

EIT Urban Mobility Scale-ups meet the International Road Federation

EIT & EIT Urban Mobility

The European Institute of Innovation and Technology (EIT) is an independent EU body increasing Europe's ability to innovate by nurturing entrepreneurial talent and supporting new ideas.

EIT's mission is to increase Europe's competitiveness as well as its sustainable economic growth and job creation by promoting and strengthening cooperation among leading business, education and research organizations, and to power innovation and entrepreneurship in Europe by creating environments for creative and innovative thoughts to thrive.

EIT Urban Mobility

EIT Urban Mobility is an initiative of the European Institute of Innovation and Technology (EIT). Since January, EIT Urban Mobility have been working to encourage positive changes in the way people move around cities in order to make them more liveable places. It aims to become the largest European initiative transforming urban mobility, with co-funding of up to EUR 400 million (2020-2026) from EIT, a body of the European Union.

More information about the EIT Urban Mobility

You can find more information about EIT and EIT Urban Mobility on our website:
www.eiturbanmobility.eu



EIT Urban Mobility is supported by the EIT,
a body of the European Union



Urban Mobility Challenges

23 %

of Europe's GHG emissions are produced by transport

Vehicles are the biggest cause of air pollution. We need to accelerate the transition to low- and zero emission forms of transport.

50 %

of public space is taken up by roads

Today, cities are built for cars not people. We need to reclaim urban spaces for people to live, work, meet up and play in.

67 %

of road accidents happen in cities

Most fatal or serious traffic accidents involving vulnerable road users in the EU happen in urban areas.

1 year

of our lives is spent commuting

More efficient transport and less time commuting can reduce pollution in cities and improve people's quality of life.

€ 130 bn

a year lost due to congestion

We need to change urban travel patterns, increase efficiency and encourage the shift to lower emissions.

(source: EIT Urban Mobility)

... and what is your challenge?

A large majority of European citizens live in an urban environment, with over 60 % living in urban areas of over 10,000 inhabitants. They live their daily lives in the same space, and share the same infrastructure for their mobility. Urban mobility accounts for 40 % of all CO₂ emissions from road transport and up to 70 % of other pollutants from transport.

European cities increasingly face problems caused by transport and traffic. The question of how to enhance mobility while at the same time reducing congestion, accidents, and pollution is a common challenge to all major cities in Europe. Congestion in the EU is often located in and around urban areas, and annually costs nearly EUR 100 billion, or 1 % of the EU's GDP. Cities themselves

are usually in the best position to find the right responses to these challenges, taking their specific circumstances into account.

Efficient and effective urban transport can significantly contribute to achieving objectives in a wide range of policy domains for which the EU has an established competence. The success of policies and policy objectives that have been agreed at EU level, for example on the efficiency of the EU transport system, socio-economic objectives, energy dependency, or climate change, partly depends on actions taken by national, regional and local authorities. Mobility in urban areas is also an important facilitator for growth and employment, and for sustainable development in the EU areas.

(source: European Commission)



EVENT ORGANIZER:



CARNET, Future Mobility Research Hub, initiated by Seat, Volkswagen Research and the Universitat Politècnica de Catalunya · BarcelonaTech (UPC) and coordinated by CIT UPC, is an open hub to industrial and academic partners from the areas of automotive and mobility research & innovation, located in Barcelona with project-based collaboration. Its research focus lies on innovations and solutions that close the gap between automotive and urban mobility.

More information about CARNET on our website:
www.carnetbarcelona.com



International Road Federation
Fédération Routière Internationale
Federación Internacional de Carreteras

The International Road Federation (IRF) is a nongovernmental, not-for-profit organisation with the mission to encourage and promote development and maintenance of better, safer and more sustainable roads and road networks. Working together with its members and associates, the IRF promotes social and economic benefits that flow from well-planned and environmentally sound road transport networks. It helps put in place technological solutions and management practices that provide maximum economic and social returns from national road investments.

More information about IRF:
www.irfnet.ch

AGENDA

14:00 – 14:15 h	Welcome & EIT UM Business Creation presentation <i>(Mr. Fredrik Hånell, Director Business Creation, EIT Urban Mobility)</i>
14:15 – 14:25 h	The International Road Federation: an overview <i>(Mr. Gonzalo Alcaraz, Senior Manager – Membership and Innovation, IRF)</i>
14:25 – 14:30 h	Event Methodology: rules & housekeeping details <i>(Mr. Albert Vergés, Project Manager, CARNET)</i>
14:30 – 15:40 h	1st Round of start-up pitches (< 5' per startup) (lineup TBC)
15:40 – 15:50 h	Break
15:50 – 16:55 h	2nd Round of start-up pitches (< 5' per startup) (lineup TBC)
16:55 – 17:00 h	Closing and follow-up <i>(Dr. Laia Pagès, Executive and Research Manager, CARNET)</i>

About this Event

The EIT Urban Mobility Business Creation programme develops a start-up friendly environment with the ultimate aim of boosting the competitiveness of Europe's mobility industry.

The present networking event will give the opportunity to participants of the EIT Urban Mobility Scale-up Hub and Go Global programmes to pitch to, and interact with a wide network of stakeholders – corporates, cities, potential investors, partners, or customers – that are partners of the International Road Federation (IRF), during and after the event.

MATCHMAKING

After the event, and until 22nd of December, there will be the possibility for IRF members having attended the meeting (or having viewed the recorded pitches afterwards, which will be made available to interested IRF members on demand) to book bilateral meetings with the start-ups of their interest. CARNET will moderate and generate a comprehensive report of the event, including a portfolio of participant startups, and facilitate matchmaking.

FUNDED BY:



Urban Mobility

EIT Urban Mobility is supported by the EIT,
a body of the European Union



www.ad-knight.com

A.D Knight

Understanding where people are
for traffic safety.

Mission

Improving pedestrians' safety and traffic control by leveraging connected devices for passive data collection while preserving people's privacy. The solution is based on a holistic approach for real-time acquisition and understanding of cities' traffic from vehicles to pedestrians including micro-mobility. The technology allows a real-time, 1-meter location accuracy of wireless devices without any changes in the wireless devices thus, allowing a superior solution for real-time traffic monitoring, control, and safety anytime any weather any visibility conditions. Furthermore, it allows real-time sending real-time alerts to all road users in a fraction of a second.

Highlights

Novell technology for passive radio-locating of connected devices to at a sub-meter location accuracy. Experienced team with entrepreneurship spirit and multiple exits, deep tech experience, and track record of taking idea to a product to scale.

Team Jonathan Abir



Technology Field: Traffic control and safety sensors

Capital requirement

USD 3,000,000

Use of the funds

Finalizing pilots with automotive companies, municipalities, and road operators. Developing MVP and expanding overseas.

Looking for

Seed round investments, joint ventures with smart city / automotive / shared micro-mobility companies.

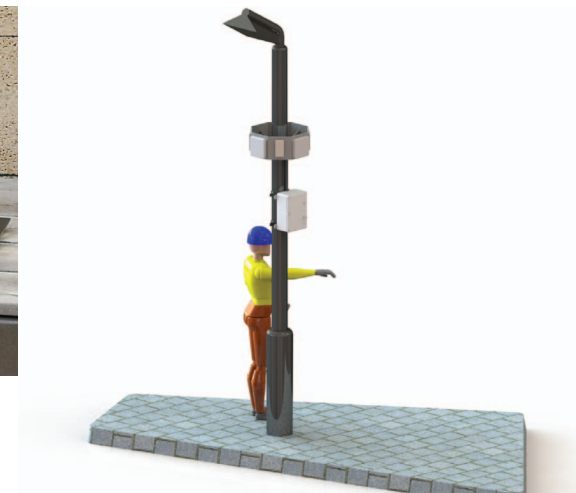


Problem

Every year there are more than 500,000 pedestrian fatalities, which mainly occur in an urban environment. Automotive technologies have shown a reduction in the vehicle to vehicle accidents number, but no such reduction in the number of pedestrian fatalities. Thus, it is required to have detection capabilities on the sidewalks and the roads.

Competition

Real-time pedestrians' safety solution are focused on mobile phone apps. which limited due to the „network effect“ that requires everyone to use the same app in order to have a reliable solution. Cameras and radars (in the city and in the vehicle) are limited by visibility conditions. A.D Knight allows a holistic solution for city and automotive markets, working anytime, anywhere, any weather.



Market

A.D Knight is currently focused on the traffic safety, monitoring, and control market with a TAM of about 13 B EUR, where only the traffic safety market is estimated at 3 B EUR. The company's second market is the automotive market, where automotive sensors TAM is estimated at 7 B EUR.

Business Model

The company's customers are service providers and IT integrators in the municipality sector, automotive companies, and shared micro-mobility companies. The business model is focused on safety as a service/sensor as a service.

