



Agremo

Agremo Ltd.

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CONTACT INFORMATION



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DETAILED COMPANY PROFILE

Founding year:
2015

Current stage:
Growth Stage
(we're out there and making money)

Founding received:
501 - 800k

Team size:
24

Members of incubators/
Accelerators/Programs:
No

Key technologies:
AI, Computer Vision, Precision agriculture, Machine Learning, Machine vision/sensing

Product one liner:

Online software for aerial imagery analytics using AI to provide intelligence for better agriculture.

Agremo solves problems of lack of accurate and early insights into crops being grown and lack of accurate data based on which to plan the future. Agremo is cloud-based software which uses insights extracted from aerial imagery to improve agricultural production and processes. It provides analyses and reports to add value to agriculture businesses using remote sensing and aerial images (typically collected using drones or satellites). By using image data and one of the many Agremo reports (the reports translate images into valuable information), it becomes possible to detect plant health issues, count plants, accurately assess losses and make better-informed decisions. Agremo has proven results with over 100 plant and crop types across all growing stages. Analyses have been used by more than 1500 users in more than 100 countries across the world. In the last 12 months Agremo has a rapid business growth: 5x revenue, 4x analyzed hectares, and 3x direct yearly subscribed customers. Among its clients, Agremo has the world's leading multinational agribusinesses and key industry players in the remote sensing and drone industry.

PRODUCT DETAILS

Product type:
Software

Customer focus:
B2B

Target market:
Global Market

Traction:
Generating more than 10k of Monthly recurring

FOUNDING, NETWORKING INTEREST AND SUPPORT

Looking for funding:
2 - 2.5 M

Networking with established companies:
Yes

Networking with advisors for global growth:
Yes



CodeBerry School

CodeBerry School Kft.

Budapest, Hungary

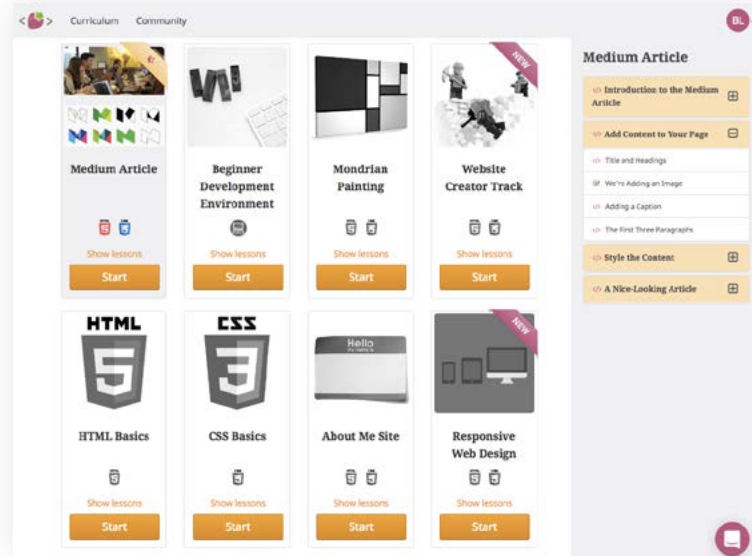
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CONTACT INFORMATION



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DETAILED COMPANY PROFILE

Founding year:

2016

Current stage:

Growth Stage (we're out there and making money)

Founding received:

301 - 500k

Team size:

65

Members of incubators/
Accelerators/Programs:

No

Key technologies:

Web/mobile tools

Product one liner:

CodeBerry is a fully localized & accessible coding school for non-English speakers.

The world will be short of 2 million IT workers by 2020. People want to learn coding but engaging and effective materials are available only in English. 97 % of the people strongly prefer to study in their mother tongue. For majority of people this is not English. CodeBerry uses localized, interactive materials and diverse online methods to teach programming. They have a subscription-based service, supported by a mentor, a community and online bootcamps. They connect top students to local companies and already have a strong presence on an untapped market, which has been estimated to €1B.

