

21st Investment Forum

CATALOGUE
OF COMPANIES
2016



ACCIÓ



Generalitat
de Catalunya

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Ministry of Business and Knowledge
ACCIÓ, Agency for Business Competitiveness

ACCIÓ
Passeig de Gràcia, 129
08008 Barcelona
Tel. 93 476 72 00
accio.gencat.cat

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Welcome to this catalog, which connects 50 of the entrepreneurial initiatives that have the greatest potential in Catalonia with private investors. These projects have been selected from over 100 applications and are in sectors of the future such as life and health sciences, ICT, and other leading technologies.

These companies include the 21 which are presented publicly to local and international investors and entrepreneurs as part of the 21st ACCIÓ Investment Forum.

They are companies which stand out for their exceptional qualities and innovative value, their social impact and the engagement of their entrepreneurial teams.

Almost €150 million raised in six years

The Investment Forum is one of the most iconic events organized by ACCIÓ, the agency for business competitiveness. After 21 years it is now a benchmark in Catalonia and a meeting and interaction point for the country's rich investor, entrepreneur, and business ecosystem.

The companies which took part in the six previous ACCIÓ Investment Forums have raised funding coming to almost €150 million. This shows that the Forum is the ideal venue for attracting investors who commit to scalable projects featuring disruptive business or technology propositions.

ACCIÓ connects you with financing

Financing is one of the business competitiveness support areas promoted by ACCIÓ along with innovation, internationalization, entrepreneurship, and clusters. We partner companies to advise them in their search for funding, providing guidance through specialized consultants and support and follow-up for procedures and meetings. We also foster alternative financing tools such as our Alternative Financing Catalog, the Private Investors Network program, and accreditation of alternative financing institutions, and we share experiences, success stories, and new financing instruments by running events such as this Investment Forum and our Financing Breakfasts.

I hope that this catalog will be a useful gateway to financial and especially other intangible resources, and will join the other gateways that ACCIÓ has open to connect projects seeking financing with investors.

Núria Betriu i Sánchez
Director General of Industry and CEO of ACCIÓ

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Company founded



Monthly burn rate



K invested by the team



External K raised

Life and health sciences

CATALOGUE OF COMPANIES

July 2016



Company founded



Monthly burn rate



K invested by the team



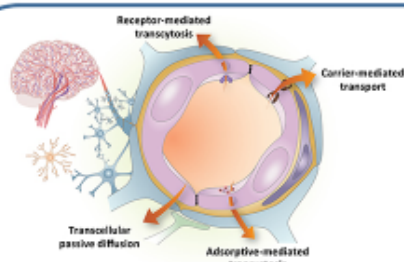
External K raised

Gate2Brain: Peptide Nanoambulances for Brain Delivery

M. Teixidó¹, M. Malakoutikhah¹, R. Prades¹, B. Oller-Salvia¹, B. Guixers¹, P. Arranz-Gibert¹, C. Díaz-Perlas¹, C. Fuster¹, C. Garcia¹, M. Sánchez-Navarro¹, E. Giral^{1,2}

¹ Institute for Research in Biomedicine (IRB Barcelona), Barcelona, Spain. ² Dpt. Organic Chemistry, Chemistry Faculty, University of Barcelona, Barcelona, Spain.

The Challenge

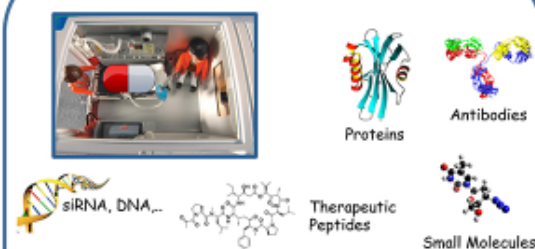


Oller-Salvia, B. et al. Chem Soc Rev. 2016, 45(18), 5535-5550

The brain is protected by a barrier of cells that tightly regulates the transport of substances from the blood into this organ. The essential protective function of the blood-brain barrier (BBB) is also a red light for 98% of drug candidates for the treatment of the central nervous system (CNS).

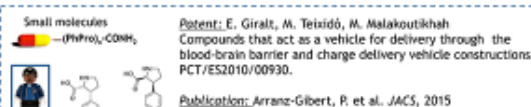
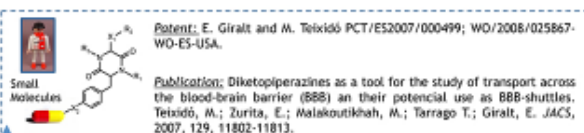
The capacity of a drug to cross the BBB is crucial, as several major diseases require brain treatment. These include neurodegenerative disorders such as Parkinson's and Alzheimer's, but also CNS diseases, such as schizophrenia, epilepsy, and bipolar disorder. Brain cancer, HIV, and some aspects of obesity can also be included as pharmaceutical targets inside the brain.

The Patient:



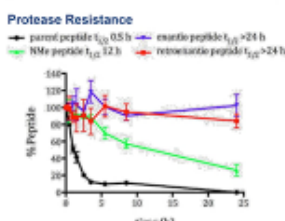
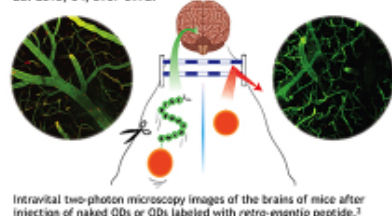
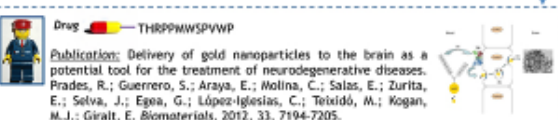
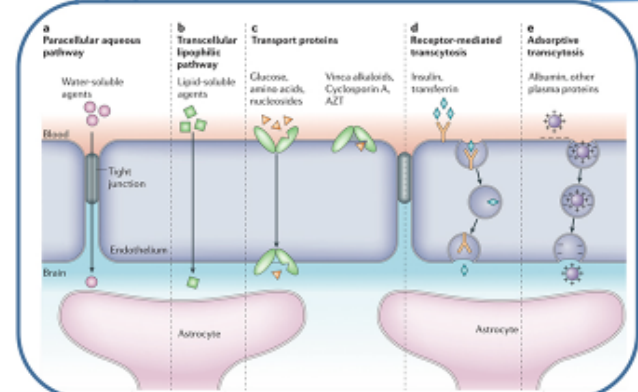
Inside the nanoambulances we can put different types of drug candidates that could be interesting for the treatment of CNS disorders but can not cross the BBB unaided.

The Driver: Peptide BBB-shuttle

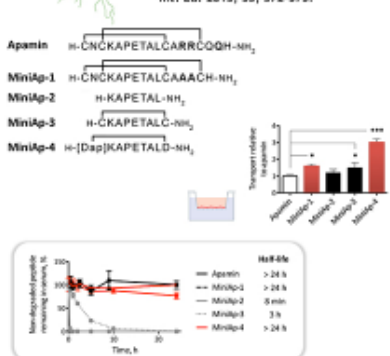


Over recent years we have worked extensively on the use of peptides as BBB-shuttles (or Nanoambulance drivers) to carry drugs that cannot cross the BBB unaided and therefore cannot reach the CNS.¹

* Malakoutikhah M.; Teixidó, M.; Giral, E. Angew. Chem. Int. Ed. 2011, 50, 7998-8014.



MiniAp-4



The Vehicle:



Polimeric Nanoparticles



Viral Vector

Two approaches with different strategic points:

- Viral vectors for gene therapy, allow the BBB transport of genetic material, even the whole gene.
- Polimeric nanoparticles allow the BBB transport of cDNA, antibodies, small molecules or proteins and could be interesting for their protection of the cargo during the transport.
- It is important that the cargo is not prematurely release until it reaches the CNS.

Acknowledgments



1

BIOMECHANIC DEVELOPMENTS

bd-biomechanics.com

Life and health science industries



03/2015

Advanced applications in computational biomechanics

PROBLEM

Support software solutions are needed for advanced decision-making or consultancy in the field of biomechanics and computational simulation.

SOLUTION

BD is an expert in the analysis of complex computational simulation problems in the field of biomechanics. It also delivers support software solutions for decision-making in diagnosis, particularly in the dental sector.

BUSINESS MODEL

BD's revenues come from the sale and maintenance of our software solutions. The cost structure is closely linked to the number of licenses sold. Our EBITDA margin is 60%.

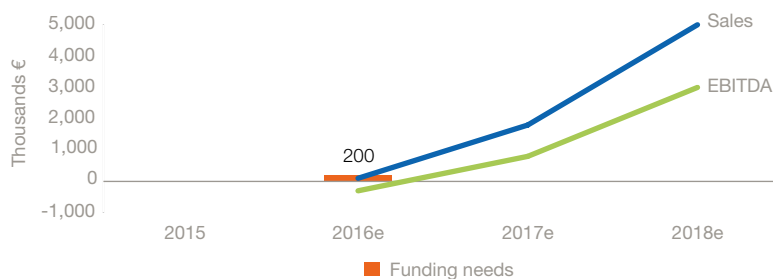
COMPETITION

We are not aware of any direct competition outside universities and research centres.

MILESTONES

- February 2016 ● €100,000 in private equity achieved.
- April 2016 ● Alpha version of the product.
- July 2016 ● The first software 1.0 product will be released.
- December 2016 ● Achieving our first 100 sales.
- December 2017 ● Achieving our first 1,500 sales.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



€9,000 per month

€200,000 is needed to increase the company's share capital with a share premium. It will be used to supplement the investment achieved so far, given that the budget to build the dental software tool is €300,000.

bd

CONTACT

Ignacio Valero López
 Edifici Nexus, Campus Nord UPC
 C. Gran Capità, 2
 08037 Barcelona
 Tel. 934 017 440
 ignacio.valero@bd-biomechanics.com

TEAM



Pablo García Revuelto
CEO



ASK THE ENTREPRENEUR

Ignacio Valero López

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

Our company's biggest risk is not getting our sales channels right. We are studying all the options very carefully.

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

In five years' time BD should be the world leader in software for decision-making and diagnosis in the health sector.



€20,000



€100,000

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2 BIOPROGNOS

bioprognos.com

Life and health science industries



01/2016

Innovative, non-invasive and cost-effective diagnostic solutions

PROBLEM

Tools that are invasive and costly in money and time (e.g. diagnostic imaging and biopsies) are used for cancer diagnosis. Available non-invasive screening methods are not sufficiently efficient.

SOLUTION

MBDAA Lung, MBDA Ovarian and MBDAA Paraneoplastic Syndrome & Cancer Unknown Primary tests allow non-invasive, inexpensive, prediagnostic and effective screening by determining tumor markers in blood.

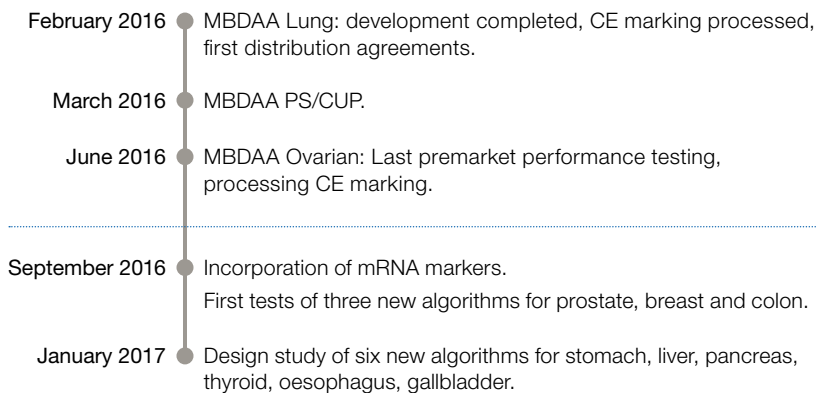
BUSINESS MODEL

Revenue is generated by direct sales to hospitals (70% gross margin for the private sector) as well as licensing in certain geographical regions.

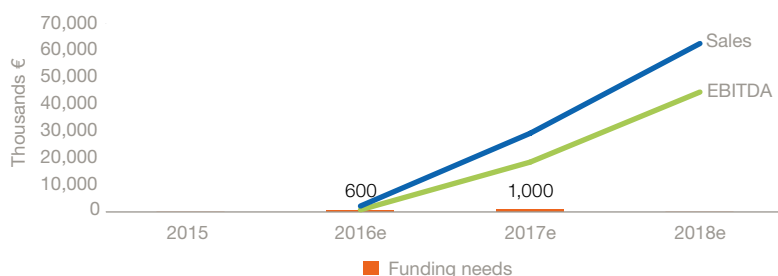
COMPETITION

PAULA TEST (20/20 Genesystems) and OVA1 (Vermillion).

MILESTONES



FINANCIAL PROJECTIONS AND FUNDING NEEDS



€42,000 per month

Round 1 (May 2016): €375,000 in equity Capital Cell and €225,000 public debt for ISO 13485, CE marking, FDA, business plan implementation and first tests of the algorithms for prostate, breast and colon. Round 2 (June 2017): €1,000,000 in equity for testing of three new algorithms (depending on H2020).



CONTACT

Sergio Calleja i Freixes
C. Benet Mateu, 40
08034 Barcelona
Tel. 620 309 808
sergio.calleja@bioprognos.com

TEAM



Sergio Calleja
CEO



Rafael Molina
CSO



ASK THE ENTREPRENEUR

Sergio Calleja

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

Replacing the current gold standard tools. Publication of papers and HEOR studies and recognition of Dr Molina.

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

World leader in non-invasive diagnosis with liquid biopsies.



€5,000



€293,000

3

CORNEA PROJECT

corneaproject.com

Life and health science industries



11/2015

Early diagnosis in keratoconus detection and prevention of ectasia in refractive surgery

PROBLEM

At present primary ectasia such as keratoconus are not detected at an early stage, and are the most devastating problem in refractive surgery patients.

SOLUTION

Biomarkers with European and PCT patent application with a worldwide license exclusive to Cornea Project make it possible to diagnose corneal ectasia with a sensitivity and specificity above 90% before any diagnostic kit in the world.

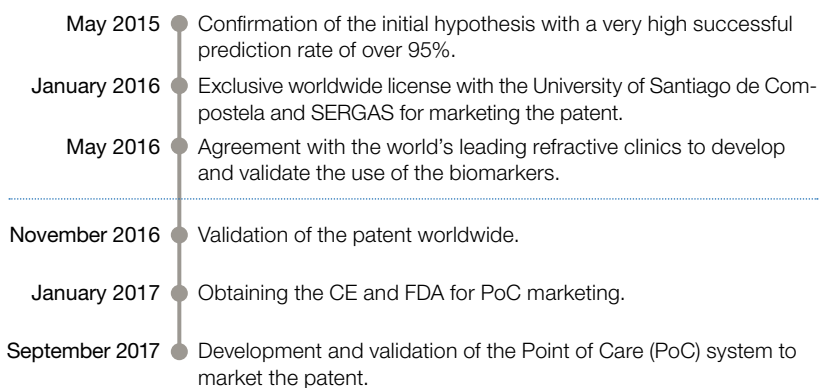
BUSINESS MODEL

Cornea Project will generate revenue from the sale of PoC consumables to be carried out before refractive surgery through distribution channels worldwide. The volume of surgical operations conducted in the market is 5 million.

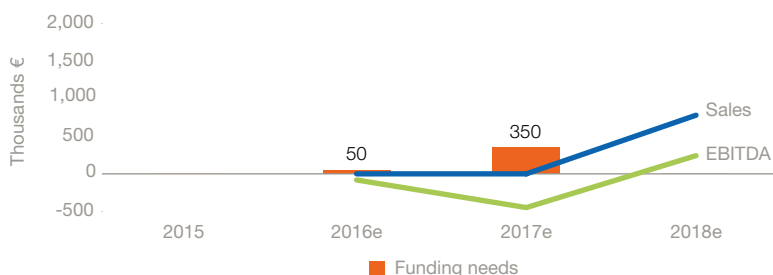
COMPETITION

Diagnostic kits are the only competitors. However, they do not diagnose the disease when it is still latent or subclinical.

MILESTONES



FINANCIAL PROJECTIONS AND FUNDING NEEDS



€600 per month

€50,000 last quarter of 2016 to validate the patent worldwide. €350,000 to develop PoC and American and European regulatory compliance.



CONTACT

Pere del Campo
C. Espalter, 10, 4t 3a
08870 Sitges (Barcelona)
Tel. 628 245 990
pere.delcampo@corneaproject.com

TEAM



Pere del Campo
Co-Founder & CEO



Sigfrid Borrás
Co-Founder



ASK THE ENTREPRENEUR

Pere del Campo

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

Obtaining FDA approval in the US is vital for the success of the project. So we will have American consultant partners.

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

Leader in the field of prevention of complications in refractive and corneal surgery.



€20,000



€85,000

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GEEMBA

geemba.com

Life and health science industries

02/2016

Sport for Everyone. Everywhere

PROBLEM

Doing sport in sports centers is expensive, inflexible and outdated because you have to pay a fee that only gives access to a single center and is mandatory whether you use the facilities or not.

SOLUTION

We have developed the first mobile app that provides access to sports centers where you pay exactly for the minutes you are there with no need for fees or registration.

BUSINESS MODEL

B2C: 20% commission of what customers pay every time they go to the gym.
B2B: new marketing channel for sports centers that will enable them to publicize new services and facilities.

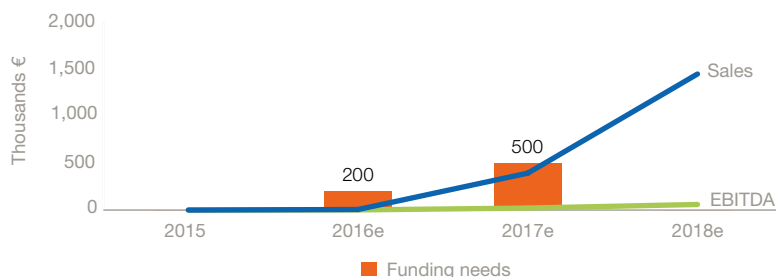
COMPETITION

GymForLess and GymPass as websites for gym subscription deals and McFit as the leading chain of low cost gyms in Europe.

MILESTONES

- November 2015 ● 3rd place in the CREATIC Awards 2015.
- December 2015 ● Participation in Google Launchpad Week in Barcelona.
- March 2016 ● Accepted for ACCIÓ's Embarca Plan and Startup Catalonia.
- December 2016 ● Consolidation of the business model in Catalonia.
- March 2017 ● Development of marketing tools for the centers.
- December 2017 ● Expansion to the rest of Spain.
- February 2018 ● Start of internationalization.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



€1,000 per month

Round 1 (October 2016) worth €200,000 from public debt, private debt and European grants to fund product development and marketing. Round 2 (September 2017) worth €500,000 through venture capital and European grants.



CONTACT

David Gómez Vicario
Parc TecnoCampus
Av. Ernest Lluch, 32, TCM2, planta 1, oficina 4
08302 Mataró (Barcelona)
Tel. 660 449 440
david@geemba.com

TEAM



David Gómez
Co-Founder & CEO



Noel De Martin
Co-Founder & CTO



Generalitat de Catalunya

ACCIÓ catalunya emprèn

ASK THE ENTREPRENEUR

David Gómez Vicario

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

Gyms rejecting this revolutionary business model. To avoid this we will provide them with a new promotional tool that will also enable them to get to know their users better.

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

As a European leader in pay-per-use in the fitness industry.



€18,000



€0

[Return to the index](#)

5 LEUKOS BIOTECH

leukosbiotech.com

Life and health science industries



10/2015

We won't stop until we CURE IT

PROBLEM

Acute myeloid leukemia is a bone marrow cell cancer. AML patient survival has not improved above 30% in the last 30 years.

