacity to buy components to improve prices.



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TEAM





Josep Tomàs
CEO





Pep Martí
CTO

Dani López
CIO




Àlex Cazorla
CMO


ASK THE ENTREPRENEUR

Josep Tomàs Vergés

What is the company's most significant risk and how will you tackle it?

Teacher training. Providing a user-friendly, intuitive platform to promote teaching.

How do you see the company in 5 years' time?

Working with schools in Spain and Europe, as a reference in education in robotics.


€18,000


€0

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4 DIGITAL TANGIBLE

nubart.eu

Cultural industries and experience-based industries

07/2013

The museum audioguide that you can take away with you

PROBLEM

Only 16% of museums offer audioguide devices: they are expensive and difficult to maintain. Moreover, there are very few downloads of mobile apps and, because they are free, they do not offer a return on investment.

SOLUTION

We provide attractive physical cards with unique codes that enable visitors to access the digital content of the audioguide in their chosen language and on their own mobile phones. They are sold at the reception desk, have no maintenance problems and give museums a return on investment.

BUSINESS MODEL

We sell packs of 5,000, 10,000 and 25,000 cards with content production included in the fee. As it is a consumable product, orders are repeated.

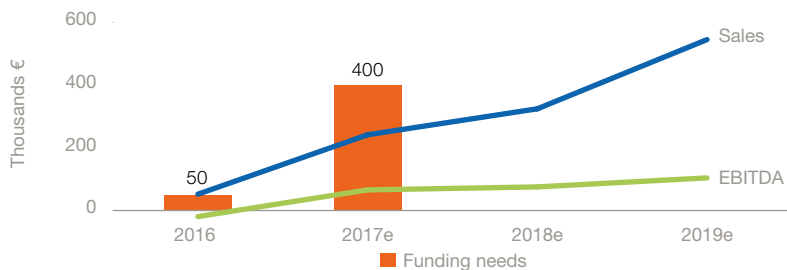
COMPETITION

There are companies that sell devices and content (Flexiguia, Stendhal, Antenna, etc.), and CMSs for museums (GVAM). But none with our concept.

MILESTONES

- January 2016 ● Launch of Nubart audioguides.
- March 2016 ● Acceptance to Embarca Plan.
- July 2016 ● We obtain status as CCCB regular client, producing the third audio guide for the museum, as well as the MHC and Thermalia.
- June 2017 ● Internationalisation begins, in Germany.
- September 2017 ● Closure of first investment ground.
- November 2017 ● Internationalisation continues, in the Netherlands.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



€6,900 per month

€400,000 in September 2017 to promote internationalisation in the EU (Phase I).



Nubart

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TEAM



Rosa Sala Rose
CEO



Jordi Pérez Solà
COO



Simon Effing
CTO



Generalitat de Catalunya

ACCIÓ catalunya empren

ASK THE ENTREPRENEUR

Rosa Sala Rose

What is the company's most significant risk and how will you tackle it?

Imitation by competitors. Technological excellence and market anticipation.

How do you see the company in 5 years' time?

Known internationally all over the EU as an alternative system that is better than the traditional audioguide.



€25,000




€50,000

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5 FOTORAPORTO

fotoraporto.com

Cultural industries and experience-based industries

 03/2015

The first online photo protest and photo proposal platform focusing on causes of social and environmental impact

PROBLEM

We constantly see situations of injustice around us, and these require solutions. Fortunately, there are organisations that work the real change, though these do not receive the support that they need.

SOLUTION

Fotoraporto helps to publicise such situations through uploads of photos and causes which are then distributed by the mobileapp, rewarding the third sector organisations published through the webapp crowdfunding platform.

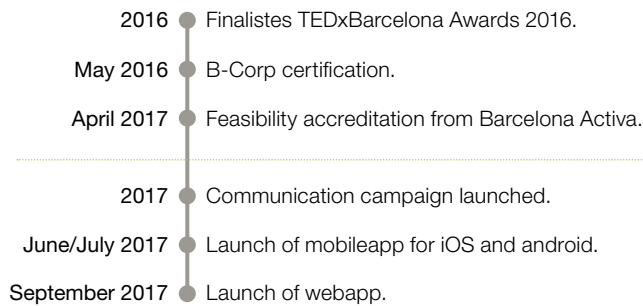
BUSINESS MODEL

Causes can be sponsored by paying a monthly fee. Similarly, Fotoraporto receives a commission from donations made to the crowdfunding platform.

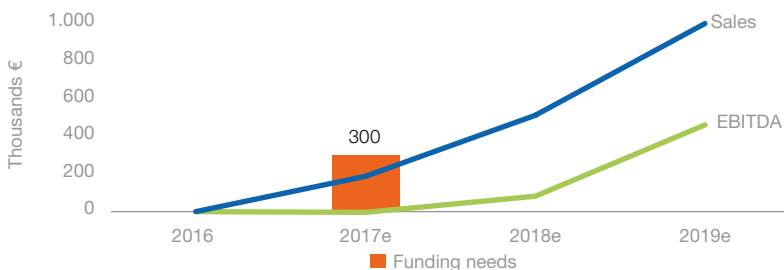
COMPETITION


Fotoraporto is more visual than Change.org and Avaaz. It is more focused on change and more social than Instagram and Pinterest. This is a market niche that has not been covered.

MILESTONES

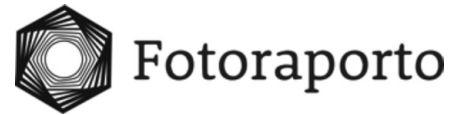


FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €10,000 per month

We need €300,000 in 2017 to accelerate the development of the webapp, launch the initial communication campaign, increase the current dedication of our partners and hire more resources in order to grow quickly. The plan is to finance these activities through shareholders equity and external investment.



