

esade

RAMON LLULL UNIVERSITY

Entrepreneurship  
Institute (EEI)



# eWorks

## Accelerator 2025

### Project Overview & the TOP 24



# Contents

Affina Space	5
Ask Fritz!	6
CIRQUEL	7
EvoNatura	8
fetaLife Technologies	9
FinSquad Ltd	10
Flint	11
Foxtery	12
Gene4All	13
Haptika Medical Technologies	14
Little Guts	15
Lokutor	16
L-Squared	17
NAunoMalaria	18
NERA ECO CONSTRUCTION	19
NOMAAK	20
Nomu	21
Pokamind	22
ReflectEasy	23
Rudiq	24
Solvía FlexKapG	25
SplitStay	26
Vertalis	27
VibeSell	28



# Affina Space

we help **women** build **careers** they love

## ABOUT US

We build a women-focused career development platform that combines AI-powered career navigation, expert support, and community to help women build sustainable and fulfilling careers.

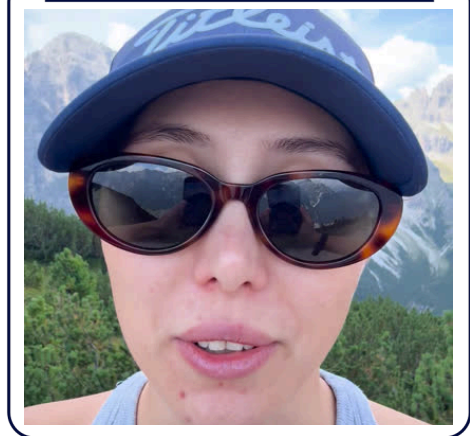
## INDUSTRY:

Future of Work, EdTech, Women Empowerment

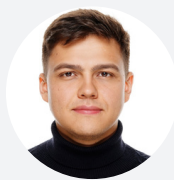
**BASED IN:** Paris, France 🇫🇷

**OPERATIONS:** Europe & United States 🇪🇺🇺🇸

### SHORT VIDEO PITCH



### OUR TEAM



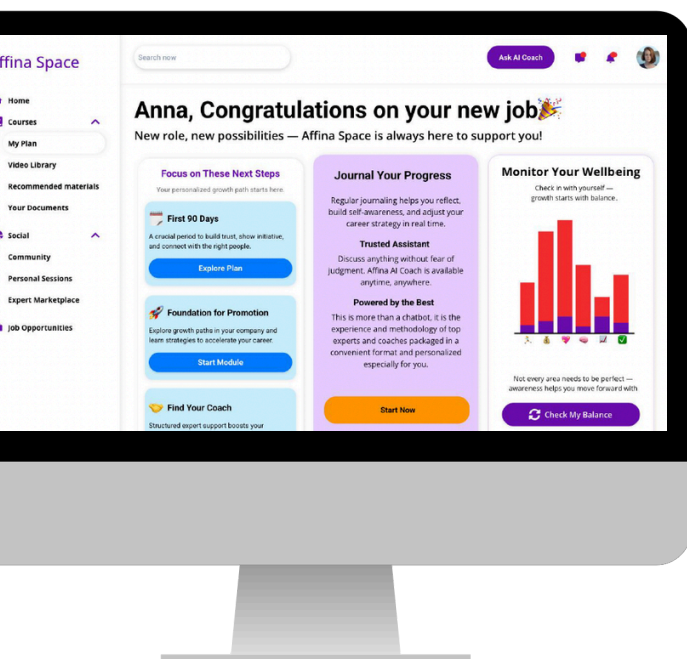
**SHAMIL Kuramshin**  
CEO, co-founder

[LinkedIn →](#)



**RAFAELLA Nizaeva**  
CXO, co-founder

[LinkedIn →](#)



## CURRENT STATUS & NEXT STEPS

### First Results

- Tested **prototype** and confirmed market demand;
- **2,000 women** on the waiting list — **200 users** and **30 experts** already onboarded;
- Generated **first revenue** and user success stories;
- Formed **partnerships** with women-focused brands;
- Hosted **5 events**, including a Paris conference with **Crédit Agricole**;
- Delivered lectures at **ESADE, HEC, and Wharton**.

### Next Steps:

- Develop an **MVP** integrating all core features for a seamless user experience;
- Expand **marketing** and test new acquisition channels;
- Form an **advisory board** of successful women in business and leadership.

### BUSINESS MODEL

B2C Subscription: **€600/year**  
Expert consultations: **20% commission**, average ticket **€50–€250**

### FINANCIAL PLANS

2027: **€2M**  
2028: **€9.4M**

### UNIT ECONOMICS

*April 2027 target numbers*

CAC **€92**  
Payback **3 months**  
LTV **€948**

### DATA ROOM

### FINANCIAL NEEDS & CONDITIONS

raising a **€500K** pre-seed round via **SAFE** with a **€4M** valuation cap closing **Q1 2026**



**WEBSITE** <https://affina.space/>

**CONTACT** [sk@affina.space](mailto:sk@affina.space)




# Ai Dreams Decoder

## DECODE YOUR DREAMS, DEFINE YOUR DESTINY

### ABOUT US

A science backed browser-based Ai companion that guides you to decode your dreams and nightmares - step by step - engaging **body**, **breathing** and **mind**. It helps you notice your *unfulfilled needs* and throw away the *mental garbage*, easing the *anxiety*.

 **INDUSTRY:** Intersection between mental health, sleeping tech and dreams interpretations.

 **BASED IN:** BARCELONA, SPAIN

### WHAT PEOPLE SAY



**Ioanna Tzanakaki** · 1st  
Social Service in Mental Health and Wellbeing

Ah my God!! I just tried Fritz! Thank you for that gift to society! Thank you from my heart!

Like ·  1 | Reply · 2 replies

### OUR TEAM



**Ksenia Trefilova**  
co-founder

[LinkedIn](#) →



**Joshua Vasilda**  
co-founder

[LinkedIn](#) →



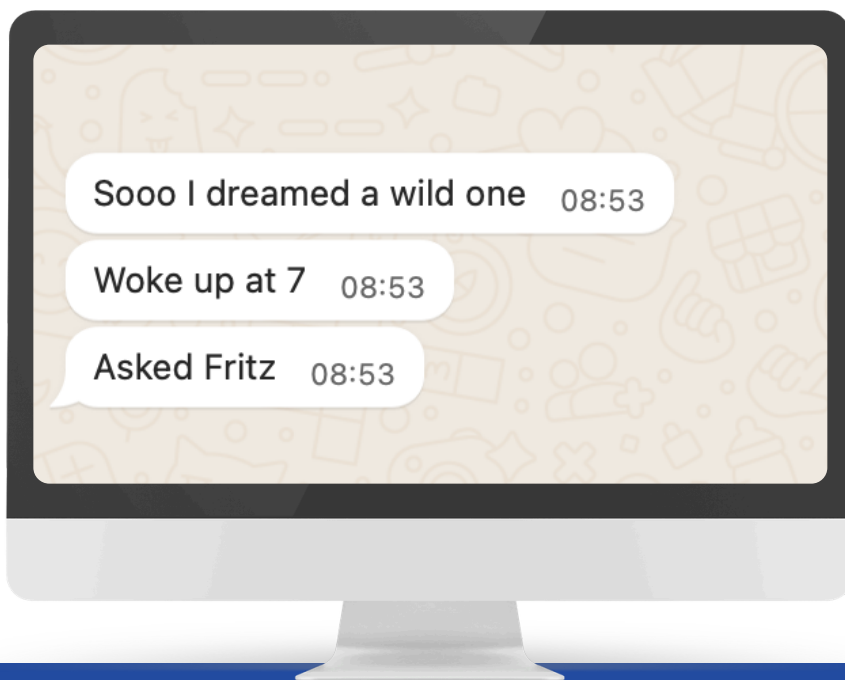
**Carl Jung**

*Until you make the unconscious conscious, it will direct your life and you will call it fate.*

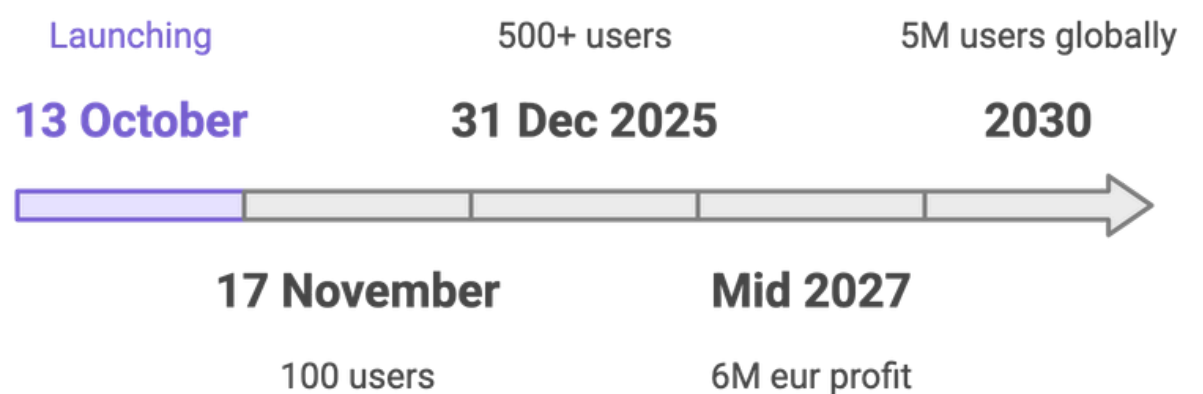


**Friedrich Salomon Perls**

*Dialogue with your dreams!*



### CURRENT STATUS & NEXT STEPS



### EARLY BUSINESS MODEL

- A FREEMIUM
- TIER 1/30 SESSIONS 14.99EUR
- TIER 2/ UNLIMITED + FEATURES 19.99EUR

~64% MARGIN



### FINANCIAL NEEDS & CONDITIONS

WE ARE EXPLORING OPTIONS BETWEEN €800K AND €1M

- BACKEND AI DEVELOPMENT
- GO-TO MARKET ENGINEER
- FULL-STACK ENGINEER + GRAPHIC DESIGNER
- OWN SERVER



WEBSITE

[WWW.ASKFRITZ.CHAT](http://WWW.ASKFRITZ.CHAT)



CONTACT

[contact@askfritz.chat](mailto:contact@askfritz.chat)

# CIRQUEL

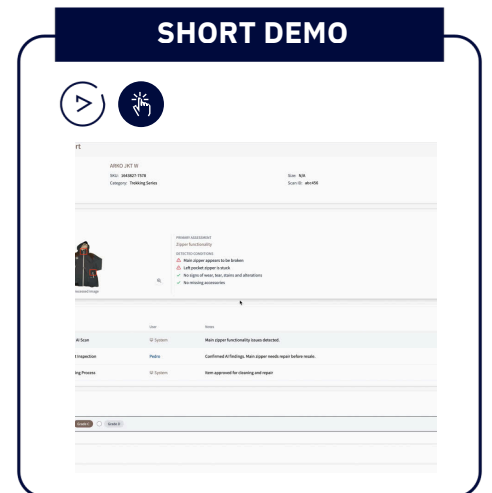
## Redefining the lifecycle of returns through AI & Circular Innovation

### ABOUT US

CIRQUEL offers a **pioneering approach to reverse logistics** by leveraging **AI and computer vision tech** and **quality forecasting** to streamline returns processes, enabling the **defect detection** while significantly reducing handling times and enhancing item **repurposing**. We facilitate an end-to-end solution for brands to manage returns, dead-stock, and prototypes, converting potential **losses into profitable opportunities**.

**INDUSTRY:** Circular - tech, Logistics - tech, Fashion-tech

**BASED IN:** HQ1 Barcelona, Spain  HQ2 Berlin, Germany 



### OUR TEAM



**Anna Warchalowska**  
CEO & Co-Founder

[LinkedIn →](#)



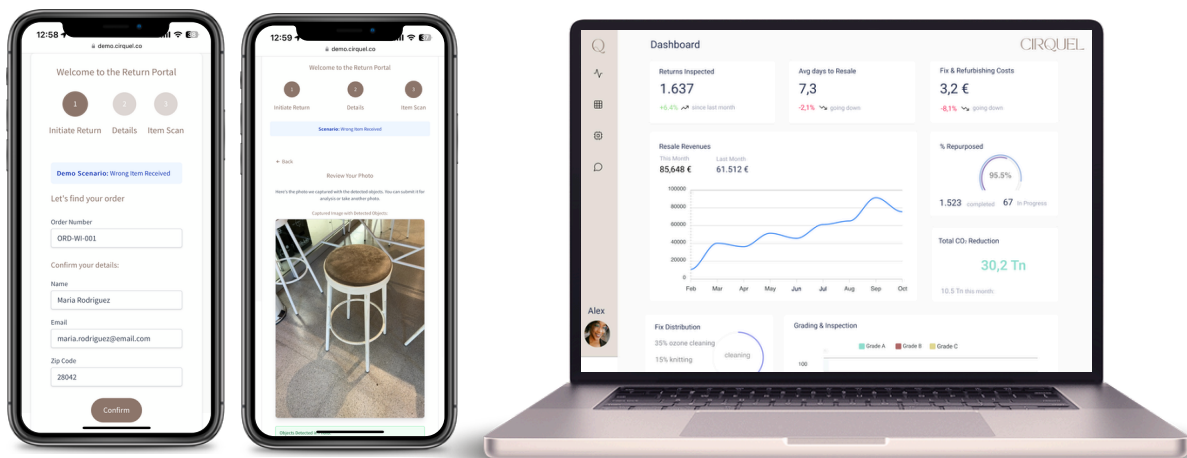
**June Arrieta**  
COO & Co-Founder

[LinkedIn →](#)



**Carlos Blanco**  
CTO


[LinkedIn →](#)



### NEXT STEPS

- Launch MVP 2.0 with enhanced multi-category AI model (fashion, furniture, automotive textiles) **Q2 2026**
- Expand EU client base (DE, NL, PT, FR, BE, PL, IT, Nordics) **Q2 2026**, and globally **Q3 2027**
- Open seed round to scale development and partnerships **Q2 2026**

### CURRENT STATUS

- Successful 6 months **PoC completed in Madrid** (Summer 2024) with **6 fashion brands, 1 warehouse, and 1 resale platform** – validating CIRQUEL’s AI for anomaly detection and circular repurposing, started new **PoC in Barcelona with a new industry vertical (Testimonials VIDEO)** 
- **19 signed LOIs/clients** with fashion, accessories, and furniture brands.
- Operating from HQs in Barcelona and Berlin, **supported by** BEAM, Logistics Incubator 4.0 by zona Franca de Barcelona, BIC Gipuzkoa, eWorks by ESADE, and Startup Boost by INCIBE, Ibercaja and Ajutamiento de Zaragoza.