SOLUTION

We are developing a new non-toxic treatment that acts on leukemic stem cells and prevents relapses (LK-01). It is a drug already approved for another disease and so its development is fast and inexpensive.

BUSINESS MODEL

We want to show the effectiveness of our treatment in AML patients with a phase II clinical trial. We will then license the project to a pharmaceutical company.

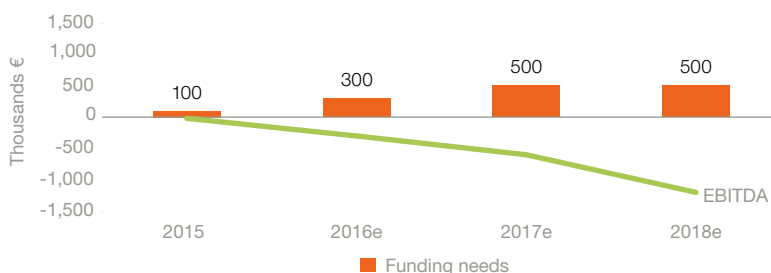
COMPETITION

Current treatments do not work against leukemic stem cells. There are a dozen new drugs in phase III.

MILESTONES

- February 2016 ● Preclinical proof-of-concept completed (in vitro, ex vivo, in vivo).
- March 2016 ● €50,000 ACCIÓ grant.
- May 2016 ● Negotiations with investment fund.
- June 2016 ● Briefing Meeting with the European Medicines Agency.
- July 2016 ● 2016 1st funding round closed.
- September 2016 ● Orphan Drug Designation and EMA Scientific Advice.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



€10,000 per month

Total need €3,000,000: 1. New formulation. 2. Preclinical. 3. Phase II clinical trial. €1,000,000 committed.



CONTACT

Enric Llaudet Carles
C. Muntaner, 383, 3r 2a
08021 Barcelona
Tel. 931 998 148
ellaudet@leukosbiotech.com

TEAM



Dr. Enrique Llaudet Carles
CEO



Dr. Ruth M. Risueño
Co-Founder & CSO



ASK THE ENTREPRENEUR

Enric Llaudet Carles

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

Off-label use of the already approved drug. What sets us apart is a new sustained release formulation.

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

Licensed project (LK-01) and working on our pipeline.



€100,000



€50,000

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6

MAMMOTH HUNTERS

mhunters.com

Life and health science industries



10/2012

We make it easy and fun to do exercise and follow a healthy diet

PROBLEM

We are experiencing a genuine epidemic of physical inactivity and obesity. People know they have to change their lifestyle but do not due to lack of time, knowledge and motivation.

SOLUTION

Our app provides: 1) customized and guided workout sessions that last only 15 minutes and can be done at home; 2) a nutrition program with simple recipes and affordable ingredients; and 3) full social and gamification features to have fun and stay motivated.

BUSINESS MODEL

The app is free, with a limit on the number of workouts you can do and without nutrition. To get the unlimited plan you have to sign up with a recurring monthly, quarterly or yearly fee.

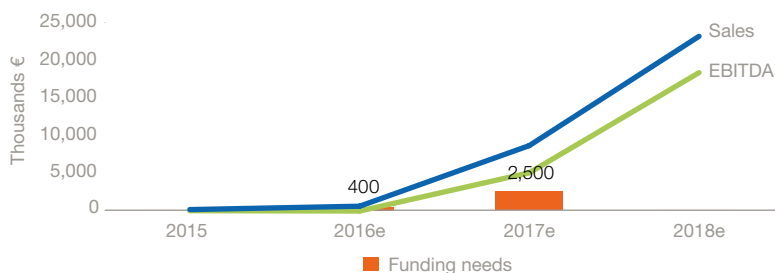
COMPETITION

Our main competitors are Freeletics, Fitstar, 8 Fit and 7 min workout. In addition there are many other apps which have few downloads and programs with little customization.

MILESTONES

- January 2016 ● Turnover USA 50%, 20% LATAM, 20% Spain.
- May 2016 ● €500,000 raised with crowdfunding in two rounds.
€200,000 sign-ups MRR €12,000 CAC: €28, LTV €60, 6 months to recover, 5% conversion to payment. 6.7% churn.
- July 2016 ● Launch of the Fitness Revolucionario Program (500,000 followers, estimated 1,500-2,000 new users).
- September 2016 ● Launch in northern Europe.
- December 2016 ● Social and interactive training.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



€20,000 per month

The current round has a minimum target of €400,000 and a maximum of €500,000 to gain lifetime and expand the team with a marketing expert for the US and new developers. We have already raised €300,000 via crowdfunding and want to raise the rest from other private investors and ENISA /ICF.



CONTACT

Oriol Roda Noguera
C. Villarroel, 253, entresòl
08026 Barcelona
Tel. 637 819 831
oriol@mhunters.com

TEAM



Oriol Roda Noguera
CEO



Xavi Vila Pueyo
CTO



Néstor Sánchez Férez
Training & Nutrition



ASK THE ENTREPRENEUR

Oriol Roda Noguera

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

Not standing out in the marketplace and increase in CAC. We will counter this with an innovative product that provides interactive workouts and programs from affiliates that recommend the app.

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

With millions of users and acquired by a large corporation such as Adidas, Nike, Reebok, etc.



€15,000



€500,000

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7

MINT LABS

mint-labs.com

Life and health science industries

04/2013

Mapping the brain to accelerate the R&D pipeline for brain diseases

PROBLEM

Brain diseases affect 33% of the population and are mostly incurable as we do not know the causes or mechanisms. Pharmaceutical companies are developing 450 new drugs, with an approximate cost of \$2.6 billion per drug, but 93.8% of them fail because of poor measurements to evaluate the drug's efficacy or disease progression in patients.

SOLUTION

Mint Labs provides cloud-based software for 3D imaging and related data management, analysis and quantification to accelerate the pharmaceutical R&D pipelines. Our proprietary algorithms provide quantitative evaluation to understand the brain and characterize patients by showing where the damage is, how extensive it is, how it affects the brain and if there are any changes.

BUSINESS MODEL

We use a SaaS revenue model, charging for the management, storage, and processing of the data, which is validated as a viable revenue stream regarding already paying clients (ex: our first paying multi-centric customer, 8 months ahead of plan). After a free trial we have a 92% conversion rate from trial customers to become paying clients.

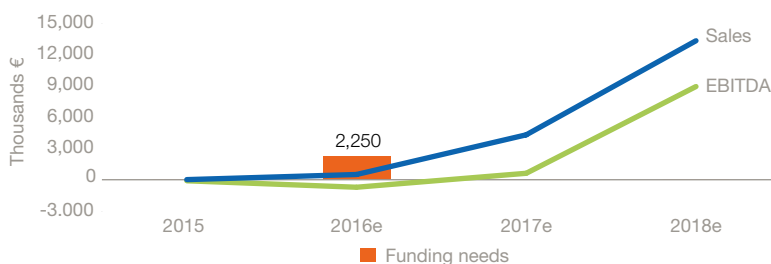
COMPETITION

Simple cloud storage services (MIM cloud, Calgary Scientific) without our advanced image quantification capabilities; or imaging expert tools targeted at imaging experts (Olea or FEI); or hardware vendors (GE, Siemens) with basic image storing and processing tools.

MILESTONES

- May 2016** Only 1 year after the platform went online: 155k brain scans from 245 users with 50% month-over-month growth, working with 45 major hospitals, total revenue more than \$15K. We have raised money from some large names in the field such as Walter Gilbert and Chris Llewellyn.
- December 2016** First partnership with a major pharma client.
- December 2017** Expansion of MRI analysis to other complementary modalities.
- December 2018** International expansion to Asia, Middle East, and South America.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



€23,000 per month

We are now raising \$2,500,000 as the Series A round in 2016 while we already have commitments of \$45,000 from business angels and VC funds. We will utilize 20% of the fund for compliance and Intellectual Property, 20% for sales and marketing and 60% for personnel.



CONTACT

Paulo Rodrigues
C. Arc de Sant Silvestre, 4, ent. 2a
08003 Barcelona
Tel. 933 282 007
paulo@mint-labs.com

TEAM



Paulo Rodrigues
CEO & Co-Founder



Vesna Prchkovska
CSO & Co-Founder



Generalitat de Catalunya

ACCIÓ catalunya empen

ASK THE ENTREPRENEUR

Paulo Rodrigues

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

The main business risk will be entry of new competitors as we forecast that cloud storage vendors will start to add data visualization tools and imaging expert tools will look for the cloud channel to scale their market. However, this will take time and a lot of capital, and we have trade secrets and patents, thus the risk is minimized.

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

Our goal is to build the 'biggest database of brain images and data'. Starting by assisting the pharmaceutical industry to expedite the R&D process to develop the cure for some of these brain diseases, we are building models of the healthy and diseased brain for the early detection of the diseases, when treatments can slow down or even stop the progression of the disease, and thus truly make an impact in patient's and their families' lives.



€28,000



€900,000

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8

NX≈SWIM

nx-swim.com

Life and health science industries

06/2016

Interactive swim training

PROBLEM

Swimming is becoming more and more popular but it is very often:

- not accessible.
- not effective.
- not fun.

SOLUTION

- It's a tether, a sensor and a mobile app that analyzes the movements you can swim in small home and hotel pools.
- Effective: analysis of swimming, coaching and injury alerts with the app.
- Fun: virtual competitions with yourself and superstars.

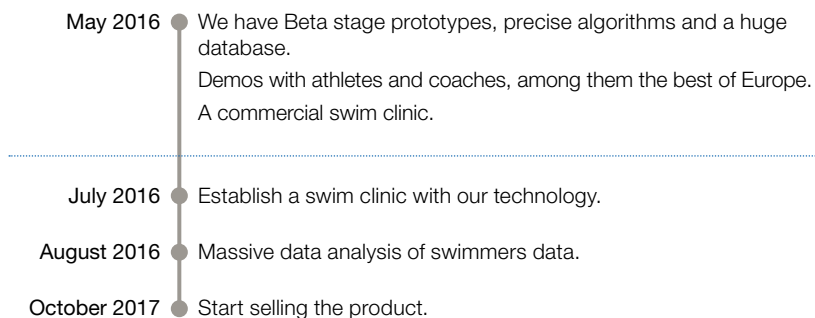
BUSINESS MODEL

Sale of the product via our online shop (Margin 80%) and retailers (50%).

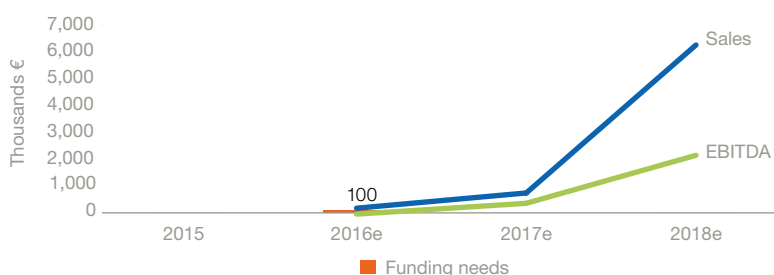
COMPETITION

There is no useful swim training technology with biometrical data on the market. There are swim machines (€ 10,000), good tethers (€ 170), wearables that measure distance (€ 120) and coaches.

MILESTONES



FINANCIAL PROJECTIONS AND FUNDING NEEDS



€20,000 per month

€100,000 for prototyping product development and establishment of a swim clinic.



CONTACT

Dr. Kay Eckelt
Dr. Ferran, 18, 2n 1a
08034 Barcelona
Tel. 622 844 976
Kay@nx-swim.com

TEAM



Dr. Kay Eckelt
Founder & CEO

ASK THE ENTREPRENEUR

Dr. Kay Eckelt

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

Competition will come once they see that we are successful. Our technological and scientific advantage is 1 year.

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

NX≈SWIM will be a worldwide known, health company with tens of thousands of happy clients. You will put on and use our tools in many public and private pools.

€25,000

€0

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9

SENSE4CARE

sense4care.com

Life and health science industries



09/2012

Our sense is your care

PROBLEM

As Parkinson's disease progresses, patients begin to suffer from motor fluctuations that have to be evaluated. Traditional evaluation methods are qualitative and carried out discontinuously.

SOLUTION

Sense4Care has a sensor called PARK-IT which provides automatic, quantitative, continuous, and reliable outpatient evaluation of the motor symptoms of Parkinson's disease.

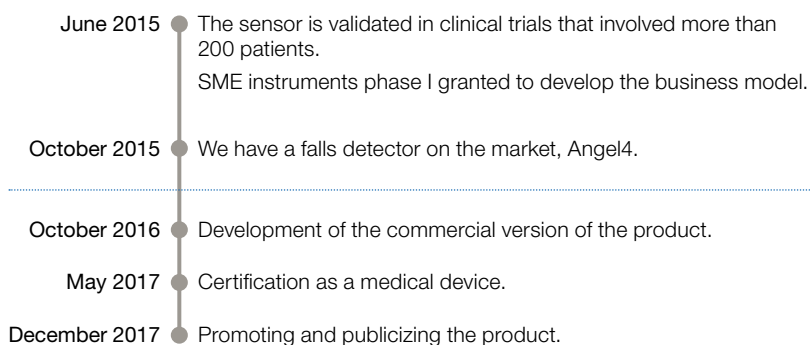
BUSINESS MODEL

The business model is based on selling devices to patients, neurologists or pharmaceutical companies that develop drugs for the disease. Gross margin for Sense4Care is 50%.

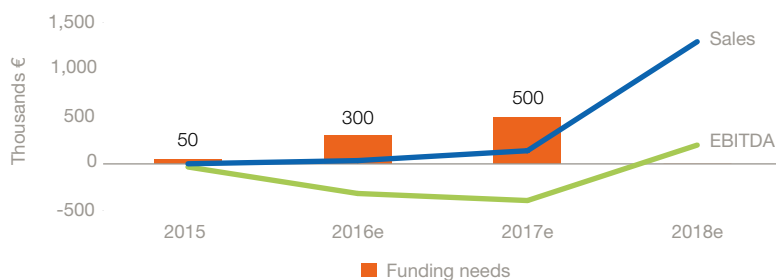
COMPETITION

The main competitors are Global Kinetics (Kinetigraph) and Great Lakes Neurotechnologies (Kinesia 360).

MILESTONES



FINANCIAL PROJECTIONS AND FUNDING NEEDS



€3,000 per month

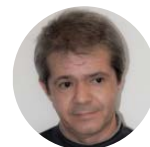
The needs are €300,000 to get the product certified as a medical device, and €500,000 in 2017 for promotion and publicity.



CONTACT

J. Manuel Moreno Aróstegui
Parc UPC-K2M, C. Jordi Girona, 1-3
08034 Barcelona
Tel. 608 023 505
j.manuel.moreno@sense4care.com

TEAM



J. Manuel Moreno
CEO



Jan Calvet
Business Developer



Carlos Pérez
CTO

ASK THE ENTREPRENEUR

J. Manuel Moreno

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

Acceptance of the product by influencers (neurologists). We will counter this through a comprehensive promotion and awareness campaign.

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

I see Sense4Care as a world leader in the analysis devices market.



€25,000




€0

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10 TÉCNICAS BIOMÉDICAS PARA LA SALUD

Tbiom.com

Life and health science industries

 09/2015

TBIOM conducts research, development, and marketing of biotechnology devices and solutions for the medical and healthcare sector

PROBLEM

Most CPAP on the market are not really portable and are very uncomfortable for the user, which leads to low adherence to treatment (main demand of physicians).

SOLUTION

Our CPAP is small, lightweight, and autonomous. It includes a monitor and alarm for dependent people and a mHealth manager to improve the level of rest and recovery in patients and athletes.

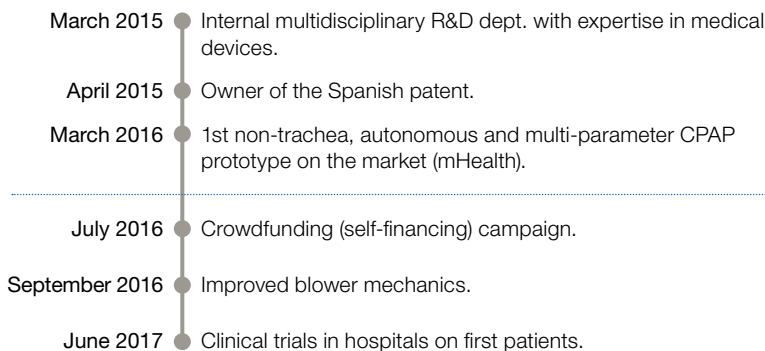
BUSINESS MODEL

B2B and B2C (web) sales of the latest generation of portable CPAP. Continuous investment in R&D. Protection of IP by international patents. After-sales and consumables service.

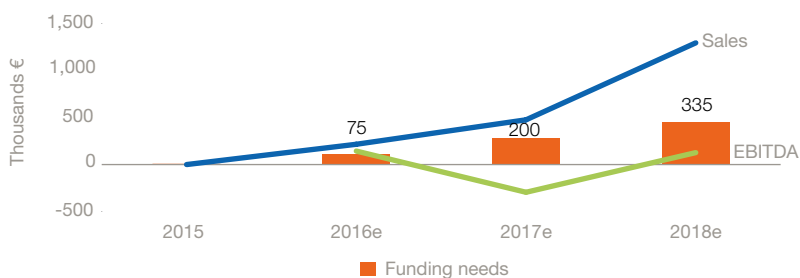
COMPETITION

Current CPAP manufacturers (Philips, Teijin, Resmed, etc.) and non-CPAP devices to alleviate snoring (Airing, Silent Partner, etc.).

MILESTONES



FINANCIAL PROJECTIONS AND FUNDING NEEDS


 €2,000 per month

Funding round (July 2016) for €75,000, crowdfunding campaign (presale) and contribution by partners.



CONTACT

Jaume Palou Fusté
C. Atlàntida, 21, 2n 2a
08930 Sant Adrià de Besòs (Barcelona)
Tel. 934 621 196 / 661 566 081
suscripciones@fctecnics.com

TEAM



Jaume Palou
Technical Director and CEO




Francesc Martínez
Sales Director




Miquel Sisteré
Medical Director




Marta Rigueira
CFO




Generalitat de Catalunya

ACCIÓ **catalunya
emprèn**

ASK THE ENTREPRENEUR

Jaume Palou Fusté

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

Reducing 5 dBA to be quieter than the competition. We are working with EUETIB to improve the blower's sound and design.

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

Leader in sales of second CPAP units and as international leaders in sleep managers and monitoring of children and dependent people.



€49,500



€0

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11

TRACTIVUS

tractivus.com

Life and health science industries

10/2015

Tractivus designs bioactive medical devices that are completely customized for the patient using 3D printing technology

PROBLEM

Current devices have post-implant complications such as bacterial colonization, zero adaptability and poor therapeutic action with tissues, which creates serious problems of infection, pain, and low healing efficiency.

SOLUTION

Design antibacterial devices (tracheal stent) that are customized using 3D technology and which reduce post-implant complications, improve patients' quality of life, and reduce the number of operations and their associated costs.