CONTACT

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TEAM



Albert Bauló Peiró
Co-Founder



Lorenzo Raganzini
Managing Partner



Rosa Mora Díaz
Co-Founder



ASK THE ENTREPRENEUR

Albert Bauló

What is the company's most significant risk and how will you tackle it?

The possible competition. We will tackle the risk by accelerating the communication campaign.

How do you see the company in 5 years' time?

As a world leader among social impact photography platforms.



€87,600



€2,000

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6 ICTIVA, TU GIMNASIO ONLINE

ictiva.com

Cultural industries and experience-based industries

 07/2012

Ictiva motivates you

PROBLEM

The main reasons why people do not do physical activity are: lack of time, economic reasons, embarrassment and shame, physical complexes or the distance to a sports centre.

SOLUTION

Multi-access platform, possibility of connecting from any device with Internet connection: PC, laptop, tablet, smartphone or smart TV. This provides a solution to the main reasons why people do not do physical activity.

BUSINESS MODEL

We provide the service to private users and to companies through a subscription model without no registration fee. Users can choose from different subscription periods: 3, 6 or 12 months.

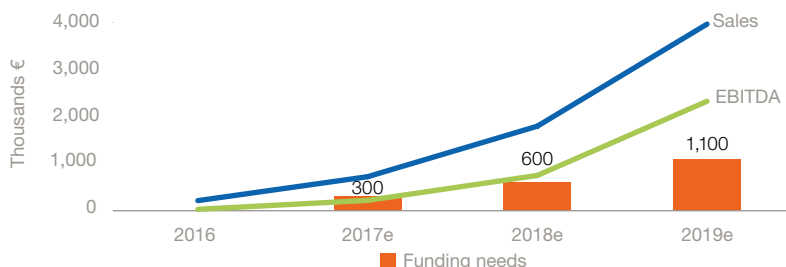
COMPETITION


There are platforms on the market the offer physical activity, but there is none that, like Ictiva, provides content for all members of the family.

MILESTONES

- January 2016 ● The Ictiva service is present in pharmaceutical industry companies, such as Novartis-Sano and Almirall.
- June 2016 ● Ictiva mobile app launched, with more than 150,000 downloads.
- December 2016 ● More than 130,000 Ictiva users registered.
- March 2017 ● Ictiva TV app on Apple and Android peripherals.
- December 2017 ● More than 300,000 Ictiva users registered.
- December 2017 ● Service provided to more than 30 companies.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €25,000 per month

Funding needed for the project: €300,000. Major advertising campaigns, both online and offline with the aim of accelerating company growth, entering the South American market, establishing new departments with more technical profiles. Produce more audiovisual content, develop and update different modules on the platform.

ictiva

CONTACT

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TEAM



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COO




Orlando Pérez
CEO




Soly Sakkal
Economista




Jordi Marsal
Llicenciat en INEF


ASK THE ENTREPRENEUR

Orlando Pérez

What is the company's most significant risk and how will you tackle it?

The level of use of the platform. We will resolve this by guiding users to their goals.

How do you see the company in 5 years' time?

In the South American market and as the leading online gym on the market.


€400,000



€0

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7 INSHOPSPOT

inshopspot.com

Cultural industries and experience-based industries

 06/2016

The communication solution is in your shop window

PROBLEM

Retail sector companies need to attract new customers and make themselves known through new services, promotions or discounts. Nowadays, the shop window is not dynamic enough to meet the needs of good communication.

SOLUTION

Inshopspot turns shop windows into communication channels. We rent LED screens, carry out graphic production and remotely manage advertising content to adapt it to the needs of each client, all in a single pack.

BUSINESS MODEL

We obtain income from the services that we provide and, if the customer gives us the rights to part of their broadcast spaces, a percentage for selling advertising to third parties.

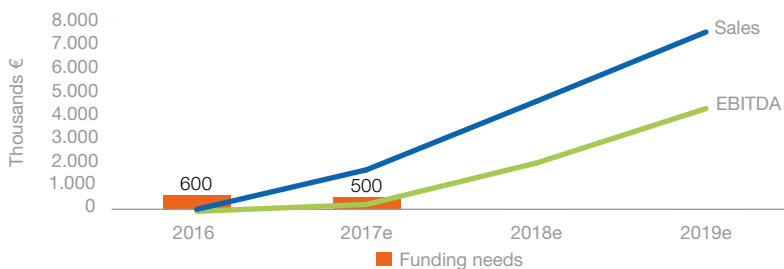
COMPETITION

There is no other company on the market that offers a service like this one. Our competition is opportunity itself.

MILESTONES

- September 2016 ● First test trial validated.
- December 2016 ● First private financing round closed.
- March 2017 ● COFB supplier to INFARMA.
- January 2017 ● Entrance into other niches in the retail sector.
- April 2017 ● First increase in share capital, worth €470,000, closed.
- June 2017 ● Second private financing round.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €80,000 per month

Second round in June 2017, €500,000 from the private sector to purchase new LED screens.



CONTACT

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TEAM



Manel Casanova Augé
Director of Operations



Albert Vinyals Cañellas
Director of the Strategic Business Unit



Vicenç Aguilar Mora
CEO



ASK THE ENTREPRENEUR

Vicenç Aguilar Mora

What is the company's most significant risk and how will you tackle it?

Obtaining the necessary funding to maintain the business models.

How do you see the company in 5 years' time?

Consolidating the business model throughout the retail sector and with the internationalisation process underway.



€500,000



€470,000

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8

LEDMOTIVE TECHNOLOGIES

ledmotive.com

Industrial systems



12/2012

Ledmotive turns on the future

PROBLEM

Many scientific studies show that natural light has a significant impact on living beings. In environments where there is no natural lighting, Ledmotive provides artificial light solutions that have the same visual and non-visual properties as natural light.