PRODUCT DETAILS

Product type:
Software

Customer focus:
B2C

Target market:
Global Market

Traction:
Generating more than 10k of Monthly recurring

FOUNDING, NETWORKING INTEREST AND SUPPORT

Looking for funding:
1 - 1.5 M

Networking with established companies:
Yes

Networking with advisors for global growth:
Yes



Ichorlock DNA isolation kit

IchorLabs

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matjaz.vogelsang@ichorlabs.org



CONTACT INFORMATION



Matjaz Vogelsang

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DETAILED COMPANY PROFILE

Founding year: **2017**
Current stage: **Seed Stage (working on a product)**
Founding received: **None**
Team size: **5**
Members of incubators/ Accelerators/Programs: **No**
Key technologies: **Medical devices & instruments, Genome sequencing**

Product one liner:

Innovative and proprietary DNA capture approach

Current DNA isolation technologies/kits do not allow extraction from larger sample volumes and do not protect DNA from degradation. Low yield isolation of cell-free DNA leads to unreliable liquid biopsy tests, including early cancer detection, relapse monitoring, prenatal diagnostics and organ transplantation monitoring. IchorLock™ DNA isolation kit uses innovative and proprietary DNA capture approach, with the following main features: accumulation of cell-free DNA from large volumes, cell-free DNA protection from degradation, universal capture of nucleic acids and simple DNA isolation workflow Proof of concept experiments performed.

PRODUCT DETAILS

Product type: **Physical product**
Customer focus: **B2B**
Target market: **Global Market**
Traction: **No traction**

FOUNDING, NETWORKING INTEREST AND SUPPORT

Looking for founding: **126 - 200k**
Networking with established companies: **Yes**
Networking with advisors for global growth: **Yes**



Blocknify

Blocknify s.r.o.

Prague, Czech Republic

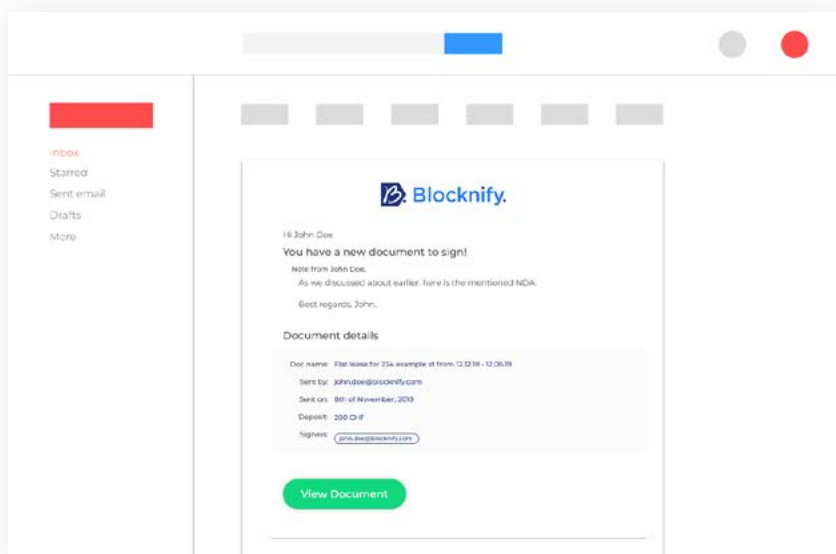
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CONTACT INFORMATION



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DETAILED COMPANY PROFILE

Founding year:
2018

Current stage:
Early Stage
(prototype ready and close to market)

Founding received:
26 - 75k

Team size:
6

Members of incubators/
Accelerators/Programs:

**Y Combinator's Startup School - Advisor
Track Fall 2018, StartupYard Spring 2018
Batch, F10 Winter 2019 batch, ICK virtual
partners**

Key technologies:

Blockchain, Web/mobile tools, API provider

Product one liner:

Legally sign documents and manage approval processes with privacy and trust built-in

Today businesses make a lot of promises around protecting personal data. More and more data leaks happen every day. Manual processes cost businesses trillions in overhead, inefficiencies, and lost sales. They require customers to come into a branch to sign papers to purchase a service or mail a contract hoping its delivered. Internal and external processes are only getting more complicated as regulation increases, resulting in delays, lost/ misfiled paperwork, or worse noncompliance. many businesses today have resulted in creating in-house solutions which are costly and take years to implement. Blocknify helps businesses digitize their processes by legally sign documents and create approval processes with privacy and trust built-in. It allows our customer to get contracts legally signed in seconds and automate their internal and external processes with privacy and trust built-in. Trust is built-in through placing their who can sign, who has signed, and process logic within Smart Contracts to ensure no one can modify or delete it. For privacy, they provide businesses with complete control of their data at all times by leveraging their existing storage solutions and only using data fingerprints, so they never have access to the actual data. They have worked with Raiffeisen Internation, Global Startup Awards awarded them best blockchain startup, and now they are a part of the Swiss Stock Exchange's FinTech Accelerator.