### BUSINESS MODEL & UNIT ECONOMICS

2B SaaS platform providing AI-powered defect detection and quality forecasting for returns management.

#### Revenue streams:

- Monthly/Yearly SaaS subscription (per product line/volume) \*Licence TBD
- Optional add-on:
  - localized warehousing and logistics via 4PL partners
  - margin on resale & refurbishment
  - integration with RMS

#### Unit Economics:

- Avg. contract value: €22K-€76K annually per brand
- Gross margin: 60-75%
- Avg. ROI for brands: +45% recovered product value, -60% processing time

### FINANCIAL NEEDS & CONDITIONS OPEN ROUND (till 15.12.25)

We are raising a **€600,000 pre-seed** round to:

- Deploy our MVP 2.0 with enhanced multi-category AI model.
- Expand to new industry verticals and key EU markets.
- Strengthen our core team (AI, data science, sales).

#### Funding type: Equity round

- Ticket sizes: €50K-€250K
- Already secured: 55% of the round
- Use of funds: 52% product, R&D, 27% market expansion & marketing, 21% operations.



# Engineering Plastics To Expire

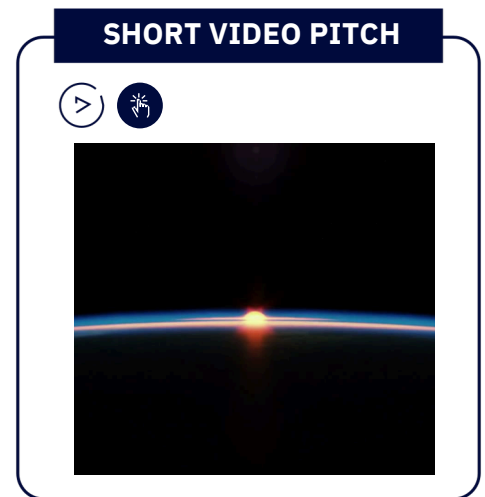
## End of Waste Built-In

### ABOUT US

EvoNatura is a biotech company developing plastics that self-degrade using microbes. Our proprietary, patent-pending additive with FDA-approved microbes breaks down materials from the inside out—delivering truly biodegradable, soil-safe, and microplastic-free solutions for a cleaner planet.

**INDUSTRY:** Plastics, Advanced Materials, Additives

**BASED IN:** Rhode Island, USA



### OUR TEAM



**PRIYANKA Naithani**  
Co-Founder & CEO  
[LinkedIn →](#)



**ALKA Naithani**  
Co-founder & COO  
[LinkedIn →](#)



**Hugo Lisboa, PhD**  
Chief Technical Officer  
[LinkedIn →](#)



**SIMON Hombersley**  
Advisor  
[LinkedIn →](#)



### CURRENT STATUS & NEXT STEPS

#### Current Status (2024–2026)

- Secured a provisional patent and developed the MVP (Minimum Viable Product).
- Awarded \$100,000 in grant funding and prizes.
- Initiated pilot proposals with industry leaders.

#### 2027 (Seed Round):

- Launch contract manufacturing.
- Complete pilots.
- Receive certifications.
- Sign two distributors.

#### 2028 (Series A Round):

- Launch full production.
- Generate \$50M in revenue.

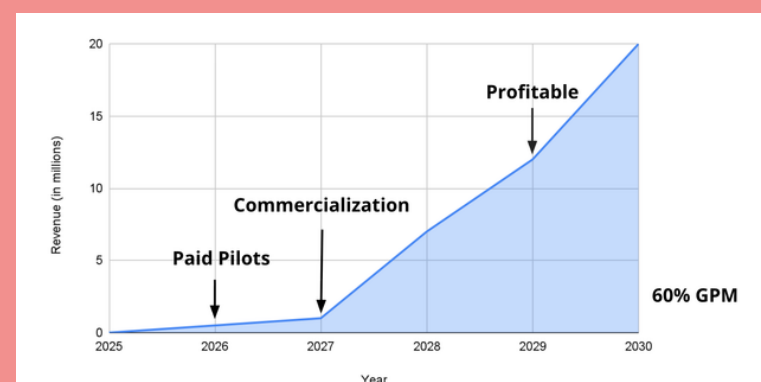
### BUSINESS MODEL & UNIT ECONOMICS

Direct B2B sales of our additive to plastic manufacturers, sold at \$35/kg, translate to just \$0.35 per kg of finished resin when integrated at 1% loading.



### FINANCIAL NEEDS & CONDITIONS

EvoNatura is seeking \$5 million in Seed funding by 2027 to complete pilots and securing certifications, with the overall goal of launching full production and generating \$50 million in revenue by 2028.





COMPANY NAME

**fetaLife Technologies**

**ABOUT US**

Fetalife Technologies is a Spin-Off of the Hospital Sant Joan de Déu, Hospital Clínic de Barcelona, and the University of Barcelona. The company is developing a liquid incubator system designed to mimic the conditions of the maternal womb, offering a solution to the challenges associated with extreme prematurity.

**INDUSTRY:** MedTech, HealthTech, Biotechnology

**BASED IN:** BARCELONA, SPAIN.



OUR TEAM



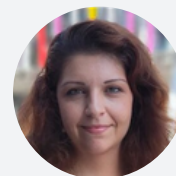
**ELISENDA Bonet Carné**  
CEO & Co-Founder  
[LinkedIn →](#)



**EDUARD Gratacós**  
Co-Founder & CSO  
[LinkedIn →](#)



**ELISENDA Eixarch Roca**  
Co-Founder & Med Lead  
[LinkedIn →](#)



**YOLANDA de Roo**  
Medtech Develop. Lead  
[LinkedIn →](#)



**CURRENT STATUS & NEXT STEPS**

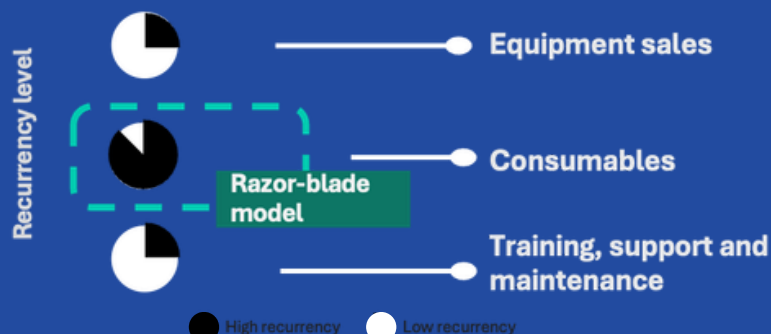
The Fetal Liquid Incubator is currently at the preclinical validation stage.

Following extensive research and more than €10M invested in development, fetalife has built and tested a functional prototype in a sheep model, demonstrating successful neonatal transition and normal development.

The next step is to refine the system into a Minimum Viable Product (MVP) suitable for First in Human trials, focusing on miniaturization, design optimization, and the establishment of a quality management system to support regulatory submission.

**BUSINESS MODEL & UNIT ECONOMICS**

Benchmarking was performed to have and estimate of a similar device and its business model, resulting in a proposed business model for **direct sales** with three revenue streams:



**B2B**

Public and Private Hospitals with NICUs

**FINANCIAL NEEDS & CONDITIONS**

Target stage: **PRE-SEED | SEED**

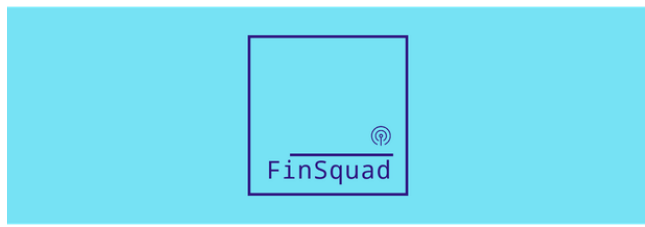
**OPEN ROUND**

TARGET INITIAL INVESTMENT **€3M**

- Company set-up** - Transfer key members from research to the company.
- R&D investment** - Adapt the prototype to its use for humans
- Quality system** - Implement a quality system at an Early Stage.

**WEBSITE** [fetalifetech.com](http://fetalifetech.com)

**CONTACT** [contact@fetalifetech.com](mailto:contact@fetalifetech.com)



COMPANY NAME

**FinSquad Ltd**

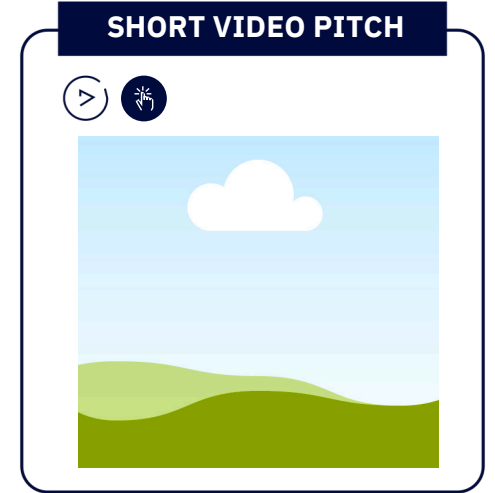
**ABOUT US**

FinSquad is the financial wellness app that turns personal finance from a solo chore into a team sport. We solve financial inertia in two ways: by leveraging social accountability with team savings challenges, and by providing a proactive AI agent that works 24/7 to automate savings, optimize spending, and actively manage your financial life.

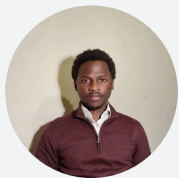
**INDUSTRY:** FinTech, Personal Finance

**BASED IN:** London, United Kingdom.  
Operating in the UK and USA.

**SHORT VIDEO PITCH**



**OUR TEAM**



**ENOCK Ocharo**  
Co-Founder & CEO  
[LinkedIn →](#)



**HARRY Jandu**  
Co-Founder & CTO  
[LinkedIn →](#)



**CURRENT STATUS & NEXT STEPS**

**Current status**

- **Product:** MVP development is complete, with core social challenge features and full Open Banking integration (via Finexer) in place.
- **Traction:** Validated strong product interest with over 200 users on our pre-launch waitlist, acquired with zero marketing spend.
- **Team:** Experienced and balanced founding team (Finance/Product + AI/Tech) is in place.

**Next Steps (12-Month Roadmap)**

- **Q4 2025:** Launch FinSquad app (iOS/Android) to our waitlist and onboard our first 250 users.
- **Q1 2026:** Gather user feedback and iterate on social features. Launch V1 of the proactive AI agent.
- **Q2 2026:** Integrate payment initiation (PISP) and launch the "FinSquad Plus" subscription.
- **Q2-Q4 2026:** Scale user acquisition campaigns and begin development of the V2 financial products marketplace.

**BUSINESS MODEL & UNIT ECONOMICS**

Our model is a freemium-led, three-phase approach:

- **Acquisition (Freemium):** Core social challenges and 3 bank account connections features drive low-cost viral acquisition via "squad" and "challenges" invites.
- **Monetization (Phase 1 - Subscription):** A "FinSquad Plus" monthly subscription to unlock premium features, including the proactive AI agent, credit-building tools, unlimited bank account connections and advanced financial insights.
- **Monetization (Phase 2 - Marketplace):** High-margin commissions from a curated marketplace where our AI seamlessly recommends and integrates relevant financial products (e.g., investments, insurance, mortgages) based on user goals.