SOLUTION

Using our light sources, any spectrum of light, whether natural (such as sunlight) or specially designed light, can be copied, recorded, processed and reproduced to obtain the desired effect. The solution can be applied in countless fields, including healthcare, museums, cinemas, horticulture and the cinema.

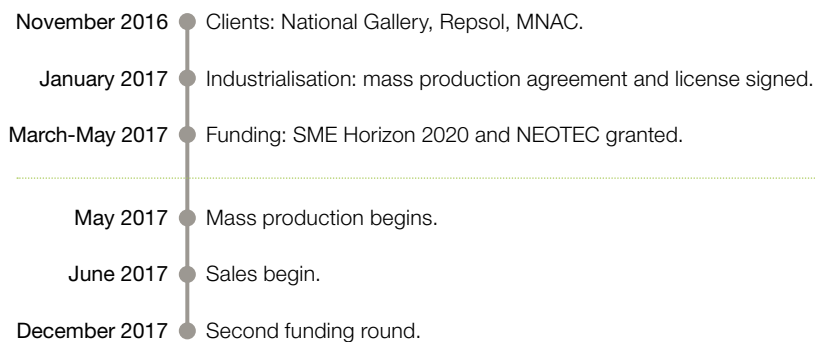
BUSINESS MODEL

Sale of LED modules and Light Creator control software (an IoT platform that enables spectra of light to be shared) to lighting manufacturers to enable them to integrate our technology into their lighting fixtures.

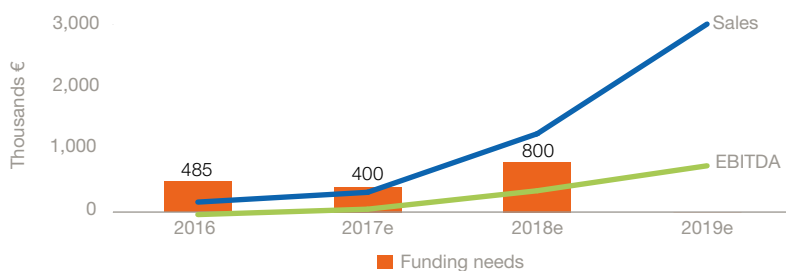
COMPETITION

Module manufacturers: Lumenetix, Xicato and so on in the USA, but these do not deliver the same features as our products (PCT Patent granted in 23 countries).

MILESTONES



FINANCIAL PROJECTIONS AND FUNDING NEEDS



€17,500 per month

Series A for €1,200,000 planned for December 2017, for industrialisation (moulds), product launch at European level (marketing, trade fairs, demonstration, product samples for clients, etc.), and launch of the Web platform (community).



CONTACT

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TEAM



Josep Carreras
CTO



Meritxell Carreras
CEO



ASK THE ENTREPRENEUR

Meritxell Carreras

What is the company's most significant risk and how will you tackle it?

LED technology has digitalised the lighting market and opened up a host of opportunities in the sector. But it is vital to be first. Powerful patents strategy (2 PCT).

How do you see the company in 5 years' time?

As a leading lighting company in spectrum control of lighting at world scale.



€5,000



€285,000


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9

LEOBTD TECHNOLOGIES

buytrendyapp.com

Design industry

 08/2016

Enter the wardrobes of the influencers

PROBLEM

Influencers accumulate a lot of clothes which they sell by organising offline markets every 6 months. As these are only offline markets, they only reach local consumers, because, in order to buy, you have to go there.

SOLUTION

Buytrendy is an online platform that enables users to buy influencers' clothes. This is a 360-degree solution, as we go and get the clothes from influencers, take photos, put the articles up for sale and managing shipping using the customised packaging of each different influencer.

BUSINESS MODEL

We charge a 25% commission on every sale.

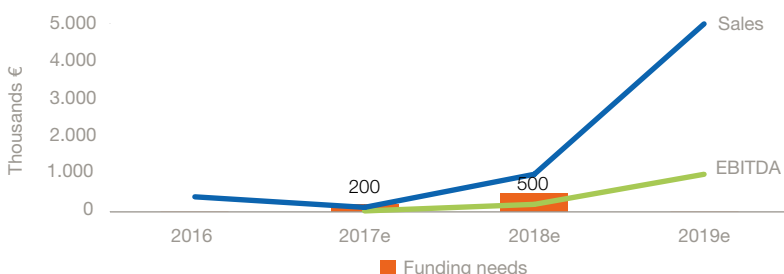
COMPETÈNCIA

Chicfy, MiColet, Vinted. We are different in three key ways: exclusivity, because only influencers can sell on Buytrendy; content, because we upload posts on fashion; and customisation using each different influencer's packaging.

MILESTONES

- April 2017** ● 28 influencers form part of the platform.
 300 products on sale.
 1,800 downloads of the app and 15 sales.
- December 2017** ● We want to end with year with 100 influencers on the platform.
 Turnover of €120,000.
 Launch of capsule collections featuring fashion brands.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €9,000 per month

We seek a round of €200,000 with a pre-money valuation of €800,000. We will use this funding to accelerate the attraction of influencers and marketing, improving the technology and HR. The goal is to close this round before the summer holidays.



CONTACT

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TEAM



Víctor García-Nadal
 CEO & Founder



Bankia by  **Conector Startup Accelerator**



Generalitat de Catalunya

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empren

ASK THE ENTREPRENEUR

Víctor García-Nadal

What is the company's most significant risk and how will you tackle it?

That one of our competitors with more financial muscle may replicate the model.

How do you see the company in 5 years' time?

Firmly established in the Spanish market, present in the main European cities, and turnover of €20 million.



€26,000



€0

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10 LOVE STREAMS

screen.ly

Cultural industries and experience-based industries

11/2013

Screenly revolutionises the way people see cinema content. We listen to spectators to satisfy new demands

PROBLEM

Thanks to Screenly, cinemas have the chance to raise the profile of new content before a guaranteed audience, generating guaranteed revenues while audiences enjoy the content they want.