PRODUCT DETAILS

Product type:
Software

Customer focus:
B2B

Target market:
Global Market

Traction:
First users

FOUNDING, NETWORKING INTEREST AND SUPPORT

Looking for founding:
301 - 500k

Networking with
established
companies:
Yes

Networking with
advisors
for global growth:
Yes



Sharpense Platform & Engine

Sharpense Limited

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The image shows a screenshot of the Sharpense.AI platform. At the top, the logo and tagline 'Artificial Intelligence for engineers working with sensors' are displayed. Below, two main steps are highlighted: '1. Create an A.I. model' and '2. Get insights'. Under step 1, a line graph shows sensor data with a 'No A.I. coding required' label. Under step 2, a 'WARNING' alert is shown on a live graph, and a list of 11 insights is provided for historical data.

CONTACT INFORMATION



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DETAILED COMPANY PROFILE

Founding year:
2018

Current stage:
Seed Stage (working on a product)

Founding received:
1 - 25k

Team size:
4

Members of incubators/
Accelerators/Programs:
**Zeroth.AI, Hong Kong Y Combinator
Startup School**

Key technologies:
**Machine Learning, Big Data, AI, Software
engines, API provider**

Product one liner:

A.I. for engineers working with sensors

Over the past years more and more sensors have been connected to assets like bridges, tunnels, dams, pipelines, aqueducts and large mechanical machineries, mainly for two reasons: optimising and preventing failures. But after starting to collect sensor data, the bottleneck is quickly becoming the analysis itself, which is still carried out by engineers, manually. This makes it impossible to take advantage from the connected sensors to optimise and prevent failures, which requires to run these analyses at scale on thousands of signals and in real time. Sharpense Limited are solving this problem by using A.I. to make it easy to automate engineering analyses, at scale and in real time. While their technology is extremely complex, product is very simple to use: first, you create an A.I. model to automate the analysis, then you deploy it to get insights, both live and on historical data. It is also both scalable and flexible, and it can work in the cloud, on premises, seamlessly. Engineers get reports and alerts, Developers get APIs. Team founded the company in May 2018, immediately started pilots and build a pipeline of fifty customers of which they onboard six. They are working on use cases like monitoring bridges, sewage systems and aqueducts, large engines, and more. The potential revenue as of today is more than 300K US\$ per year, recurrent.

PRODUCT DETAILS

Product type:
Software

Customer focus:
B2B

Target market:
Global Market

Traction:
Generating less than 10k of Monthly recurring

FOUNDING, NETWORKING INTEREST AND SUPPORT

Looking for founding:
501 - 800k

Networking with established companies:
Yes

Networking with advisors for global growth:
Yes



BERGAFFE

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CONTACT INFORMATION



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DETAILED COMPANY PROFILE

Founding year:

2014

Current stage:

Growth Stage (we're out there and making money)

Founding received:

201 - 300k

Team size:

3

Members of incubators/
Accelerators/Programs:

build!, AplusB Programm

Key technologies:

E-commerce tools

Product one liner:

1 sports & travel brand for Millennials

BERGAFFE develops, crowdfund and market outdoorwear and gadgets for Millennials. They take care of environment issues and put the WOHOOO factor in their products.