**FINANCIAL NEEDS & CONDITIONS**

- **Fundraising Target:** Seeking **£250,000** in **pre-seed funding** to achieve our 12-month milestones. £6,000 already committed.
- **Instrument:** Advance Subscription Agreement (ASA). SEIS/EIS eligible.
- **Use of Funds:**
  - 60% Product & Engineering: (Hire 1 developers, build AI agent, scale infrastructure).
  - 25% Marketing & Growth: (Launch to waitlist, initiate first paid acquisition campaigns).
  - 15% Operations & Compliance



COMPANY NAME

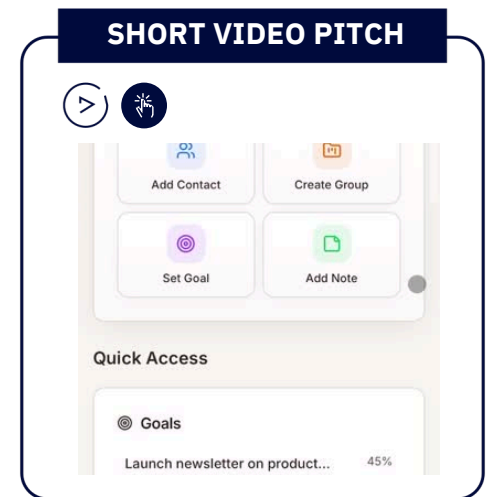
Flint

### ABOUT US

Networking today is overcrowded and overwhelming. People have plenty of contacts, but few meaningful connections or clear opportunities. That's where Flint comes in. Flint is a smart network management platform that organizes your network with behavioural science and AI. Our personalized matching helps you stay connected and reach the right people at the right time.

**INDUSTRY:** **Professional Networking** – Career-focused platforms for building and maintaining connections.  
**Career Tech** – Tools that support goal attainment and professional growth.  
**Personal CRM** – Systems for organizing and managing personal relationships.

**BASED IN:** Barcelona, Spain  
C-Suite located in Spain, Ecuador and the U.S.



### OUR TEAM



**Genevieve Sykes**  
CEO  
[LinkedIn →](#)



**Thomas Hoyos**  
COO  
[LinkedIn →](#)



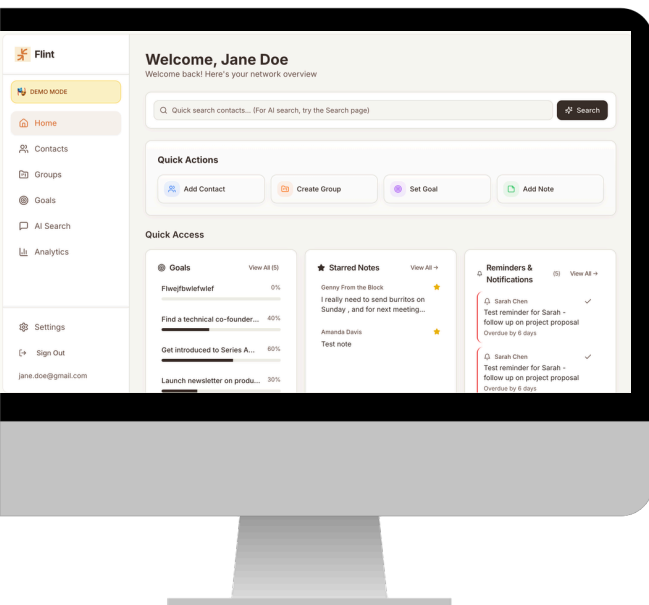
**Matías Dyck**  
CFO  
[LinkedIn →](#)



**Carissa Almendarez**  
CMO  
[LinkedIn →](#)



**Marc Bara Iniesta**  
Mentor & Interm CTO  
[LinkedIn →](#)



### CURRENT STATUS & NEXT STEPS

- Validated with 100+ users, 20+ experts
- UX MVP built; pilot tests underway
- ESADE incubator + accelerator
- Interim CTO + tech mentors onboard
- Branding complete
- Secure Co-Founder CTO
- Launch MVP with 30 users
- Land 3 pilot partners
- Reach 7K followers
- Finalize ops + governance

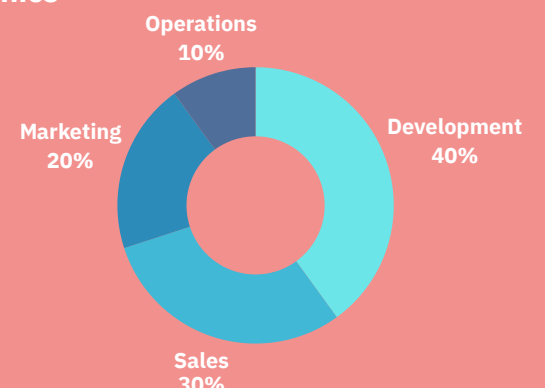
### BUSINESS MODEL & UNIT ECONOMICS

Freemium Funnel → Subscriptions → Scalable SaaS Revenue

- 3 Tiers: Free (acquisition), Personal (€15/mo), Studio (€25/user/mo)
- Users start free, then upgrade as engagement and collaboration grow.
- Recurring subscription model with usage-based flexibility.
- 12-Month Targets:
  - 10,000 users
  - €50k revenue
  - LTV €180 / CAC €30 → LTV:CAC = 6x
- Model designed to validate product-market fit and scale efficiently post-Seed.

### FINANCIAL NEEDS & CONDITIONS

€250k to Validate MVP and Prove Scalable SaaS Economics





COMPANY NAME  
**Foxtery**

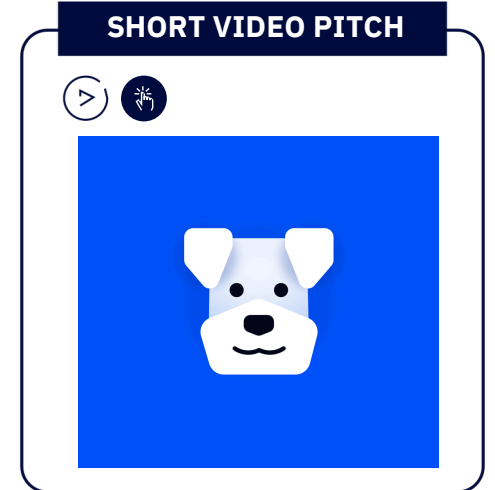
**ABOUT US**

Foxtery is an AI course builder for any employee training. Turns any documents, slides, videos into interactive effective courses in under 30 minutes. Works best for companies with 500+ employees, especially with large customer success and sales teams which always need onboarding and constant updates about company's products and services.

**INDUSTRY:** B2B SaaS, HRTech, Corporate Learning

**BASED IN:** BARCELONA, SPAIN

**SHORT VIDEO PITCH**

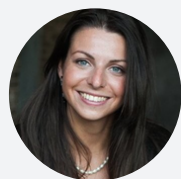


**OUR TEAM**



**Art Maslow**  
CEO

[LinkedIn →](#)



**Olga Andrienko**  
CMO

[LinkedIn →](#)



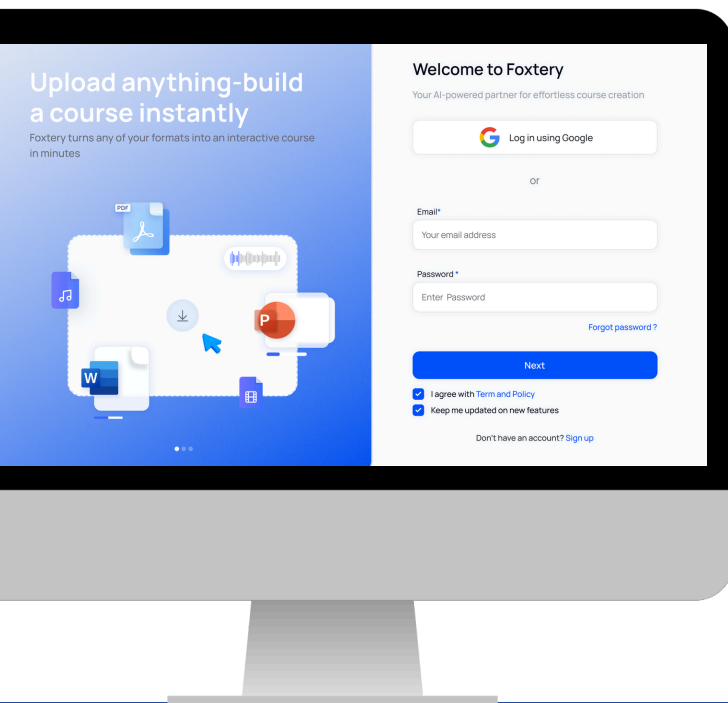
**Theodore Ratkin**  
CTO

[LinkedIn →](#)



**John Mulholland**  
Strategic Advisor

[LinkedIn →](#)



**CURRENT STATUS & NEXT STEPS**

**Current Status:**

€80K revenue generated since January 2025  
20 paying clients across EU, including enterprise client TravelPerk  
100 companies on the waitlist for our official public launch  
ENISA-certified as an innovative startup in Spain  
Product launch-ready with enterprise integrations and SCORM output

**Next 12 months:**

Launch full agentic version with voice UX and knowledge graph [Nov 2025 launch]  
Scale to €1M ARR and 500 clients  
Deploy automated growth funnels across EU markets  
Focus on the mid-market (200-1000 employees) segment

**BUSINESS MODEL & UNIT ECONOMICS**

**Pricing Tiers:**

Pro: €69/month, Business: €240/month, Enterprise: Custom pricing  
Revenue Expansion: Clients start with SaaS subscription, then expand through usage-based AI credits for more teams and courses. €10K clients grow to €100K accounts through natural usage expansion.

**Unit Economics:**

75% gross margin, 130%+ Net Revenue Retention (NRR), 4x+ LTV/CAC ratio  
6-month CAC payback period, €35K+ average contract value, 85% logo retention

**FINANCIAL NEEDS & CONDITIONS**

Closing \$300K pre-seed at \$3M valuation  
\$240K already committed (S16 VC, GDEV founder [Nasdaq IPO], and others)  
€150K founder capital invested

**Use of Funds:**

- 45% Go-to-Market: sales, demand generation, partnerships
- 35% Product: Knowledge graph, adaptive learning paths
- 20% CS & Operations

**WEBSITE** <https://foxtery.com/>

**CONTACT** [info@foxtery.com](mailto:info@foxtery.com)



COMPANY NAME

**Gene4All**

**ABOUT US**

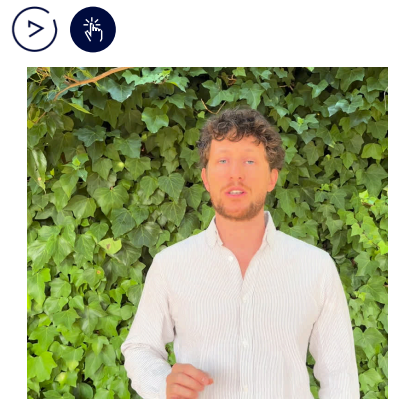
Gene4All strives to democratize biotechnology and bridge global gaps in scientific opportunity, as science should belong to everyone. We're building an open-access biotech ecosystem connecting labs, learners, and communities across continents to unlock innovation potential.

**INDUSTRY:** Biotechnology, Genomics, EdTech

**BASED IN:** BARCELONA, SPAIN

OPERATIONS: African and European countries

**SHORT VIDEO PITCH**



**OUR TEAM**



**VINCENZO Di Donato**

CEO & Co-founder

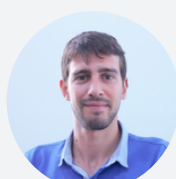
[LinkedIn →](#)



**THOMAS Auer**

Program Director & Co-founder

[LinkedIn →](#)



**FRANCESCO Sottile**

Finance Manager & Co-founder

[LinkedIn →](#)



**LILY Paemka**

Innovation Director

[LinkedIn →](#)



**AMELIE Wamba**

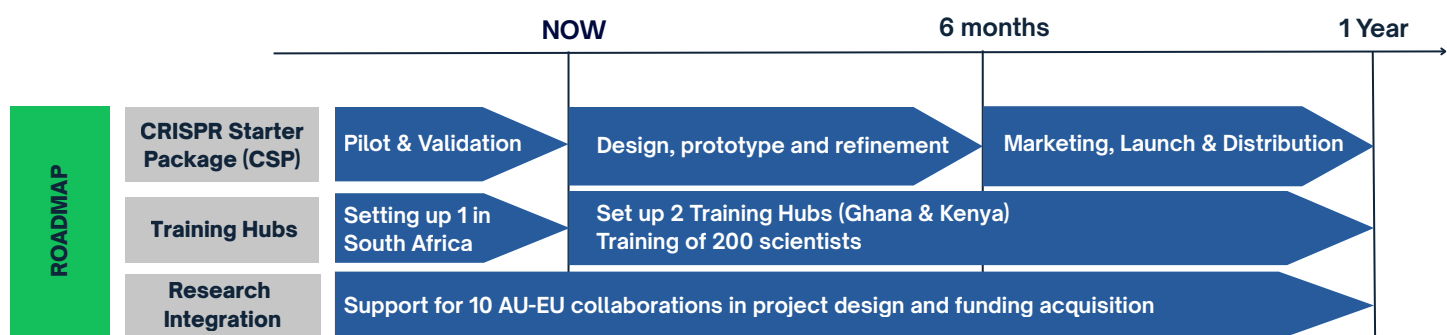
Partnership Lead

[LinkedIn →](#)



**CURRENT STATUS & NEXT STEPS**

Gene4All is developing the CRISPR starter package, a replicable GE training designed to support African life-science professionals. The pilot programs show strong engagement, confirming demand. Currently, we are establishing a training hub in South Africa to deliver on-site genomics courses and build local capacity from the ground up. Our research integration efforts support 10 institutions in forming international consortia, strengthening AU-EU grant proposals. We have currently raised 15K in funding.