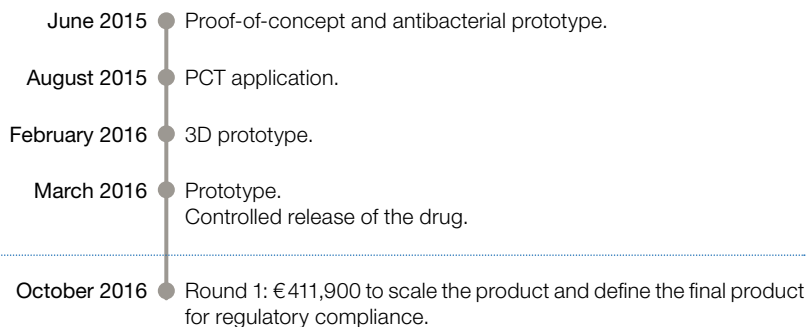
BUSINESS MODEL

The revenue generated by direct sales of the product to hospitals/dealer. Plus we can use the 3D customization platform to produce printed 3D models through direct sale by the service.

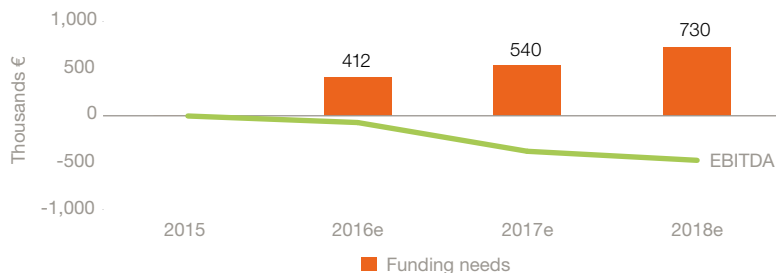
COMPETITION

Bess Group (Novatech and Leufen), Boston Scientific, Cook Medical and Merit Medical.

MILESTONES



FINANCIAL PROJECTIONS AND FUNDING NEEDS



€12,000 per month

Round 1 (October 2016): €411,900 of which €240,000 equity (€140,000 agreed) + €171,900 NEOTEC; to scale the product and define the final product for regulatory compliance.



CONTACT

Joan Gilabert Porres
Via Augusta, 394
08017 Barcelona
Tel. 676 516 494
joan.gilabert@tractivus.com

TEAM



Joan Gilabert
CEO



Robert Teixidó
CTO



Salvador Borrós
CSO



Victor Ramos
COO



ASK THE ENTREPRENEUR

Joan Gilabert Porres

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

Passing the regulatory process. We will do that by addressing our regulatory strategy with industrial advisors and partners.

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

With an approved product with CE marking and as leaders in 3D modeling.



€10,000



€0

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12

XKELET CUSTOM-MADE ORTHOSIS

xkelet.com

Life and health science industries

09/2015

We are using 3D printing technology to change the paradigm of the traditional method of post-trauma and therapeutic immobilization

PROBLEM

1. Hygiene, comfort and mobility. 2. Access to physiotherapy techniques during immobilization. 3. Establish a single trauma immobilization method for every disease, resolving diseases resulting from poor placement of immobilization such as RSD (reflex sympathetic dystrophy).

SOLUTION

We have brought together design, scanners and 3D printers to make customized models for treating immobilization and rehabilitation of bone injuries.

BUSINESS MODEL

Revenues generated from sales in each treatment area: trauma, podiatry and orthopedics. Customers are B2B with access to the app, medical specialists, and mutual insurers. Regulatory strategy and medical opinion leaders as ambassadors.

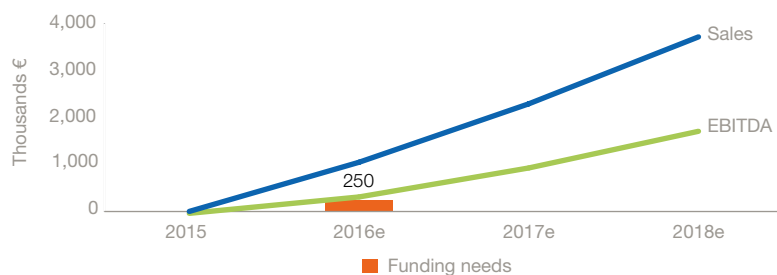
COMPETITION

We are the only company providing a fully mobile hardware and software solution with a biocompatible final product. There are three companies: ActiveArmor (USA), Exovite (Spain), and Podoactiva (Spain).

MILESTONES

- December 2015 ● Immobilization completion with closure and software.
- January 2016 ● RED DOT Awards industrial design.
- April 2016 ● Physical trial in the first patient and first agreements with private healthcare.
- June 2016 ● Agreements with private healthcare and start of sales, final.
- August 2016 ● Immobilization portfolio.
- March 2017 ● Podiatry software.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



€10,000 per month

First round need for €250,000; the investment will be allocated 49.6% to sales and marketing, 40% to R&D and other products, 10.4% to running costs.



CONTACT

Ricard Veiga Rivero
C. Auriga, 1, 1r 2a
17004 Girona
Tel. 671 211 673
rvr@xkelet.com

TEAM



Ricard Veiga
CTO



Jordi Tura
CEO



ASK THE ENTREPRENEUR

Ricard Veiga (CTO)

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

Sales growth. Our medical team members will be the first customers.

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

Introducing a new format of medical immobilizations.



€164,000



€50,000

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Information and communication technologies

CATALOGUE OF COMPANIES
July 2016



Company founded



Monthly burn rate



K invested by the team



External K raised

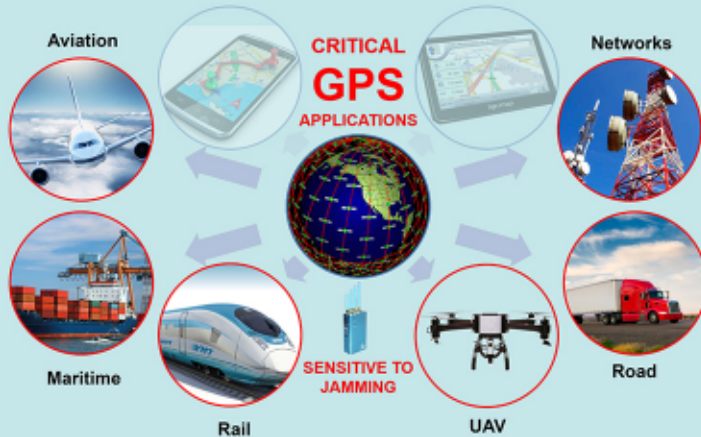
FENIX: A GPS ANTI-JAMMING

J. Querol, and A. Camps

Remote Sensing Lab, Dept. of Signal Theory and Communications
Universitat Politècnica de Catalunya - BarcelonaTech
e-mail: jorge.querol@tsc.upc.edu, camps@tsc.upc.edu
http://www.fenix-gnss.com/

CRITICAL GPS APPLICATIONS

- The number of critical applications that rely on **Global Positioning System (GPS)** signals is high and increasing.



They can be divided in:

- Safety Critical Applications (SCA):** a miss-behavior possess the potential of directly or indirectly causing harm to humans, or to the environment.
- Liability Critical Applications (LCA):** miss-performances can generate legal or economic consequences.

PROBLEM OF RFI AND GPS JAMMING

- Radio-Frequency Interference (RFI)** signals are a current threat for **Global Positioning System (GPS)** receivers due to their very low power signals.
- GPS modulations and regulations to protect reserved frequency bands are **not enough** to solve the problem of RFI and jamming.
- The number of **jamming occurrences** around the world is **increasing** every year.

Intentional RFI (Jamming)

- Commercial jammers are cheap (from 30 €), and available on the Internet.



Jamming Power	1 W	10 W	100 W	300 W
Action Radius	30 km	80 km	300 km	500 km

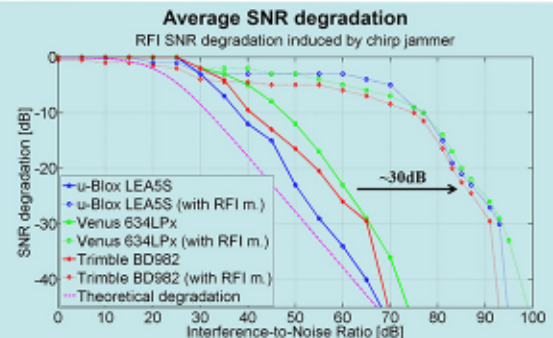
Unintentional RFI

- Lower harmonics, inter-modulation products, bands overlapping, out-of-band.
- Other radio-frequency services may interfere with GPS signals.

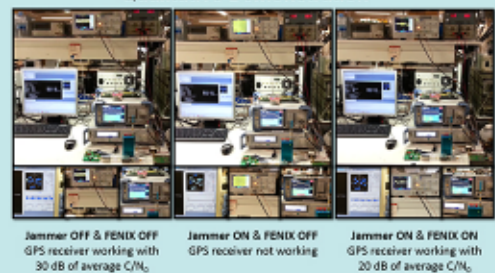
SOLUTION: FENIX – Front-End GNSS Interference eXcisor



- Blocks jamming signals and deliver the clean GPS signal to the receiver.
- Works for any GPS application and with any jamming signal
- Outperforms similar solutions already on the market.
- Smaller, lightweight, and versatile as compared to similar solutions in the market.
- Complementary to solutions based on antenna pattern modification or post-correlation.
- Each frequency band is treated with an independent processing chain.

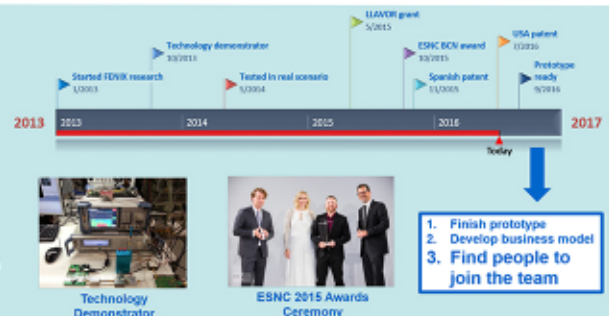


Qualitative Demonstration



PROJECT MILESTONES AND STATUS

- FENIX technology has been under development for 3 years.
- It has been tested in real GPS scenario with real jamming signals.
- A technology demonstrator was built and a first prototype is being implemented.
- Spanish and USA patent applications have been fulfilled.
- FENIX participated in the LLAVOR'14 (ACCIÓ) business development program.
- FENIX has won the European Satellite Navigation Competition (ESNC) 2015 Barcelona Challenge first prize (3.000 €) to the most innovative solution in satellite navigation.



ACKNOWLEDGEMENTS

1

AD-PURE

ad-pure.com

Cultural industries and experience-based industries

05/2014

Intelligent campaigns that adapt to local circumstances**PROBLEM**

Many companies are aware that external events (weather, sports events and others) make their sales fluctuate but are not able to adjust their marketing campaigns to these circumstances.

SOLUTION

AD-Pure is a SaaS tool that makes it possible for firms to leverage this type of event to adapt their online marketing campaigns. For example, the media planning of an ice-cream campaign can be adjusted to the temperature curve.

BUSINESS MODEL

Corporate software (SaaS B2B)

Licensing technology to other players in the online advertising market.

COMPETITION

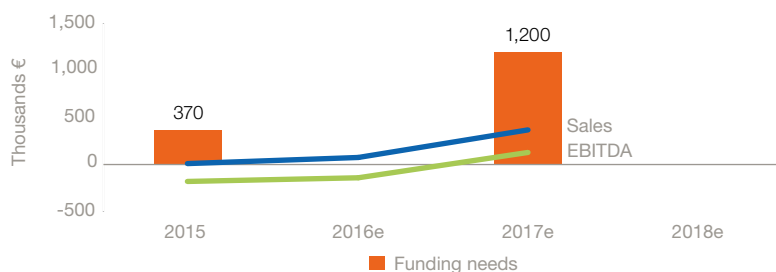
TVTY: FR. Market leaders, \$4.6 million last round.

Driftrock: GB, \$1.6 million last round.

Skymosity: USA, only about weather events.

MILESTONES

- November 2014 ● Technology validated and in use for domestic and international customers.
- June 2015 ● Recurring billing with leading global media agencies.
- June 2016 ● Agreements with major advertisers in online channels nationwide.
- September 2016 ● Development of new product features.
- December 2016 ● €15,000 in recurring billing.
- January 2017 ● Commercial development abroad.

FINANCIAL PROJECTIONS AND FUNDING NEEDS

€16,000 per month

We have validated commercial development in the domestic and international markets. We think the international market is more mature, so we have opted for it. Outbound techniques are performing well, with prospective customers such as *The Washington Post* and acquired customers such as Cojecom or Carat Portugal.

Ad-Pure
Right place at the right time

CONTACT

Marc Lladó
C. Bailèn, 11
08010 Barcelona
Tel. 625 412 815
marc.llado@ad-pure.com

TEAM

Marc Lladó
CEO

ASK THE ENTREPRENEUR

Marc Lladó

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

Having fewer financial resources available. Keeping costs reasonable.

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

As a world leader in tailoring marketing to real life events.



€35,000



€550,000

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2

ASTRONAUTS CONSULTING

astronautsconsulting.com

Cultural industries and experience-based industries



11/2012

The Interactive Preshow Experience

PROBLEM

Decline in movie theater attendance by the age band that on average goes most often. They come into the auditorium late to avoid seeing the advertising. Loss of loyalty of spectators.

SOLUTION

Gaming platform using advergames for interacting with the screen where personal cell phones become remote controls to have fun and win prizes. Increased actual consumption of advertising and additional revenue.

BUSINESS MODEL

The customer pays a part of the installation on commissioning and has the content server to use the service for a monthly fee. Astronauts serves the platform and generates new content. Possibility of shared operation with advertising revenues.

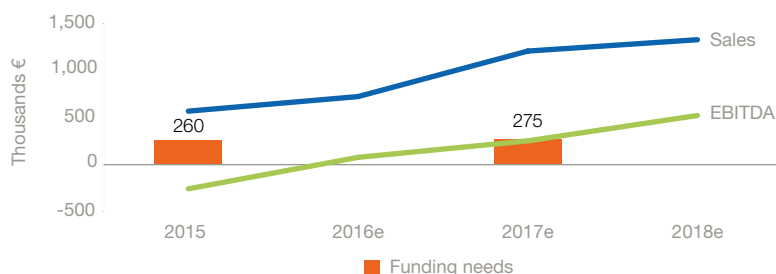
COMPETITION

Timeplay. A Canadian company established in the USA that has developed it in parallel. Only known competitor among other attempts.

MILESTONES

- February 2016 ● Design of backend platform and multilingual app fully completed.
- May 2016 ● Market test conducted in Spain with a frontline film exhibitor.
- July 2016 ● Involvement of advertising salespeople.
- October 2016 ● Start of commercial implementation.
- December 2017 ● Challenge to reach 100 screens operational in Spain in one year.
- January 2018 ● Start of access to international markets in the second year.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



€15,000 per month

Round 1: €200,000 public debt + €60,000 private debt for implementation in 100 screens, investment in intellectual property protection and strategic marketing actions. Round 2: €200,000 public debt + €75,000 reinvested profits to finance actions to access international markets.



CONTACT

Daniel Zacarias
 Passatge Espíria, 5
 08023 Barcelona
 Tel. 932 101 056
 dzacarias@astronautsconsulting.com

TEAM



Daniel Zacarias
Co-Founder and
Development Director



Luis S. Ruiz
Co-Founder and
Creative Director



Josep Molins
CEO



Fernando Ruiz
Technical Director



ASK THE ENTREPRENEUR

Daniel Zacarias i Suay

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

Possible intellectual property protection in some US markets. Start in unprotected markets and combat pending registration decisions (none final yet).

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

Dominant presence of the system in European markets. Start of penetration of Latin American and Asian markets.



€15,000



€3,000 + €60,000


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3

BCNRESOL ODR SOLUTIONS

bcnresol.com

Sustainable mobility industries

 01/2016

Mediation in your pocket

PROBLEM

Schools are unable to detect or deal with many of the problems that occur in them in time, and even less so with the emergence of new conflicts arising from the use of mobile technologies.

SOLUTION

B-resol is an app that enables the detection and resolution of conflicts at school, anywhere and anytime, with immediacy and confidentiality while fostering the responsibility of young people and teens.

BUSINESS MODEL

At first in private and state-subsidized private schools, option of a fee per student or an annual license for the school. For public schools, an annual license for the PTA with the aim of greatest distribution.

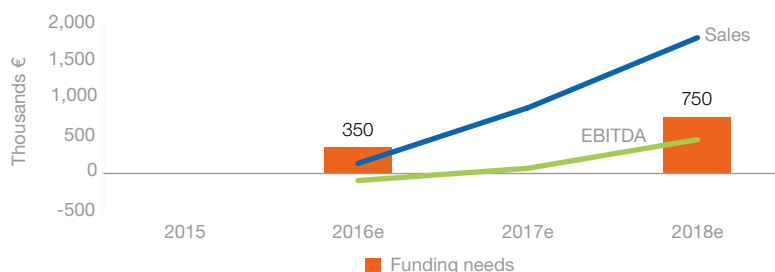

COMPETITION

Modria, the leading global ODR, does not have an app and is not present in the educational environment. There are not yet any mobile tools in education that include conflict resolution.

MILESTONES

- March 2016** ● Agreement with the Education Ministry and 500 students and five schools in a pilot.
App available in Play Store.
- May 2016** ● App available in Apple Store.
Antibullying button.
- October 2016** ● Product: gamification improvements.
- April 2017** ● Adding artificial intelligence features.
- June 2017** ● Sales: 84 private and state-subsidized private schools in Catalonia, i.e. 5% of the total, 50 Spanish and 10 international.

FINANCIAL PROJECTIONS AND FUNDING NEEDS


 € 9,500 per month

First round in 2016 €350,000 (€200,000 private and €150,000 public) for new hires (30%), technological development (35%), marketing (25%), and internationalization (10%). Second round scheduled for early 2018 for €750,000.



CONTACT

Josep Figols Marín
C. Casp, 37, pral. 1a
08010 Barcelona
Tel. 600 994 299
josep@bcnresol.com

TEAM



Josep Figols
CEO & Co-Founder



Marta Méndez
Product Manager &
Co-Founder



Maria Teixidor
Strategic Advisor &
Co-Founder



Jordi Iparraguirre
Security Advisor &
Co-Founder



ASK THE ENTREPRENEUR

Josep Figols

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

We have to address the digital divide between students and teachers. Based on the feedback we will tailor the app to both groups.

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

The international leader in conflict resolution from mobile devices.



€30,000




€0

4

BIWEL

bihealth.es

Life and health science industries

 05/2014

Biwel improves the wellbeing and quality of life of people in companies and cities as they acquire new healthy habits

PROBLEM

Companies have high health costs, little tangible impact on wellbeing programs and lack talent retention. Cities do not have a single platform capable of managing the comprehensive wellbeing of the community.

SOLUTION

The Bihealth platform makes it possible to monitor and manage healthy habits comprehensively and in a customized way on a single platform, take part in challenges and activities proposed by the community, and at the same time measure and predict the health and economic impact for healthy businesses and cities.

BUSINESS MODEL

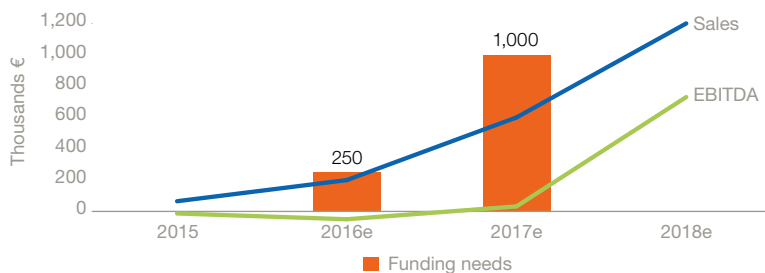
SaaS for large companies/corporations and customers of health insurers, data analysis (healthy habits, sector, cities, etc.), partner fee, freemium and premium version for end users.