SOLUTION

Screenly is a marketplace based on a digital platform (SaaS) that enables the organisation and sale of tickets for projections on demand by bringing together all interest groups in the cinema value chain; screens, content owners, promoters and viewers.

BUSINESS MODEL

We take a percentage on each film ticket sold via our platform: cinema, 40%; film, 40%; Screenly, 20%.

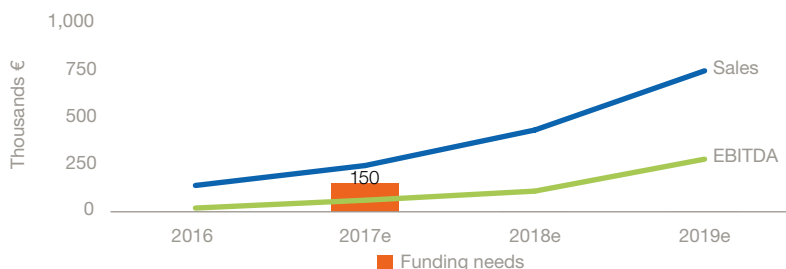
COMPETITION

tugg.com (USA), MovieDay.it (Italy), Ourscreen.com (United Kingdom) and Youfeelm.com (Spain).

MILESTONES

- April 2017 ● Agreements signed with 72 cinemas, 450 films, exclusivity with Kinépolis (the most profitable cinema chain in Spain).
- May 2017 ● Agreement with Warner Bros. 120 events organised and more than 15,000 tickets sold.
- November 2017 ● Agreements with 200 cinemas and 800 films.
- January 2018 ● Reach 60 events per month (720 per year).
- June 2018 ● Reach 90 events per month (more than 1,000 per year).

FINANCIAL PROJECTIONS AND FUNDING NEEDS



€5,000 per month

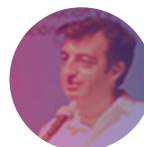
€150,000 to invest in growing the company, developing the platform and marketing actions. Investment is also needed in HR (€30,000 from partners + €45,000 from ENISA + €75,000 from private investors).



CONTACT

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TEAM



Marc Prades
COO



Alberto Tognazzi
Chairman of the Board



Helena Fernández
Business Development



Noël Torres
Business Intelligence

ASK THE ENTREPRENEUR

Alberto Tognazzi

What is the company's most significant risk and how will you tackle it?

This is a replicable model and we therefore create barriers in the form of exclusive agreements with chains and stakeholders. Focus on Big Data analysis.

How do you see the company in 5 years' time?

As a leader in the national market, once the dead point has been passed. Studying the idea of opening up to other countries.



€23,000



€120,000


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11

MODULARGYM

beachboxgym.com

Cultural industries and experience-based industries

 02/2015

The world's first transportable and self-sufficient gym

PROBLEM

Many people do sport on the beach they need a place that is suitably prepared for this. Nothing can be built on beaches.

SOLUTION

Beach Box Gym, the first beach gym chain. We create a 240m² gym which is fully transportable for people who play sport I want to enjoy the experience of training on the beach and in the open-air using the best facilities.

BUSINESS MODEL

We operate our own facilities and also offer business models for clients interested in opening and operating one of our facilities: joint ventures and sales.

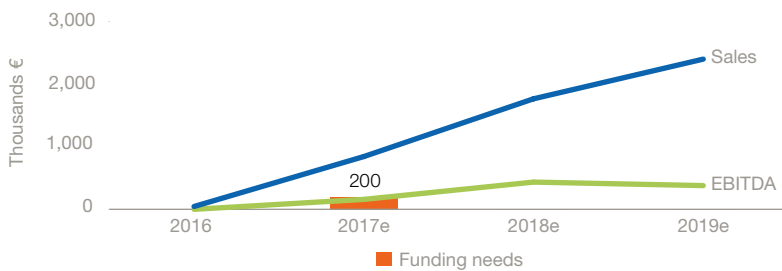
COMPETITION


Our main competitors are conventional gyms. There is no other beach gym chain. We have a PCT patent on the structure.

MILESTONES

- May 2016 ● Establishment of the first Beach Box Gym in Ibiza.
- May-October 2016 ● Operation over five months with turnover of €45,000.
- June 2017 ● Great national and international demand to open new centres.
- October 2017 ● The second season ends with an increase in profitability over the previously year.
- December 2017 ● Opening new centres at national scale.
- April 2018 ● Open first international centre.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €7,500 per month

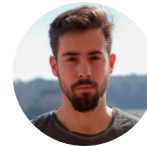
We need €200,000 for the current year, 2017. The money will be devoted to marketing Beach Box Gym and meeting demand both national and international.



CONTACT

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TEAM



Carles Salat
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 Co-Founder



Sergi Giménez
 Co-Founder



Marc Costa
 Co-Founder



Generalitat de Catalunya

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ASK THE ENTREPRENEUR

Carles Salat

What is the company's most significant risk and how will you tackle it?

Legislation on the occupation of public spaces on beaches. Time and knowledge is needed about how administrative institutions operate.

How do you see the company in 5 years' time?

Firmly established nationally and growing internationally.



€125,000




€0

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12 POCKETPIANO

pocket-piano.com

Cultural industries and experience-based industries

 03/2017

The ability to express yourself musically, anywhere, anytime

PROBLEM

1. Difficulty in moving upright and grand pianos. 2. Electric pianos are also large in size and require a power source. 3. Currently, the alternative, pocket pianos, do not have the same size as real pianos and their low quality makes it impossible to play a whole musical piece. For this reason, pocket pianos are considered children's gadgets or toys.