**BUSINESS MODEL & UNIT ECONOMICS**



**1 CRISPR Starter Package**

Affordable online course on CRISPR for African labs and universities.

Flat price: €100



**2 Training hubs**

On-site 2-week gene editing bootcamps for 20 students per cohort.

Fixed price training package: €40K



**3 Research integration**

Preparation and support service on grant proposals.

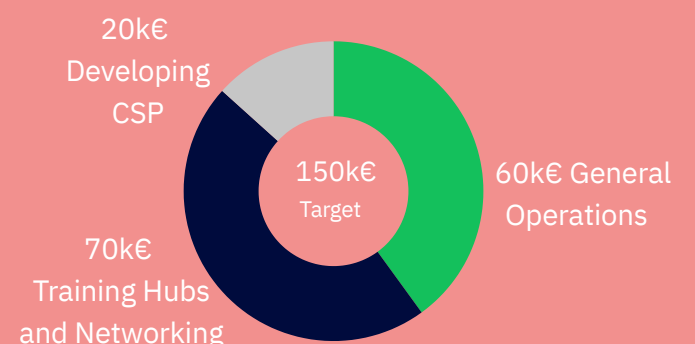
Consultancy Model: €100/hour  
Membership Model: €3,000/year for 2 grant reviews + grant training

90% gross margin, breakeven at 35 students, scalable at near-zero marginal cost, with strong potential for regional licensing and institutional bundling.

25–30% gross margin at €40K per cohort; breakeven at ~16 participants, scalable through local faculty partnerships and recurring institutional demand.

85% gross margin, high LTV with repeat clients; CAC payback within 1 client, and high value alignment with EU-Africa research funding flow.

**FINANCIAL NEEDS & CONDITIONS**



**IMPACT**

- Equity in generated spin-offs
- Early access to growing market
- Visibility
- Influence in program design

**WEBSITE** [Gene4all.org](http://Gene4all.org)

**CONTACT** [INFO@GENE4ALL.ORG](mailto:INFO@GENE4ALL.ORG)



COMPANY NAME

# Haptika Medical Technologies

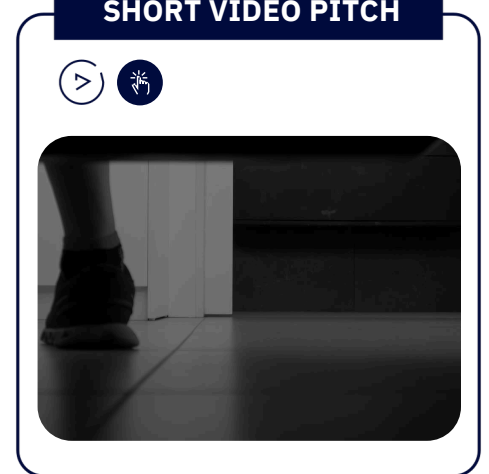
## ABOUT US

At Haptika, we are developing non-invasive haptic technology that brings sensory feedback to upper-limb prostheses and rehabilitation systems for neurological conditions involving sensory loss.

**INDUSTRY:** MedTech, Neurorehabilitation, Prosthetics

**BASED IN:** BARCELONA, SPAIN

## SHORT VIDEO PITCH



## OUR TEAM



**Jordi Puig Prujà**  
CEO  
[LinkedIn →](#)



**Albert Lladonosa Gort**  
CTO  
[LinkedIn →](#)



**Nuria Aguado Manero**  
CMO  
[LinkedIn →](#)



**Jung ji Suh**  
COO  
[LinkedIn →](#)



## CURRENT STATUS & NEXT STEPS

Haptika has successfully developed its first functional prototypes integrating sensory feedback into prosthetic systems. The technology has been validated in collaboration with clinical specialists and prosthesis users, confirming its usability and impact on comfort and confidence.

- 2026** **Product & Market Validation**  
Pilot studies with prosthesis users and clinics to validate functionality, usability, and market fit.
- 2027** **Product Launch**  
First commercial product focused on the B2C prosthetics market, establishing brand presence and user community.
- 2028** **Expansion & Diversification**  
Entry into the medical rehabilitation market and development of new haptic products

## BUSINESS MODEL & UNIT ECONOMICS

### B2B2C

Distribution through established prosthetic and orthopedic centers, combining Haptika's sensory technology with third-party prosthetic systems.

### B2C

Direct sale of wearable device to prosthesis users. This model includes potential subscription or direct sale through our own digital channel.

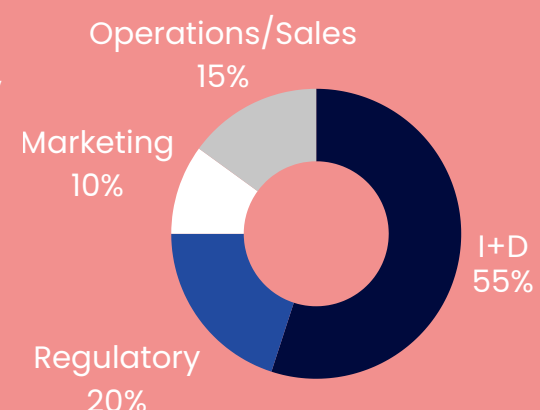
### B2B

Sale of devices and integration kits for professional use in rehabilitation programs, offering tailored feedback and monitoring for patient recovery.

## FINANCIAL NEEDS & CONDITIONS

### STAGE: PRE-SEED

Haptika is currently raising its first investment round of **€200k** to complete product development and enter the market.





COMPANY NAME

# Little Guts

## ABOUT US

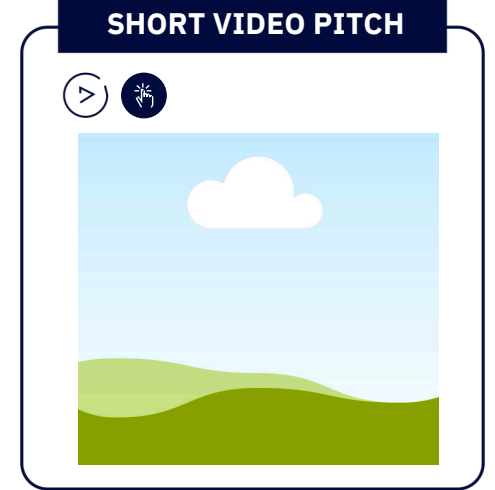
Dedicated to promoting gut health through innovative, natural pre- and probiotic products that support the healthy development of babies' guts. The product has a long shelf life, high nutritional value, and supports the improvement of intestinal health in infants and young children aged 6 to 36 months.

**INDUSTRY:** nutrition-driven, functional food

**BASED IN:** İstanbul, Türkiye  
OPERATIONS: Türkiye



## SHORT VIDEO PITCH



## OUR TEAM



**Tuğba Özbek**  
Founder,  
Food Engineer

[LinkedIn →](#)



**Özden Gönültaş**  
Pediatrician  
(Advisor)

[LinkedIn →](#)



**Zeinab Mohamedelshaikh**  
Nutritionist

[LinkedIn →](#)



## CURRENT STATUS & NEXT STEPS

- Technical validation of product - initial prototype ready (MVP)

Include here your current and next steps as clearly as possible.



## BUSINESS MODEL & UNIT ECONOMICS

Include here your business model, as well as unit economics, as clearly as possible.



## FINANCIAL NEEDS & CONDITIONS

Include here your financial needs and conditions as clearly as possible.



**WEBSITE** include here the company's website.



**CONTACT** [tugbaozbek@chiamore.com](mailto:tugbaozbek@chiamore.com)

# Ψ Lokutor

COMPANY NAME

## Lokutor - AI voicing

### ABOUT US

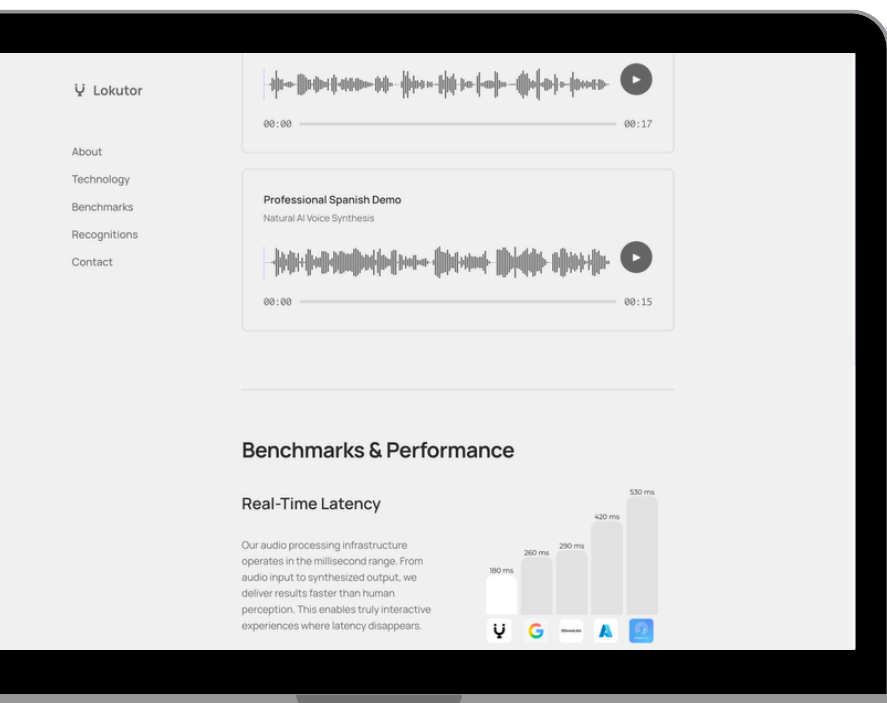
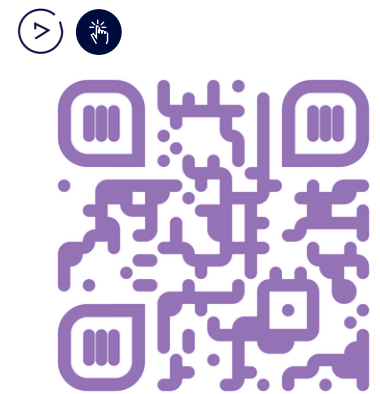
LOKUTOR created a proprietary AI speech engine, giving us a strategic 80X cost advantage. We leverage this vertical integration to build and sell highly profitable, specialized PaaS solutions that bypass API competition and dominate the B2B enterprise market

**INDUSTRY:** Media, Deeptech, Audiovisual

**BASED IN:** Madrid, Spain

OPERATIONS: Spain, Brazil

### SHORT VIDEO PITCH



### OUR TEAM



**Guillermo Martín-Coello**  
Co-founder

[LinkedIn →](#)



**Daniel Varela**  
Co-founder

[LinkedIn →](#)



### NEXT STEPS

- **Scale Proven Verticals:** Expand customer acquisition in our most profitable segments, particularly the Audioguide Platform and the UGC Pipeline.
- **Monetize more B2B Pilots:** Convert current high-value pilot programs (like the call center integration) into long-term, guaranteed contracts.
- **Maximize Margin:** Refine internal workflows and infrastructure to continuously increase profitability as we scale volume.

### CURRENT STATUS

We have validated our core thesis using the 80X cost moat. We secured \$400 MRR and \$4,000 in project revenue, proving the market will pay a premium for our integrated **PaaS solutions** across multiple verticals (Audioguides, UGC, and B2C).

### BUSINESS MODEL & UNIT ECONOMICS



Our model is anchored by proprietary vertical integration, where Lokutor operates as the customer of its own voice engine. This strategic choice transforms the market price of external premium APIs (up to \$0.15 per 1,000 characters) into our internal operational cost of just \$0.0018, creating a fundamental 80X cost moat. We capitalize on this margin by refusing to sell raw APIs. Instead, we package our cost advantage into high-margin, integrated Platform-as-a-Service (PaaS) solutions—like the Audioguide Platform, the UGC Video Pipeline, and our recurring B2C Podcast Platform. This approach eliminates B2B integration complexity for the client while ensuring maximum, defensible profitability for Lokutor across all verticals.

### FINANCIAL NEEDS & CONDITIONS

At Lokutor, we currently operate on a bootstrap model and have supplemented our growth with grants. Our primary focus is achieving economic sustainability through clients before seeking external funding, ensuring that any future investment is leveraged to scale the business rather than cover operational gaps.



COMPANY NAME

**L-Squared**

**ABOUT US**

L- Squared is a B2B lead generator for solar project developers to identify land plots. Using our proprietary GIS model, we deliver pre-vetted land leads that meet technical, legal, and environmental criteria - saving time, reducing project risk, and increasing conversion rates for solar project developers.

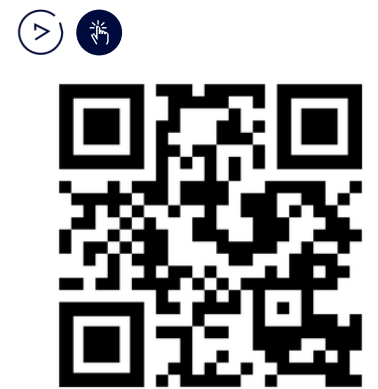
**Our goal is to accelerate Europe's energy transition** by streamlining one of the bottlenecks in solar development: land sourcing.