COMPETITION

Healthways (USA), Jiff (USA), Dacadoo (Switzerland), Visionarity (Switzerland).

MILESTONES

- December 2015 ● UPF Emprèn + ENISA Award.
- May 2016 ● +3,000 users: Zurich, REE, Cofidis, MC Mutual (get more than 20 clients).
- June 2016 ● €2 for every €1 invested (based on own studies).
- December 2016 ● Positioning in Spain as a leading platform for healthy companies.
- January 2017 ● Increase sales by 300%.
- March 2017 ● Pilot in a Spanish region (+1 million people) with Bihealth.

FINANCIAL PROJECTIONS AND FUNDING NEEDS
 €8,000 per month

1st round of private investors €250,000 (September 2016) for the first B2A2C pilot with Bihealth, develop the app and add to the development and sales team. 2nd round (June 2017) €1,000,000: internationalization.

Bihealth by **biWel**
make it simple

CONTACT

Estel Mallorquí Ayach
C. Llacuna, 162-164
08018 Barcelona
Tel. 931 414 529
emallorqui@biwel.es

TEAM

Estel Mallorquí Ayach
Founder & CEO



 **Barcelona Activa**



Generalitat de Catalunya

ACCIO catalunya emprèn

ASK THE ENTREPRENEUR

Estel Mallorquí

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

Growing sales and clinical certification. Increase the sales team and domestic and international scientific partners.

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

Established and international.



€100,000




€130,000

5 DINANTIA

dinantia.com

Cultural industries and experience-based industries

 11/2012

Reinventing communication between schools and families

PROBLEM

Nowadays schools communicate with parents and students in many ways: Paper, email, intranet, text, etc. Managing a number of tools costs schools a lot of time and money, and it's also a headache for parents when they try to find something.

SOLUTION

It is the all-in-one communication tool that enables teachers and schools to send unlimited messages to parent and student cell phones with attachments and questions and receive answers in real time, thus reducing administrative tasks.

BUSINESS MODEL

Software as a Service (SaaS) with annual subscription based on the number of students. The customized version has an additional fee for initial installation and annual maintenance.

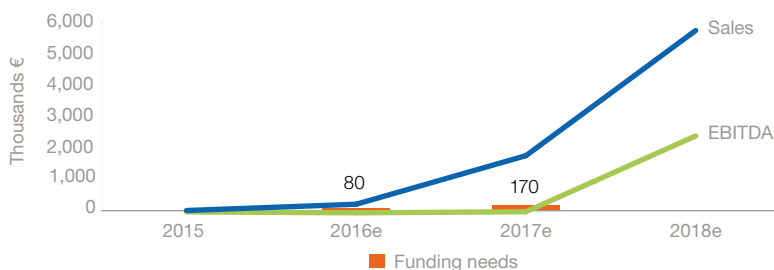
COMPETITION

Other specific communication apps: New and starting to sell (TokApp, BynApp); school ERP: Developing their own apps (Alexia, ClickEdu, Educamos). Total competitor penetration <3%.

MILESTONES

- December 2015 ● We started 10 months previously and already have the product available.
- April 2016 ● We have sold to over 35 schools (10 in LATAM) with revenue coming to €45,000. We have signed several agreements to accelerate growth in Spain: CAC = €650, LTV = €2,500.
- September 2016 ● Sales in the Netherlands.
- December 2016 ● Leading school-family app with 200 customers.
- 1Q 2017 ● International expansion in LATAM.
- June 2018 ● Replicate in other verticals with communication needs.
- December 2018 ● Over 6,100 customers.

FINANCIAL PROJECTIONS AND FUNDING NEEDS


 €12,000 per month

Looking for €250,000 to secure financing until early 2018. We have €80,000 committed by investors today. The aim is to accelerate growth in Spain, expand the team (marketing, sales, and customer service), and begin international expansion. We are also applying for an ENISA loan.




CONTACT


Borja Berenguer Mato
C. Marqués de Mulhacén, 11, baixos, 3r 1a
08034 Barcelona
Tel. 606 983 602
borja@dinantia.com

TEAM



Borja Berenguer
CEO




Cristian Cisa
CMO




Generalitat de Catalunya

ACCIÓ **catalunya**
emprèn

ASK THE ENTREPRENEUR

Borja Berenguer Mato

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

Losing market opportunity. Accelerating sales to achieve market leadership.

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

Leader in communication for schools with over 20,000 customers in Europe and the Americas.



€60,000




€16,000

6 INTRANETUM

intranetum.com

Industrial systems

 04/2015

Artificial Intelligence applied to your business's knowledge

PROBLEM

16% of a knowledge worker's time is spent on searching for internal company information. Over 50% of the time, knowledge workers are unable to find exactly what they are looking for.

SOLUTION

By applying deep learning techniques to the internal knowledge of organizations through neural networks, the system "understands" and self-classifies the information, thus overcoming the current system of folders which makes it very difficult to search for and find information.

BUSINESS MODEL

Marketing using a SaaS model, based on API calls and by selling licenses in in-house facilities.

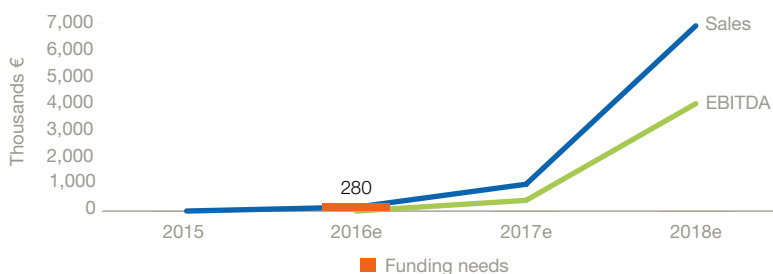
COMPETITION

IBM Watson: as a PAS that promotes cognitive learning.
Brain Space: focused mainly on legal issues.

MILESTONES

- July 2015 ● First Alpha running in a large multinational.
- February 2016 ● Selected by Google to join the Google Cloud Platform for Startups and chosen as 'Startup of the Year' by VCIC.org.
- March 2016 ● 2 paying customers for the private beta and 34 companies testing it.
- November 2016 ● Integrate with Drive (July 16), Dropbox, and Sharepoint.
- January 2017 ● Get 60 paying customers by the end of the year.
- April 2017 ● Implement the Technology Road Map.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €7,000 per month

We are looking for €280,000, of which we have €100,000 committed. We expect to obtain €75,000 through an ENISA loan. The round will be used to achieve business objectives together with the implementation of the Technology Road Map.



CONTACT

Eudald Camprubí
C. Puigterrà de Dalt, 30
08241 Manresa (Barcelona)
Tel. 609 644 652
e.camprubi@intranetum.com

TEAM



Eudald Camprubí
CEO




Ramon Navarro
CTO




ASK THE ENTREPRENEUR

Eudald Camprubí

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

The difficulty of onboarding. We will make it easier through integration with very popular systems.

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

As the new standard in knowledge sharing.



€3,000



€0


[Return to the index](#)

7

IWOPI

iwopi.org

Sustainable mobility industries

 11/2014

Moving people for a better world

PROBLEM

People: Obesity and lack of motivation to exercise. Companies: Need relevant tools to connect with society. Social projects: Need new visibility and financing channels.

SOLUTION

Instead of developing a new productivity tool, iWOPI is a gamified apps/devices/wearables aggregator under the active and healthy life vertical which enables users to turn their physical activity into social impact by donating their movement in kilometers, helping them to stay physically and emotionally motivated and fit.

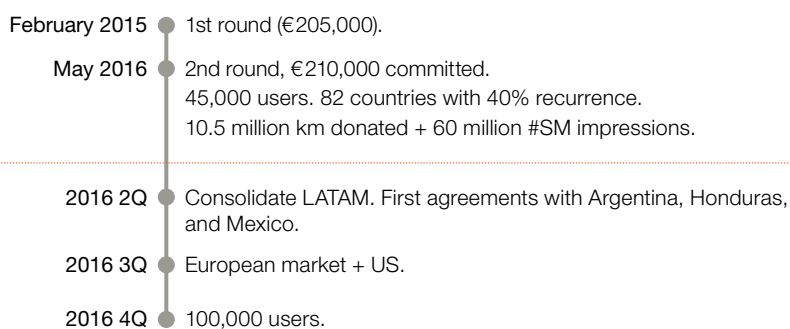
BUSINESS MODEL

It is an audience model in which companies pay to create impact and visibility by sponsoring social projects promoted by the community. iWOPI entails a new channel of communication between people and companies with a collaborative model that positions companies as relevant.

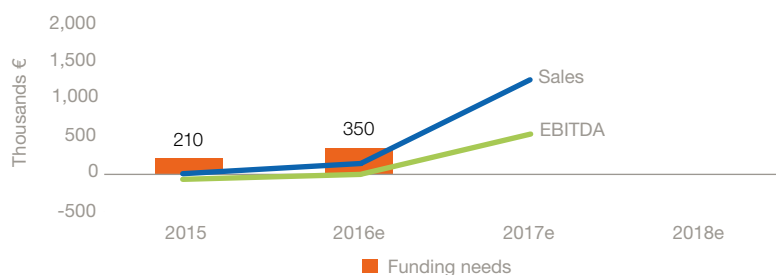
COMPETITION

Charity Miles (NY-USA); can only be used with its own app.
Plus3Network (USA); only developed for the corporate environment.

FITES



FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €7,500 per month

We are looking for €350,000 to close Q3 2016. We will use the money to hire staff, develop technology, marketing, and internationalization. We are looking for private funding + ENISA.



CONTACT


Iván Lorca García
C. Montserrat, 22, 1r 2a
08201 Sabadell (Barcelona)
Tel. 609 362 752
ivanlorca@iwopi.org

TEAM



Iván Lorca
CEO




Rubén Celada
CTO




Emma Roca
Sport & Health




Josep Vilalta
COO


ASK THE ENTREPRENEUR

Iván Lorca García

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

Speed of implementation in the market, which we are countering with relevant and high impact agreements in Spain and abroad with major brands such as Grupo Godó and Atresmedia.

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

As the global standard for healthy mobility and impact communication through new collaborative P2P models.



€120,000



€205,000
(130 k BA + 75 k ENISA)


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8

KING OF APP

kingofapp.com

Sustainable mobility industries

 11/2014

King of App will create a new market where designers and programmers can sell their templates and modules that are compatible with the main app stores including iTunes and Android

PROBLEM

Nowadays, web designers and programmers create more than 50 million websites each year, and apps developers create only 500,000. Web designers and programmers cannot develop apps because they don't have enough knowledge.

SOLUTION

We bring access to write and reuse the core code, to allow full customization. King of App is a technology that's easy to use and fully customizable.

BUSINESS MODEL

King of App is the first and only CMS (content management system) for mobile apps, just as Wordpress is for websites.

King of App allows creating mobile apps for Android or iOS in 8 steps. For each sale we charge a commission of 30%.

Products: Compilation of Apps, Publishing on App Store and Play; Market Place: Templates, Modules; Services: Analytical, Login, Push Notifications, Advertising, Training.

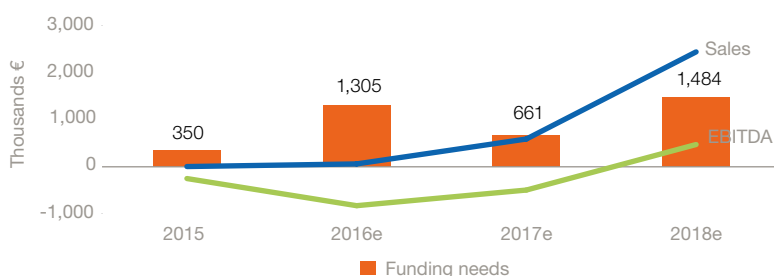
COMPETITION

Our competitors are: Mobile Roadie, Goodbarber, Como, Movingcube, Apps-Buildr, Uppalication, Gamesalad, Phoneygap, Appcelerator, Xamarin.

MILESTONES

- December 2015** ● Launched version 2.0.
In two months we have signed with more than 40 advertising agencies including Ogilvy & Mather and McCann and we are billing €2000 / month. We have customers in the United States, South America and Spain.
- September 2016** ● Opening an office in New York.
- October 2016** ● Close round of investment of €700,000.
- September 2017** ● Sales staff in the USA.

FINANCIAL PROJECTIONS AND FUNDING NEEDS


 €23,000 per month

We are looking for an investment of €700,000 to expand the company. We got SME H2020 1.3 million in 2016.



CONTACT

Xavier Barata Teixido
C. Vizconde de Matamala, 12, bajo
28028 Madrid
Tel. 639 976 926
theking@kingofapp.com

TEAM



Xavier Barata
CEO




José Vicente Sogorb
CTO




Isaac Tintó
COO




ASK THE ENTREPRENEUR

Xavier Barata

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

The biggest risk is that 90% of the apps can be replaced by Progressive web apps.

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

Our goal is to have more than 25% for creating apps in the world (excluding China) over the next 3 years. In 5 years we see ourselves as an industry leader.



€170,000



€200,000

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9

KLOSIONS TIC

repasat.com

Industrial systems



07/2013

Repasat, the new generation ERP.
Don't waste time; invest it in Repasat

PROBLEM

Companies need a number of programs for their administrative tasks, billing, CRM, document management, handling absences, etc. This means they lose control, time, and money.

SOLUTION

Repasat is an online platform that brings together the major business functions in a single app.

We offer more features at a much reduced cost and 100% online.

BUSINESS MODEL

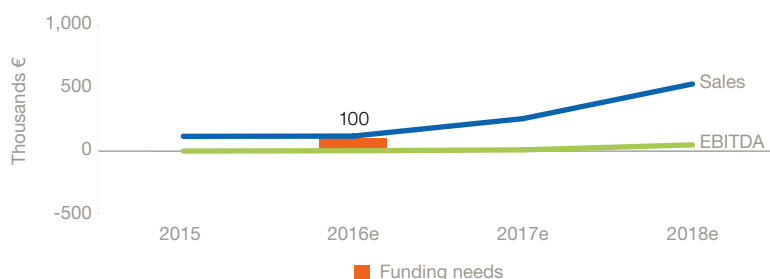
Repasat is a pay-per-use model; we offer monthly and annual subscriptions. We have a partner program with up to 30% commission.

COMPETITION

Salesforce, Zoho, Asana, and SugarCRM.

MILESTONES

- December 2015 ● Validation of all app processes for over 100 users.
- February 2016 ● We add the ERP business functionality to it (less accounting, we can call ourselves ERP and outdo it in features and price).
- June 2016 ● Integration with external software (A3ERP, A3ECO, GEYCE).
- October 2016 ● Customer license activation in Repasat.
- October 2017 ● Introduction in the UK and other English-speaking countries.

FINANCIAL PROJECTIONS AND FUNDING NEEDS

€0 per month

€100,000 during the 2nd half of 2016 to expand the sales department and programming. Currently we are financed by the company's other services and products (PrestaShop - ERP link).

CONTACT

Lluís Vera Gormaz
 Av. València, 6, 6è-2a
 08750 Molins de Rei (Barcelona)
 Tel. 931 192 916
 lluisvera@repasat.com

TEAM

Lluís Vera Gormaz
 CEO



Generalitat de Catalunya

ACCIÓ catalunya emprèn

ASK THE ENTREPRENEUR

Lluís Vera Gormaz

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

Getting users to become aware of the functionality of the app and how they can benefit from it. As a result we will do online training about the app.

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

As world renowned software.



€3,000




€0

[Return to the index](#)

10 NEKTRIA

nektria.com

Sustainable mobility industries

 01/2012

RECShipping (www.recshipping.com): Welcome to the "last mile" logistics revolution for ecommerce

PROBLEM

UPS says that 60% of consumers abandon their online shopping cart because they cannot find the right delivery options. In addition, 20%-35% of deliveries are unsuccessful at the first attempt.

SOLUTION

RECShipping (Responsive eCommerce Shipping) is the logistics solution that allows consumers to choose the exact day and time slot when they want to receive their purchase. It also encourages them to choose more efficient time slots vis-à-vis other consumers and carriers.

BUSINESS MODEL

SaaS (Software as a Service): Nektria charges a few cents for each delivery by day and time slot (cost per click). Costs: 1) pay the carriers who make the deliveries 2) R&D.

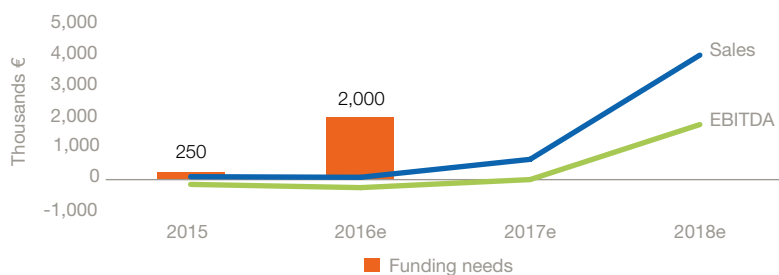
COMPETITION

There are pure comparison/aggregator websites but they do not allow you to choose one-hour time slots at a variable price: Packlink, Deliveria, Paack, Shutl.

MILESTONES

- September 2015 ● Obtaining SME I Horizon 2020 worth €50,000.
- April 2016 ● +10 ecommerce customers connected, seven logistics operators connected.
+4,000 shipments.
Three product types: Magento / Prestashop ecommerce modules, Point of Sale and SaaS via API.
- September 2016 ● New module: "Next Step" through obtaining SME II funds.
- December 2016 ● Reaching 700 deliveries per day in Barcelona and Madrid.
- February-April 2017 ● Internationalization in the UK (April 2017), Germany (March 2017) and France (February 2017).

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €16,000 per month

€2 million in October 2016 for new features for RECShipping, scaling the number of ecommerce businesses and logistics operators connected and internationalizing. Getting SME II would also enable us to develop a supplementary "Next Step" module to optimize routing for carriers.



CONTACT

Oriol Serra
C. Sant Joan de la Salle, 42, mòdul 3.17
08022 Barcelona
Tel. 933 485 185
oriol@nektria.com

TEAM



Miguel Valls
CFO



David Costa
COO



Victor Tejedo
Business Development
Director



Oriol Serra
CMO



laSalle
Technova Barcelona

**BARCELONA
TECH CITY**

ASK THE ENTREPRENEUR

Oriol Serra

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

Integration with N carriers in a still fragmented European market. Partnerships with 3PLs.

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

Bought by a big logistics or ecommerce player.



€145,500



€454,500


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11

REMOTE EYE

remoteeye.com

Sustainable mobility industries

 07/2015

The way companies offer real service

PROBLEM

Machine downtime costs companies, only in the US, \$26.5bn per year in lost revenues. When machinery fails or breaks down in organizations it can cause damaging effects on their everyday operations.

SOLUTION

Remote Eye is a solution based on smartphones, tablets and smart glasses which is able to share information between field service operators and support departments. It effectively assists users with difficult tasks, having real-time data at hand, keeping a close eye on the remote situation. This increases productivity and customer satisfaction, resulting in decreased costs and increased revenue.

BUSINESS MODEL

B2B SaaS.

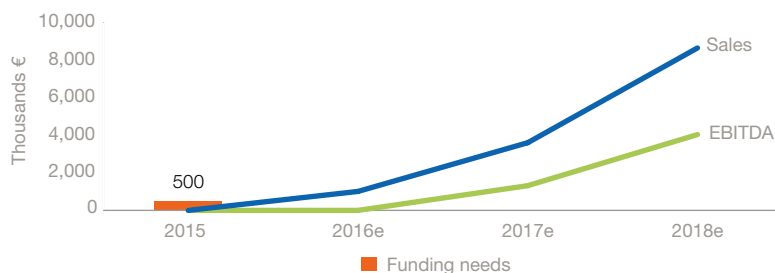

COMPETITION

There are a few startups coming into this attractive market, some focused on hardware devices, other just on software for smart glasses. We are a company that focuses on mobile (smartphones, tablets), and also available for wearables.