Contact Jonathan Abir | **Email** jonathan@ad-knight.com | **Phone** +97 25 28 62 21 03

www.axilion.com

Axilion Smart Mobility

Reduce Traffic Congestion & Carbon Footprint with Disruptive AI & SaaS based Technology.

Mission

Axilion's AI based solutions transform traffic signals into dynamic and adaptable networks. Fully GDPR compliant, Axilion's technology provides full visibility over transport systems. The technology also allows for complex scenario planning and automatically generates optimized traffic plans.

Highlights

- We have been selected as a finalist for Smart City World Expo 2019 Award – Mobility
 - We are Finalist for the 2020 Microsoft Partner of the Year Awards
- <https://customers.microsoft.com/en-US/story/820930-axilion-smart-spaces-azure>

Team Vladimir Antonov | Oran Dror | Didier Lerer | Ilan Weizman



Technology Field: AI-based Smart City

Capital requirement

We are not looking for funding.

Use of the funds

We are not looking for funding.

Looking for

We are looking for introductions to cities who can use this technology in order to upgrade their mobility management and adapt it to their evolving needs, as well as potential partners for implementing the solution.



Problem

COVID-19 has forced transportation patterns to change, because our lifestyle changed completely, as well as highlighting issues such as air quality. Our solutions enable cities to adapt their transport networks in real-time, based on changing needs.

Competition

Smart traffic light companies like Siemens and Cisco.

Market

Our target customers are DOT's (state-level, metropolitan-level & city-level) and Public Transit (MTA).

Business Model

Axilion sells SaaS services through Microsoft Azure Marketplace. Our offering includes three packages of annual subscription as follows: Monitoring, DigitalTwin, Planning module.

Contact Vladimir Antonov | **Email** vladimir@axilion.com | **Phone** +35 98 87 44 95 96

www.breeze-technologies.de

Breeze Technologies

Artificial intelligence against air pollution.



Technology Field: Air Quality Monitoring and Management

Mission

Breeze Technologies' air quality sensors measure the most common air pollutants and climate indicators, including carbon monoxide, particulate matter, nitric oxides, ozone and many more. The data is plausibility-checked and calibrated by Breeze's Environmental Intelligence Cloud that supports partners to analyse and aggregate air quality data.

Based on a catalogue of more than 3,500 known clean air actions and best practice examples, decision-makers are offered actionable insights how to improve challenging air quality situations. The data is also integrable into other platforms through APIs.

Highlights

Breeze Technologies has been endorsed among others by the German Ministry of Economy, the European Parliament and UN's Citypreneurs Program for their work on air pollution. The founders are Forbes 30 Under 30. The company operates in 9 countries.

Capital requirement

0

Use of the funds

Breeze Technologies is a bootstrapped social startup and profitable.

Looking for

Breeze is able to provide factual data about the impact of mobility projects. They are looking to participate in smart city / mobility projects where air quality is a key component. The startup is looking for additional partners to scale internationally.

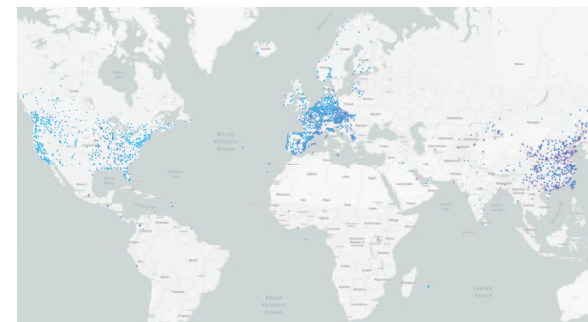


Problem

Air pollution is the single biggest environmental health threat of our time, but data-driven decision-making remains unfeasible due to the lack of data. Breeze Technologies provides hyperlocal comprehensive air quality data and AI-based decision support for clean air actions, potentially raising the efficiency and effectiveness of clean air action plans by the factor 10.

Competition

Compared to legacy air quality monitoring solution, Breeze Technologies' air quality sensors are up to 50,000 times smaller and 1,000 times more affordable. This is thanks to Breeze's cloud- and AI-based calibration technology. Breeze has access to more than 13,000 monitoring stations world-wide, and also recommends the more efficient and effective clean air actions based on artificial intelligence.



Market

According to MarketsAndMarkets, Breeze Technologies is a leading provider in the air quality monitoring and management field. The startup's solution is targeted at both the B2B and governmental market, leveraging a unified technology stack. The solution is used by facility managers of larger corporates, municipal administrations and industrial manufacturers (e.g. city of Neckarsulm, European Commission's JRC).

Business Model

Breeze Technologies' air quality are provided in an as-a-service subscription model that includes a license to access and use the cloud software, as well as ongoing cloud calibration and hardware maintenance in the startup's service centers as necessary. Recommended air quality interventions come from a partner catalogue that is monetised through implementation success fees.

www.broomee.com

Broomee

Mobility platform for shared, on-demand transport for sustainable cities, companies and organizations.

Mission

Provide a solution for ineffective transport provision making it cheap, fast, and flexible. Creating transport, which adjusted to your real needs, not the other way round.

Highlights

Participation in Polish, and international accelerations. Acquired 50K EUR investment during acceleration program cooperating with Samsung Poland. Interested government clients in Poland, and want to scale to other countries and in new business areas like employee transport, and others.

Team Stefan Cylwik | Rafał Ferenc | Paweł Gora | Krzysztof Łysy



Technology Field: Smart Mobility, Smart City

Capital requirement

EUR 450.000

Use of the funds

Internationalization and working on our competitive advantages

Looking for

Customers who share with us our mission and approach, partners who will help us scale and grow, investors who will support us in achieving our goals



Problem

We are solving an international problem, which is the ineffectiveness of transportation, its high cost and transport exclusion in the area of public transport and transport dedicated to elderly, and disabled people as well as employee transportation to offices and manufacturing facilities.

Competition

We are providing not only passenger app, and driver app but also management system for transport service management, as well as advanced algorithms to make transportation highly efficient. Our team creates Broomee Platform with consumers not next to them so you can be sure that the solution will be well-fitted to your needs and supported not only by the best technology but also the best team.

Market

Towns, cities, and municipalities that deal with the high cost of public transport and transport exclusion of its citizens and want to provide public transport well-fitted to people needs with lower costs and higher quality of the service. Corporations and production facilities organizing employee transport, who want to make it smarter and cheaper.

Business Model

Broomee Platform is available in Software as a Service model dedicated to Local authorities, and public transport operators, Corporations and Manufacturing facilities, as well as Private transport operators, Schools, and Universities. Our service includes platform provision, its adjustment, as well as help in launch planning.

Contact Stefan Cylwik | **Email** stefan.cylwik@broomee.com | **Phone** +48 664 19 60 44

www.chargex.de**ChargeX**

Modular charging solutions

**Technology Field:** IoT - Charging Infrastructure**Mission**

ChargeX develops modular charging solutions for electric cars. Our charging system Aqueduct is specifically designed for underground parking garages and employee parking lots. It enables infrastructure providers to set up and later scale-up large-scale charging infrastructure affordably and with little installation effort. After initial set-up, additional charge points can be added plug&play. Aqueduct reduces the cost of hardware and installation by 50 % compared to existing solutions whilst also reducing complexity for the customer. The unique sequential load management guarantees, that the grid will never be overloaded. Our charging algorithms then decide on historic user data, which car charges at which time.

Highlights

We have closed a 1 million EUR crowd investment in 2020 and already have 400 chargers in the field.

Capital requirement

EUR 3,000,000

Use of the funds

Our series A financing round will allow us to scale throughout Europe and develop additional value adding services for increase MRR.

Looking for

We are looking for strategic sales partners, large customers and potential investors.

**Problem**

Today, charging infrastructure is not scalable. The hardware is too expensive, installation too complicated and retrofitting or upgrading infrastructure is as expensive as building new infrastructure. As a result, infrastructure providers, such as companies or utilities, avoid investing because they e.g. do not know future demand for charging infrastructure.

Competition

ChargeX competes with a „turnkey“ solution, whereas our competition leaves the complex infrastructure set-up with the customer and electricians in the field. As a result, we also reduce the total cost of the infrastructure by 50 %, which allows our customers to set up double the charge points with the same investment.

Market

Aqueduct specializes in use cases where many cars must be charged over a longer period with limited grid power. This includes all the private charging in underground car parks and at large open spaces at the employer. Fleet charging in depots and P&R lots are also included. The European market for large-scale AC-charging will grow to 1.9 bn EUR until 2025.

Business Model

ChargeX is specialized on large-scale destination charging. The go-to-market business model was based on hardware sales to selected lead customers and potential sales partners. These form the cornerstone of the evolution of our business model - the charging forum. ChargeX will sell additional digital services to monetize every charger in the field and also enable partners to sell Aqueducts and the services.

www.cityswift.com

CitySwift

SwiftConnect provides bus passengers with AI predicted capacity levels, allowing passengers to plan their journeys in advance.