SOLUTION

The PocketPiano is a touch piano with a capacity to differentiate different levels of intensity when playing. It is formed by several modules, each 4 mm thick, which can be folded and kept in the pocket. The piano is collected by Bluetooth to tablets and smartphones, which reproduce the sound, controlled by a dedicated app.

BUSINESS MODEL

Income is generated by sales of PocketPiano and, subsequently, the smaller model, the PocketSynth, and by sales of scores and sound libraries in the app.

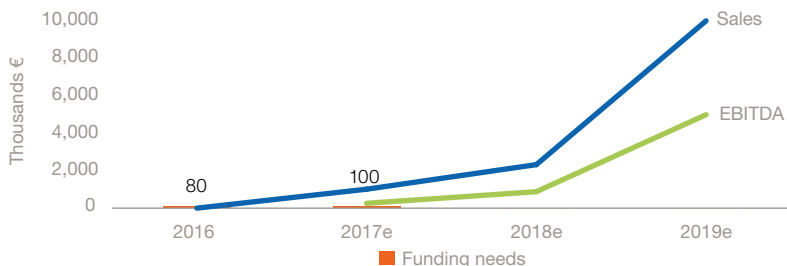
COMPETITION


There is, at present, no other full-size compact, fold-up piano on the market. Roll-up piano, piano apps and Sensei are the products that most resemble the PocketPiano.

MILESTONES

- February 2017 ● Establishment of relations with the concert pianist James Rhodes.
- April 2017 ● Prototyping begins with EURECAT and development of the app.
- May 2017 ● BOPI patent published and PCT international protection procedure started. Cooperation with Sfeær to integrate Dolby Atmos headphones into the PocketPiano.
- September 2017 ● Presentation of the function prototype to Steinway & Sons.
- October 2017 ● Preparation for industrialisation.
- January 2017 ● Presentation of the product at CES Las Vegas and launch of marketing.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €500 per month

We need €100,000 to cover investment in: product, app and website development; purchase of the first sound library; production of the initial series; and first marketing actions.

POCKET PIANO

CONTACT

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TEAM




Josep Bergadà Bombí
CEO




Mireia Dilmé
CFO




Jesús Sanz Arapiles
CTO




ASK THE ENTREPRENEUR

Josep Bergadà Bombí

What is the company's most significant risk and how will you tackle it?

Not satisfying initial demand while maintaining product quality. We will tackle this by ensuring that we do not enter the market before time.

How do you see the company in 5 years' time?

Marketing our products internationally.



€10,000




€25,000

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13 PROKEY DRINKS

prokeydrinks.com

Food Industry

 12/2015

Prokey, ultrahealthy drinks

PROBLEM

There are no soft drinks on the market with the characteristics that most consumers want: 100% natural, ecological and with zero sugar and calories. There are no healthy soft drinks.

SOLUTION

Prokey is an alternative to soft drinks that contain sugar and sweeteners, and has the nutritional characteristics of a yoghurt with bifidus. Prokey is a functional soft drink that creates a new category of drinks – probiotic soft drinks.

BUSINESS MODEL

Production and sales of the product.

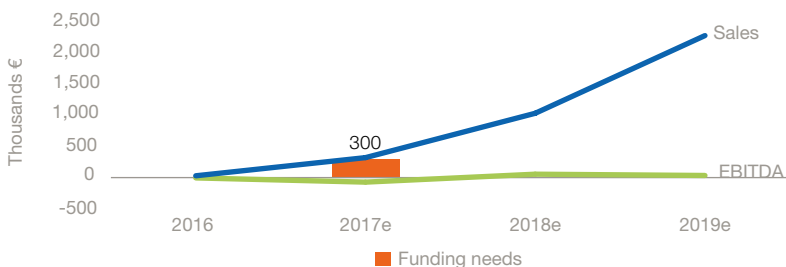
COMPETITION

There are similar drinks in Europe, such as Karma Kefir and KefirUp, as well as drinks with kombucha, like Ucha Kombucha.

MILESTONES

- July 2016 ● Industrial development of the product and market launch.
- April 2017 ● National presence and more than 300 online orders.
- April 2017 ● Strategic production agreement with firmly-established company.
- June 2017 ● New production plant enters into service.
- January 2018 ● Entry into the supermarket sector.
- December 2017 ● Sales to European countries begin.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €2,000 per month

To consolidate the company and boost sales growth, around €300,000 will be needed by the end of the year. Most of this investment will be devoted to sales and marketing.

PROKEY

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TEAM



Albert Hurtado
CTO




Medir Vilà
CEO


Up! Catalonia
Return On Involvement

ASK THE ENTREPRENEUR

Albert Hurtado

What is the company's most significant risk and how will you tackle it?

The main risk is not being able to scale up to a large enough size, and that is why we seek capital and talent.

How do you see the company in 5 years' time?

Prokey should be a brand known all over Europe and a leader in the probiotic soft drink sector.



€2,000



€143,400

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14 PROTOPIXEL

protopixel.net

Design industry

 02/2015

Disruptive lighting experiences. Experiential lighting

PROBLEM

Smart lighting for commercial applications is very expensive. Experts are required to install and maintain such lighting. Modernising light fittings is a rather inflexible process, and the lighting cannot be centrally controlled.

SOLUTION

ProtoPixel is the first platform that supplies lighting as a service to the retail, hotel and restaurant and entertainment industries. The product enables the creation of smart lighting that is more expressive, has greater automation capacity and can be installed in different locations from the cloud.

BUSINESS MODEL

Clients pay a monthly fee to use the platform. Through our e-commerce facility, they can purchase lights and controllers and gain access to the marketplace to buy and sell lighting designs.