MILESTONES

- November 2015 ● Intesa San Paolo Startup Initiative Boot camp in Turin / Milan (Italy)
 - December 2015 ● Phase One of Next Step Challenge (Denmark),
 - January 2016 ● Winners of Open Axel as one of the most promising startups in Europe.
 - June 2016 ● Remote Eye won the Startup Next Barcelona Spring program (the #1 pre-incubator program in the world from Techstars)
-
- We are implementing a strong policy of pilots for early adopters. Our goal is to convert them into clients under the new business model of monthly recurrent revenue.

FINANCIAL PROJECTIONS AND FUNDING NEEDS


 €1,000-5,000 per month

Our future needs are €500,000 for Funding to operate the business for the next 12 months, with a focus on Go to Market and Market and Price Validation. ENISA: €200,000 in January 2016



CONTACT

Jordi Boza
Avda. Meridiana, 27
08018 Barcelona
Tel. 934 85 69 00
j.boza@remoteeye.com

TEAM



Jordi Boza
CEO



Xavi Guardia
CTO



ASK THE ENTREPRENEUR

Jordi Boza

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

Early adopters. Working hard in several channels with partners.

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

Growing!



€3,000



€200,000


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12

SHARING ACADEMY

sharingacademy.com

Cultural industries and experience-based industries

 04/2014

Private lessons among university students

PROBLEM

One in five university students spends €3,000 on private lessons at schools during their degree. Learning is not personalized and the students need extra help.

SOLUTION

Sharing Academy is a collaborative consumption platform that enables students to find and offer private lessons in a subject among other people who have studied for the same degree and at the same university.

BUSINESS MODEL

Students who need help pay to talk with the teachers available on the platform (1 day: €1.49; 15 days €4.95; 90 days €19.90). The teachers pay a 10-20% fee for the classes.

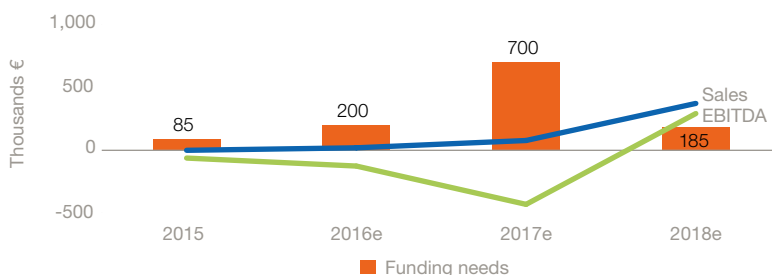
COMPETITION

Tusclasesparticulares.com, tuprofeesor.com, classgap.com, superprof.es.

MILESTONES

- February 2016 ● Award for the world's best app at the Mobile World Congress.
- May 2016 ● We give out €15,000 in scholarships to university students thanks to the RMF, 4,300 users, 1,300 tutors, and presence in 50 universities.
- Summer 2016 ● Recruit ambassadors at 20 Spanish universities.
- Academic year 2016-2017 ● 16,000 users, 4,000 tutors. Pilot in 1 or 2 American universities.

FINANCIAL PROJECTIONS AND FUNDING NEEDS


 €7,000 per month

€200,000 for the next 10 months (we have €50,000 from a media for equity from Grupo Godó pending execution). 40% of the budget will be allocated to marketing and advertising, 15% to the founding team, 22% to new hires, and 23% to investment and fixed structure.



CONTACT

Jordi Llonch Esteve
C. Concepció Arenal, 165
08027 Barcelona
Tel. 930 153 066
jordi@sharingacademy.com

TEAM



Jordi Llonch Esteve
CEO



Joan Lozano Jardí
CTO



ASK THE ENTREPRENEUR

Jordi Llonch Esteve

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

Getting students to trust their colleagues to ask them for private lessons. We will counter with this by showing real cases in universities.

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

The leader in private tuition in Spain and having started out in the United States and the United Kingdom.



€3,000



€220,000


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13

SSHOPINGG ENTERPRISE, SL

<http://sunegocio.info/sshoppingg/index.php#>

Sustainable mobility industries

 07/2015

The best stores in two clicks

PROBLEM

All online stores aim to maximize their traffic to increase their revenue, but there is no search engine/aggregator that gives shoppers efficient access to the best online stores.

SOLUTION

Sshoppingg is positioned as an aggregator/search engine and universal hub for shopping, and is the gateway to the big single- and multi-brand online stores and their departments. It protects the best known online stores' e-commerce investment by increasing their traffic and providing users with simple and efficient access to them.

BUSINESS MODEL

It is a B2B model combining subscription and CPC, which categorizes customers by search engine and order of appearance similar to Google.

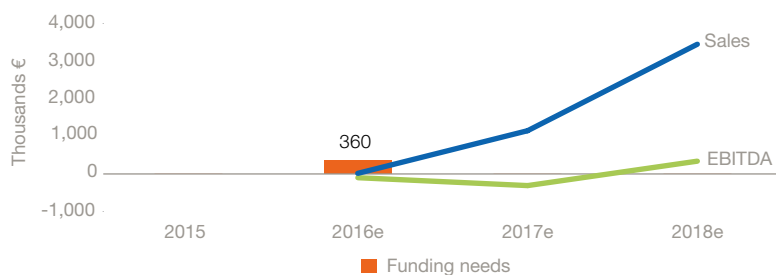

COMPETITION

Google Shopping, Shopalike, Stylight, and eBay.

MILESTONES

- January 2015 ● Sshoppingg Prototype; design solution and business model.
- July 2015 ● Founding of Sshoppingg Enterprise SL.
- April 2016 ● Product v. 2.0 completed for PC, tablets, and smartphones.
- October 2016 ● Launch of online marketing campaigns for Spain.
- December 2016 ● DB and app for the US and Mexico version.
- January 2017 ● Launch of online marketing campaigns in the US and Mexico.

FINANCIAL PROJECTIONS AND FUNDING NEEDS


 €0 per month

€390,000 needed to fund online marketing campaigns and to complete the development of the version of the app for Television Commerce.



CONTACT

Jordi Aracil
 Av. Burriac, 8, 2n 2a
 08349 Cabrera de Mar (Barcelona)
 Tel. 629 189 601
aracil.jordi@gmail.com

TEAM



Pol Aracil
 Partner / Shopping Leader




Jordi Aracil
 Partner / CEO & Head
 of Go to Market




Cristina Montserrat
 Partner / Head of
 Online Marketing




Eladio Valencia
 Partner / Head of Strategic
 Partners & Investments


ASK THE ENTREPRENEUR

Jordi Aracil

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

Funding for fast international rollout (private risk).

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

Operating in the world's 10 largest ecommerce countries.



€80,000



€0


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14

TALENTIER LEAN RECRUITING

talentier.com

Sustainable mobility industries

 07/2015

The best recruitment consultants in a click

PROBLEM

Finding talent with a recruitment consultant should be easier. Companies waste a lot of time in negotiations, they get too many resumes that are not what they are looking for, and the disarray leads to inefficiency and conflicts for candidates.

SOLUTION

Talentier connects companies looking for talent with the best specialized recruitment consultants at a click, and provides them with an efficient partnership tool that organizes and speeds up their processes.

BUSINESS MODEL

The customer posts the position, selects the consultants and proposes a fee, which they only pay if someone is hired. Talentier bills the customer and then pays the consultant and retains a commission. It is a high margin model.

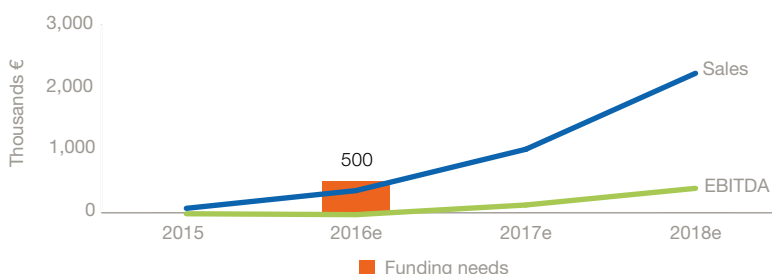

COMPETITION

In the United States, Bountyjobs. In Germany, Talentory. We are the first in Spain but we are competing with technologies to find talent internally.

MILESTONES

- September 2015 ● Launch of the platform and first customers.
- December 2015 ● Integration with Talent Clue, the ATS leader in Spain.
- June 2016 ● First customer in Qatar.
- September 2016 ● Billing in an international market where we are already operating.
- December 2016 ● Establishing ourselves as the leading marketplace in Spain.

FINANCIAL PROJECTIONS AND FUNDING NEEDS


 €18,000 per month

We have a scalable business model which is already billing and now it is time to grow: Investing in marketing and our sales force, evolving the platform to charge a recurring fee, and accelerating the internationalization process which we have already started. So we are looking for €500,000 between public and private capital.



CONTACT

Leo Ruffini
C. Sant Joan de La Salle, 42
08022 Barcelona
Tel. 650 047 043
leo@talentier.com

TEAM



Leo Ruffini
CEO




Alex Depreux
Sales Director




Maarten Steurs
CTO


laSalle
Technova Barcelona

ASK THE ENTREPRENEUR

Leo Ruffini

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

As we are in an industry with an extremely high growth rate we have to be quick.

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

As an international leader in efficient outsourcing.


€45,000


€110,000

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Other technologies

CATALOGUE OF COMPANIES
July 2016



Company founded



Monthly burn rate



K invested by the team



External K raised

There is a **need**

to control & ensure safety work

ENGIDI
(New Generation Devices, Ltd.)

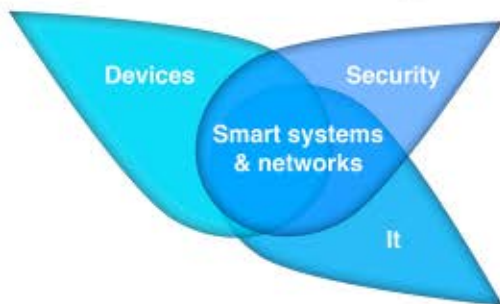
www.engidi.com
CEO/Gerard Fernandez
625 717975
gerard.fernandez.urel@gmail.com

Engidi design **low-cost devices inexistent** on current markets, which articulate a technological bridge to provide an innovative **global service of data** processing and display in the field of industrial **work safety**.

Their challenge is to materialise the concept of the "internet of things" in markets that lack technology. **Civil works, large factories and open-cast mines** are some of their future scenarios of action.



How to fix it?
Control & **security**



Implementation
phases



Business Model

Hardware

- Helmet
- Sensors & electronics systems

Software

- License for 6 months Which includes: Monitoring of helmets Schedule /workforce
- Management warning systems/Weekly Report after the 6 month period monthly payment

Consulting Service

- Application Integration
- Training: X hours during initiation to the platform
- Technical Support
- Expertise for: Accidents companies, trial...
- Layoffs coming




Partners: **RUBAU** **Geseme** **LEITAT** **Technological Center**

1

ABOUT

about.eu

Cultural industries and experience-based industries

 03/2015

About is the first ethical consumer product comparison app and website

PROBLEM

Cases such as Volkswagen and Mitsubishi show that society wants to know more about the impact that producers of consumer goods have on the environment, society, and our health.

SOLUTION

Using methods and software developed jointly with teams from the Autonomous University of Barcelona (UAB), Economists without Borders, and Rovira i Virgili University (URV), About analyzes and automatically scores from 1 to 10 the impact of thousands of consumer products on the environment, society, and health.

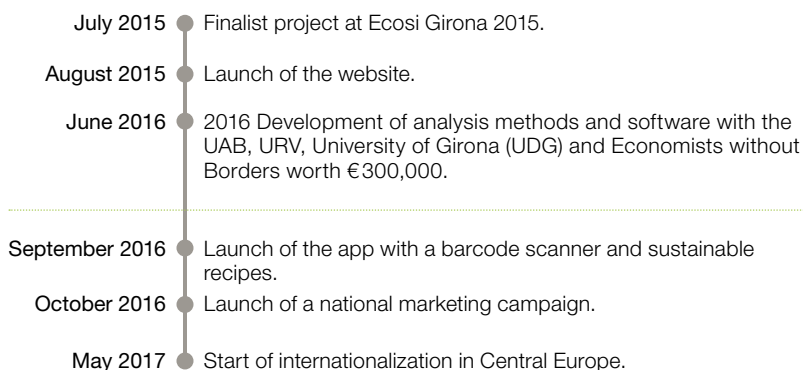
BUSINESS MODEL

About has two business models: B2C based on CPA, CPM, and shipping, and B2B based on using the scores as a private label for third parties and marketing automatic scoring software for products with sustainable connotations.

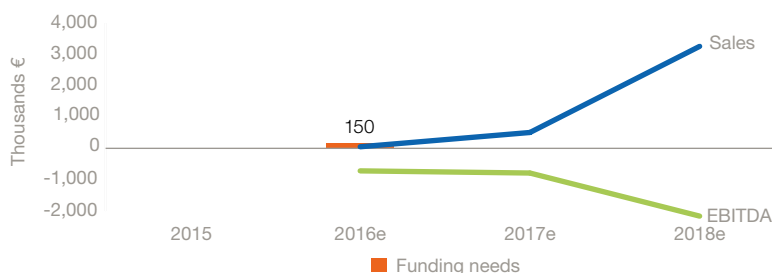
COMPETITION

Traditional e-commerce price comparison and aggregator sites: Kelkoo, Carritus, Soysuper, Twenga.

MILESTONES



FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €30,000 per month

€150,000 for internationalization.



CONTACT

Tabaré Majem
Pl. Octavià, 2
08172 St. Cugat del Vallès (Barcelona)
Tel. 600 938 371
tabare@about.eu

TEAM



Tabaré Majem
CEO




Giancarlo Cammarota
CMO




Xavier Javaloyas
Product Manager




Andreu Recasens
Software Engineer

ASK THE ENTREPRENEUR

Tabaré Majem

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

Not achieving the relevance we need. We will counter this by investing €100,000 in marketing.

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

As a leader in sustainability and responsible consumer spending.



€170,000




€244,000

2 BONELESS GRILLS

bonelessgrills.com

Industrial systems

 01/2013

Exclusive innovation

PROBLEM

A barbecue is an everyday tool that has not significantly changed over the last 60 years. Our customers are looking for the design and innovation that other gadgets already have in the 21st century.

SOLUTION

Our Smart Barbecues can automatically cook any foodstuff in line with our customers' preferences, at the right temperature and for the right time. They can be controlled remotely from a smartphone. They have a sleek design and are geared towards customers with high purchasing power.

BUSINESS MODEL

We sell directly (75% margin) through large dealers (45% margin), primarily in the US, Canada and northern EU. The main costs are manufacturing.

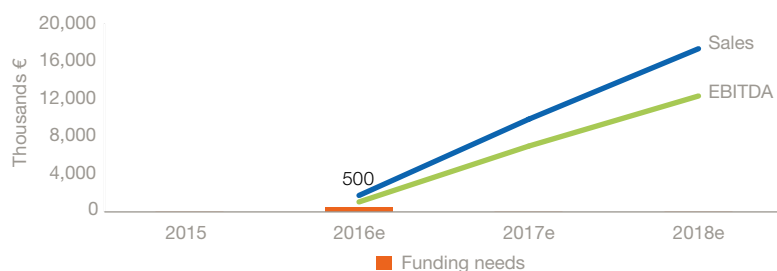
COMPETITION


There isn't any with this smart feature, but there is competition in the premium sector: Cal Flame, Lynx, Kalamazoo, and Alfresco.

MILESTONES

- February 2015 ● Smart technology and IoT that nobody else has.
- March 2015 ● 2nd prize in the Vesta Awards (the most important in the industry).
- December 2015 ● Setting up in the US and Canada.
- October 2016 ● Open office and showroom in Florida.
- December 2017 ● Gain 0.1% of the US market (this is 14,000 units a year).
- December 2018 ● Expand the catalog to other household appliances to enhance IoT.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €2,000 per month

In the 1st funding round in 2016 we would like €500,000 from venture capital or industrial investors to meet minimum inventory, establish the organization and drive sales. We have invested €200,000.

Boneless Grills

CONTACT

Roger Guasch Arambudo
C. Sant Fructuós, 47
08004 Barcelona
Tel. 633 556 155
roger@bonelessgrills.com

TEAM



Alfredo Beltrán
CEO



Roger Guasch
CFO



Rubén Campos
CIO



Marcos Regueiro
CTO



Generalitat de Catalunya

ACCIÓ

**catalunya
empren**

ASK THE ENTREPRENEUR

Roger Guasch Arambudo

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

If we do not move fast, soon other competitors may develop our tech and seize our market share.

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

Diversifying products and expanding into new countries; making a name for ourselves in the US as a benchmark for innovation in the sector.



€200,000



€0

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3

BOUND4BLUE

bound4blue.com

Sustainable mobility industries

07/2014

Sails to save on fuel and reduce maritime transport emissions**PROBLEM**

Maritime transport has two problems: 1) The cost of fuel accounts for around 70% of operating costs; 2) It generates 3% of global CO2 emissions, and new regulations require this to be reduced.

SOLUTION

Install a rigid sail to reduce the use of the engine, with a non-symmetrical airfoil section and capable of directing, reversing and folding itself, at a lower cost than other conventional sails. The rigid sail pushes the boat, and this translates into fuel savings and reduced emissions.

BUSINESS MODEL

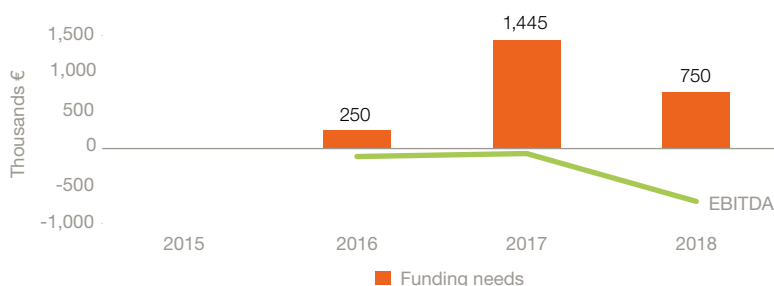
The revenue model is based on engineering services to tailor the product to each customer and on licensing the technology, with a cost structure typical of the engineering sector and a net margin of between 30% and 40%.

COMPETITION

Rigid sails (Wind Challenger), dynarig sails (Maltese Falcon), kites (SkySails) and Flettner rotors (E-Ship 1).

MILESTONES

- September 2015** ● Series A closed (€385,000) with the project incubated by the European Space Agency.
- December 2015** ● Letter of support with potential customers. 7 patents granted (EU, USA, China, and Japan).
- June 2016** ● Validation of the sail reversal and folding system.
- December 2016** ● 5-meter prototype built.
- July 2017** ● Sail validation on a wind farm.
- December 2017** ● Installation of two operational scale sails on a real vessel.

FINANCIAL PROJECTIONS AND FUNDING NEEDS

€24,000 per month

Series B for €1,300,000 to make two sails and do trials on land and on board and get to market. We have €600,000 in advanced negotiations.