Mission

CitySwift's mission is to become the global market-leading data specialist Platform to power Modern Transit Networks.

The Business

Located in Galway Ireland, CitySwift was founded by Brian O'Rourke and Alan Farrelly and has developed into a team of 30 personnel across R&D, Sales and Administration.

Highlights

CitySwift has raised over EUR 3 million to date from their investors including Ryanair Founder Declan Ryan, leading Irish VC, Act Venture Capital and Government Agency, Enterprise Ireland, amongst others. CitySwift has signed a number of key Global industry names to date including National Express Group PLC, Go-Ahead Group PLC and Ascendal Group.

Team Brian O'Rourke | Alan Farrelly



CitySwift

Technology Field: Urban Mobility

Capital requirement

EUR 5,000,000 - EUR 10,000,000

Use of the funds

R&D, Business Development Initiatives, new office space, global expansion.

Looking for

Exposure to key transport industry players



Problem

In 2020, CitySwift developed SwiftConnect in response to Covid-19 to help spread passenger demand peaks, allowing for safe, social distancing protocols to be adhered to. The Product provides passengers and transport operators with predicted vehicle capacity levels up to 2 weeks in advance to help passengers choose quieter times to use public transport. CitySwift has a number of other Optimisation Modules in addition to SwiftConnect including SwiftMetrics and SwiftSchedule.

Market

CitySwift addresses both the Public Transportation and Artificial Intelligence in Public Transportation Markets.

Business Model

CitySwift provides its Platform under a SaaS Monthly Recurring Revenue model. CitySwift charges customers on a Per vehicle (unit) basis.

Contact Conor Quaine | **Email** conor@cityswift.com | **Phone** +35 38 79 14 11 45

www.eparkomat.com

eParkomat

We help cities with urban mobility and development by using AI and mobile operators data

Mission

We help cities with urban mobility and development by using AI and mobile operators data



Technology Field: AI, Big Data, Urban Mobility

Capital requirement

Not required

Use of the funds

Not needed

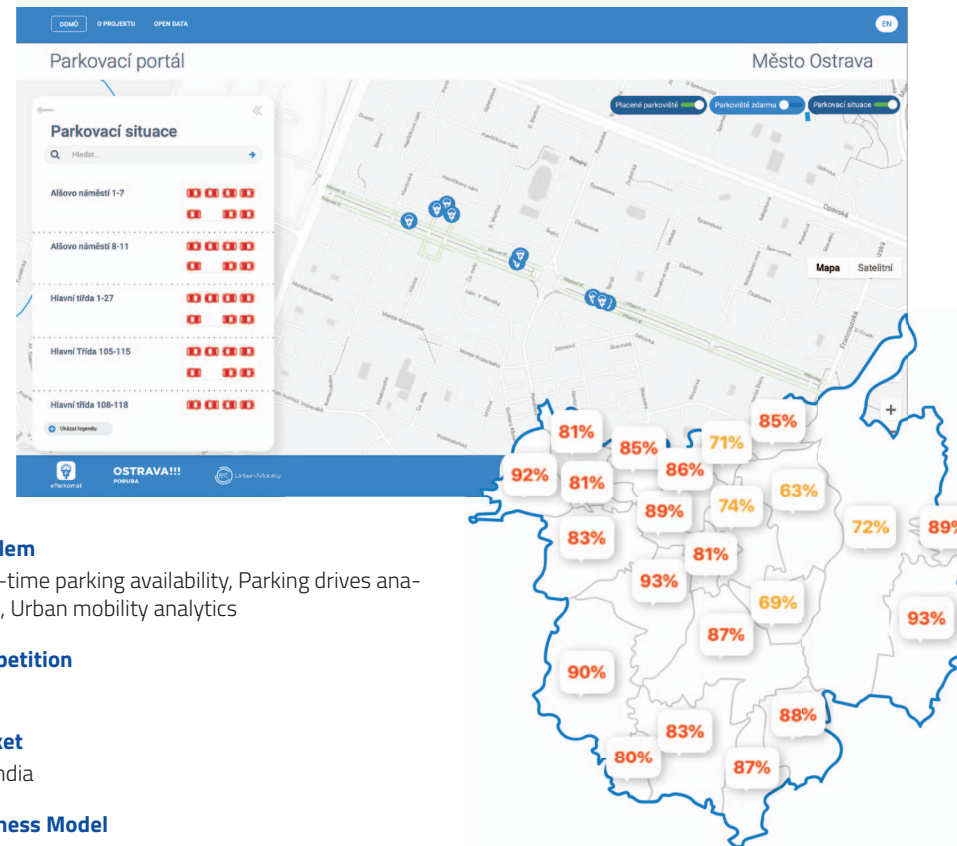
Looking for

Partners for starting Joint Ventures on the new markets by using eParkomat technology and know how.

Highlights

Smart City, Urban Mobility, Parking, Urban development

Team Pavel Vrba



Problem

Real-time parking availability, Parking drives analytics, Urban mobility analytics

Competition

N/A

Market

EU, India

Business Model

One time analytics or Real-time analytics by eParkomat platform

Contact Pavel Vrba | **Email** pavel@eparkomat.com | **Phone** +42 06 03 41 67 78

www.go-evio.com

EVIO - Electrical Mobility

Advanced electric vehicle charging services in the palm of your hand



Technology Field: Electric Vehicle Charging

Capital requirement

EUR 1,500,000

Use of the funds

Market development and further product development (namely dev team costs).

Looking for

Strategic Investors. Clients: Energy Utilities; Parking and Retail Companies; Hotels Groups; Charging Station Manufacturers; Large Companies with fleets; OEMs; other B2B2C and B2B clients.

Mission

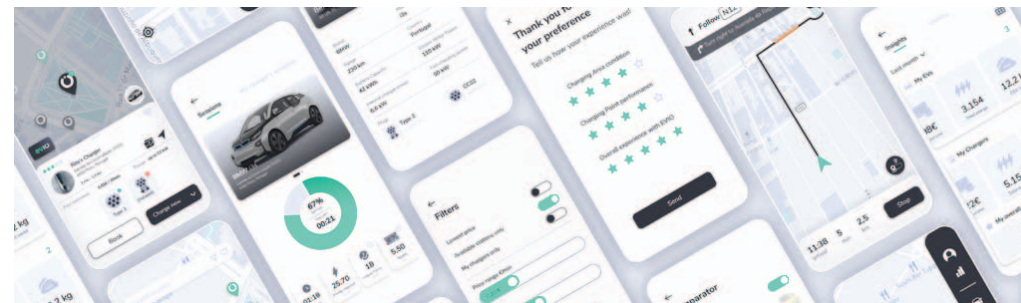
A smart and agnostic platform able to provide added value services to all the players in the electric vehicle charging ecosystem. With a business model that incentivizes sustainable charging, sharing and monetization. We promote the use of renewable energy and efficiency in the use of resources. A connection between the Mobility and Energy worlds.

We also make available a complementary network of charging stations by using third-party resources installed in private places and by making them available to the public or to a limited group of users. An online virtual public network.

Highlights

Elected as Best Urban Mobility Startup of the year by Portugal Mobi Summit 2020.
Running several pilot projects and started in November two B2B and one B2B2C commercial projects.

Team Carlos Almeida | Carlos Oliveira | João Barros | Pedro Gaspar



Problem

Available EV charging services are limited and basic, mainly in private places there is a lack of solutions to address the user needs such as aggregated consumption, sharing, monetization and advanced options that help the user to be more sustainable. Existing Utilities have a huge number of clients, however don't have in their portfolio added value services for mobility. Users also need to rapidly have access to a wider network of charging.

Competition

Existing players are simply focused on: selling charging stations; operating; being brokers interlinking existing operators; providing apps for finding public charging stations on a map. This is not enough and doesn't solve the user needs. EVIO incorporates the existing approaches in an integrated and agnostic way and even provides on top value added solutions that don't exist in the market.

Market

International market. Just in Europe, the EVIO's addressable market represent 38,3 billion euros in 2030 as projected by IEA. 70 % of charging will happen at home or office, and 30 % will happen in the street, thus making private places also of great importance. EVIO has aggregated solutions to both public and private places.

Business Model

The EVIO platform is a multi-sided platform, offering services to several sides of business. EVIO lays first on B2B2C, second on B2B/B2G and lastly on B2C. The B2B2C revenue is based on licenses. The B2B is monthly subscription and some additional pay-as-you-go. The B2C is mainly pay-as-you-go on top of free services.

Contact Carlos Almeida | **Email** carlos.almeida@go-evio.com | **Phone** +35 19 18 02 11 17

www.gleam-bikes.com

GLEAM eBikes

We create a new category of electric bikes to suit the changing demands in traffic.