PRODUCT DETAILS

Product type:

Physical product

Customer focus:

B2C

Target market:

Global Market

Traction:

Generating more than 10k of Monthly recurring

FOUNDING, NETWORKING INTEREST AND SUPPORT

Looking for founding:

301 - 500k

Networking with established companies:

Yes

Networking with advisors for global growth:

Yes



Splitly Pay

Splitly Pay srl

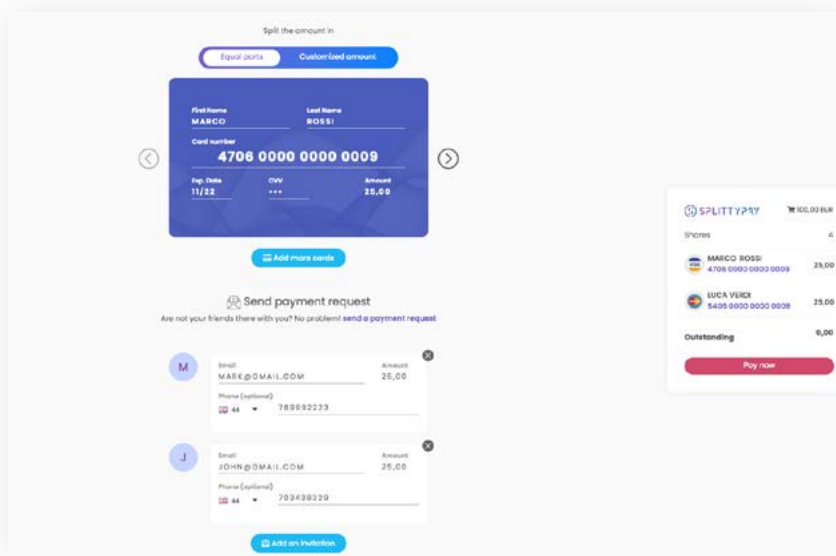
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CONTACT INFORMATION



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DETAILED COMPANY PROFILE

Founding year:
2018

Current stage:
Early Stage
(prototype ready and close to market)

Founding received:
301 - 500k

Team size:
8

Members of incubators/
Accelerators/Programs:
Polihub Milan

Key technologies:
Online payment processing, API provider

Product one liner:

Innovative payment platform that allows people to pay online purchases splitting the amount on multiple cards.

Very often people go through a bad payment experience during the purchase for several reasons: insufficient funds on the card, credit card limit obstacles purchases of relevant amounts, discomfort in collecting/anticipate money for others. B2B2C web-based software solution makes the payment phase for the buyer easier and on the other hand boosts sales for the merchant. Doing so Splitly Pay is able to reduce two negative KPIs for the seller: cart abandonment rate and percentage of transaction failed. Several fintech services try to solve the problem of split payment before (online moneybox) or after the purchase (P2P money transfer). The first could be a quite long process to collect money that doesn't fit with an online purchase and the latter usually requires that all the people download the same app and register a new account. Splitly Pay solution is easy and fast, available on the check out cart of the merchant and can be used by any people that own a credit or debit card. They are dealing with important e-commerce platforms in Italy and are ready to go on the market by the end of March.

PRODUCT DETAILS

Product type:
Software

Customer focus:
B2B

Target market:
Global Market

Traction:
First users

FOUNDING, NETWORKING INTEREST AND SUPPORT

Looking for founding:
501 - 800k

Networking with established companies:
Yes

Networking with advisors for global growth:
Yes



Dynamic Pricing Algorithms

Dynamitick srl

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Dynamitick



Product one liner:

AI dynamic pricing solutions to maximize sales and revenues

Dynamitick is a specialized company providing AI dynamic pricing solutions across different markets, with no impact on the sales structure. Thanks to unique and proprietary algorithms, validated by Tokyo Institute of Technology and Politecnico di Milano, Dynamitick calculates the best price to maximize sales and revenues. Dynamitick's algorithms take into account a wide range of variables in order to estimate the demand and calculate the best price for every product or service sold by the Company. Implementing a high-level predictive analysis makes possible to identify the exact place where demand and supply meet. Dynamitick is a technology company specialized in developing Dynamic Pricing solutions, founded in Milan (Italy) in February 2nd, 2016 with business offices in Rome (Italy), Toronto (Canada) and Boston (USA). Dynamitick has acquired a prominent role in the entertainment ticketing market and has recently entered the travel and eCommerce markets.