CONTACT

José Miguel Bermúdez
C. Esteve Terrades, 1 Parc UPC - Ed. RDIT
08860 Castelldefels (Barcelona)
Tel. 665 906 052
jmbm@bound4blue.com

TEAM

José Miguel Bermúdez
CEO



David Ferrer
CTO



Cristina Aleixendri
Business Developer
& Lead Aerodynamics
Engineer



Francisco Sáenz
Lead Mechanical
& Structural Engineer

**ASK THE ENTREPRENEUR**

José Miguel Bermúdez

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

The market entry of large ships, where we would like to have the support of relevant companies and institutions.

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

Our vision is to become a leading engineering company in the sector, delivering engineering services and/or licensing the technology.



€80,000



€455,000


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4

BOXMOTIONS

boxmotions.com

Sustainable mobility industries

 04/2016

Store your physical things in the cloud with Boxmotions

PROBLEM

We hoard lots of stuff we do not use much. Current rental storage units force us to spend time and effort on transporting items, plus they also have static prices that do not adapt to what we want at any given time.

SOLUTION

Boxmotions is smart storage that picks up your stuff, keeps it, and gives it back to you anytime and anywhere. Without leaving your home or the office, you can manage your things online and it is 20% to 30% cheaper than a rental storage unit.

BUSINESS MODEL

Subscription model (price varies depending on space). Cost of facilities low compared to self-storage that makes it possible to subsidize collection while maintaining a good margin. Cost of deliveries passed on to the user (flat rate).

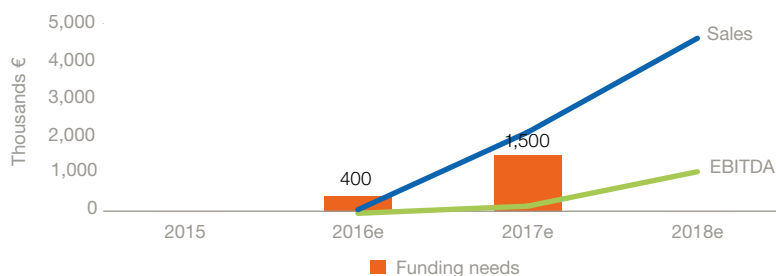

COMPETITION

Bluespace, Mr Traster, etc. (Spain) – Self-Storage (conventional proposition) Makespace (USA), Spaceways (GB) - similar value proposition.

MILESTONES

- March 2016 ● Logistics model and 1st system version (web app) developed.
- April 2016 ● Validation: market segments and product-market fit.
- May 2016 ● Start of trading and marketing: first customers gained.
- June 2016 ● Lock-in of strategic partners (P2P rentals and P2P marketplaces).
- September 2016 ● Acquisition 100 customers with own resources (turnover €6,000 a month) and validation of pricing.
- December 2016 ● Start of operations in Madrid.

FINANCIAL PROJECTIONS AND FUNDING NEEDS


 €5,000 per month

We are opening a 1st round for €400,000 (50% equity loan and 50% BA/VC) to accelerate market acquisition in Barcelona and Madrid. Subsequently a 2nd round of €1,500,000 for positioning as a leader in southern Europe.



CONTACT

Àlex Corbacho
C. Rosselló, 184, 3r
08008 Barcelona
Tel. 667 491 727
alex.corbacho@boxmotions.com

TEAM



Àlex Corbacho
Co-founder



Pol Karaso
Co-founder



Generalitat de Catalunya

ACCIÓ **catalunya
empren**

ASK THE ENTREPRENEUR

Àlex Corbacho

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

Entry of an American competitor before we are well positioned. We will address this through our growth rate and partner lock-in.

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

Dominating the new European and South American market and being acquired by an American player.



€60,000



€0

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5 ECOHORTUM

ecohortum.com

Food Industry



12/2012

The revolution in urban kitchen gardens. Design and manufacture of crop tables and kits. We are an eco-company based on a sustainable development model. Our proposition is to extend agroecology in the urban and rural sphere through growing food at home.

PROBLEM

Not everyone can grow food at home with today's urban kitchen gardens. People do not know how to grow crops at home with limited space and a lack of purchasing power.

SOLUTION

We have developed the first small urban kitchen garden allowing cultivation anywhere in the home, outside or inside and all year round.

BUSINESS MODEL

We market our products through retail B2B: toy, garden, home, gift, publishing, biofood, garden DIY stores. Corporate B2B and online B2C. Retail price €20, cost < €3.

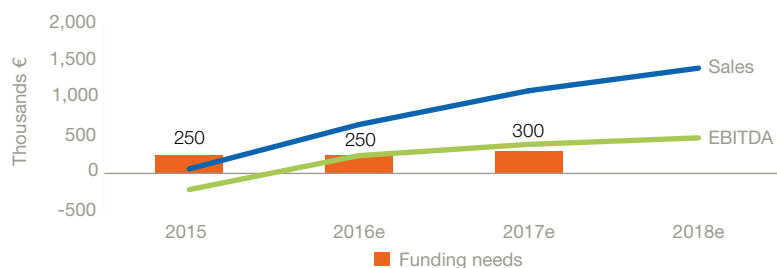
COMPETITION

There are other kits, but they all involve transplanting. You have to transplant to the terrace, balcony or garden. E.g. Fitó, Batlle.

MILESTONES

- May 2016 ● WestWing, 500 units.
- June 2016 ● Imaginarium, 2,000 units (400 outlets in 30 countries). Travel Club, 1,000 units (points catalog).
- July 2016 ● Agreement with EDUCA toys for distribution.
- September 2016 ● Distribution agreement with Semillas Batlle, 30,000 units.
- November 2016 ● Enter the BP, la Caixa and Travel points catalog 50,000 units.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



€25,000 per month

€250,000, 2nd quarter of 2016. Inventory, marketing, innovation, internationalization, crowdfunding, business angels, accelerator. We have €130,000.



CONTACT

Carlos Llevat
Pg. Manuel Girona, 6, baixos
08034 Barcelona
Tel. 933 487 768
cllevat@ecohortum.com

TEAM



Carlos Llevat
Founder and CEO



Generalitat de Catalunya

ACCIÓ catalunya **empren**

ECOEmprendedorXXI

Incubaeco
Incubación para ecoemprendedores

Spain Startup
The South Summit

ASK THE ENTREPRENEUR

Carlos Llevat

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

The market needs to mature. You have to be everywhere.

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

Leaders in the field of urban agroecology development.



€180,000



€257,000

6

ENERBYTE Smart Energy Solutions

enerbyte.com

Chemical, energy and resources industries

 06/2012

The energy efficiency GPS in the residential sector based on big data techniques with digital electric meter data

PROBLEM

Power companies need to improve their relationship with their customers and evolve by offering more value, increasing customer loyalty and retention, and generating new lines of revenue.

SOLUTION

A series of tools for digitizing the company-customer relationship. Based on advanced data analysis algorithms that provide customer intelligence for new cross-selling business to a gamified energy management mobile app.

BUSINESS MODEL

B2B2C: Software as a Service (SaaS) and revenue sharing (marketplace). 80% of costs are for highly qualified personnel. The margin increases with the aggregate number of users served.

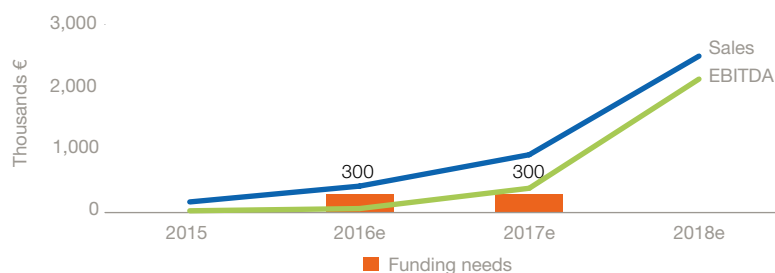
COMPETITION

In-house development, consultants. Key competitor: OPOWER (recently bought by Oracle for \$530 m).

MILESTONES

- December 2015** ● Approval of the European ERA-NET Cofund Smart Cities Parent project (replica project in Barcelona, Amsterdam, Brussels, and Bergen).
- February 2016** ● Mobile Premier Awards 2016 finalist.
- April 2016** ● Contract renewal with Barcelona City Council, Guipuzcoa Provincial Council and Electra Caldense.
- July 2016** ● Start of production of big data and analytics infrastructure capable of serving millions of users.
- October 2016** ● Integration of smart meter use data access technology.
- November 2016** ● Signature of a contract with a large national company currently under negotiation.

FINANCIAL PROJECTIONS AND FUNDING NEEDS


 €28,000 per month

€600,000 in two phases (50%: 2016 and 2017) for company consolidation and growth, international sales and team. Funding pool combined with long-term debt and equity. Consolidated revenue in 2017: €300,000



CONTACT

Pep Salas Prat
C. Pelai, 32, 3r 2a
08001 Barcelona
Tel. 678 403 375
pep.salas@enerbyte.com

TEAM



Roger Segura
CEO



Pep Salas
CSO



ASK THE ENTREPRENEUR

Pep Salas

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

Regulatory risk holding back sales. Mitigation with good shareholding and financial structure.

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

One of the major driving forces for change in the energy model with a global impact.



€6,000



€250,000

7 EXOTICCA

exoticca.com

Cultural industries and experience-based industries

05/2013

The first 100% online travel agency specializing in package holidays

PROBLEM

Package holidays that include flights, accommodation, guided tours, private transport, etc. are expensive, buying them on the internet is tedious and the online range is meager and not very innovative.

SOLUTION

Exoticca makes it possible to buy trips online that until now could only be found in traditional bricks-and-mortar agencies, using a very simple and pleasant process and always at an unbeatable price as a result of disintermediation, specialization, and direct negotiation with suppliers.

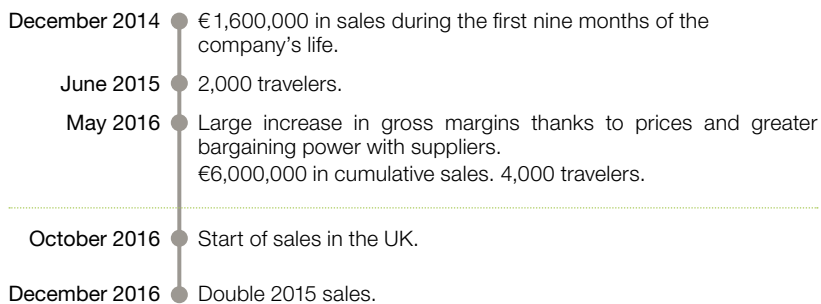
BUSINESS MODEL

We create a complete travel package and put it on sale on the website where the customer can choose the airport and departure date, the quality of hotels and various supplements.

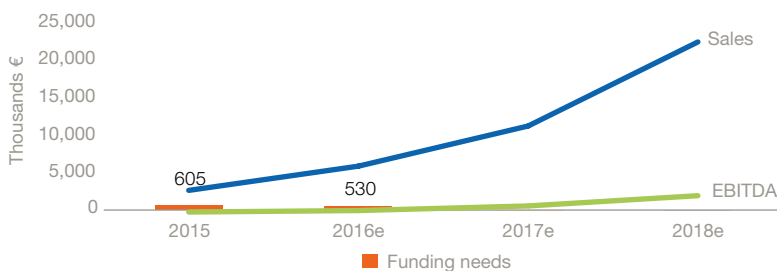
COMPETITION

Offline travel agencies specializing in traditional package holidays (Kuoni, Catai, etc.) and general online agencies (Voyage Privé, etc.).

MILESTONES



FINANCIAL PROJECTIONS AND FUNDING NEEDS



€20,000 per month

We are carrying out a €530,000 funding round, which we will leverage with government grants and use to finance our internationalization plan, technological developments and marketing.

exoticcà
el mundo a tu alcance

CONTACT

Victor de Arquer Puig
C. Pujades, 51, 6è 2a
08005 Barcelona
Tel. 937 074 033
victor@exoticca.com

TEAM



Jesús Rodríguez
CEO
[in](#)



Xavier Fàbrega
CMO
[in](#)



Victor de Arquer
CFO
[in](#)



Generalitat de Catalunya

ACCIÓ catalunya
emprèn

ASK THE ENTREPRENEUR

Jesús Rodríguez, CEO

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

It is crucial that the market sees us as different from other agencies, and that is why we take great care over our communication, web design, customer service, and product.

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

Leader in the package holiday segment with a presence in the UK, USA, and LATAM.



€58,000



€224,000

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8

FASHIOP

fashiop.com

Design industry



04/2015

Fashiop is the first online personal shopper service aimed exclusively at men. New online assisted sales model for men's clothing (at full price) that combines the advantages of traditional store shopping and the scalability of online models

PROBLEM

Men do not enjoy shopping for clothes. They do not like having to find them, try them on and stand in line. However, they do want to look good while spending as little time on it as possible.

SOLUTION

Fashiop takes away this pain and makes it easy for men to dress in the style they want in a hassle-free way. It simplifies the entire purchase process through a bespoke personal assisted sales service using a personal shopper (no surcharge for stylists or logistics costs).

BUSINESS MODEL

Sales of clothing and accessories to end users with a margin on goods sold. Sale or return basis minimizes cash-flow crunch because stock does not have to be financed.

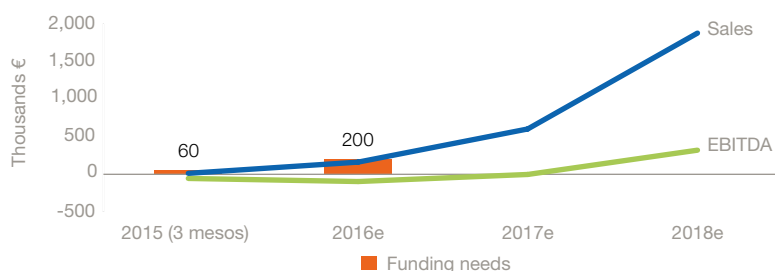
COMPETITION

The three most important competitors (USA, Central and Northern Europe and the UK) are Trunk Club, Outfittery, and Enclothed.

MILESTONES

- August 2015 • Commercial agreement with Conti multi-brand stores which has allowed us to have 100% of their stock without tying up cash.
- October 2015- May 2016 • Consolidated average order value €350. Each box is profitable by itself. Turnover multiplied by 2.5 in 7 months, which Enclothed took 9 months to do.
- February 2016 • Direct agreements with brands (Munich, Pepe Jeans, etc.) closed.
- December 2016 • Switch from Conti 70% - 30% direct agreements with brands (sale or return) supply to Conti 30% - 70% brands. Add technology that enables faster operations.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



€10,000 per month

Round 1 May-June 2016: €200,000 in equity (€100,000 crowdfunding; €100,000 investment forums). €112,500 committed via crowdfunding (18.5% of target); €50,000 via private investors. Use of funds: 45% growth (marketing); 20% technology; 35% personnel and cash.

fashiop
the easy shop for busy men

CONTACT

Carlos Solana
C. València, 287, 3r 1a A
08009 Barcelona
Tel. 609 087 963
carlos.solana@fashiop.com

TEAM



Carlos Solana
CEO & founder



Eduard Coves
COM & founder



Josep Zaragoza
CFO



Eduard Calvo
IESE Advisor



laSalle
Technova Barcelona

weGrow
IESE Growth Mentoring Program



Generalitat de Catalunya

ACCIO catalunya empen

ASK THE ENTREPRENEUR

Carlos Solana & Eduard Coves

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

Capturing and using key data (tastes, sizes, etc.). Solution: big data and technological support to personal shoppers.

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

Segment leader in Spain and Portugal and LATAM and the UAE. Also as responsible for a change in menswear buying habits.



€100,000



€162,800

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9 FILMARKET HUB

filmarkethub.com

Cultural industries and experience-based industries

07/2012

Make film projects happen

PROBLEM

Film industry professionals are not well connected and it is extremely difficult to bring projects together with producers and companies that can make them happen.

SOLUTION

A platform that brings the entire industry together in one place and provides an online marketplace for showing projects (films, documentaries, and TV series) to producers and companies in a convenient and organized way.

BUSINESS MODEL

The customer pays a registration fee to have their project in the online market for a while. We charge a fee based on the private financing obtained for a project. Additional services such as script analysis or online tools for film festivals.

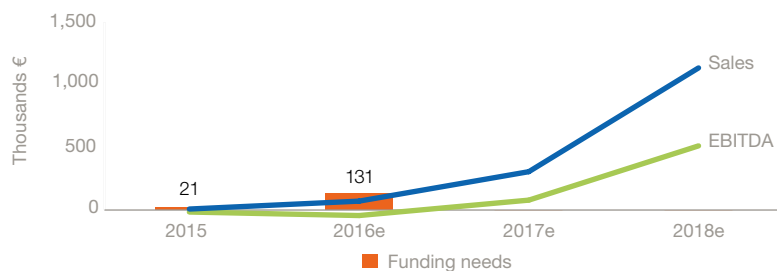
COMPETITION

The few similar platforms are focused on the US market, such as Slated, The Blacklist and Ink Tip. In Europe and LATAM there is no significant competition.

MILESTONES

- July 2015 • Agreement to be a Sitges Festival partner.
- May 2016 • Company selected for the Impulsa Visión program on Spanish national TV.
- June 2016 • Minimum viable product which has enabled us to validate our business model in the Spanish market with 4,000 users, billing, project-producer success stories, and support of the major industry companies and associations.
- November 2016 • Improving the platform to go from MVP to a beta version.
- December 2016 • Internationalization of the platform for LATAM (especially Mexico) and Europe.
- January 2017 • Adding a new service to connect projects with private investors interested in film tax relief.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



€4,000 per month

We propose a funding round of €150,000 in equity by the end of 2016. The company is also applying for Spanish Government and Europa Media grants. Funding is mainly for internationalization marketing and product-platform development.



CONTACT

Bernardo Gómez
C. Bailèn, 11, baixos
08010 Barcelona
Tel. 627 675 418
berni@filmarkethub.com

TEAM



Andrea Giannone
CEO
[in](#)



Bernardo Gómez
COO
[in](#)



Marc Agües
CMO
[in](#)



Cristiam Da Silva
CTO
[in](#)



ASK THE ENTREPRENEUR

Bernardo Gómez

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

The tendency of film producers to only produce their own projects or ones by trusted professionals. To avoid this, the market has to offer very high quality projects.

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

As a leading industry platform in the US and LATAM with a presence in the main international film markets/festivals, and options to be acquired by a US competitor.



€45,000



€14,000

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10 LUBITERUM

lubiterum.com

Cultural industries and experience-based industries

05/2015

Simple, FUN and Crazy!

PROBLEM

Lack of original cooperative themed and social multiplayer games with their own identity.

SOLUTION

We supply simple, addictive, fun, and crazy games that identify our brand and can be enjoyed by everyone. The theme, the originality of the situations presented and the multiplayer component make them into virtually unique products.

BUSINESS MODEL

The customer purchases the product from digital distribution platforms (Steam, PlayStation Network and Xbox Store) and online stores (Humble Store, Amazon, etc.).

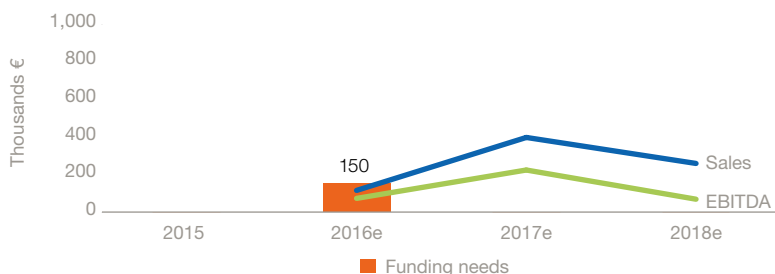
COMPETITION

Other studios making similar independent games such as Vlambeer and Dodge Roll.