Mission

To reduce 100.000 tonnes of CO₂ until 2025 and to grow to a 150 million Euro revenue company we are building a light electric vehicle solution for easy and flexible transportation. We make a difference by combining the very best features from mountain bikes to cargo bikes.

Highlights

Our engineering team developed motorcycles for BMW.
Our marketing expert scaled Red Bull to 125 countries.

Team Mario Eibl



Technology Field: Light Electric Vehicles

Capital requirement

EUR 3,000,000

Use of the funds

40 % for product and production development.
Rest equally to team enhancement and business development (scale to other EU countries)

Looking for

VC or Strategic Partner in Sales, Manufacturing, Software



Problem

We are the solution for people in need for a multi-usage & green vehicle to transport goods fast from A to B in cities without emissions.

Competition

Urban Arrow, Riese&Müller, Onomotion, Radkutsche, Bullitt

Market

The worldwide eBike market will grow to a 50 billion EUR market in 2025.

Business Model

We sell eBikes to B2B and B2C market through bike retailers at a price starting from 6.000 Euro.

Contact Mario Eibl | **Email** mario.eibl@gleam-bikes.com | **Phone** +43 65 02 90 82 74

www.gotikket.com

GOTIKKET

Book and connect all long haul and short haul journeys in one single app with one click. Public transport, trains, buses, ferries, and others.

Mission

The mission of gotikket is to empower and inform users, making multi-modal transportation services easy to access and easy to book. And to support users to make environmentally friendly choices.

Highlights

gotikket has already sold over 300,000 tickets in our initial 'proof of concept' phase and country. We were delighted to have been accepted on EIT's Urban Mobility Accelerator Programme. And we are excited to grow and scale the business further.

Team Freddie Jones | Rado Pavlov | Ben Heath | Kent Mosbech | Aleksandrs Baskakovs | Ruslan Nedialko



Technology Field: Smart City -
Transportation Booking Platform

Capital requirement

EUR 2,000,000

Use of the funds

The funds will be used to support the working capital requirements of the business as it enters new geographical markets, including staff and marketing. In addition, there are planned investments in the Platform to further enhance functionality and the users experience.

Looking for

We are seeking partners to support our geographical roll-out both within the industry and within local and central Government. In addition, we are seeking partners who will support the scaling of the platform.



Problem

Access to transportation services information and booking is highly fragmented and difficult to obtain. gotikket's platform provides a single point of access of current information and service provision.

Competition

There is no competitor in CEE. In the EU there is one competitor only focusing on long haul bookings and not connecting independent transport providers (like we do). Our main USP is the fact that we connect short haul and long haul travel, and we are the only one to offer CO₂ information about the chosen trip and the possibility to offset it.

Market

Users of transportation services, including young people, University students, knowledge workers and those using services for leisure purposes in CEE and the EU.

Business Model

gotikket's is a platform, connecting with on the one hand, providers of transportation services and on the other, users of those services. gotikket earns a commission on the sale of tickets.

Contact Freddie Jones | **Email** freddie.jones@gotikket.com

www.hopu.eu

HOPU

A data-driven solution for urban design supporting decision-making taking into account human-perception, climate change, and air quality impact.

Mission

HOPU brings urban innovation through key techs as AI, IoT and Data-Quality. We engage citizens and decision makers, to guarantee that data is understandable by everybody, intuitive and usable. HOPU supports urban development and digital transformation through data-powered tools with dashboards and IoT devices to monitor impact, sustainability and environment. We mix data, technology and people to enable a powerful urban innovation tool. Creating Smart Cities, where people feel the difference.

Highlights

2 million EUR revenue in 2020; 35 cities deployed with HOPU's solutions; Invested by EIT Urban Mobility; Le Monde Urban Innovation Award in 2020



Technology Field: Air & environment, Monitoring & compliance

Capital requirement

EUR 1,500,000

Use of the funds

Open new market in Germany. We have already initial steps with FIWARE Foundation Berlin, initial pilots in Kiel and Heidelberg. Our focus is to extend our success in Spain, replicated in Germany with 1300 million Euro.

Looking for

Partners to open new markets (new regions); complementary services and solution providers for Smart Cities / Climate Change mitigation.

Problem

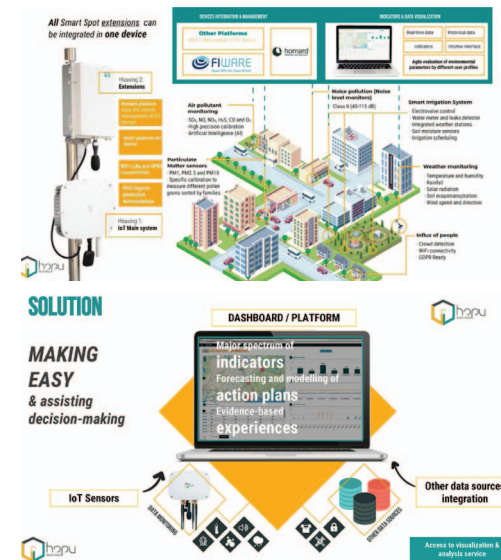
Supporting urban planners in their decision-making process to avoid penalties, accelerate investment for climate change mitigation and avoid losing grants due to lack of evidence-based indicators/results. Nowadays, cities need to monitor the impact.

Competition

Our competitors for urban tools are Qlik (USA), IKUSI (Spain), and for air quality are Bettair, Kunak, Libelium (Spain) and AQMesh (UK). Some of their weaknesses are low data quality and limited value proposition for urban design, as a difference, HOPU offers certified data quality (IEEE P2510), and a set of AI-based algorithms to enable added-value services for urban design. Our major threat is the preference of public authorities to purchase from local companies; Therefore, the need to expand and partner with companies in different regions, to reach local representation.

Market

The air-quality sensing market presents a USD 6.78 billion size, extended with the intervention management (USD 98.17 billion) focused on added-value services that supports the urban design and actionable plans (Smart Cities Frost & Sullivan, 2019). SDGs for sustainable cities are enabling investments as Sustainable Europe Investment Plan, Just Transition Fund, World Bank and IDB. For that reason, this is an emerging market, where our TAM is over 36 million Euro by 2020 (200 cities; 180,000 EUR/city).



Business Model

Our business model is focused on recurrent revenues as part of the added-value services provided by our SaaS for data analytics of environmental data, maintenance of air quality and environmental IoT environment sensors and consulting services to customize and integrating dashboards and data sources. Finally, one-off costs are required at the beginning of the project for covering sensors costs (Smart Spot environment monitor), although a subscription/rental model is also offered for the sensors.

www.grupojvf.com

Grupo JVF

Energy moves us



Technology Field: Clean Energy for Transport, Hydrogen Systems, Hardware in Stage TRL 7

Capital requirement

EUR 150,000

Use of the funds

We will use the funds for invention patents, homologation processes certified by complete and qualified system, product marketing, legal consultancy, new prototypes, working capital, materials, outsourcing services.

Looking for

We are looking for industrial partners in the automotive sector, partners in the development of new clean technologies, investors in general.

Highlights

With our green fuel and our hydrogen generator, we reduce CO₂ emissions to 0 %. It is characterized by being totally accessible, safe and easy to use.

Team Jose Mazza | Franco Acosta | Gabriela Lorenzo | Gabriela Soler | Elga Velásquez

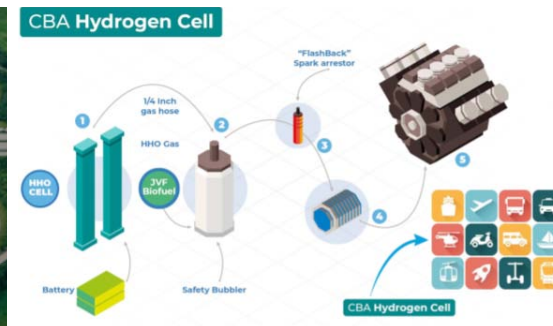


Problem

Transport represents almost a quarter of greenhouse gas emissions and is the main cause of air pollution in cities. The sector mobility is by far the biggest generator of all GHG emissions. If we are to avoid much more dangerous and costly impacts, current levels of greenhouse gas emissions must be slashed in half by 2030.

Competition

Biofuel industry, conventional fuels, New technology, Hydrogen fuel cell vehicles with recharging, electric vehicles, conventional fuel saving technology.



Market

We beachhead: Spain, France, Germany - Mobility companies: 4 companies in Spain, 7 companies in France, 12 companies in Germany with a valuation of 150 M. In European Union 298 mobility companies with a valuation of 300 M. In the World +300 urban mobility companies with a valuation of 1 MM.

Business Model

The JVF ENERGY HYDROGEN SYSTEM produces hydrogen IN SITU & ON DEMAND with CBA HYDROGEN CELL + JVF BIOFUEL, our technology package. We provide a b2b offer. Our system is valid for any industry and any site. Today, we are targeting mobility companies, hydrogen technology developers of clean energy companies.