CONTACT INFORMATION



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DETAILED COMPANY PROFILE

Founding year:
2015

Current stage:
Growth Stage (we're out there and making money)

Founding received:
301 - 500k

Team size:
5

Members of incubators/
Accelerators/Programs:
Luiss Enlabs Rome

Key technologies:
AI, API provider, Special purpose algorithm

PRODUCT DETAILS

Product type:
Something else

Customer focus:
B2B

Target market:
Global Market

Traction:
Generating more than 10k of Monthly recurring

FOUNDING, NETWORKING INTEREST AND SUPPORT

Looking for founding:
None

Networking with established companies:
Yes

Networking with advisors for global growth:
Yes



Hedging Studio

Nordril Development

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CONTACT INFORMATION



Stefan Glawischnig

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DETAILED COMPANY PROFILE

Founding year:
2018

Current stage:
Early Stage (prototype ready and close to market)

Founding received:
76 - 125k

Team size:
5

Members of incubators/
Accelerators/Programs:
ABC Accelerator,, build!, Carinthian Enterprise Promotion Fund

Key technologies:
API provider,Marketplace services,Special purpose algorithm

Product one liner:

Comprehensive solution to optimize wholesale longterm energy buying.

Nordril develops financial software for enterprises that hedge commodities (such as oil, gas, copper, grain, etc.). Hedging is the process when a company procures or trades commodities on an energy exchange on fixed terms to deal with volatile prices. Their models can determine when, what and how much has to be hedged. Main target group are SMEs in the energy market or industrial enterprises with high demands of energy and a low degree of digitization. Their software is installed by customers or offered as a service (SaaS). Specifically, their application will enable the creation of optimized shopping lists for standardized products (Futures) on commodity exchanges. It is based on linear optimization methods that create purchasing plans at the touch of a button. Customers can digitize and standardize their hedging mechanisms and make them verifiable for risk management. The use of standardized routines results in savings potential for customers and in a better assessment of the trade-off between in-house production and trade. The focus on industrial enterprises and small to medium sized energy suppliers is their USP and in this form not yet covered in the market. Through the merger with the Slovenian consulting company Nordril d.o.o. they operate in an international network in the energy industry to improve and sell their solutions in the DACH area. They were supported by the build! start-up incubator, the University of Klagenfurt and the Carinthian Enterprise Promotion Fund.

PRODUCT DETAILS

Product type:
Application

Customer focus:
B2B

Target market:
Global Market

Traction:
First users

FOUNDING, NETWORKING INTEREST AND SUPPORT

Looking for founding:
126 - 200k

Networking with established companies:
Yes

Networking with advisors for global growth:
Yes



Y7

Yello

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www.yelloco.com

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CONTACT INFORMATION



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DETAILED COMPANY PROFILE

Founding year:

2015

Current stage:

**Early Stage
(prototype ready and close to market)**

Founding received:

5 - 10 M

Team size:

20 FTE

Members of incubators/
Accelerators/Programs:

Firestarttr is an investor in Yello.

Key technologies:

POS systems

Product one liner:

New generation marketing platform to digitalize in-person commerce

Yello's mission is to provide simple in-person end-to-end payment services and business services. It offers widely deployable new type of payment terminals as a service, open APIs, their YelloShop Services app store, together with Yello and third parties' business services (e.g. restaurant ordering software), end-to-end payment services, loyalty services, financial services (e.g. loans) and payroll services. Yello accepts universal payment methods: EMV contact / contactless, QR codes, magstripe cards, VISA, MasterCard, UnionPay, AMEX, JCB, SEPA DD & CT, Apple Pay, Android Pay, Samsung Pay, WeChat Pay, Alipay, Yoyo wallet and YelloPay. With Yello solutions sellers can increase online and instore sales by better knowing and communicating with the buyer, offering "all" payment options, moving from checkout staff to sales staff and reward loyal buyers. Yello also interconnects sellers functions: e.g. product description, inventory, ordering, payment, enables consistent interactions to buyer across all sales channels, use data to better manage back office. The company introduced its first product, the Y7 in 2016. It is now fully certified and industrialized. Yello now has 15 pilots or proofs of concept under way and three enterprise level major projects at contract level.

PRODUCT DETAILS

Product type:

Physical product

Customer focus:

B2B

Target market:

Global Market

Traction:

Generating less than 10k of Monthly recurring

FOUNDING, NETWORKING INTEREST AND SUPPORT

Looking for founding:

3 - 5 M

Networking with established companies:

Yes

Networking with advisors for global growth:

Yes



Rapid tester

Microbium d.o.o.