**INDUSTRY:** Renewable Energy, Land Intelligence

**BASED IN:** Barcelona, Spain

OPERATIONS: Across EU

**SHORT VIDEO PITCH**



**OUR TEAM**



**ALBA  
Fonseca Topp**  
CEO

[LinkedIn →](#)



**JEREMY  
Lin**  
CSO

[LinkedIn →](#)



**AYUSH  
Anand**  
CPO

[LinkedIn →](#)



**PHILIPPE  
Zehnder**  
COO

[LinkedIn →](#)



**CURRENT STATUS & NEXT STEPS**

Current Status:

- Pilot programs starting soon with clients in Portugal
- Internal tool development in progress
- Currently engaging with further clients to expand our pilot program.

Next Steps:

- Codevelop product in collaboration with pilot partners
- Expand MVP to further markets

**BUSINESS MODEL & UNIT ECONOMICS**



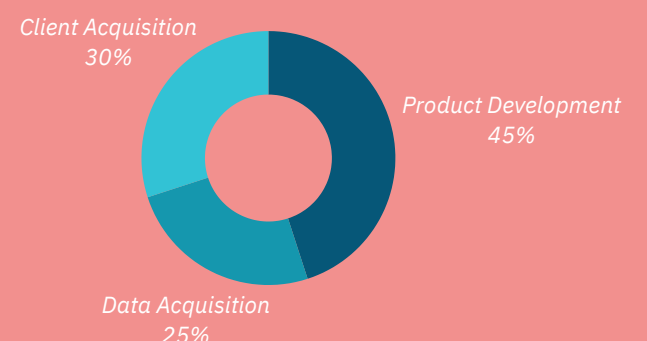
Our **B2B model** has three revenue streams: a subscription for baseline revenue and client access to curated land leads, plus two success-based commission fees – one when a land lease is signed, and another when the solar project is sold.

This structure aligns our incentives with the success of our clients and scales with their growth.

**FINANCIAL NEEDS & CONDITIONS**

Stage : Pre-Seed

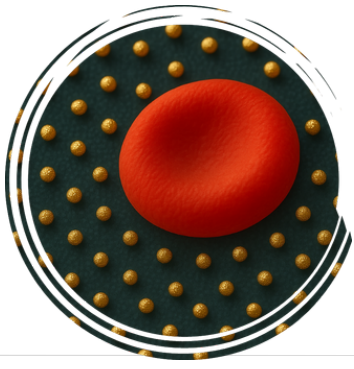
L-Squared is currently raising 35,000 to accelerate MVP development.



**WEBSITE** <https://l2solar.eu>



**CONTACT** [lsquared.data@gmail.com](mailto:lsquared.data@gmail.com)



COMPANY NAME

# NAunoMalaria

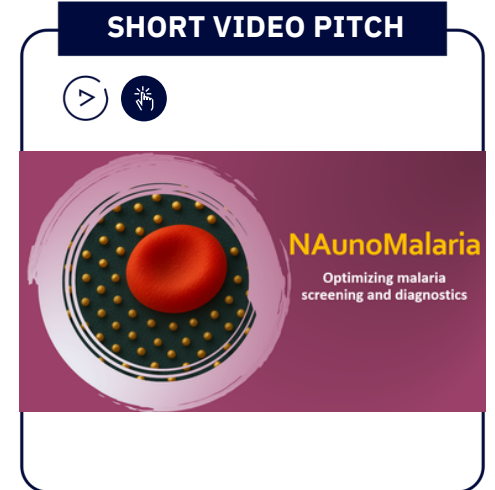
**ABOUT US**

NAunoMalaria is a MedTech startup developing a highly sensitive, portable malaria screening and diagnostic tool that detects and quantifies parasite DNA without electricity or specialized staff, revolutionizing malaria campaigns in remote, endemic areas

**INDUSTRY:** Healthcare; MedTech; Screening/Diagnostics; Blood Parasites

**BASED IN:** Barcelona, Spain

SHORT VIDEO PITCH



OUR TEAM



**Nil Sancho**  
CEO  
[LinkedIn →](#)



**Laura Barnés**  
CTO  
[LinkedIn →](#)



**Delfina Pietro**  
COO  
[LinkedIn →](#)

**CURRENT STATUS & NEXT STEPS**



We are currently performing field testing and user recruitment in Kenya and Mozambique to assess malaria screening workflows, device usability, and key performance requirements in real-world conditions.

In parallel, we are conducting laboratory validation tests to optimize the sensitivity and specificity of our technology, including prototype optimization, gold nanoparticle behavior analysis, DNA detection, etc.

Next steps include completing technical and medical regulatory approval, expanding the team with key roles in the fields of bioengineering, operations, commercial, regulatory and access, launching our pilot program, assessing large-scale production and market entry.

**BUSINESS MODEL & UNIT ECONOMICS**

**\$1B**

**Global Market**

Malaria Diagnostics and screening with Rapid Diagnostics Test (RDTs), PCR and microscopy/lab

**\$500M**

**Rapid Diagnostic Tests**

RDTs amount for half the malaria diagnostics and screening market, with a 6% CAGR

**\$10M**

**NAunoMalaria**

Sales projections with 2% market share reached 2 years after commercialization

**FINANCIAL NEEDS & CONDITIONS**

NAunoMalaria is seeking funding to complete technical research and product validation, regulatory approval, and pilot implementations in sub-Saharan Africa. We require €1.8 million over the next 24 months, with an additional €6 million to cover manufacturing, team expansion (bioengineering, regulatory and access, and commercial), and field deployment. We are open to equity investment, grants, and strategic partnerships

**CONTACT** [nilsancho@hotmail.com](mailto:nilsancho@hotmail.com)



# NERA ECO CONSTRUCTION

wood waste *redefined*

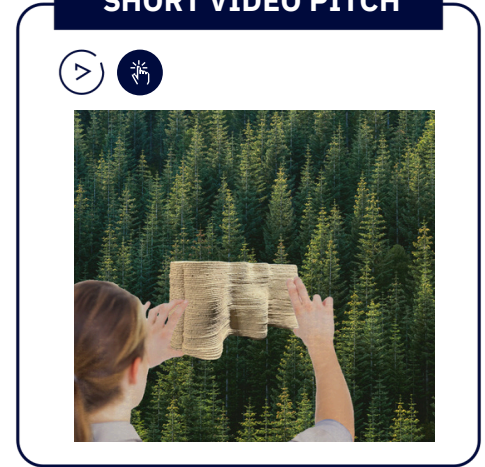
## ABOUT US

NERA ECO CONSTRUCTION upcycles **sawdust waste** into **3D printed exterior insulation panels** that improve the **energy efficiency, store carbon** and **simplify installation**.

**INDUSTRY:** ClimateTech; DeepTech; ConTech; Impact; Hardware

**BASED IN:** Barcelona, Spain

### SHORT VIDEO PITCH



## TEAM



**Aleyna Gültekin**  
Co-founder & CEO  
[LinkedIn →](#)



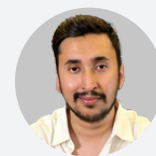
**Akane Qian Cheng, PhD**  
Co-founder & CMO  
[LinkedIn →](#)



**Ivan Marchuk**  
Comp. Designer  
[LinkedIn →](#)



**Abhijit Sinha**  
Advisor  
[LinkedIn →](#)



**Nihal Ahmed**  
Advisor  
[LinkedIn →](#)



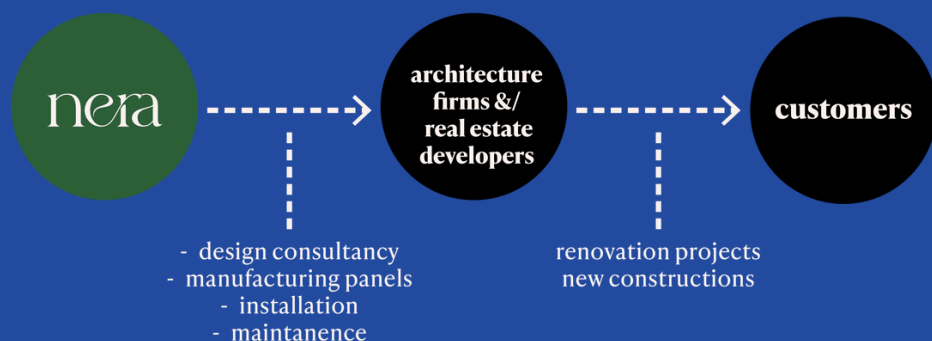
## CURRENT STATUS

- Tests showed the panels maintained an **interior** temperature of **25°C** while **exterior** reached **75°C**.
- Upcycled **190kgs** of **sawdust** waste, storing **300+ kgs** of **CO2**
- Formed **partnerships** with sawdust **suppliers, material consultancy company** and **large-scale/robotic 3D printing** company
- Secured **grants and awards** totaling to €25k

## NEXT STEPS

- **Equipment scale-up** (M1-3): Upgrade printing systems to manufacture in full scale
- **Pilots & Community engagement** (M3-9): Deploy alternative use cases (outdoor/indoor furniture)
- **Lab testing** (M9-12): Tests for fire safety, thermal insulation, and durability
- **IP protection** (M12): Legal consultation on patentability report for our material composition

## BUSINESS MODEL & UNIT ECONOMICS



Current unit economics: **30% gross margin**, expected to reach **50%+ 2027 onwards** with **scaling** and combining industrial extrusion and 3D printing technologies.

## FINANCIAL NEEDS & ASK

€1M in pre-seed funding (mix of dilutive & non-dilutive) for:



Open for **collaboration projects** for alternative use cases, for example:

- **Customized furniture** for **offices, coworking spaces, and product showrooms**
- Outdoor elements like **benches, planters, and light posts**
- **Event and exhibition structures** that are sustainable, **lightweight, and reusable**



# NOMAAK

COMPANY NAME

**NOMAAK**

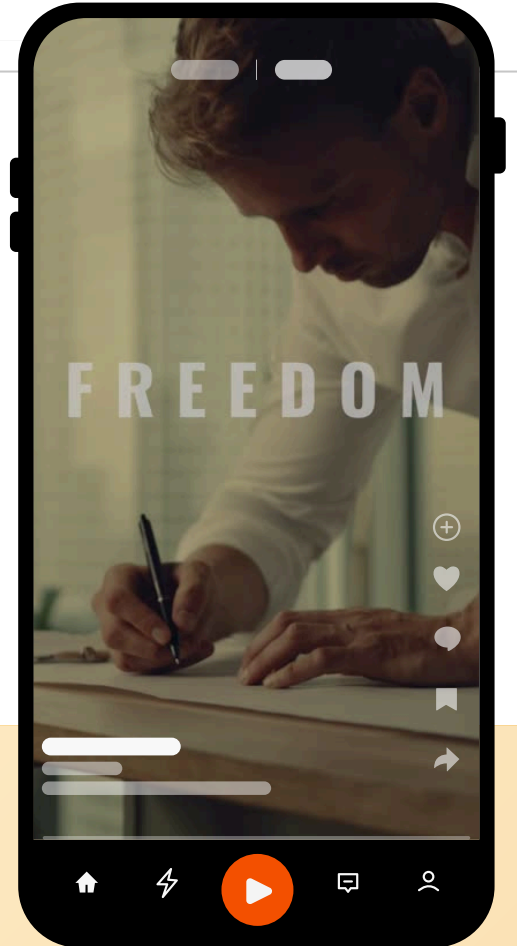
## ABOUT US

NOMAAK is a remote technical office that transforms the outsourcing of engineering and architecture projects. Companies get specialized teams when they need them & professionals get access projects they are passionate about.

**INDUSTRY:** 🏗️ Architecture, ⚙️ Engineering & 🏭 Manufacturing

**BASED IN:** Barcelona, Spain

OPERATIONS: Germany, France, Italy, Portugal & Spain.