Contact Franco Acosta | **Email** info@grupojvf.com | **Phone** +54 934 72 54 59 73

www.laplandar.com

Laplandar

Laplandar builds heavy duty e-cargo bikes for business.

Mission

Laplandar hopes to enable as many businesses as possible to shift from fossil fuels and automobiles to e-cargo bikes. We believe e-cargo bikes play an important role in quieter, cleaner, and safer cities for all.

Highlights

We landed our first customer within the first month of sales efforts selling 10 Laplandars. We recently secured the Innobooster grant from Danish Innovation Fund. We are thrilled to be a part of the EIT Urban Mobility Accelerator.

Team Andrew Heneghan | Glenn Pedersen



Technology Field: Green Mobility and Logistics

Capital requirement

Undefined

Use of the funds

We are currently investing in updating our existing model to make the strongest product on the market. We also plan to invest in digital marketing: such as video, photo, and brand collateral.

Looking for

We are looking for clients in the logistics, commercial leasing, micromobility, construction, and other sectors who can use a heavy duty e-cargo bike for business.

Problem

The overall idea is to develop a tool which transforms how companies move goods in cities. This tool will solve affordability with electric vehicles, low speed of urban delivery, complex traffic navigation, and parking expense, while creating jobs an

Competition

Alternative solutions on the market include Radkutsche's Musketier, Cyclus Maximus Pickup Trike, and Velove's Armadillo. The Laplandar 2.0 will be priced lower than these options, but higher powered and with greater cargo capacity due to the L1E-A certification.

Market

Our target audience includes companies with 500+ people in a range of verticals (logistics, construction/trades, building maintenance, food delivery, etc.) in EU and North American cities.



Business Model

Laplandar's business focuses on developing the most reliable, respected, and robust e-cargo bike on the market. We invest in research and development to match our products with our customer's needs. We target global enterprises with 1,000 or more employees, but extend our sales to all company sizes. We also sell B2C although it is not our core clientele. Sales are handled by our in-house team with over 40+ combined years in the bicycle industry.

Contact Andrew Heneghan | **Email** info@laplandar.com

www.lastmile.team

Last Mile Team

Digital solutions for urban logistics and last mile distribution at large scale.

Mission

Enable cities and companies to design, implement and manage sustainable business models that achieve impactful results balancing all stakeholders' interests, customers convenience and competitive dynamics while minimizing disruption and improving the Triple Bottom Line.

Highlights

Invested 400.000 Euro to date from FFF. Our solutions are IP registered, validated as a Line-of-Business application for Corporates and Enterprises by Microsoft and Honeywell, implemented in H2020 consortiums. Consistently in the top 5 most innovative startups in our domain.

Team Daida Gonzalez | Lis Fernandez | Angel Batalla



Technology Field: Smart Logistics

Capital requirement

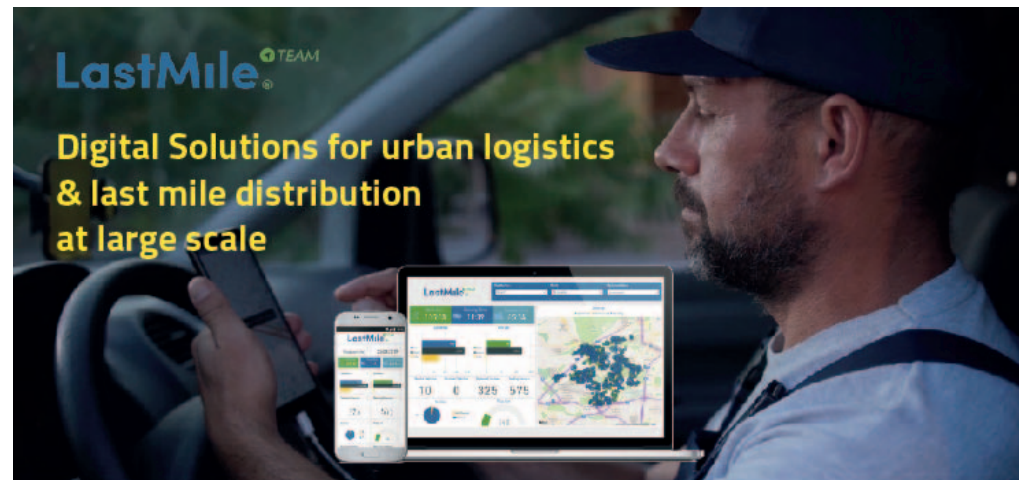
EUR 3,000,000

Use of the funds

60 % on Sales, 12 % on Marketing, 28 % on Support, Development and DevOps, to grow in Spain and prepare international expansion.

Looking for

City and Industry clients to pilot at large scale. Investors active in the last-mile distribution road transport space. WW TAM is over 2.9 billion EUR (Urban Logistics Opportunities - Last-Mile Innovation, Frost & Sullivan 2018)



Problem

In January 2020 the number of vehicles for urban freight and parcel delivery, its associated emissions and congestion were forecasted to increase over 30 % by 2030. After the health crisis consensus is that could increase over 40 %.

Competition

Intense, there are no dominant players. We are one of the very few solutions that can tackle urban logistics and last mile distribution negative externalities at large scale that is validated by both industry and the research community.

Market

Cities and densely populated areas with more than 50.000 inhabitants, that concentrate over 70 % of the population in EU and the US. Customers are its Public Administrations and the companies that deliver products or provide services in them.

Business Model

We offer four Software-as-a-Service products with the flexibility to easily scale up or down, as they share the same front and back-end. And one Optimization Engine Back-End-As-a-Service license for larger customers.

Contact Angel Batalla | **Email** abatalla@lastmile.team | **Phone** +34 6 29 17 97 71

www.meep.app

Meep

Meep creates mobile applications that integrate all available transportation to encourage a modal shift toward more sustainable and connected cities.

Mission

Meep strives to create more humane cities where people can move efficiently and sustainably. We believe that the best way to fulfill our mission is to implement a MaaS platform that helps create a connected, digital transport ecosystem where users can search for, reserve and pay for multimodal trips in one transaction.

Highlights

After less than 3 years since launching, Meep has deployed its services in 11 cities, developed 4 agency-branded solutions and has 2 projects connecting urban mobility to long distance transport. Presence in Malta, Lisboa, Málaga, Valencia, Asturias, Cyprus and others.



Technology Field: Smart City - MaaS

Capital requirement

We are closing a round of 4.5 million Euro, of which 500.000 Euro will be allocated towards developing and testing COVID features.

Use of the funds

Development, testing, marketing and sales

Looking for

Partnerships with public and private transport operators, as well as collaboration with public institutions.



Problem

The transport sector needs to provide solutions to enable social distancing. The Meep app helps users plan the safest routes, supplies real-time information about transport occupancy levels and reduces contact by offering in-app payments and QR code validations.

Competition

Trafi, Whim and Skedgo are developing MaaS platforms in open transport networks (no validation required in transit). Unlike its competitors, Meep has successfully deployed a MaaS platform in a closed transport network with a QR code validation and fully integrated operators from registration to payment.

Market

Our target market is mid-sized cities with a diverse transportation ecosystem that is technologically developed, which we define as having sufficient smartphone usage and operator technology.

Business Model

Meep charges a commission to the operators for each trip booked through the app. Secondary revenue streams come from the following sources: software development for the operators, monthly journey planner leasing fees, mobility consultancy services and an AI mobility dashboard.

www.mileus.com

Mileus

Commuting Home. Comfortably.
Modeling, Planning & Implementing
Guaranteed Integrated Intermodal
On-Demand Transportation Service.

Mission

Municipalities explore ways of how to make transportation more sustainable. The pandemic is accelerating the change to fewer roads for private cars. How to motivate residents to leave their cars at home? Mileus builds technology that models hyper-local business plans for implementing automatically integrated transportation service combining public transport and on-demand taxi for guaranteed comfortable evening's commute back home from the city and thus motivating residents to leave their cars at home. Mileus enables public transport operators to increase revenue through integrating on-demand transport into monthly subscription based public transport offering without cannibalizing transit ridership.

Highlights

Currently, 3 contracts signed, 2 pilots running (Prague CZ, Bratislava SK). Another 4 LOIs/NDAs signed.

Team Juraj Atlas | Veronika Froncova



MILEUS

Technology Field: Mobility Service Technology Provider

Capital requirement

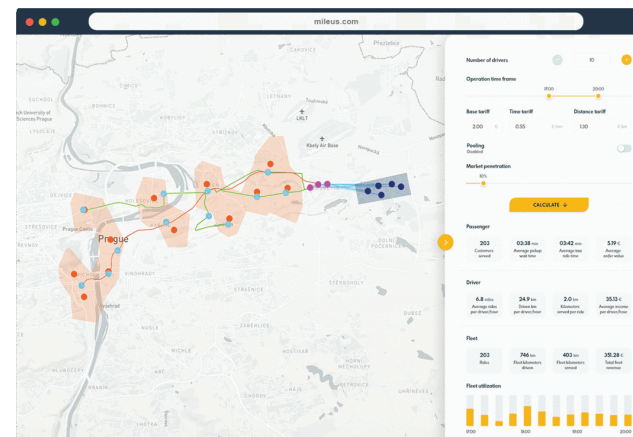
EUR 2,000,000

Use of the funds

R&D and product development
B2B EU sales org & growth
Building B2G proposition

Looking for

Investors and also partners to bring integrated intermodality to cities around the world.