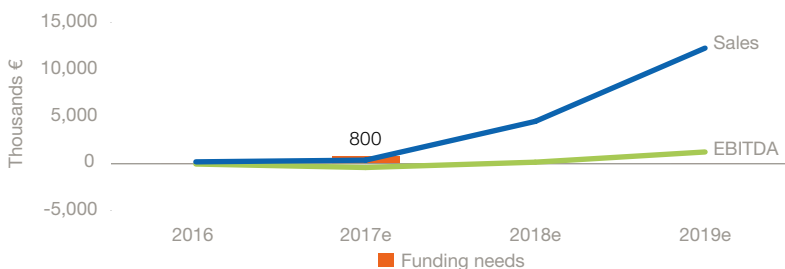
COMPETITION


Philips LightAct, Madrix, Traxon, e:cue, Pharos, Lutron, Philips HUE, Ikea Tradfri.

MILESTONES

- February 2015 ● ProtoPixel MVP presented at the Mobile World Congress.
- November 2016 ● ProtoPixel installed in a chain of shops.
- December 2016 ● ProtoPixel products sold out two weeks after launch.
- May 2017 ● Increased presence in the entertainment sector. Agreements already signed with Primavera Sound and Sónar.
- EU internationalisation: The Next Web and headquarters in Berlin.
- August 2017 ● New markets: line aimed at SMEs and MVP.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €20,000 per month

Seed round of €800,000 that combines private and public funding for R&D, business scalability, marketing actions and internationalisation.



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TEAM



Sebastián Mealla
CEO



Carles F. Julià
Product Lead



Daniel Gallardo
R&D Lead



Alba Rosado
Financial Lead



ASK THE ENTREPRENEUR

Sebastián Mealla

What is the company's most significant risk and how will you tackle it?

To ensure that our product remains competitive in relation to the big players (Phillips, IKEA, etc.). Our strategy is to focus on a market for which, at present, specific lighting solutions are not available (commercial applications).

How do you see the company in 5 years' time?

M&A within five years.



€30,000




€100,000

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15 QPO LENSES

qpolens.com

Industrial systems

 09/2013

Thought in Barcelona

PROBLEM

The integrated photonic circuits industry has reached bottleneck in encapsulation systems as regards their production costs and the optical behaviour of manufactured components.

SOLUTION

Using our technology, which is protected by several patents, we provide our clients with a new photonic circuit encapsulation method that reduces manufacturing and logistical costs by 30% and opens up a new range of potential features for these circuits.

BUSINESS MODEL

Revenues are generated in three ways: sale of the manufacturing line, maintenance service and royalties for manufactured components.

COMPETITION

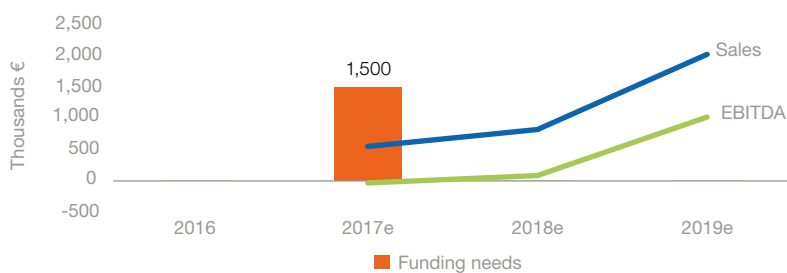
The main competition in photonic circuit encapsulation (BESI) works with a different technology that does not reduce costs like ours.


MILESTONES

- September 2016 ● Concept test conducted successfully.
- January 2017 ● System state in TRL6.
- March 2017 ● First component manufactured for plastic optical fibre couplers.

- December 2017 ● €1.5 million funding obtained.
- June 2017 ● Manufacture of car headlight prototypes.
- December 2018 ● First sale of encapsulation line to industrial client.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €33,050 per month

We need €1.5 million to take the industrial production line from the current TRL6 to a TRL8. The objective is to obtain an SME Instrument Phase II grant and complete funding through industrial investors.



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TEAM



Dr. Carles Pizarro Bondia
 CEO & Co-Founder



Dr. Manel Espínola Estepa
 CTO



Dr. Jorge J. Sánchez Martínez
 Business Development Manager



ASK THE ENTREPRENEUR

Manel Espínola

What is the company's most significant risk and how will you tackle it?

The entrance of a small company into a large-volume market through strategic alliances.

How do you see the company in 5 years' time?

In the midterm, the company hopes to become consolidated economically with a sustainable increase in sales.



€287,240




€0

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16 RUNNERBOX

runnerbox.es

Cultural industries and experience-based industries

 02/2016

Experience gift boxes for runners

PROBLEM

Choosing a gift for a runner is difficult; they already have all kinds of sports equipment and it is difficult to get colour and size right. What is more, organising trips for runners is complicated by the accommodation.

SOLUTION

Gift boxes that allow purchasers to choose entry fee or entry fee + accommodation from among more than 3,000 road and mountain races. Everything is done through a process on the RunnerBox website. Each box is valid for use for 2 years.

BUSINESS MODEL

We receive a commission per box sold (RRP box - cost of race/hotel). Due to the varying prices of races and hotels, the commission ranges from 10% to 45%. In addition, the margin also depends on the percentage of boxes used: if they are not used in 2 years, the margin is 85%.

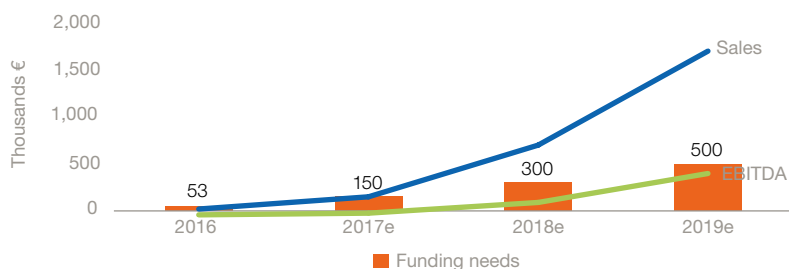
COMPETITION


The main competition are existing gift box companies: smartbox, wonderbox, la vida es bella...