Ljubljana, Slovenia

www.microbium.si

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www.linkedin.com/company/microbium



Product one liner:

Tester for fast detection of bacteria in industrial raw materials.

On a daily basis, water-based paints producers are losing time and money because microbiological detection techniques give results in a timeconsuming manner and have not changed in the past 100 years. Each small to medium-sized company can generate a loss of up to 400,000 EUR per year due to late detection of contamination. Unfortunately, until now, industrial microbiology could not provide any method that would be able to measure the microbiology of samples in real time. Microbium developed a tester for fast detection of bacteria in water-based paints, which shortens the time of detection of bacteria from 2 days to 4 hours. Real-time detection of bacteria means efficient management of the production process and adequate quality control. The user can react to appearing contamination problems in real time, which results in reduced risk of paint spoilage. On the other hand, considerable savings are made in optimised consumption of chemicals such as biocides and fungicides. Together with a tester, Microbium provides a service. They designed a framework that includes a sampling procedure and protocol, identification of microbiological critical control points, statistical evaluation of results, interpretation of results and implementation of recommendations and measures, creating guidelines, thorough and extensive microbiological analysis in Microbium's laboratory and many other services.

CONTACT INFORMATION



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DETAILED COMPANY PROFILE

Founding year:

2015

Current stage:

Growth Stage

(we're out there and making money)

Founding received:

201 - 300k

Team size:

6

Members of incubators/
Accelerators/Programs:

TPL Ljubljana KIC Climate Accelerator

Key technologies:

**Diagnostics/Imaging, Machine vision/
sensing, 3D printing, Medical devices &
instruments**

PRODUCT DETAILS

Product type:

Physical product

Customer focus:

B2B

Target market:

Global Market

Traction:

**Generating less than 10k of
Monthly recurring**

FOUNDING, NETWORKING INTEREST AND SUPPORT

Looking for founding:

501 - 800k

Networking with
established
companies:

Yes

Networking with
advisors
for global growth:

Yes



EcoPack

EcoPack project

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Material



Film



Package



Straw

CONTACT INFORMATION



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DETAILED COMPANY PROFILE

Founding year:

2018

Current stage:

Seed Stage (working on a product)

Founding received:

26 - 75k

Team size:

3+2

Members of incubators/
Accelerators/Programs:

**StartupBootCamp Food Tech in Rome
Global Venture Alliance/ USA**

Key technologies:

**Biomaterials, Polymer, Waste separation/
recycling, Smart city**

Product one liner:

Biodegradable and edible plastic with a price 3 euro/kg

EcoPack project developed edible and biodegradable packaging films based on vegetable raw materials with a cost of 3 euro per kg. They use 100 % biobased plant source, especially wheat gluten and potato starch. Their material can be recycled with zero pre-processing costs. The only thing that user has to do is to put the packages or something else from EcoPack material after usage into the extruder and melt it. However, with each subsequent time will decrease the transparency of the material. Their material is thermoplastic. Field of application can be packaging for food and technical products: fast food, straws, packages, wrapping foil, household perfumes as well as covering films for agricultural land. They created technology of production the biodegradable polymers by enzyme treatment for improve physical properties.

PRODUCT DETAILS

Product type:

Physical product

Customer focus:

B2B

Target market:

Global Market

Traction:

No traction

FOUNDING, NETWORKING INTEREST AND SUPPORT

Looking for founding:

501 - 800k

Networking with
established
companies:

Yes

Networking with
advisors
for global growth:

Yes



AI Kits

ARTI - Autonomous Robot Technology GmbH

Graz, Austria
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www.linkedin.com/company/arti-robots/



AI Kits - Let's make things smart!

We add artificial intelligence to products in a smart way.
Building blocks for a **wide variety** of robot applications.