Problem

Many residents drive their car to the city in the morning to secure a guaranteed way to get back home comfortably in the evening. In order to motivate residents to leave their cars at home we have to bring evening commute transportation alternative that is as close as possible to private car's comfort and guaranteed availability.

Competition

- Mobility SaaS technology providers (i.e. door2door, iomob, Trafi, Via)
- Global on-demand transport operators (i.e. Uber, Didi)
- Journey planning apps (i.e. Google Maps, Citymapper, Transit)

Market

Taxi and ride-hail industry market size was 45.4 B Euro, yet it represents only 5 % of urban transportation modal share. Today, throughout Europe, the private cars modal share is anywhere between 30 % to 60 %. This is the opportunity that the taxi and ride-hail industry has a chance to tap into.

Business Model

SaaS monthly subscription for Mileus Analytics modeling and planning tools and using hyper-local business blueprints for implementing intermodal transport service. Search API call consumption fee (100.00 Euro per 1000 MAU)



Contact Juraj Atlas | **Email** juraj@mileus.com | **Phone** +42 06 08 60 81 16

www.nanobile.com

nanobile

for cleaner, smarter and greener cities.



Technology Field: Smart City / IoT / AI

Capital requirement

EUR 500,000

Use of the funds

Product Development, Production preparation, CAPEX

Looking for

New partners and customers, and cities for pilot projects.

Mission

Smart City Eco-Friendly Parking and Traffic solution gives user ability to have real-time parking and traffic overview, option of parking reservation, with payment and navigation systems included, while to clients gives ability to have real-time parking and traffic situation overview, revenue and users insights, in-detail parking analytics with AI-backed management and pricing systems - all backed by hardware.

Highlights

We have managed to attract the attention of large corporate companies that are interested in being our integration partners. Also, we are the award-winning startup in categories of Smart City and Social Impact by CES Awards, Deloitte, Wealth&Finance, CorporateLiveWire and World Summit Awards.

Team Bogdan Ciric | Aleksandar Mastilovic | Silard Gal | Dragan Ilic | Ilija Berklovic | Milan Kozlovacki



Problem

We are solving the problems of parking and traffic in populated city areas and around businesses. Our solution gives users the ability to save money and time while they have application on which they can rely, on the other hand to clients it gives better parking management, social impact and data for future of urban planning. Most importantly we are all together lowering down the emission of CO₂.

Competition

Our value is giving the users reservation option, payment and navigation system included in one solution and Eco-friendly materials that we are using - that are giving us ability to circular economy in our production and low-cost production.

Market

With our solution we are targeting governmental parking institutions, cities, and businesses that are in-charge or own the parking lots. Our main target market is on start Central and Eastern European market.

Business Model

We are mainly focused on integration of our hardware parts of the solution, while we will also offer monthly subscription for maintenance and analytics.

Contact Bogdan Ciric | **Email** bogdan.ciric@nanobile.com | **Phone** +38 16 95 05 40 30

www.nuwiel.com

NÜWIEL GmbH

eTrailer is the first electric trailer for bikes with patented technology that enabling smart synchronized movement.

Mission

NÜWIEL is a Hamburg based company that provides a sustainable and reliable solution for transporting goods in urban areas.

Highlights

First sales with key accounts such IKEA, UPS and Bpost.
We have received a H2020 EIC-Accelerator Grant to finance the product development.

Team Natalia Tomiyama | Fahad Khan



Technology Field: e-mobility

Capital requirement

EUR 2,000,000 - 5,000,000

Use of the funds

Personal costs and product development

Looking for

Customers and production partners



Problem

We solve the challenge of the efficient and sustainable last-mile delivery by offering a new-generation electric solution, eTrailer, to carry heavy and bulky goods in a safe and flexible manner.

Competition

Existing electric trailers (e.g. K-Ryole, Carla Cargo) cannot be fully synchronized with turning, braking or acceleration patterns of a bicycle and are thus known to be unsafe and uncomfortable to use. Put simply, when a bicycle is connected to a trailer it becomes an articulated vehicle and subject to the principles of towing. Adverse road conditions or improper braking can cause the bike to skid, which results in the trailer pushing the bike from behind and potentially fatal consequences for the driver and other road users.

Market

With over 178 million parcels delivered every day worldwide and considering that 15-25 % of all commercial urban deliveries could be done by bike, our TAM = EUR 668-1,100 billion and is expected to significantly increase in size by 2030.

Business Model

B2B Direct sales of fleets and recurrent revenue for after-sales services, e.g. maintenance, software updates and spares.

Contact Natalia Tomiyama | **Email** natalia.tomiyama@nuwiel.de | **Phone** +49 176 43 68 66 34

www.ottopia.tech

Ottopia Technologies

Enabling the worldwide transition to safe and effective autonomy through teleoperation.

Mission

We allow humans to remotely monitor and control autonomous vehicles both as remote safety drivers and to manage a fleet and solve its edge cases.



Technology Field: Teleoperation/Autonomy

Capital requirement

We do not have a requirement but are looking for further pre-A investments

Use of the funds

Expand existing operations

Looking for

New partners in the ecosystem to enable a more well-rounded offering to end customers.

Highlights

We have managed to teleoperate a vehicle on public roads at speeds as high as 40 km/h and are able to maintain connection in tunnels even when phone calls are dropped.

Team Amit Rosenzweig



Problem

There are and probably always will be edge cases that autonomous vehicles do not know how to handle. The current solution is to have a safety driver in each vehicle and that defeats the entire purpose of autonomy. By enabling continuous video communication, a remote operator can solve the problem in minutes and allow the vehicle to continue on its way.

Competition

Teleoperation vendors can be differentiated by two things: KPIs and features. The features we focus on, beyond network connection and video compression are safety systems, cybersecurity, and universal adaptability.



Market

Our universal teleoperation platform is relevant for any autonomous ground vehicle. This includes cars on public roads, yard trucks in a logistics facility or a combine tractor on a farm.

Business Model

Our B2B solution is offered on a subscription basis per vehicle per year. Usage is not relevant.

Contact Jesse Shalev | **Email** jesses@ottopia.tech | **Phone** +97 25 48 08 22 12

www.parkimovil.com

Parkimovil

Moving cities smarter

Mission

Offer identity and payment validation for various mobility services in the same tool.



Technology Field: Digital Payment and Interaction between Mobility Nodes

Capital requirement

USD 2,000,000

Use of the funds

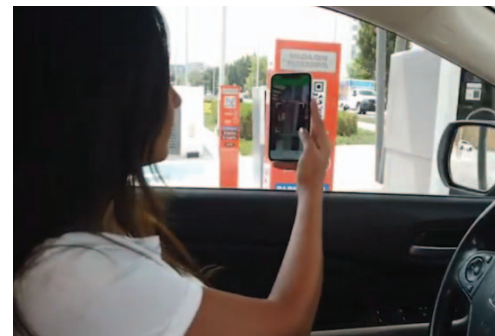
Expand sales capacity and presence to increase users value and network effects.

Looking for

Customers and investors interested in Latin America.

Highlights

Solutions: Virtual parking meter, access control, digital off-street parking, digital infraction and more



Problem

Substitute cash payments, decrease insecurity and ease on-street and off-street parking.

Competition

Parco, Mueve Ciudad, Lobby Fix, Drive, COPEMSA, etc

Market

Municipalities and real estate managers.

Business Model

Private sector: charging fixed monthly fees.

Public sector: charging percentage on the income.

Aforo Seguro
Accede a este servicio descargando la app

Disponible en Google Play y App Store

PARKIMOVIL
MOVING CITIES SMARTER

Nuestras soluciones

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- PARQUÍMETROS VIRTUALES
- CONTROL DE ACCESOS
- VALET PARKING
- INFRACCIÓN DIGITAL
- COBRO DE TIANGUIS

www.ridebee.de

RideBee

The default platform for your daily commute.



Technology Field: Mobility

Capital requirement

EUR 650,000

RideBee supports the user holistically in planning his or her daily mobility. Therefore, a platform-independent software is being developed, which can be made available as „Software as a Service“ from any company to employees. In order to realize this modularized system, a „client-server architecture“ will be used, which allows the software to be made available to other employers without any effort. This results in a „plug & play“ approach, where each location is immediately ready for use.

Mission

Becoming the default mobility platform to enable an enjoyable commute for everyone.