MILESTONES

- June 2015 ● Winners of the GameBCN 2015 incubation process as the best videogame startup.
- October 2015 ● Contract with The Sidekicks/Plugin Digital, one of the best European publishers, getting a minimum guaranteed €20,000.
- March 2016 ● Launch of the project on the Steam platform (Early Access).
- June 2016 ● First sales of the Crazy Pixel Streaker game.
- June 2016 ● Final launch of the current project for PC.
- December 2016 ● Launch for consoles and mobiles.
- September 2017 ● Launch of the new project.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



€5,000 per month

We need investment of €150,000 in 2016 to make the console and mobile versions of our current project and to continue with the pre-production of a new project. We have a €60,000 ENISA loan approved conditional on that investment.



CONTACT

Joan Godoy
C. Almogàvers, 165
08018 Barcelona
Tel. 691 290 179
joangodoy@lubiterum.com

TEAM



Joan Godoy
CEO



Laro Saiz
CPO



Rober Rodríguez
Co-Founder



Israel Román
CTO



GAME BCN incubio

ASK THE ENTREPRENEUR

Joan Godoy

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

Current market saturation. We will counter this by creating products with a hallmark that makes us stand out from the rest.

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

Lubiterum will be a leading brand in the market for independent videogames with a large user community.



€4,000



€0

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11

MAPIT IoT

mapit.me

Industrial systems



04/2016

Do you have your motorbike under control?
MAPIT does.

PROBLEM

A motorbike disappears every eight minutes. Current systems are complicated to install and use up the bike's battery. They are based on 3G systems or depend on a mobile.

SOLUTION

MAPIT is easy to use, small, and does not need to be installed. It has an innovative communication system that is an alternative to 3G and extremely cheap to run. It can be used for other things (cars, people, etc.).

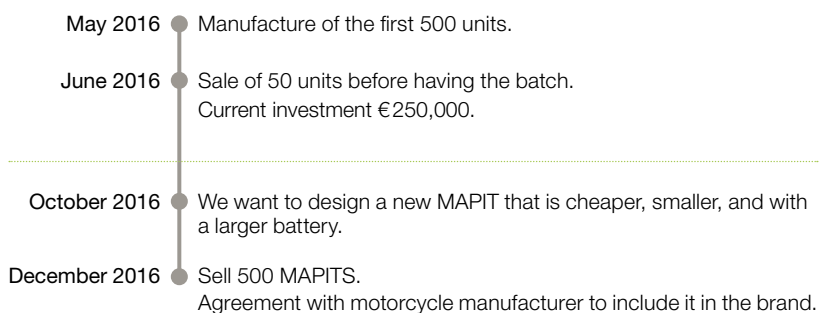
BUSINESS MODEL

There is initial income from MAPIT sales and an annual subscription to cover maintenance and communications. There may be independent premium payment services and agreements with industry brands.

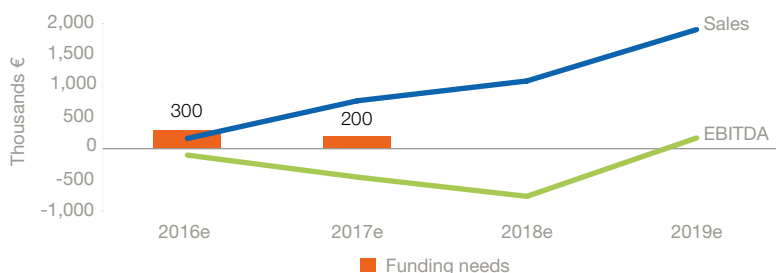
COMPETITION

Motorcycle alarm manufacturers. There is the Detector (from the insurer Grupo Detector) which has the most market share and 30,000 units per year.

MILESTONES



FINANCIAL PROJECTIONS AND FUNDING NEEDS



€20,000 per month

We need €500,000 to cover development and manufacturing of the new MAPIT and to enhance marketing. Distribution: personnel (20%), marketing (50%), and manufacturing (30%).



CONTACT

Javier Marcos Delgado
C. Casp, 172, 4B
08013 Barcelona
Tel. 935 321 361
jmarcos@mapit.me

TEAM



Javier Marcos
CEO



Andrés Aranda
CTO



ASK THE ENTREPRENEUR

Javier Marcos

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

Company and product unknown to the market → Establish contacts and salespeople in the sector.

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

It will have achieved a good market share and will be sold in Europe and the USA. Services to riders by app.



€100,000



€50,000

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12

MAPP4ALL UNIVERSAL ACCESSIBILITY

mapp4all.com

Sustainable mobility industries

03/2015

Wikipedia of accessibility

PROBLEM

Information on the availability of establishments and spaces in cities based on the needs of people does not exist. This is true whether we are talking about people who have disabilities, own pets or need to change a baby.

SOLUTION

We encounter people with special needs on a daily basis, in both touristic and everyday situations. Awareness and marketing campaigns will be used to document and update useful information.

BUSINESS MODEL

Users, who will keep information relevant and up to date; businesses, which will adapt their buildings and services; cities, which will provide citizens and tourists with quality information.

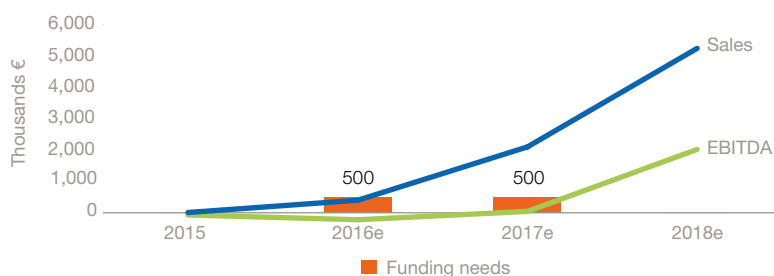
COMPETITION

Other apps and information platforms are available, but they are only targeted at certain audiences. Only big players such as Google Maps and Foursquare.

MILESTONES

- November 2015 ● startup4cities finalists.
- February 2016 ● Agreement with Fundació ONCE.
- May 2016 ● Platform chosen by the City Council to publicise the city's accessibility information.
- June 2016 ● Agreement with Fundació BCN Comerç.
- October 2016 ● Digitalisation of Madrid starts.
- January 2017 ● Digitalisation of Barcelona; more than 150,000 certified establishments in October. Internationalisation.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



€10,000 per month

We would like to get €500,000 - €1 million in order to build a technological development team, invest in marketing and achieve faster growth.



CONTACT

Josep Esteba
C. Santa Marta, 71
17200 Palamós (Girona)
Tel. 690 343 404
jesteba@mapp4all.com

TEAM



Jorge Lluch
Finance and Strategy Manager



Jose Maria García Valdecasas
Legal and Strategy Manager



Josep Esteba
CEO



ASK THE ENTREPRENEUR

Josep Esteba

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

Creating the user community needed to generate information. With heavy investment in marketing and the mapping of major cities.

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

As the only international platform providing cross-cutting information.



€85,000




€60,000

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13 MOVE ART MISSION

mamoriginals.com

Design industry

 07/2015

MAM is the Spanish market's leading brand of watches made of wood and natural materials

PROBLEM

The product is 100% designed in Barcelona. This product is unique and distinctive, because each piece is handmade. Customers cannot find high-quality and fashionable products made of natural materials in today's market.

SOLUTION

An ecological and sustainable product. Wood is hypoallergenic. It meets the needs of consumers aged 25-35 who like to look good, but are aware of and concerned about the environment and would like to surround themselves with alternatives to plastic and synthetic materials.

BUSINESS MODEL

MAM designs and manufactures its own products, which it sells through its website, paid advertising and other e-commerce platforms. This is its core business. MAM also uses markets, fairs and stores as channels for the sale and promotion of its products.

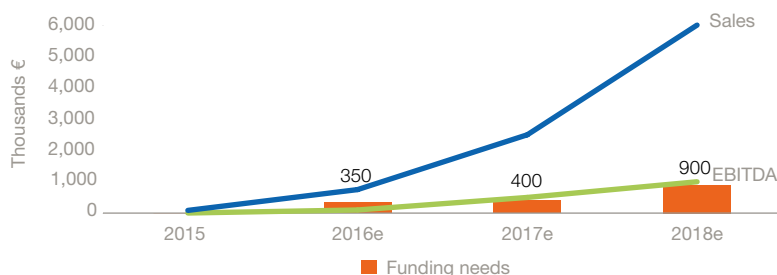

COMPETITION

Its main competitors are: WeWood, a pioneering Italian brand of wooden watches; Tense, a Canadian company focused on the luxury sector; Kerbholz, focused exclusively on the German design and architecture sectors.

MILESTONES

- May 2016 • Fortnightly turnover of more than €20,000.
- March 2016 • Gross margin higher than 70%.
- May 2016 • Offline business growth with more than 20 points of sale.
- December 2016 • Closing annual turnover of more than €750,000.
- June 2016 • +50,000 unique website users per month.
- June 2016 • Massive market response thanks to the celebrity Malú.

FINANCIAL PROJECTIONS AND FUNDING NEEDS


 €10,000 per month

A round of €350,000, of which we already have €150,000. This sum is required for product improvement and marketing investments. Needed by June 2016. The round will be financed through crowdfunding.



CONTACT

Jordi Enrique Albert
C. Sant Pere Més Alt, 40, local 2
08003 Barcelona
Tel. 647 905 509
jordi@mamoriginals.com

TEAM




Jordi Enrique Albert
CEO




Enoc Armengol Bermúdez
CCO




Nydia Parlade Tarres
CCO




ASK THE ENTREPRENEUR

Jordi Enrique Albert

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

Competition - the advent of new products and materials. Through R&D and marketing strategies.

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

A recognised brand with a strong market presence. Exponential growth.



€150,000



€110,000

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14

PLACE TO PLUG

placetoplug.com

Sustainable mobility industries

07/2015

Charging EVerywhere

PROBLEM

Electric vehicles have limited autonomy, and charging in a new area may not be possible. There is no interoperability between charging points. There should be a specific way to activate an area when someone wants to charge.

SOLUTION

A platform for charging anywhere. Users will be able to check the status of charging points or find new ones, and then book and activate them from their smartphones. Interoperability at all levels. A collaborative model, where one can also charge in places without public points.

BUSINESS MODEL

Users will pay an annual subscription fee of €12, and then €0.99 for each charging point booking that they make. In addition, it will be possible to make commercial use of the user community (personalised advertising).

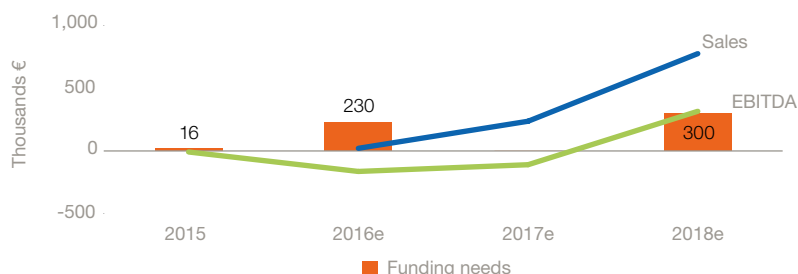
COMPETITION

ChargePoint is the market leader in the Americas. Plugsurfing and The New Motion are the leading platforms in Europe. They do not make use of the sharing economy.

MILESTONES

- February 2016** ● Internet application and Android apps published (more than 100 users currently using collaborative platforms).
- March 2016** ● Charging point activation tested successfully in Catalonia.
- May 2016** ● Agreement between Oslo and Barcelona for activation of their charging points.
- September 2016** ● Activation of charging points in Barcelona and Oslo.
- January 2017** ● Activation of charging points of the main European operators and cities.
- December 2017** ● More than 10,000 users in Europe.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



€6,000 per month

To complete the activation of charging points for major European cities and operators, we will need €40,000 for the technical staff. To make the business profitable it will be necessary to undertake marketing actions aimed at attracting customers (€190,000). Hence we need a total of €230,000 in investment capital.



CONTACT

Josep Cester Bofarull
C. Prat de la Riba, 6, 9-1
43001 Tarragona
Tel. 699 848 664
josep.cester@placetoplug.com

TEAM



Josep Cester
CEO
[in](#)



Marc Ruiz
CTO
[in](#)



David Pàmies
CCO
[in](#)



ASK THE ENTREPRENEUR

Josep Cester Bofarull

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

Low barrier to entry. It will be necessary to grow rapidly as a platform and reach agreements with big cities, as has been done in Barcelona and Oslo.

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

Place to Plug will be Europe's leading platform for the activation of charging points.



€3,000



€56,000

15

POPPLACES.COM

popplaces.com

Cultural industries and experience-based industries



02/2012

The European marketplace for per-day space rental for pop-up events and shops, which are revolutionising the retail sector

PROBLEM

Brands are having a difficult time finding spaces for pop-up events and shops. In contrast, many spaces in the city are vacant or underused.

SOLUTION

We connect space owners with brands, agencies and users that need them temporarily, thereby creating a new channel that will revolutionise the retail sector. Businesses can use pop-up shops to introduce products to new markets or to engage in online-to-offline commerce.

BUSINESS MODEL

Currently based on a 20% commission on the rental price negotiated between space owners and users. Other models such as revenue sharing are under development.

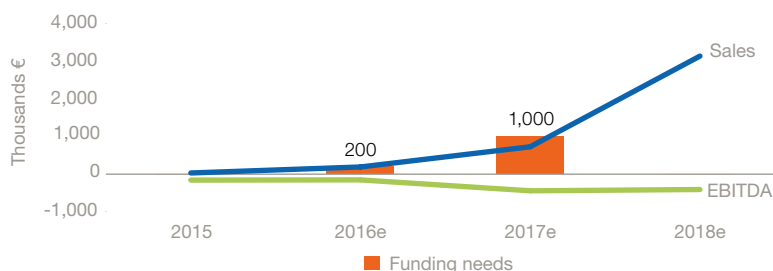
COMPETITION

There are no direct competitors in Spain, although alternative solutions are available. Al món, Appear Here (UK), Go-PopUp (Germany), MyPopCorner (France), What A Space (Italy).

MILESTONES

- February 2015 ● The Crowd Angel: €300,000 crowdfunding round
- February 2016 ● Global Pop-Up Alliance, Container Custom Partnership.
- March 2016 ● 3,500 users; 1,200 spaces in Spain and 2,500 in Europe; 1,600 requests.
- September 2016 ● Joint venture in Latin America.
- December 2016 ● Merger with a European competitor.
- January 2017 ● Smart Matching project.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



€35,000 per month

We are seeking €1,000,000 in European VC to be used for technological development and international expansion. While we are negotiating an agreement, we would like to open a bridge round of €100,000 - €200,000 in the form of a participative loan.



CONTACT

Karen Prats
C. Llacuna, 162-164, suite 206
08018 Barcelona
Tel. 902 014 075
hello@popplaces.com

TEAM



Karen Prats
CEO



David Pérez
COO



ASK THE ENTREPRENEUR

David Pérez

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

Customer bypass. We will resolve this by providing relevant value and thus achieve repetition and loyalty.

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

As the leading platform in the temporary retail space rental sector.



€40,000



€500,000

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16

SCM - EURAKOS

eurakos.com

Sustainable mobility industries

04/2012

Eurakos, the virtual currency for consumers and businesses!

PROBLEM

Bitcoin has revolutionised markets and created great interest and use potential, but it is having a difficult time accessing the consumer market.

SOLUTION

Eurakos is an online system for negotiation and payment between consumers and businesses which has no implementation cost for businesses. Eurakos allows virtual currency payments to be made through free negotiation and customer loyalty building. Businesses can receive advance payments from their clients in exchange for offering a percentage of their products.

BUSINESS MODEL

The business model is based on 1% of the cash-in sum (money that consumers pay into their Eurakos accounts) and 10% of the extra money that consumers receive through shop offers.

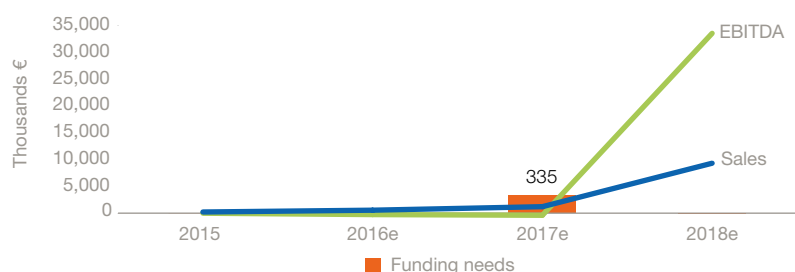
COMPETITION

125 complementary currencies are registered in Europe. Bitcoin operates worldwide but does not target the consumer market.

MILESTONES



FINANCIAL PROJECTIONS AND FUNDING NEEDS



€8,000 per month

We need €500,000 for 2016, which we will use for commercial development (50%), marketing (40%) and technical and legal development (10%). The return on investment 3 years on is 3-5 times the original investment.



CONTACT

Josep Lluís de la Rosa i Esteva
C. Emili Grahit, 91 (Parc Científic i Tecnològic)
17003 Girona
Tel. 644 363 998
pepluis@silver.udg.edu

TEAM



Josep Lluís de la Rosa
Founder & CEO



Lucas Sturm
CCO



Iñaki Bedoya
CTO



ASK THE ENTREPRENEUR

Josep Lluís de la Rosa i Esteva

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

Technological, operational and legal scalability. For this reason we will continue to invest in money as a service technology with Ethereum blockchain and smart contracts for mobile devices to eliminate barriers to adoption.

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

SCM will be the leading supplier of micro-negotiation services with Eurakos as the currency needed for the internet. As a solution free of commissions enabling every transaction to have the money required to make it happen. In addition, the company, as creator of the currency, will play a key role in the management of third-party services regarding the currency.



€0



€65,000

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17

SKOOLPOINT

skoolpoint.com

Cultural industries and experience-based industries

07/2014

Skoolpoint optimises the daily management of schools, strengthens school-family communication, enhances student safety and provides a content library for all ages. It employs a freemium business model that allows us to access a majority market which is underserved by the competition

PROBLEM

Schools want software that will facilitate their work and their relationships with families. Existing solutions are cost-prohibitive for public schools, and mobile environments present usability and adaptation issues.

SOLUTION

A SaaS application affordable to all schools which is cloud-based, offers high levels of security and usability and is available for all mobile devices and tablets. It should also make good use of gamification, loyalty and referral systems.

BUSINESS MODEL

Freemium B2B2C, with a wide range of free services. Monetisation through recurring subscriptions taken out by both schools and users.

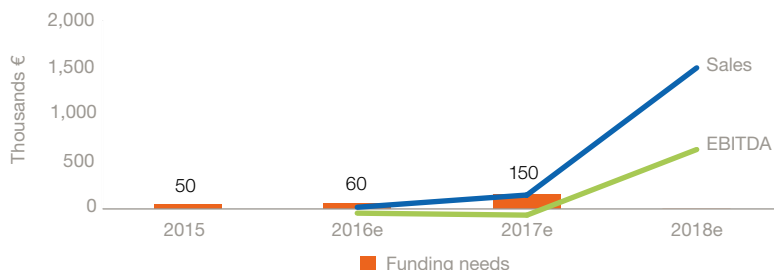
COMPETITION

Three main players: Alexia, Educamos and ClickEdu.

MILESTONES

- January 2016 • Visits to 30 schools, resulting in 30 signed letters of interest.
- March 2016 • Affiliation with Conector Startup Accelerator.
- June 2016 • €50,000 from the Catalan Institute of Finance (ICF). Contracts with visited schools signed.
- July 2016 • Launch of a new Web interface and mobile app versions.
- December 2016 • Close of ENISA procedures and investment round.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



€3,700 per month

In July 2016 we will open a €150,000 financing round. These resources will mainly be used to expand and grow the number of schools and users in Spain and for international prospecting.