MILESTONES

- September 2016 ● FFF €53,000.
- December 2016 ● First physical box MVP.
- January 2017 ● First 500 customers and turnover of €20,000. CAC: €20. Average receipt: €37.
- 1 juny 2017 ● Cycling and triathlon gift boxes launched.
- September 2017 ● B2B company sales channel launched.
- January 2018 ● Expected turnover of €150,000. Christmas campaign.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €5,000 per month

We need €150,000 to invest in the 2017 marketing plan, to produce stocks of new models of boxes and to boost B2B sales in 2018.



CONTACT

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TEAM



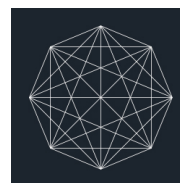
Jonathan Florido Moreno
CEO




Jordi Figueras Parés
Commercial Director




Ana de la Rosa
Marketing Director

Conector
Startup
Accelerator

ASK THE ENTREPRENEUR

Jonathan Florido Moreno

What is the company's most significant risk and how will you tackle it?

The emergence of new competitors. We are differentiated because we are 100% digital and engaged in creating a sports brand.

How do you see the company in 5 years' time?

Firmly established in Spain in cycling, triathlon, skiing, paddle, hiking and running, with annual of turnover of €10 million.



€25,000




€30,000

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17 SANDER BLOCK

mine-iot.com

Industrial systems

 04/2016

Smart mood: I smell good!

PROBLEM

To improve the user experience of everyday household items, both in their daily use and in the purchase of consumables through integrated data management that automates the purchasing, production, shipping and use process.

SOLUTION

A domestic air freshener that, depending on the user's mood and conditions in the room, creates the right environment. There is a subscription system that enables users to receive a new customised replacement before the previous one is finished.

BUSINESS MODEL

Distribution of fragrance dispensers through specific decoration retail shops, marketplaces and the company's own online store. Direct supply of replacement through quarterly or annual subscriptions.

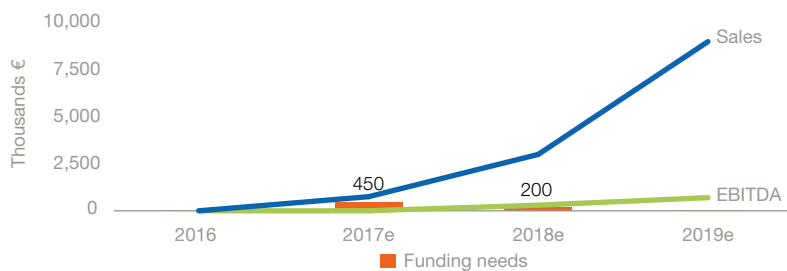
COMPETITION

As a large consumer air freshener, the competitors are Reckitt Benkisser, P&G and white brands.

MILESTONES

- May 2016 ● €90,000 seed round closed.
- January 2017 ● Concept tested.
- June 2017 ● Production design.
- September 2017 ● Production of pre-series and shipping of pre-sales.
- December 2017 ● Launch campaign with 25,000 devices.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €9,000 per month

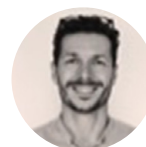
We closed the first part of the round for €200,000 in June 2017, and now we are looking for €250,000 for October 2017 to implement the launch campaign (promotion and marketing).



CONTACT

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TEAM



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CEO



Marc Borrell
Adviser



Jordi González
CTO



Ernest Ventós
Business Developer



ASK THE ENTREPRENEUR

Frederic Dalmau

What is the company's most significant risk and how will you tackle it?

Ensuring that annual subscriptions are renewed. We want to focus on users with KPIs such as NPS.

How do you see the company in 5 years' time?

Internationalisation and a catalogue of six products.



€30,000



€90,000

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18 SUBMER TECHNOLOGIES

submer.com

Industrial systems

 10/2015

Highly Efficient, Eco-Friendly Server Immersion Cooling

PROBLEM

Data centres consume 3% of world electricity (more than the UK) and are responsible for 2% of CO₂ emissions (more than aviation). Electricity accounts for 60% of their OPEX and half of this is used to cool IT.

SOLUTION

High efficiency, operationally viable server immersion cooling system for data centres. Savings of up to 99% of cooling costs, 45% of the electricity bill, 75% of space for IT equipment while preventing CAPEX in costs of buildings.

BUSINESS MODEL

Replicate and sell Submer® machines, SaaS integration, API, Data Centre Infrastructure Management metrics and support fees. Additional future business model based on operating distributed computing.

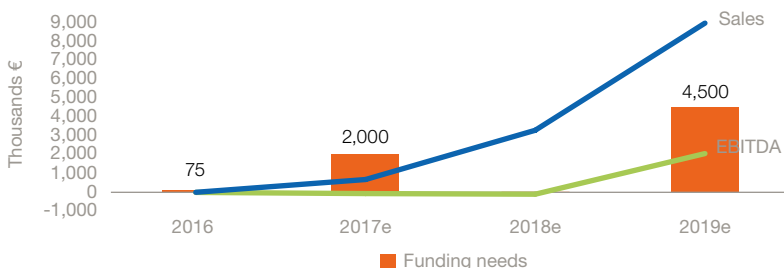
COMPETITION


Traditional air conditioning systems (65% of the market), free air cooling (20%), exotic solutions (in-rack, Green Revolution, 3M, etc.).