## OUR TEAM



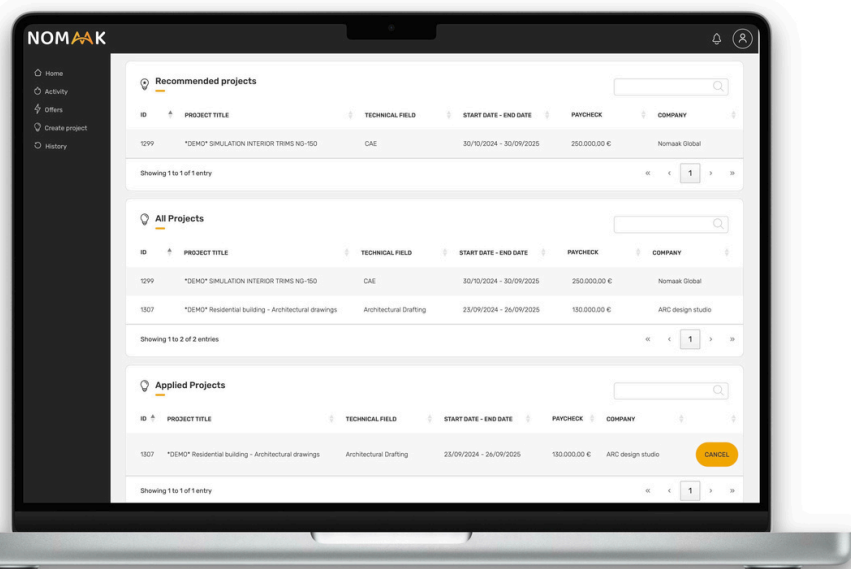
**OSCAR Rodero**  
Founder

[LinkedIn →](#)



**PERE Gracia**  
Founder

[LinkedIn →](#)



## CURRENT STATUS

- ✅ MVP lunched
- 👤 +600 users
- 🔧 +120 skills
- 🌍 +20 countries

🤝 Partnership with CIMNE & ICÓNICO for engineering & architecture

## NEXT STEPS



- New key functionalities
- Expansion to other EU countries
- AI deployment
- Subscription model

## BUSINESS MODEL & UNIT ECONOMICS

### PRIMARY STREAM

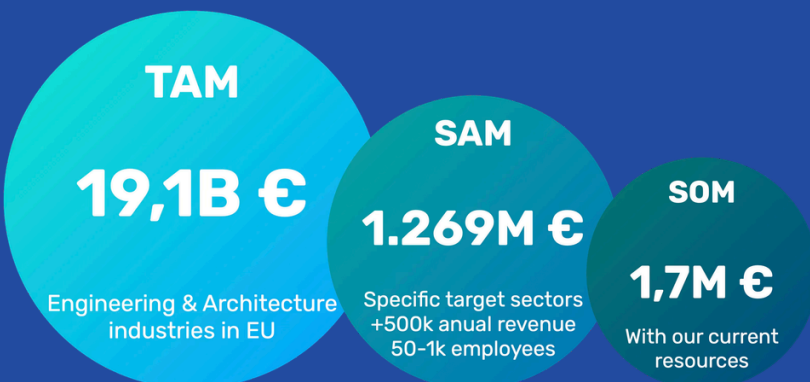
- Commission based
- ~35% of project budget

### SECONDARY STREAM

- User subscription model
- Newsletter ads

### UNIT ECONOMICS

- CAC: 6k €
- LTV: 39k €
- CAC Payback: 8,3 months



## FINANCIAL NEEDS & CONDITIONS

### STRATEGIC PARTNER

- Sales boost
- Market penetration
- Credibility & trust

Current investing round  
**€ 300.000**  
over 2.5 years

- Mktg & Sales
- Platform dev/IA
- Resources
- Legal



COMPANY NAME

**Nomu**

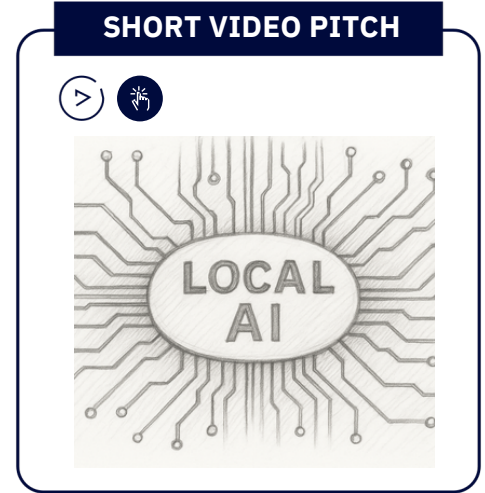
**ABOUT US**

Nomu is an AI venture studio that co-develops intelligent, privacy-first solutions with small and medium-sized enterprises across industries. Our mission is to help organisations become AI-ready by building custom, local AI systems that enhance efficiency while protecting their data and intellectual property.

**INDUSTRY:** Healthcare, manufacturing, legal, education.

**BASED IN:** Barcelona, Spain & Rotterdam, Netherlands.

**SHORT VIDEO PITCH**



**OUR TEAM**



**Joshua Vasilda**  
Sales

[LinkedIn →](#)



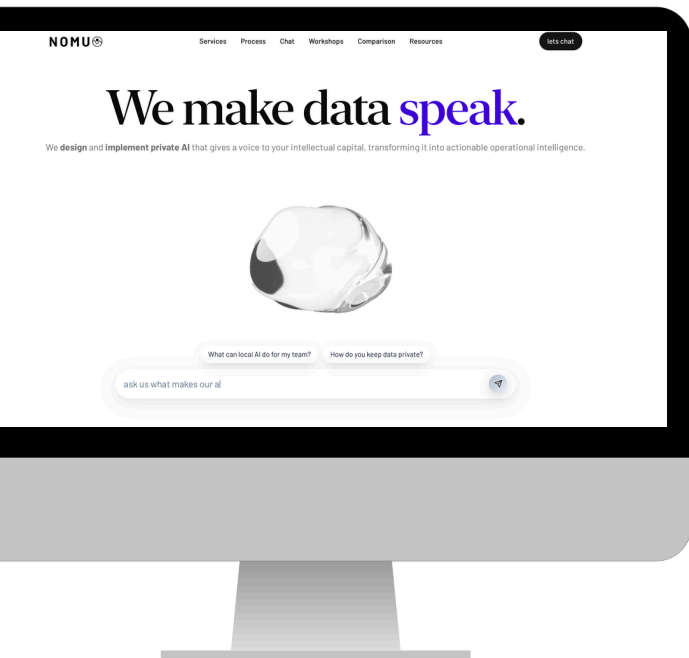
**Davino Rosario**  
CTO

[LinkedIn →](#)



**Aljereau Martin**  
Design & marketing

[LinkedIn →](#)



**CURRENT STATUS & NEXT STEPS**

We have currently secured 2 clients with a total value of 60 thousand euros. With 5 additional clients in the pipeline. (Aviation training, Fashion, and Healthcare)

We are currently building our internal library of proprietary AI components and formalising our deployment model.

Our focus will be on industries that value privacy, independence, and security.

**BUSINESS MODEL & UNIT ECONOMICS**

Projects value ranges between €24 thousand and €50 thousand with project timelines between 2 and 3 months. We operate at a 64% gross profit margin.

**Project phase:**

1. Training workshop - Educate and diagnose the use case.
2. Research phase - Deep dive into the current operation, Workflow mapping.
3. MVP development - We design, build, and deploy a working AI system.
4. Post deployment assessment - Iterate and modify based on client feedback.
5. Support - We provide ongoing project support and updates.

**FINANCIAL NEEDS & CONDITIONS**

We are currently not looking for any investments.



COMPANY NAME

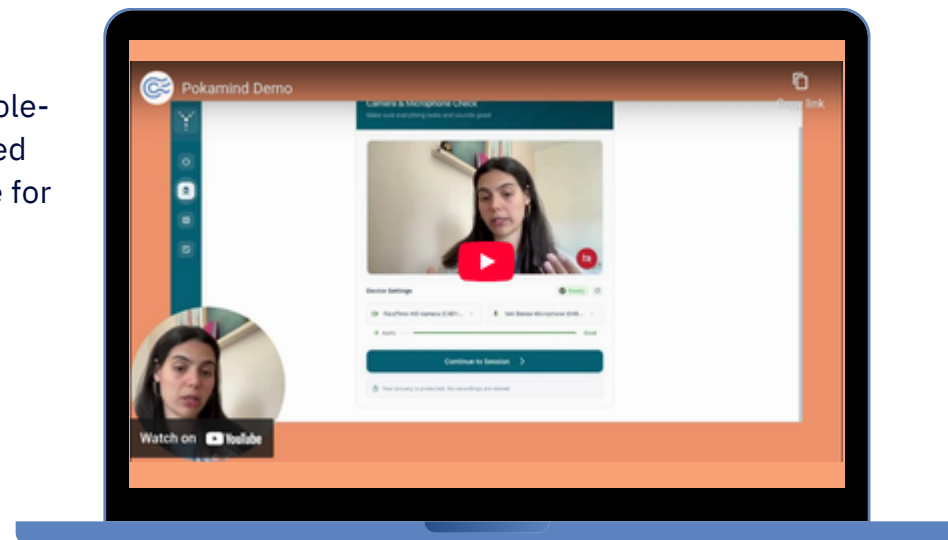
**Pokamind**

**ABOUT US**

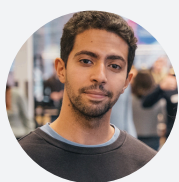
Pokamind helps companies upskill their workforce through custom AI role-play training that provides interactive practice sessions with personalized feedback for skills like sales and leadership. Grounded in science. Made for measurable, lasting results.

**INDUSTRY:** HR Tech, ED Tech, Artificial Intelligence

**BASED IN:** Stockholm, Sweden



**OUR TEAM**



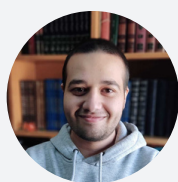
**Dr Youssef Mohamed**  
CEO

[LinkedIn →](#)



**Sara Zetterström**  
COO

[LinkedIn →](#)



**Zyad Magdy**  
CTO

[LinkedIn →](#)



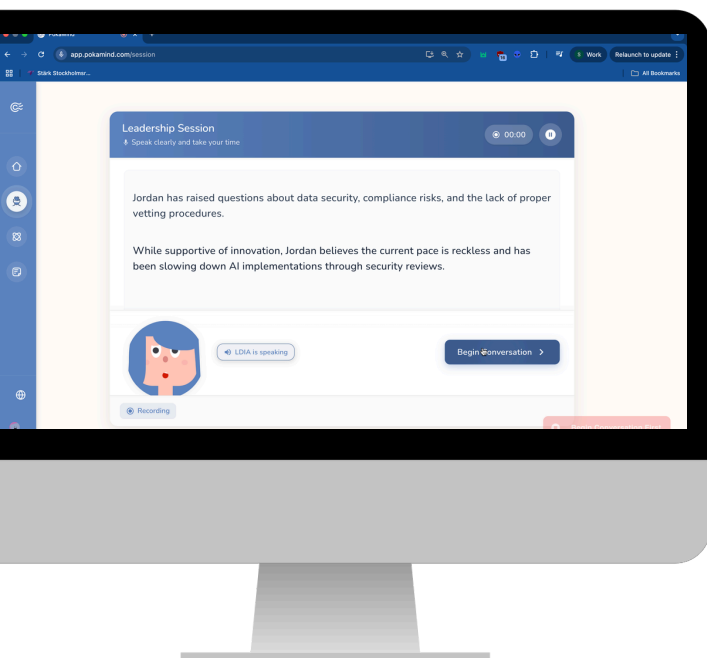
**Tomas Yangbyn**  
GTM Advisor

[LinkedIn →](#)



**Kristina Plumbly**  
Strategic Advisor

[LinkedIn →](#)



**CURRENT STATUS & NEXT STEPS**

Pokamind launched its product in February 2025 and has since partnered with BioInvent for leadership development and secured ABB as a paid client for negotiations training. Currently based in Riyadh, Saudi Arabia as part of an AI launch pad accelerator by E3 Ventures, we are exploring product-market fit for this underserved market.

**Next steps:** validate in the MENA region by delivering contextually relevant training for Arabic-speaking markets by securing 3–5 additional enterprise clients, and raise a €500k seed round to accelerate regional expansion and product development.



**BUSINESS MODEL & UNIT ECONOMICS**

We operate on a flexible, value-based revenue model designed to scale with your organization:

**Implementation & Customization Services** – One-time customization, integration and white label fees ensure our platform aligns seamlessly with each company’s existing systems and unique needs.

**SaaS Subscription** – A straightforward monthly subscription per employee provides ongoing access to our complete platform, with pricing depending on volume.

**Assessment Services** – Specialized assessments are available on demand, allowing organizations to gain deeper insights into their workforce and any skill gaps.



**FINANCIAL NEEDS & CONDITIONS**

Pokamind is opening a €500K seed round at the beginning of January 2025 to fuel our next phase of growth. This capital will enable us to establish a strong presence in the MENA region, scale our operations across key markets, and accelerate product development over the next two years. We're seeking strategic investors who share our vision of transforming workforce development through AI-powered training solutions and can support our expansion into underserved markets in the Middle East and beyond.



**WEBSITE** [www.pokamind.com](http://www.pokamind.com)



**CONTACT** [sara@pokamind.com](mailto:sara@pokamind.com)



COMPANY NAME

**ReflectEasy**

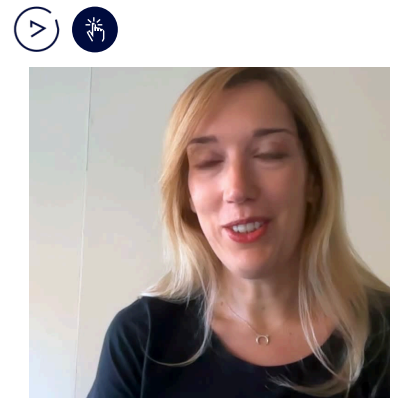
**ABOUT US**

ReflectEasy helps companies prevent burnout and team tensions before they escalate through AI-guided self-reflection and anonymized HR insights.