CONTACT

Iker Gutiérrez Avendaño
C. Uruguai, s/n, oficina C-4
43007 Tarragona
Tel. 644 432 431
iker.gutierrez@skoolpoint.com

TEAM



Iker Gutiérrez Avendaño
CEO



Toni García Gutsens
CTO



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Conector
Startup
Accelerator

ASK THE ENTREPRENEUR

Iker Gutiérrez

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

The entry of new competitors with similar models. Market positioning, accumulated know-how and exclusive agreements with other companies.

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

Serving a large number of users with hyper-segmented data that will attract the interest of a large education or big data company.



€3,000




€60,000

18

SMALLE TECHNOLOGIES

smalletec.com

Chemical, energy and resources industries

 07/2012

Small scale energy harvesting

PROBLEM

Power for buoys is in short supply. Oceanographic, weather and maritime signalling buoys, as well as those used in aquaculture, do not always have enough electrical power to fulfil their functions.

SOLUTION

Smalle has designed eForcis, an electrical generator powered by waves. It can be installed in buoys to supplement or replace solar panels or to avoid the copious use of batteries. Current solutions are unable to withstand marine corrosion.

BUSINESS MODEL

eForcis will be sold to 3 markets: data buoys, marker buoys and fish farms. In all 3 cases it will be sold through key sector distributors, and revenues will be those donated via product sales.

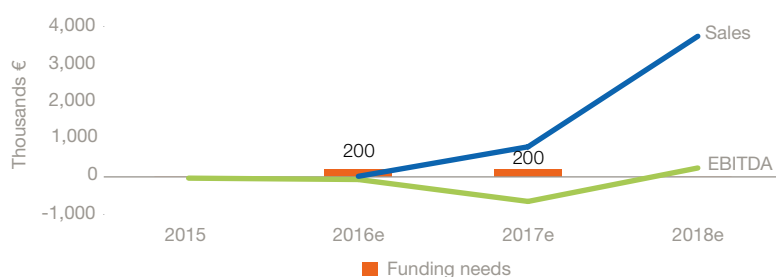
COMPETITION

A similar project, Witt Energy, exists in the UK. Field tests of the device are planned to start in the summer of 2017.

MILESTONES

- July 2013 ● Selected for incubation by Fundación Repsol.
- December 2015 ● Trial performed in partnership with Fugro Oceanor, a leading buoy manufacturer.
- February 2016 ● Patent application for eForcis.
- June 2016 ● A second trial with Fugro Oceanor.
- September 2016 ● Trial carried out on a fish farm (Andromeda Group).
- December 2016 ● Distribution agreement signed with Fugro Oceanor.

FINANCIAL PROJECTIONS AND FUNDING NEEDS


 €15,000 per month

€200,000 from private sources and €200,000 from public sources in the second half of 2016 (€30,000 already committed). Investment is needed to create a sales structure to meet the needs of our stated strategy and to fund the company.



CONTACT

Héctor Martín
C. València, 414, 3r 1a
08013 Barcelona
Tel. 647 826 099
hmartin@smalletec.com

TEAM



Héctor Martín
CEO



Rubén Carballo
Design Manager



ASK THE ENTREPRENEUR

Héctor Martín

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

A company in the UK is working on a similar project. We must be very quick to enter the market.

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

We will likely take on a technology partner such as Fugro Oceanor and be bought out by it.



€41,000



€375,000

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19 SNACKSON

snackson.com

Cultural industries and experience-based industries

 02/2015

Learn in 5 minutes

PROBLEM

Training workers and partners quickly using smartphones.

SOLUTION

With Snackson, companies can train their teams easily and effectively using mobile gamification dynamics. More comfortable, simpler and more effective.

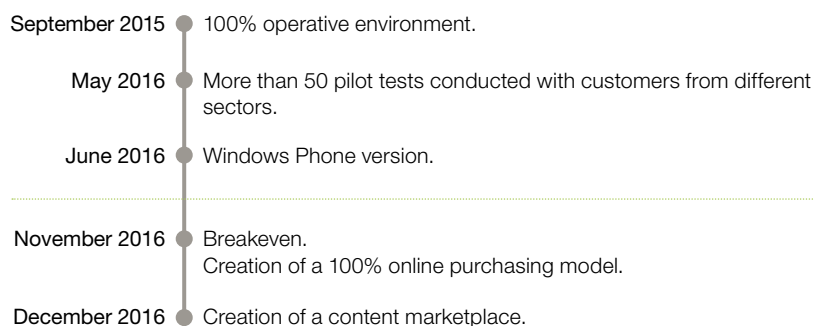
BUSINESS MODEL

We sell Snackson licenses, which include on-demand customer support. We sometimes offer production support, and we are preparing a content marketplace.

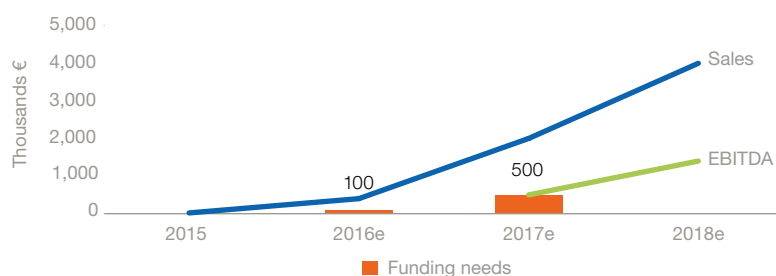
COMPETITION

Fight2Learn, Retame, Grovo.

MILESTONES



FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €20,000 per month

€100,000, with the aim of developing new features, creating a marketplace (partnerships with companies) and enhancing our international image.



CONTACT

Miguel Ángel Muras
C. Llacuna, 162, mòdul 207
08018 Barcelona
Tel. 633 507 269
miguel.angel@snackson.com

TEAM



Miguel Ángel Muras
Co-Founder



Jordi Pizarro
Co-Founder



Generalitat de Catalunya

ACCIÓ catalunya
emprèn

ASK THE ENTREPRENEUR

Miguel Ángel Muras

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

Strengthening our position as a key solution-provider within the industry. We must create a marketplace and become a business channel.

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

As a leading solution provider in smartphone training and communication.



€150,000



€0

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20 SOCIUMFOOD

socium.cat

Food Industry



02/2015

The sensible way to shop

PROBLEM

Hundreds of thousands of excellent-quality products never reach the public due to a lack of resources on the part of producers. This leads to a 50%-70% increase in prices due to the need for middleman services to market and distribute products.

SOLUTION

Our platform brings producers and consumers together in order to ensure that the former can expand their markets and the latter can buy high-quality local products without the need for middleman services. We manage all orders on a weekly basis from our distribution centre in Barcelona.

BUSINESS MODEL

An annual €50 fee for producers; a 23.7% margin for all products sold; a 23.7% margin for all activities and workshops we organise at our facilities; 10% of sales through in-store concessions which, through a recent agreement, we will install in 10 supermarkets strategically located throughout Barcelona.

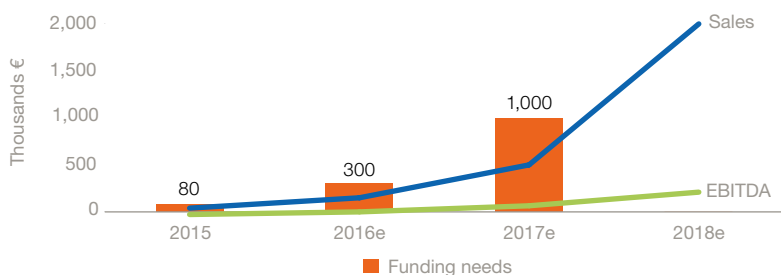
COMPETITION

www.ulabox.com: sells the same products as any other supermarket while offering a very good Web user experience. www.latavella.cat: sells ecological products from their own garden (limited quantities) and from around the world. As an employment foundation, it is not profit-driven.

MILESTONES

- 2015 ● Start of operations of our own distribution centre (02/2015) + an activities and workshop centre, both in the centre of Barcelona (12/2015).
- 2016 ● 1,100 registered users (05/2016) + 118 affiliated producers (05/2016) + 2,000 products offered (05/2016) + €52,000 turnover in 15 months (05/2016).
- October 2016 ● + Development of the in-store concession model in other physical stores in Barcelona.
- December 2016 ● Breakeven + Development of new website.
- February 2017 ● Development of new apps for iOS and Android.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



€8,000 per month

We need €300,000 to be invested as follows: 55% for marketing; 20% for IT (new website and app); 15% for wages and salaries; 10% for business development (analysis: testing with the aim of replicating the model).



CONTACT

Oriol Rey
C. de Salvà, 44
08004 Barcelona
Tel. 931 796 103
info@socium.cat

TEAM



Oriol Rey
CEO & Founder



Generalitat de Catalunya

ACCIÓ catalunya
emprèn

ASK THE ENTREPRENEUR

Oriol Rey

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

Losing focus of our core business. Improving our platform and services in order to consolidate our position as a viable alternative for all stakeholders.

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

Well-positioned in Catalonia with our business model replicated in 5 countries.



€80,000



€80,000

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21

STAYFORLONG

stayforlong.com

Cultural industries and experience-based industries



01/2015

Hotel booking platform specialised in extended stays

PROBLEM

Why should a customer spending 10 days at a hotel pay the same nightly rate as another who will only stay 2 nights?

SOLUTION

Rewarding customers with the best hotel booking prices/terms based on the number of nightly stays. More nights = better discounts. For example, our platform enables us to offer the best prices starting from 5 nights at 58% of hotels in the Spanish market.

BUSINESS MODEL

Commissions for intermediating between hotels/tourism suppliers and guests. 7% - 12% margins. User acquisition costs are the same irrespective of whether customers book a single night or 10 nights. We only invest in extended stays.

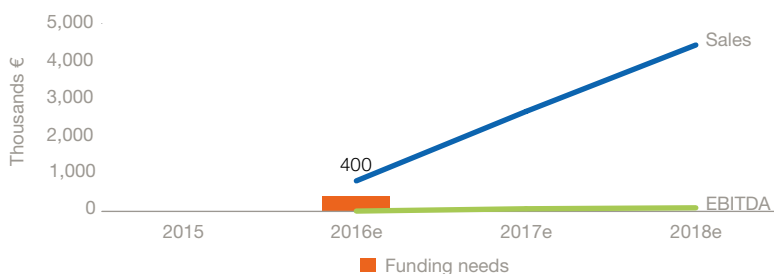
COMPETITION

We have no direct competitors. Our main indirect competitors are Weekend-esk, Travelrepublic and Travelbird.

MILESTONES

- March 2016 • Internet platform development.
- May 2016 • Partnership agreements with Skyscanner, Kayak, Minube and Tripadvisor.
- June 2016 • Integration with Skyscanner completed.
- December 2016 • Platform established for monitoring competitors' prices and automated publishing of our prices when they are lower. 2,000 bookings at pending quarter-end.
- March 2017 • Quadrupling of hotel inventory (from 90,000 to 360,000).

FINANCIAL PROJECTIONS AND FUNDING NEEDS



€8,000 per month

We need €400,000. These financial resources will be used to: open new markets (France and the UK); increase our portfolio of hotels and apartments (target: 360,000 establishments); expand our technological workforce; recruit technical staff. We have closed a €100,000 financing round.



CONTACT

Francesc López Castellet
C. Llacuna, 162, mòdul 204
08018 Barcelona
Tel. 930 003 348
flopez@stayforlong.com

TEAM



Luis Osorio Solé
CEO
[in](#)



Raúl Morón Sillero
CTO
[in](#)



Francesc López Castellet
Head of Business Development
[in](#)



ASK THE ENTREPRENEUR

Francesc López

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

Market entry requires a costly marketing campaign to position the brand.

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

Positioned in European markets; partnerships with 800,000 hotels worldwide.



€50,000



€100,000


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22

UBIKWA SYSTEMS

insylo.com

Food Industry

 05/2013

The smart way to monitor your farms' silos

PROBLEM

Livestock feed silo stock levels are controlled manually, making it impossible to optimise supply logistics.

SOLUTION

INSYLO is the first low-cost and easy-to-install solution that enables remote control of livestock feed silo stocks. The system consists of a latest generation device and cloud-based platform with apps and services for both farmers and feed distributors.

BUSINESS MODEL

The business model is based on selling the Insylo device and charging an annual per device fee for added-value cloud services. A leasing option payable as a single annual fee is also being considered.

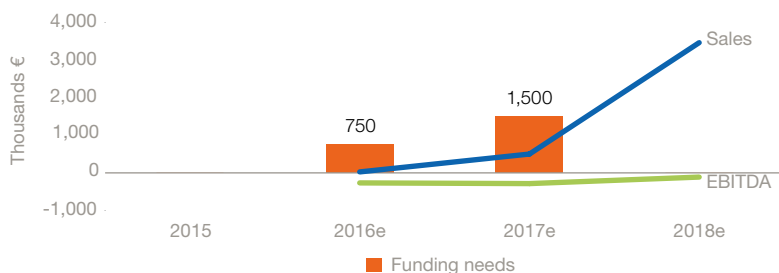
COMPETITION

The core technology used by our competition are weighing cells, which have a low level of market penetration due to their high cost and difficulty of installation.

MILESTONES

- July 2015 ● Winners of the 1st IoT Global Call (Telefónica, China Unicom).
- September 2015 ● High Flyers (Smart AgriFood) + €250,000 in funding.
- May 2016 ● Pilots on 4 farms in collaboration with key sector clients.
- June 2017 ● Industrialisation of the device.
Pre-marketing campaign (25 pilots with large corporations).
- July 2017 ● Start of worldwide marketing phase.

FINANCIAL PROJECTIONS AND FUNDING NEEDS


 € 30,000 per month

Budget: € 750,000 (industrialisation + pre-marketing campaign).

1st funding round: € 500,000.

Committed funding: € 250,000 (loans and grants).



CONTACT

Jaume Gelada Camps
Parc CiT de la UdG - Giroempren B.2.5
C. Pic de Peguera, 11
17003 Girona
Tel. 972 183 226
jgelada@ubikwa.com

TEAM



Jaume Gelada
CEO



Raquel Sáez
Managing Director



Generalitat de Catalunya

ACCIÓ **catalunya**
emprèn

ASK THE ENTREPRENEUR

Jaume Gelada

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

Delivering promised service levels to our customers and fulfilling their expectations. Solution: R&D investment and high quality standards.

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

Our goal is to make INSYLO the sector's standard setter and to operate worldwide.



€250,000



€500,000

23

VADECITY

vadecity.com

Sustainable mobility industries

04/2014

Smart Cities. Smart Solutions

PROBLEM

Bicycle theft is the main factor deterring the use of privately-owned bicycles, including electric bikes.

SOLUTION

Cycling around the city without worrying about how and where to park. Vadecity offers an intelligent, safe solution with minimal space requirements to meet the growing need for rotational parking. It also has spaces for helmets, and will thus promote their use.

BUSINESS MODEL

Sale and installation of physical product and technology; maintenance and possible operation of the system if the client so requires. The system will be sustained by revenue from user fees.

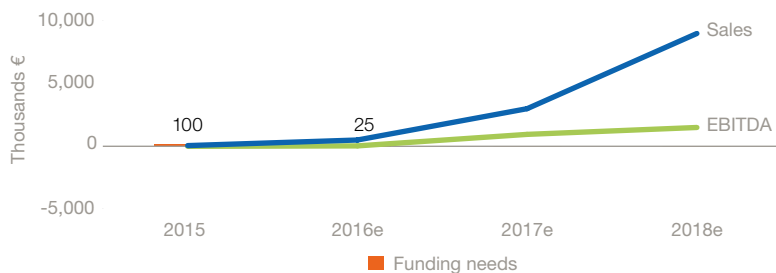
COMPETITION

Bicibox, Bicigloo, Biciberg, Bicipark and Falco UK.

MILESTONES

- August 2014 ● Winners of the BCN Open Challenge. Challenge 1.
- October 2015 ● First Vadebikebcn station set up in Barcelona.
- April 2016 ● Winners of the first phase of the H2020 SME.
- February 2017 ● Widespread implementation of the service in Barcelona.
- May 2017 ● National and international expansion.
- July 2017 ● Own electricity supply generated by solar panels.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



€5,000 per month

We are now seeking funding without a venture round. We would like to achieve an agreement with more strategic partners to help us improve our product/service and open new markets.



CONTACT

Marta Recasens Alsina
C. Sant Joan de la Salle, 42, 4t
08022 Barcelona
Tel. 610 760 092
info@vadecity.com

TEAM



Marta Recasens Alsina
CEO



Javier Achiaga Alvarez
GM



Generalitat de Catalunya

ACCIÓ catalunya **empren**

laSalle
Technova Barcelona

ASK THE ENTREPRENEUR

Marta Recasens Alsina

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

The main risk is lack of user acceptance. We can mitigate the risk by having a strong technology base that will enable us to make appropriate changes.

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

Installing parking stations worldwide.



€100,000




€0

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24 WASHROCKS

washrocks.com

Sustainable mobility industries

 10/2014

Spain's first commoditised on-demand laundry and dry cleaning delivery service. 100% mobile, same-day pick-up, 24-hour delivery

PROBLEM

Better things to do. Revolution in the domestic services sector.
Lack of time. Social changes in regards to purchasing habits.
Smartphone penetration. Technological developments focused on B2C.

SOLUTION

Flexibility: 7-23h, 7 days a week, two hour pick-up, delivery within 24h.
Price: we beat market prices through agreements with the industrial sector that leverage economies of scale.
Guarantees: done-at-home quality, comprehensive insurance.

BUSINESS MODEL

Our business model is that of a middleman service focused on B2C that charges up front and earns a 44% gross margin per transaction.

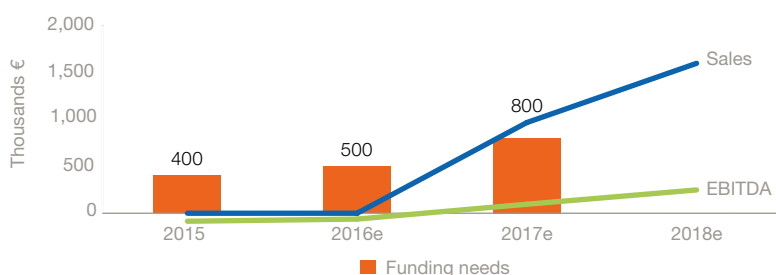
COMPETITION


Following the introduction of Washrocks, similar projects called Mr Jeff and Lavalockers have been launched.

MILESTONES

- January 2016 ● Successful launch in Barcelona and Madrid.
- April 2016 ● +4,500 orders.
- May 2016 ● +20% month-on-month growth in orders and turnover (YTD).
- June 2016 ● Continued exponential growth in Madrid and Barcelona.
- October 2016 ● Launch in a third major European city.
- September 2015 ● New features added to the app.

FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €25,000 per month

€500,000. To be used to acquire customers exponentially, add new features to the app and open new markets.



WASHROCKS

CONTACT

Iván Hernández Gonzalo
C. Muntaner, 354, 4t 2a
08021 Barcelona
Tel. 605 239 809
ihernandez@washrocks.com

TEAM



Iván Hernández Gonzalo
CEO




Ignacio Espada
CMO & Growth Manager




Alejandro Lorenzo
Advisor




Christian Rodríguez Fornos
Advisor


ASK THE ENTREPRENEUR

Iván Hernández Gonzalo

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

Growth from new customers falling short of projections. To remedy this, we will have to change our customer recruitment strategy.

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

As a European leader in our sector.



€65,000



€460,000

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