Object Detection and Tracking Localization and Mapping Environment Modeling

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CONTACT INFORMATION



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DETAILED COMPANY PROFILE

Founding year:
2019

Current stage:
Growth Stage
(we're out there and making money)

Founding received:
26 - 75k

Team size:
3

Members of incubators/
Accelerators/Programs:
Sciencepark Graz

Key technologies:
Industrial robotics, Service robotics

Product one liner:

State-of-the-art intelligent applications

Transportation is one of the supporting pillars of our society. The need is constantly rising for cost-efficient solutions which are easily adaptable to new tasks and objectives. Robotic technology is capable to fulfil this greater goal but many companies face the sheer growing complexity of these tools. As there are often no buyable "plug and play" solutions on the market and new companies need to find skilled personnel which is almost impossible. With AI kit, existing solutions, as well as new products can easily be equipped to enable state-of-the-art intelligent applications. The modular design allows customers to pick the kit which suits perfectly their needs. The first two available kits are ANI and BAI. ANI provides the functionality to track and follow a person, while BAI offers highly advanced localization algorithms for complex and dynamic environments. In the next coming weeks, ARTI - Autonomous Robot Technology will integrate the first kits to customer products. At the same time, they are in touch with several other companies which showed great interest in using our solution to their products.

PRODUCT DETAILS

Product type:
Physical product

Customer focus:
B2B

Target market:
Global Market

Traction:
First users

FOUNDING, NETWORKING INTEREST AND SUPPORT

Looking for founding:
501 - 800k

Networking with established companies:
Yes

Networking with advisors for global growth:
Yes

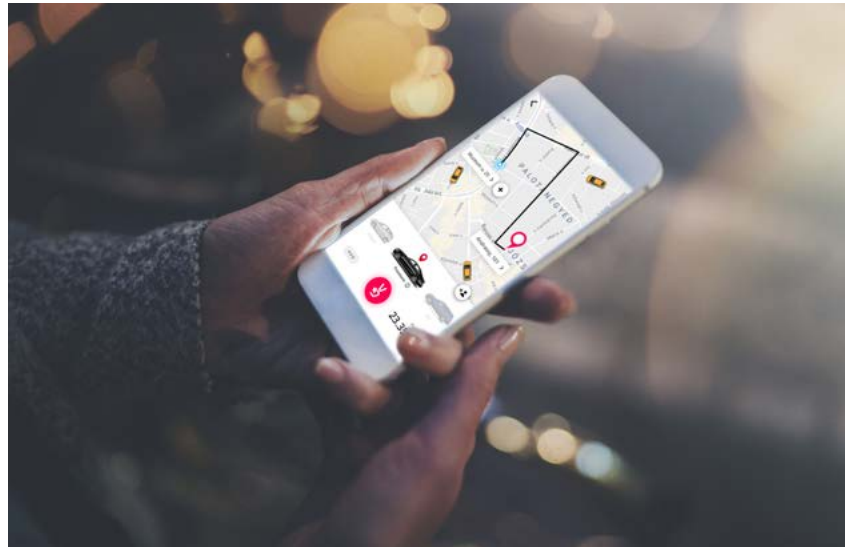


Dylyver Drive app

Dylyver Technologies Limited

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- www.facebook.com/dylyver/
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CONTACT INFORMATION



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DETAILED COMPANY PROFILE

Founding year:
2016

Current stage:
Seed Stage
(working on a product)

Founding received:
201 - 300k

Team size:
10

Members of incubators/
Accelerators/Programs:
Faster Capital

Key technologies:
**Augmented Reality,Blockchain,Web/
mobile tools**

Product one liner:

Ride sharing and on demand package delivery platform that aims to disrupt and bring value to the transportation market by applying the benefits of blockchain technology and Augmented Reality.

Dylyver developed two mobile applications that form one unique transportation platform for their users. A ridesharing solution that enables users to quickly and safely order a vehicle in a matter of seconds and a package delivery platform where users can easily and securely ship their packages with people that are travelling in the same direction. Their mission is to completely change the concept of transportation and postal service, which is conventional for millions of people, and make ride sharing and sending of parcels more accessible, simple, interesting and convenient for everyone around the world. With integration of Blockchain they are bringing safe and transparent payment system, package security and incentives for drivers/couriers to use our platform and with Augmented Reality a cool factor to the platform, where users will be able to easily find their drivers and couriers by simply pointing their phone on the road.

PRODUCT DETAILS

Product type:
Application

Customer focus:
B2C

Target market:
Global Market

Traction:
No traction

FOUNDING, NETWORKING INTEREST AND SUPPORT

Looking for founding:
1.5 - 2 M

Networking with established companies:
Yes

Networking with advisors for global growth:
No