**INDUSTRY:** HR Tech, Employee Well-being, AI-powered People Analytics

**BASED IN:** Barcelona, Spain

**SHORT VIDEO PITCH**



**OUR TEAM**



**VANESA  
Bravo**  
CEO

[LinkedIn →](#)



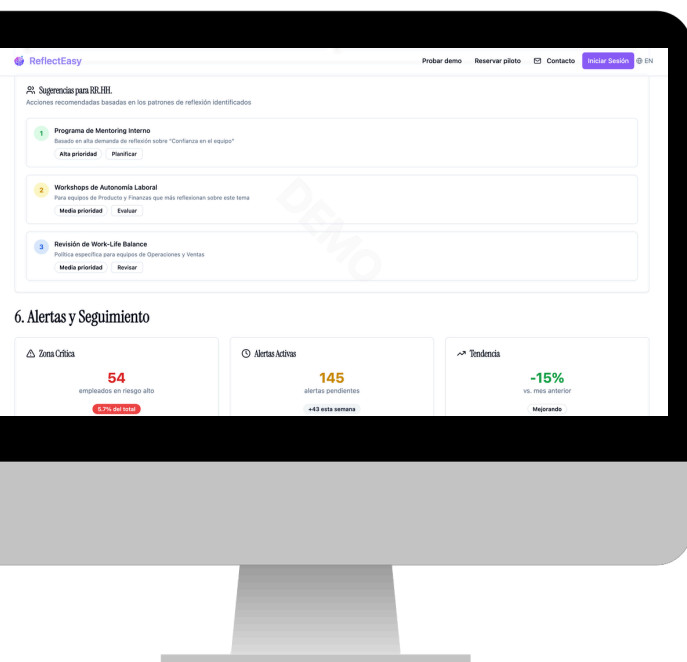
**CELINA  
Trotz**  
Sales & Partnerships

[LinkedIn →](#)



**ASIER  
Aduriz**  
CTO

[LinkedIn →](#)



**CURRENT STATUS & NEXT STEPS**

ReflectEasy launched its MVP in 2025 and is currently running pilots with mid-sized companies (100–500 employees) to validate impact and fine-tune HR dashboards.

Next steps: close B2B pilots with 6–10 companies and prepare a €300k pre-seed round in early 2026 to scale development and sales.

**BUSINESS MODEL & UNIT ECONOMICS**

ReflectEasy operates under a SaaS B2B subscription model, charging companies per active employee per month.

TAM= 40–80 M€, 250–400 M€, 300–400 M€, 1–2 B€

- Projected gross margin: >80%.
- Churn expected <10% based on preventive, recurring HR integration.
- ARR goal: €150K by end of 2026, with break-even projected in Q4 2027 (ARR ≈ €1.8M).



**FINANCIAL NEEDS & CONDITIONS**

Currently raising €300K (Pre-Seed) for 18-month runway.

Use of funds:

- 40% Product & AI development
- 35% Sales & pilots expansion
- 25% HR compliance & operations setup



COMPANY NAME

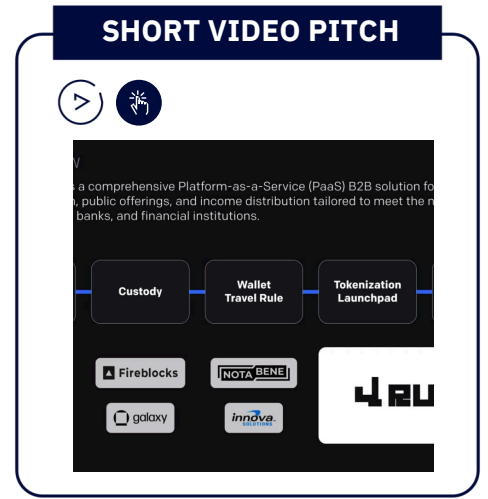
Rudiq

**ABOUT US**

Rudiq provides end-to-end real-world-assets (RWA) token issuance infrastructure and a brokerage marketplace for licensed financial institutions to issue and distribute tokenized RWA.

**INDUSTRY:** FinTech, Blockchain, Banking, Investment Management

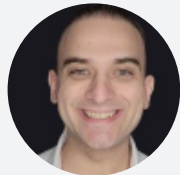
**BASED IN:** Delaware, USA | Dubai, UAE. | Istanbul, Turkiye  
OPERATIONS: EMEA & North America



OUR TEAM



**KEMAL Akillioglu**  
Executive  
[LinkedIn →](#)



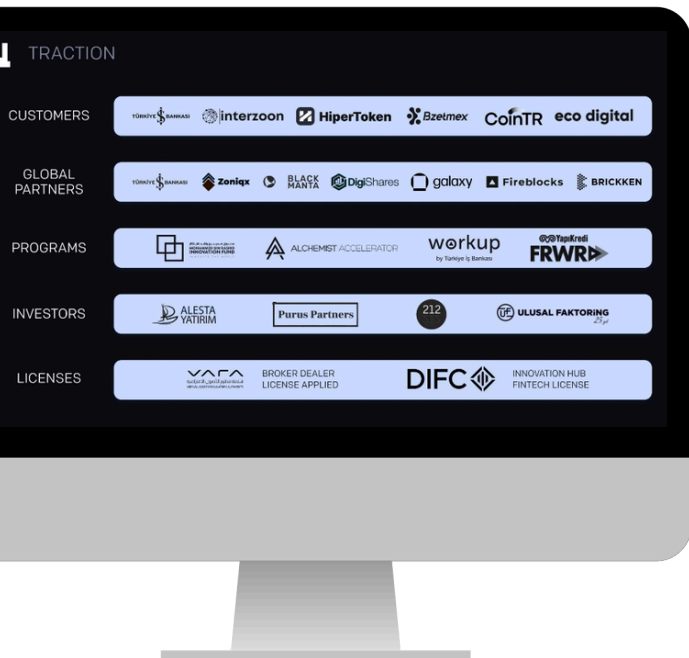
**HARUN Kucuksuslu**  
Head of Product and Operations  
[LinkedIn →](#)



**NES Ozkan**  
Partnerships Manager  
[LinkedIn →](#)



**GUNSEL Topbas**  
General Manager  
[LinkedIn →](#)



**CURRENT STATUS & NEXT STEPS**

CURRENT STATUS

- **\$50K MRR & \$850K funded through early institutional and strategic investors.**
- **Active customers:** Türkiye İş Bankası, Interzoon, HiperToken, Bzetmex, CoinTR, Eco Digital.
- **Global partners:** İşbank, Zoniq, Black Manta, DigiShares, Galaxy, Fireblocks, Brickken — enabling full-stack issuance, custody, and distribution.
- **Accelerator programs:** Alchemist Accelerator (US), Workup by İşbank, Mohammed Bin Rashid Innovation Fund (UAE), and FRWRD by Yapı Kredi.
- **Regulatory progress:** Tech Company incorporated in the USA; DIFC Fintech License obtained; VARA Broker-Dealer License applied.

**Operational Roadmap**

- Expand Rudiq’s regulatory footprint across key financial hubs to enable global RWA issuance and secondary trading.
- Strengthen compliance and custody integrations with tier-1 institutions and broker-dealers.
- Launch multi-jurisdictional RWA marketplace powered by a single API.
- Enhance issuer and investor onboarding UX with automated KYC/AML modules.
- Build regional teams in MENA, EU, and APAC to support institutional distribution and client success.

**BUSINESS MODEL & UNIT ECONOMICS**

**Tokenization**  
**Tokenization & Lending Suite**

- Setup Fee**  
A custom fee is charged for the platform setup based on analysis
- Monthly Platform Fee**  
A fixed fee is charged for the platform services.
- Consultancy Fee**  
A fixed fee is charged for the consultancy services.



**FINANCIAL NEEDS & CONDITIONS**

Seed Round Target: \$2.5M

**\$1.5M** – New issuance & broker-dealer licenses + localized team setups, business development and partnerships building, integrations.

**\$0.6M** – Operational expenses (Opex): compliance, security, and support infrastructure.

**\$0.4M** – Product development: compliance libraries, issuer integrations, marketplace features.



COMPANY NAME

**Solvía FlexKapG**

**ABOUT US**

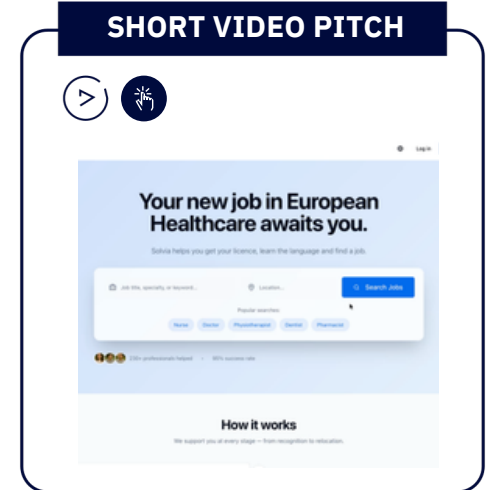
Solvía is an AI-driven platform that connects international healthcare professionals with hospitals and clinics in Europe.

**INDUSTRY:** Healthtech · HR Tech · AI-enabled Recruiting

**BASED IN:** Salzburg, Austria

OPERATIONS: Europe (DACH, Spain, France & Italy)

**SHORT VIDEO PITCH**



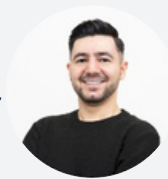
**OUR TEAM**



**David Emanuel Rehrl**  
CEO & Founder  
[LinkedIn →](#)



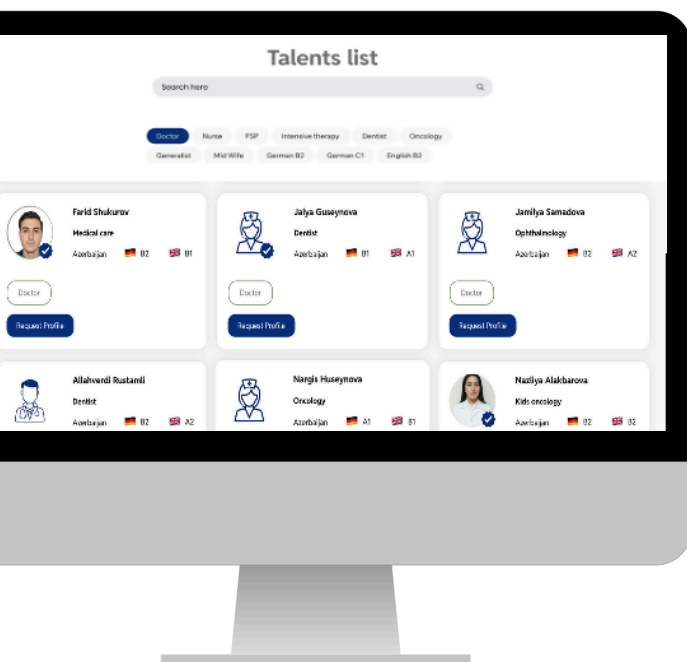
**Teymur Mammadov**  
COO & Co-founder  
[LinkedIn →](#)



**Nijat Mahmudov**  
CTO  
[LinkedIn →](#)



**Andre Joswig**  
Mentor & Business Angel  
[LinkedIn →](#)



**CURRENT STATUS & NEXT STEPS**

- ✓ MVP live with early adopters (doctors in process of homologation)
- ✓ In negotiation with partner hospital in Austria
- ✓ LOI signed with homecare provider in Spain
- Secure pre-seed funding (€150K–€250K) to automate workflows and scale user acquisition
- Finalize B2B pilot with 3 hospitals in 2025
- Expand reach to new EU markets

**BUSINESS MODEL & UNIT ECONOMICS**

B2B2C model:

- Doctors access the platform for free; clinics pay a subscription fee for access.
- Optional premium services (translations, visa, relocation) via partner network.
- Current CAC: ~€240; LTV: €3,500–€5,000.

**FINANCIAL NEEDS & CONDITIONS**

Seeking €25K pre-seed to:

- Scale marketing to reach 1,000+ verified medical professionals
- Strengthen B2B hospital partnerships
- Automate AI-driven candidate screening & matching



COMPANY NAME

**SplitStay**

**ABOUT US**

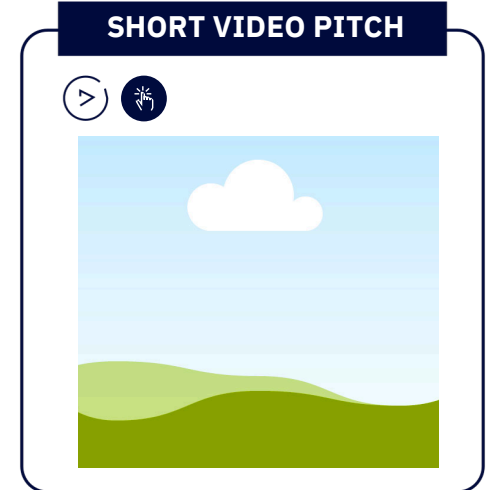
SplitStay is building the “**BlaBlaCar for Hospitality**” — helping solo travelers and event-goers share hotel rooms, apartments, or villas to make trips more social, affordable and sustainable.

**INDUSTRY:** TravelTech · Marketplace · Hospitality / MICE Tech

**BASED IN:** Maaseik, Belgium

OPERATIONS: Initial focus on European travel hubs (Barcelona, Lisbon, Amsterdam) with user traction from digital-nomad and event communities.