MILESTONES

- January 2017 ● Successful patentability study and Freedom to Operate.
- Late-2016 ● First sales agreement signed for value of €375,000.
- March 2017 ● European commission Seal of Excellence as a project eligible for financing by the SME Instrument Phase 2.
- September 2017 ● Further agreements with earlier adopters and partners.
- October 2017 ● Presentation of European patents complete.
- December 2017 ● Negotiations to close sale to 1-3 clients.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €7,000 per month

€2,000,000, ideally in 2017 and/or early-2018, to increase the sales and development force, replicate the product developed and scale up its production, launch pilot tests with strategic clients and continue implementing the IP and product strategy.



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TEAM



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Co-Founder



Daniel Pope Palacín
Co-Founder



ASK THE ENTREPRENEUR

Pol Valls Soler

What is the company's most significant risk and how will you tackle it?

The emergence of new competitors. We will tackle this by implementing entrance barriers (IP strategy, key partnerships, ambitious growth plan and so on).

How do you see the company in 5 years' time?

Acquired or becoming a new benchmark in cooling.


€50,000



€0

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19 TOYS2HELP

wongowin.com

Cultural industries and experience-based industries

 02/2014

Everyone can help in social causes

PROBLEM

90% of the population wants to help social causes, but only 23% of the population do so because all initiatives to raise social causes are monetary, when most people have no money.

SOLUTION

A geolocated mobile app that allows you to sell and buy things that are no longer used at home and to allocate all or part of the money from the transaction to social causes.

BUSINESS MODEL

Transactional: NGOs are charged a percentage commission for fundraising and co-marketing. At the same time, a charge is made for business intelligence, Big Data and advertising.

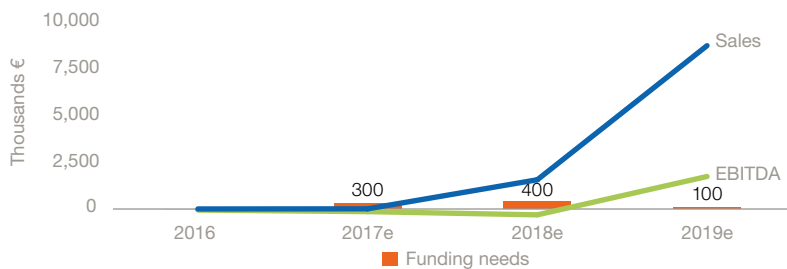
COMPETITION


Wallapop, Vibbo and Milanuncios.

MILESTONES

- September 2016 ● Launch of Wongowin app.
- November 2016 ● CAC six times lower than LTV achieved.
- April 2017 ● More than 60,000 downloads, more than 20,000 registered users, more than 80,000 products listed.
- May 2017 ● Improvement to app plus business intelligence.
- June 2018 ● Launch in Holland and Germany.
- April 2019 ● Europe and first pilot in Asia.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €6,000 per month

A €300,000 round has opened to make improvements in the application, to attract users and to implement commercial and marketing actions.



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TEAM



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Director



David Levy
Social Impact



David Prieto
Tech Leader



Sonia Mascort
Operations



ASK THE ENTREPRENEUR

Miquel Mascort

What is the company's most significant risk and how will you tackle it?

The biggest risk is that users may not enter into transactions quickly enough with their products. We will resolve this using business intelligence and artificial intelligence.

How do you see the company in 5 years' time?

We want to be the leading global social impact leader in financing social causes.



€100,000




€100,000

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20 TRENDY GURU

trendy.guru

Design industry

 01/2016

The collaborative marketplace for fashion and style

PROBLEM

Millions of users discover fashion trends on Instagram, but they cannot buy them. Most influencers who set these trends do not monetise their work. And brands that give away products or pay for posts do not see a return on their investment.

SOLUTION

A collaborative marketplace where fashion fans, influencers and fashion designers/brands meet to discover, share and buy or sell the latest trends in fashion and style.

BUSINESS MODEL

A hybrid of e-commerce and affiliation. Brands can create their stores on TRENDY, influencers (ambassadors) promote them, we charge 25% on sales generated and give them 7%.

COMPETITION

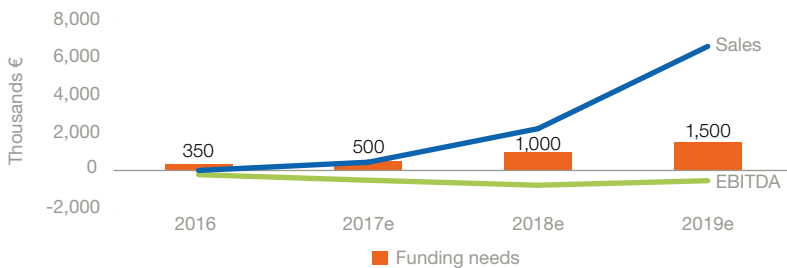
As yet, there is no social commerce in Europe in this sector, and those who do something similar are recent and do not have a solid positioning.


MILESTONES

- May 2016 ● Launch of responsive website with 12 ambassadors and 20 brands.
- December 2016 ● Launch of native apps (iOS/Android).
- April 2017 ● 70,000 registered users and monthly sales of €3,000.

- May 2017 ● Implementation of the fashion product image recognition.
- May 2016 ● 7,000+ brands and 750,000+ products in e-commerce or affiliation.
- July 2017 ● 100,000+ registered users and monthly sales of €10,000+.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €22,000 per month

We need €500,000. €200,000 has been committed, so we seek €200,000 more in capital and €100,000 through a loan (ICF). The money will be devoted to marketing (50%), development (30%) and sales recruitment (20%).

TRENDY

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TEAM



Juan Cruz Aliaga
CEO & Founder



Carles Muntada
CTO & Partner



Carlos Rimblas
CFO & Partner



ASK THE ENTREPRENEUR

Juan Cruz Aliaga

What is the company's most significant risk and how will you tackle it?

Dependence on the influencer segment, which we will tackle using a gamified programme to maximise engagement.

How do you see the company in 5 years' time?

Adopting other verticals like decoration, food and drink, travel, etc.



€60,000



€355,000

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