Use of the funds

The product is fully market-ready and already live at three major customer sites with thousands of users. Starting with customers who are characterized by shorter sales cycles will enable us to enter the market more cost-effectively. A tried and tested approach can then be extended to link companies in the immediate vicinity in industrial estates. We also succeed in this through additional incentives from the employer.

Highlights

2019 Axel Springer Porsche GmbH & Co. KG investment

Looking for

Networking towards corporates, mentors and investors as well as municipal decision makers.

Problem

Especially in terms of COVID-19 trusted mobility solutions for a safe journey to work are essential. Carpooling therefore acts as the safest alternative to crowded public transport.

Competition

GoFlux (www.goflux.de) is a carpooling platform from Cologne, which maps carpools on short distances. The central differentiating factor is the commission-based business model, which results in a high bounce rate among end users after initial partner finding.

FlinC (www.flinC.org) was originally a dynamic, open carpooling platform, which was launched in Darmstadt but could not establish critical mass due to the B2C model. In 2017, Daimler took over the company and began using it for internal purposes at the Sindelfingen site.

TwoGo (www.twogo.com) originally emerged from an internal project of SAP and was sold to companies as a pure matching platform, but was also operated on a B2C basis. Last year the Schwarz Group took over TwoGo and is currently not particularly active on the market.

Market

For about 70 % of western commuters, driving to work by car is their preferred means of transport. A 30 km long one-way trip adds up to over 4000 Euro vehicle costs and 42 8-hour working days with mostly unused travel time per year.

Business Model

The business model is the paid platform used as SaaS. We sell to companies for a monthly SaaS fee, so their company location is made accessible to the users on the RideBee platform. The employees (users) use RideBee free of charge (i.e. without commission or subscription) and only share the travel costs fairly. The solution is designed for larger business locations, industrial parks and municipalities. We offer the platform as SaaS for currently several thousand Euros a month. The business model is location based and offers great upselling potential, especially for entities with multiple locations.

www.safemode.co

SafeMode

SafeMode offers behavior-based software to help fleet operators become profitable and safer by engaging and rewarding their drivers.

Mission

SafeMode is poised to lead a future of sustainable and safe transport, with its unique driver-engagement platform for fleets and Mobility as a Service. The new platform presented a new kind of fleet service that focuses on the driver and enhances driver behavior and retention.

In the EU, driver behavior is a leading cause of pollution (fuel consumption) and death (accidents); however, besides SafeMode, there is no single solution to benefit drivers for improving efficiency and safety levels.

Breaking Thought the way to enhance driver behavior is a mission no other company succeeds so far, expect the SafeMode software.

Highlights

- TU-Automotive: Fleet service/ product of the year
- MobilityXlab (Volvo Group, Volvo Cars, and a few more): Nominated to AI for Safety award
- Autotech Breakthrough Awards: Transportation Management Solution of the Year
- Global Automotive Awards: Most Innovative Fleet Management Software 2020

Team Ido Levy



Technology Field: AI, Behavioral Technology, Automotive, Logistics, Mobility

Capital requirement

NA

Use of the funds

NA

Looking for

Fleets to deploy the SafeMode product into its operations. Strategic partners to incorporate the SafeMode technology into its offerings and products.



Problem

The EU's most crucial topics – Greenhouse Gas pollution and road fatalities, lay mainly in the hands of the drivers (30 % of fuel efficiency and pollution, 94 % of accidents). Although there are significant efforts to increase automated and electric vehicles, there is conclusive evidence that a major change will not happen before 2050. Fleets are already struggling with low gross margins in the industry ranging from 2 % – 3 %. SafeMode supports fleets' ability to survive with meaningful cost reductions in fuel, accidents, maintenance, insurance, and driver retention.

Competition

Most of the fleets are equipped with multiple solutions, however, while such solutions excel at extracting informative signals from their hardware sensors, it overwhelms the fleet manager with huge amounts of unactionable data. In other words,

analysing this data, making sense out of it, and acting upon the results of such analyses to improve drivers' behavior becomes nearly impossible for the fleet manager.

Market

The European market contains about 22 million heavy and commercial vehicles in fleets, with the total fleet market on the continent being about 260 million vehicles. These amounts show a European SAM of about 64.5 billion Euro per year (for the commercial and heavy-duty fleet segment alone). The total global market in this sector includes about 270 million commercial vehicles (out of 2.5 billion vehicles), which produce about 23 million new vehicles each year.

Business Model

SafeMode's business model is subscription-based SaaS (Software as a Service)

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www.travelai.info/myways

TravelAi

With TravelAi you can effortlessly collect consumer trip-chain data between private, public, motorised and human powered transit choices.

Mission

Who we are: TravelAi is an ESA BIC incubated UK startup, generating proprietary data, using an in-house tech+IP stack, Transport-specific AI, and with a UK-FI-PT based team that's successfully led over 3.6 million Euro of projects since 2016. With 34 patent citations including from Microsoft, BMW and Google. What we do: Offer B2B SaaS solution to capture citizen/passenger private and public transit habits, aka Digital Automatic Travel Demand Survey. Clients include: train and bus operators, automotive Tier1 suppliers to public transit authority and municipalities. Use cases: movement trajectories, automatic travel demand surveys, active travel campaigns, citizen-input on traffic regulation orders, carbon foot-printing and pathogen spread tracing.

Highlights

TravelAi is an ESA BIC incubated UK startup, generating proprietary data, using an in-house tech+IP stack, Transport-specific AI, and with a UK-FI-PT based team that's successfully led over 3.6 million Euro of projects since 2016.



Technology Field: Data generation, AI, Mobile/Smartphones, Sensors, IoT

Capital requirement

EUR 1,500,000

Use of the funds

To support expanding sales team, geographic offer, dev team and building out data analytics capabilities Open-Source tools to share how we anonymising and aggregating the commercially sensitive data. To develop and launch a Data analysis suite built around identified insights, metrics and KPIs. Extracting mobility and business model insights to support MaaS and service design.

Looking for

We are looking for partners to launch with, conduct PoC or complement any existing projects and challenges in Mobility-as-a-Service, active travel, mass trip surveying, transport infrastructure planning and household surveying.

Problem

The lack of joined up data that reflects the multi-mode mobility/transportation buying habits of consumers/citizens, including when they walk or bike, use public or private transit is the huge knowledge/opportunity gap.

Take a scooter company who will rarely know more then when the user got on their scooter, start/end and route.

Or how will Mobility-as-a-Service (MaaS) providers ever know what services to put into service bundles?

Competition

Other than Google and Apple, there is just a handful of multi-country multi-modal software solutions:

www.sentiance.com

- Belgium based, they do generalised context sensing and do not specialise in transport

www.anagog.com

- Israel based, they have secured investment from Daimler and Porsche

www.axonvibe.com

- Swiss based, they are more like Sentiance, except with a rail industry specialism.



Market

In 2017 the Connected-Places-Catapult estimated by 2025 the global Total-Addressable-Market (TAM) for mobility customer data at ~£ 32 billion. They also identified the Serviceable-Obtainable-Market (SOM) for TravelAi at £ 6 billion. TravelAi is 1 of just 4 companies offering highly scalable multi-modal and multi-continent customer mobility data capture solutions using smartphones.

Business Model

We offer a B2B SaaS solution to capture citizen/passenger private and public transit habits. We can also license our MyWays Digital Automatic Travel Demand Survey app. Or clients can embed our IP direct into their customer facing apps to instantly enjoy our trip detection technology.

www.urbanradar.io

Urban Radar

Empowering cities to embrace their data potential



URBAN RADAR

Technology Field: Smart Mobility and Logistic

Mission

Urban Radar scales up the potential of data to address cities' core challenges faster, better and cheaper.

We offer a platform that ingests, anonymises and aggregates data from multiple static and dynamic sources to provide the visualisations and analytics needed for effective and efficient governance.

Capital requirement

USD 600,000

Use of the funds

Product development, talent acquisition and business expenses.