**SHORT VIDEO PITCH**



**OUR TEAM**



**BURAK Dikmenoglu**  
Mentor

[LinkedIn →](#)



**LEDA Zanlungo**  
Strategic Advisor

[LinkedIn →](#)



**MARTA Aparicio**  
Strategic Advisor

[LinkedIn →](#)



**MICHAEL C. Cohen**  
Strategic Advisor

[LinkedIn →](#)



**CURRENT STATUS & NEXT STEPS**

CURRENT STATUS

- ✓ MVP web-based version live
- ✓ Pilot @ Travel Massive Asia Conference
- ✓ Featured in [PhocusWire](#)
- ✓ Selected for Start it @KBC Accelerator
- ✓ Applying to imec.istart Netherlands

NEXT STEPS (Q4 2025):

- Finalize mobile version + WhatsApp bot
- Pilot partnerships with event organizers and ticketing platforms
- Raise €400k pre-seed round to accelerate GTM & automation roadmap
- Launch pilot during key MICE events



**BUSINESS MODEL & UNIT ECONOMICS**

SplitStay takes a ~10% commission per successful accommodation match. Early simulations show a €10 fee per stay → €175k revenue Year 1 (17.5k matches).

Secondary revenue streams:

- White-label solutions for event organizers
- Premium verification & insurance for shared stays
- Affiliate integrations



**FINANCIAL NEEDS & CONDITIONS**

Funding goal: €400,000 pre-seed

Use of funds:

- 40% product development (mobile app + automation)
- 35% marketing & partnerships (MICE & events)
- 15% team expansion (CTO, CMO, Ops)
- 10% runway / overhead

Target valuation: €1.6M post-money

Round type: SAFE / equity convertible



**WEBSITE** [www.splitstay.travel](http://www.splitstay.travel)



**CONTACT** [hello@splitstay.travel](mailto:hello@splitstay.travel)



COMPANY NAME  
**Vertalis**

**ABOUT US**

Vertalis empowers manufacturers to act decisively by fusing disconnected ERP, MES, CRM, IoT, and Excel data into a unified, graph-native platform. With real-time, conversational AI, leaders instantly simulate scenarios, visualize KPIs, and align strategy, slashing decision time from weeks to minutes and unlocking measurable gains in efficiency and competitive edge.



**INDUSTRY:** AI / Manufacturing

**BASED IN:** MILAN, ITALY

OPERATIONS: Company operates in EU countries

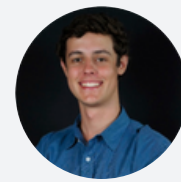
**OUR TEAM**



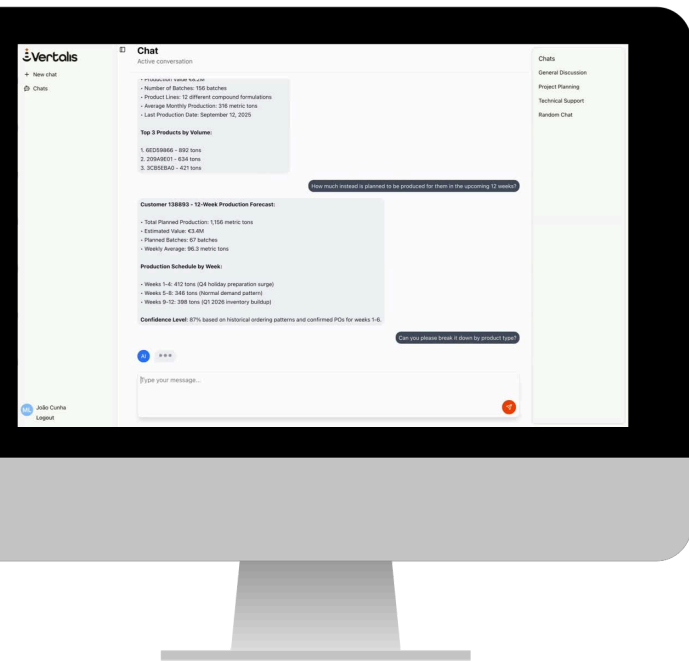
**Stefano Giancristofaro**  
CEO  
stefano.giancristofaro@vertalis.ai



**Beatrice Bigoni**  
COO  
bigoni.beatrice@vertalis.ai

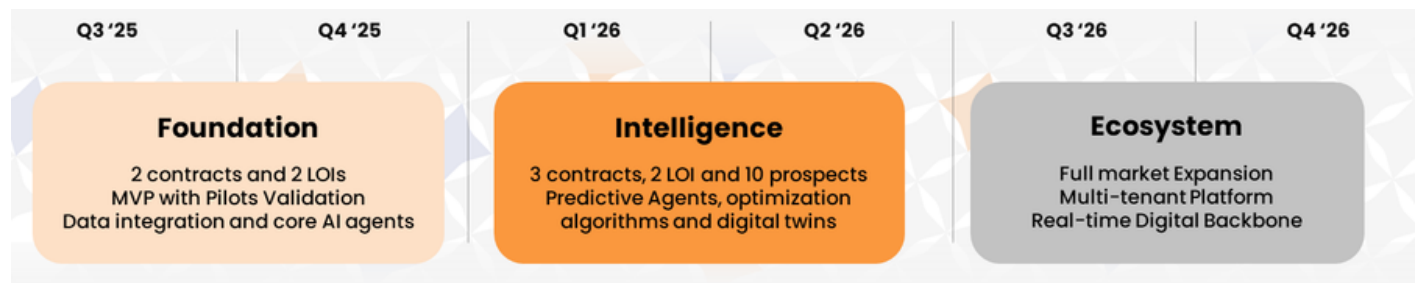


**João Pedro Khair Cunha**  
CTO  
joao.cunha@vertalis.ai



**CURRENT STATUS & NEXT STEPS**

- ✓ MVP product in the hands of pilots
- ✓ 20+ companies who validated the idea
- ✓ 2 contracts signed
- ✓ Fully developed proprietary tech stack
- ✓ Partnership with Oxford University



**BUSINESS MODEL & UNIT ECONOMICS**

**2M**  
Manufacturers in EU

**22B**  
Addressable Market

**4.5B**  
Serviceable Market

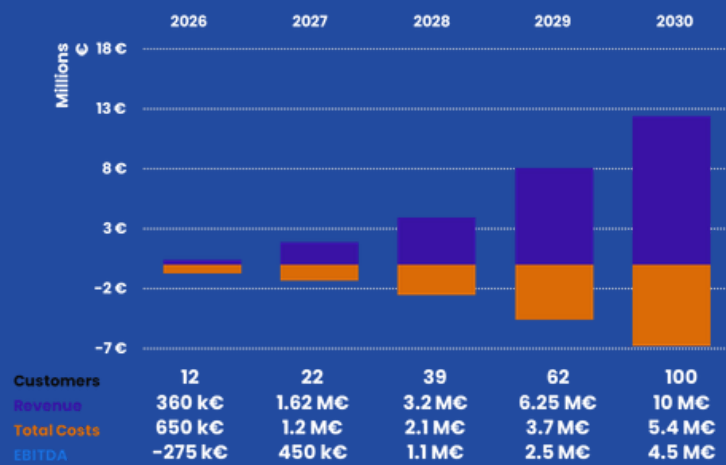
**Standard Offer**

Annual fee  
30k€ to 80k€

Implementation  
40k€ to 100k€

**Add-On**

Customized add-ons, tailored agents and additional customer service



**FINANCIAL NEEDS & CONDITIONS**





**ABOUT US**

VibeSell is the first Extended Relationship Management, expanding legacy CRMs with tailored sales agents that augment sellers before, during and after their customer meetings, ensuring they close every deal in their pipeline. Think of it as the Cursor for Sales.

**INDUSTRY:** Artificial Intelligence, B2B SaaS, CRM

**BASED IN:** Zurich, Switzerland



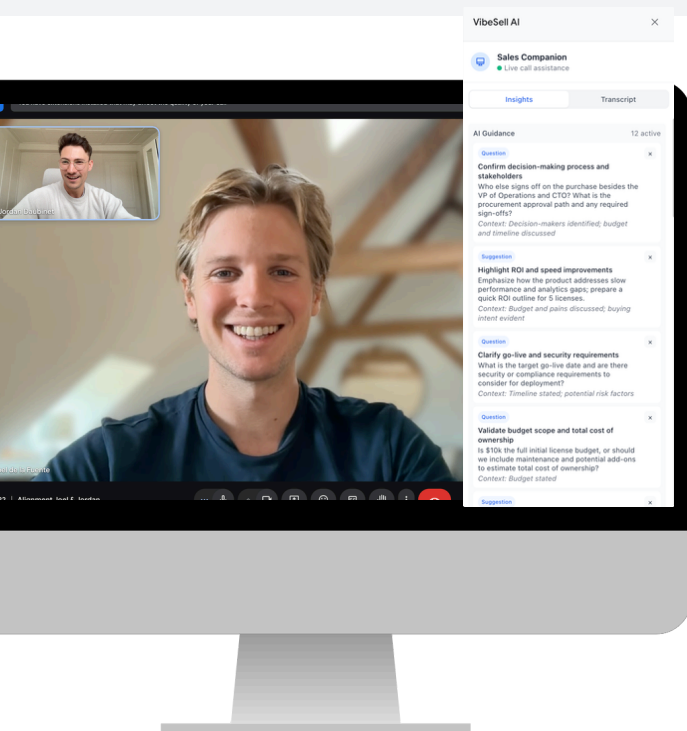
**OUR TEAM**



**Joel de la Fuente**  
CEO  
[LinkedIn →](#)



**Jordan Daubinet**  
CTO  
[LinkedIn →](#)



**CURRENT STATUS & NEXT STEPS**

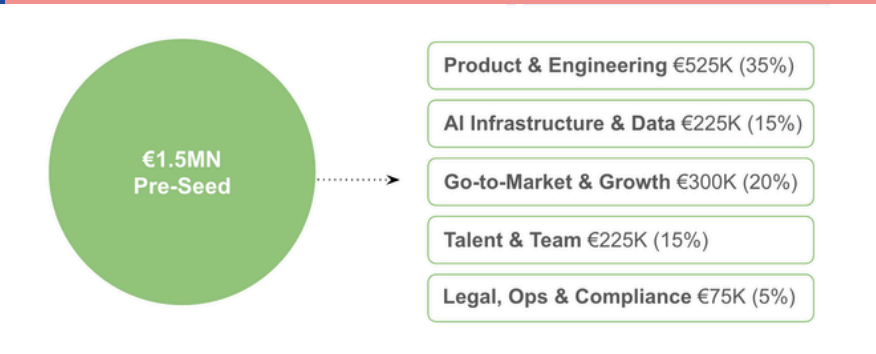
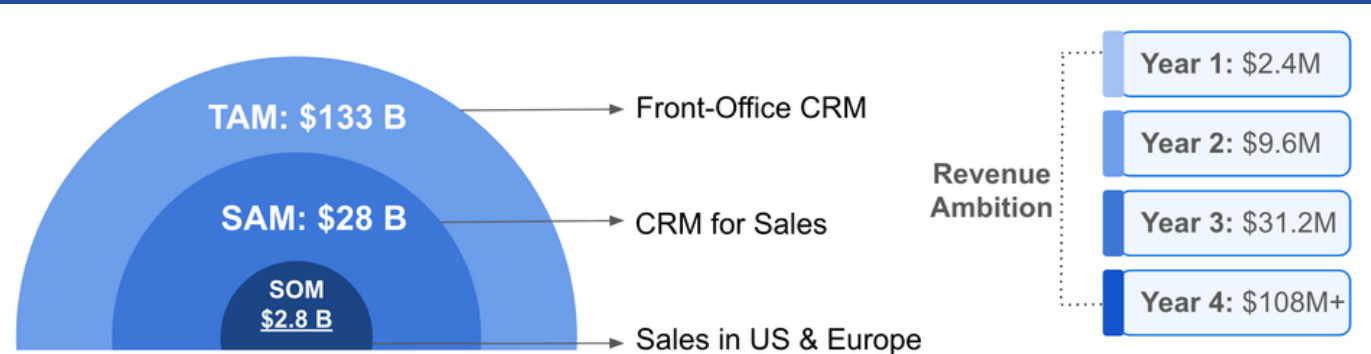
- ✓ MVP ready
- ✓ Full-Time CEO and CTO with deep domain expertise
- ✓ Product Launch in closed beta in November
- ✓ In advanced conversations with 5 Design Partners
- ✓ Raising a Pre-Seed Round to scale Go-To-Market
- 🎯 Sign 8 customers in 2026 with 2 MN EUR in ACV
- 🎯 Hire 4 developers to scale up product development
- 🎯 Expand Go-To-Market to land first enterprise deals
- 🎯 Distribution across Salesforce AppExchange
- 🎯 Integration across major Sales Tech Platforms

**BUSINESS MODEL & UNIT ECONOMICS**

Business Model: Consumption & Outcome Based.  
Margins: 50-70%

**FINANCIAL NEEDS & CONDITIONS**

Include here your financial needs and conditions as clearly as possible.



**WEBSITE** [www.vibesell.ai](http://www.vibesell.ai)

**CONTACT** Joel de la Fuente, CEO  
[joel@vibesell.ai](mailto:joel@vibesell.ai)

# eWorks Accelerator

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Project supported by:

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Do Good. Do Better.