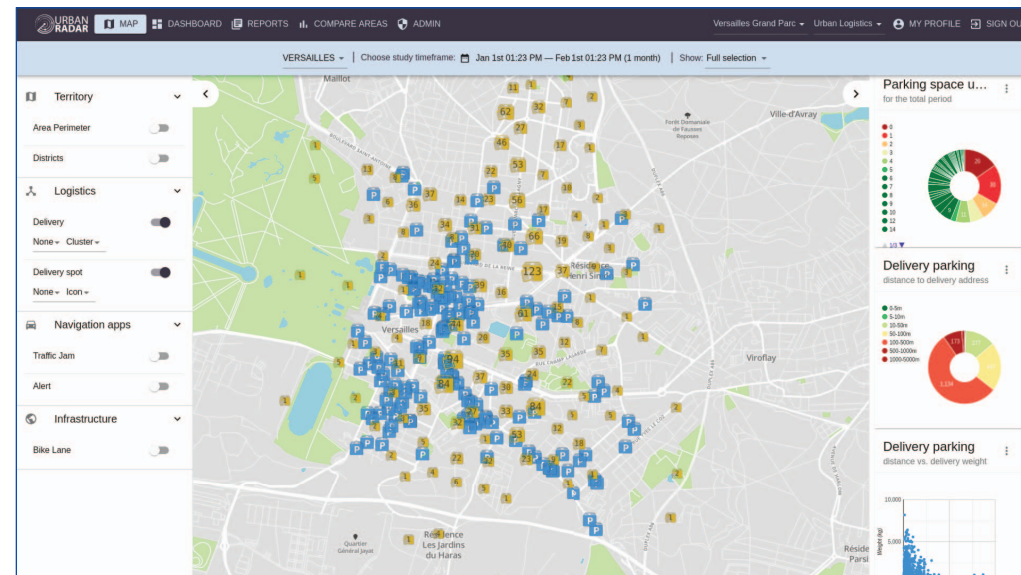
Looking for

Pilot projects to run with cities and investors.

Highlights

We have managed to build a powerful technology and a strong network thanks to the expertise of both founders. In a year, we launched our solution in Versailles and Barcelona without any fundraising.

Team Philippe Rapin | Geoffrey Bir | Vianney Senlecq | Hernan Mejia



Problem

A city of 1 million inhabitants now generates more than 180 million gigabytes of urban data every single day.

Cities need to make a full use of their data potential to address social and ecological challenges.

Competition

We compete with young data startups and older consulting actors.

Market

We evolve on a market of roughly 200.000 cities over the world that will represent more than USD 70 billion in 2030.

Business Model

We co-build and sell our solution to cities.

We sell the platform as a SaaS to urban consultants and private companies such as urban operators.

Contact Philippe Rapin | **Email** philippe@urbanradar.io | **Phone** +33 782 01 30 62

www.vianova.io

Vianova

Vianova is the leading European data platform for enabling cities to manage connected, shared and autonomous mobility in the urban public realm.

Mission

Vianova's mission is to help cities and mobility operators better collaborate and communicate, in order to foster more liveable and breathable streets. Vianova provides cities with a web-based dashboard and API suite, offering powerful analytics tools to better understand mobility services and their impacts. Thanks to our technology, cities can also better plan curb allocation and regulations.

Highlights

Vianova processes 100 millions geo-data points per day with a strong commitment towards GDPR compliance. The platform is already live in 8 major European cities (e.g. Brussels, Helsinki, Stockholm, Zürich, etc.) and integrates 18 mobility operators.

Team Thibaud Febvre | Thibault Castagne | Frédéric Robinet



Technology Field: Smart City

Capital requirement

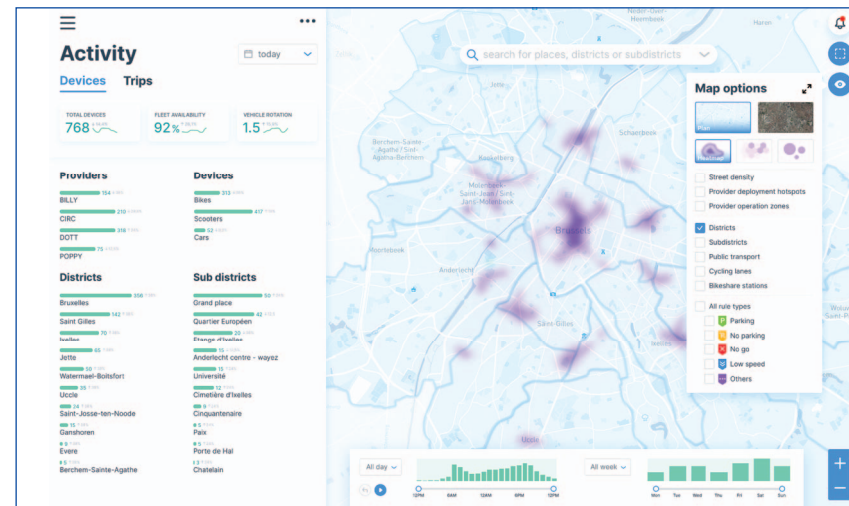
EUR 1,000,000

Use of the funds

Personnel (we develop everything in-house),
Office space, Web Services

Looking for

Clients, Partners in urban mobility,
Experts in public policy,
Experts in B2B and B2G strategies



Problem

Cities are overwhelmed with an exponential rise of new transport solutions, such as shared e-scooters, delivery vans or soon autonomous vehicles. Our technology helps cities adapt their traffic regulations and urban planning to this new era.

Competition

Our main competitors are US based startups (i.e. Remix, Populus, Ride Report) or consultancies not well versed in technology. Our main USP is our geo-fencing technology, allowing cities to create, publish and audit regulations on roads and curbsides.

Market

70 % of the world population is projected to live in urban areas by 2050 (vs 55 % today). The market for Transportation Systems is projected to grow by 100 billions worldwide and 33 billions Euro in Europe by 2025, driven by a compounded growth of 16 %.

Business Model

Our business model relies on a SaaS offering to cities with an annual license based on the volume of vehicles supervised. Operators can also subscribe to a Compliance API billed per 1,000 calls, and other businesses to aggregated mobility insights.

Contact Thibaud Febvre | **Email** thibaud.febvre@vianova.io | **Phone** +33 608 84 41 67

www.volvero.com

Volvero

Volvero is an app for those who need to find a better transportation alternative, by renting a vehicle directly from the owner.

Mission

Volvero is a drive sharing app, where owners can share their vehicles with the drivers. Our app creates a system in which one can have a car, a motorcycle, or commercial vehicle in a most efficient and sustainable way saving time and money. By registering on our platform owners can set the sharing time, distance, price, and other terms, being able to accept any drivers' request. At the same time, drivers are able to choose any vehicle and terms of sharing that best suit their needs. With the help of AI and advanced technologies, Volvero guarantees maximum security and transparency providing necessary information such as the performance of owners, drivers, and vehicles.

Highlights

Our app addresses a range of social issues such as inequality, lack of security, driving behavior, obstacles to access to transportation. On the other hand, there is a relevant problem for owners: they possess vehicles that are not used for 96 % of the time, occupying areas in the cities and producing pollution, while owners still have to cover the vehicle costs.

Team Marco Filippi**Technology Field:** Shared Mobility

Capital requirement

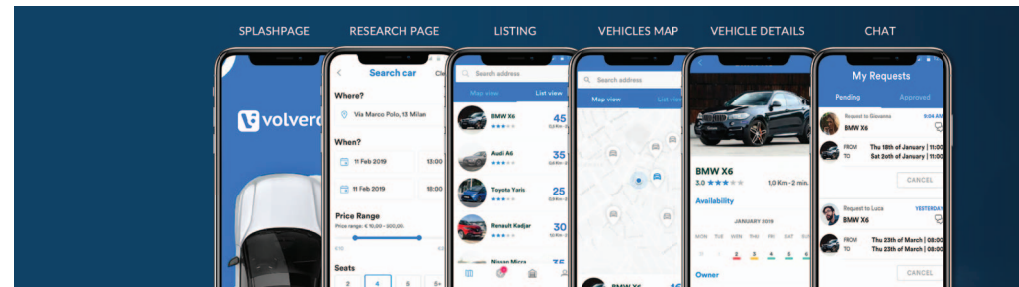
USD 1,100,000

Use of the funds

Hiring -30 %
Sales & marketing -30 %
Product & R&D -25 %
Other -15 %

Looking for

A lead investor for at least
USD 200.000 - USD 450.000
(60 % of our round is already committed by a non lead institutional investor)



Problem

The current car ownership is not feasible taking into account that the society is facing a high underutilization of vehicles with cars not being used for 96 % of the time occupying parking spaces and producing pollution. This includes corporations that own vehicles that could be monetized and car dealers that are looking for new business models as millennials are not interested in car purchasing. The problem, therefore, has three dimensions which are people in need of economic transportation for different needs, owners in need of reducing their vehicles' costs, and the issue of overproduction and under usage of vehicles contributing to pollution and waste of resources.

Competition

Our main global competitors are Turo and Getaround, while there are other small local competitors in the US and EU. The problem they all are facing is that they are struggling to understand how the

market is different across the several locations where they are delivering the service. This lack of grasp prevents them to satisfy users' need, both from an owner's and driver's perspective. The consequence of such issue is that they are not able to develop a satisfactory user experience, starting from offering the right insurance policy to every single type of user till to the management of problem-related to the sharing vehicle's service itself.

Market

We are commercializing the service in Northern Italy, and aim to scale to a second country in Europe during 2021, before entering a major scale up in 2022 and enter international markets.

Business Model

Volvero charges a percentage on every transaction and other minor sources of revenues such as selling space on our App for advertising and premium services linked to the service.

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