

**IoT**  
T R I B E<sup>®</sup>  
**SPACE**  
**ENDEAVOUR**



This project has received funding from the European Union's Horizon 2020 research and innovation program under Grant Agreement no 870480

<https://space.iottribe.org/>



## Do you believe in the power of ground-breaking tech?

IoT Tribe Space Endeavour takes promising space technologies to find founders, start-ups and SMEs who can take them to market across industries. The programme curates opportunities for start-ups, scale-ups and entrepreneurs to accelerate growth, access funding and find partners and space-tech enabled business opportunities.

### About the IoT Tribe Acceleration Programme

IoT Tribe is a global accelerator, sourcing the best start-ups and connecting them with partners. The mission is to get start-ups to their big first enterprise sale and give the corporate partners access to the technologies that can fuel their business. With over 150 alumni and a network of experienced mentors, IoT Tribe accelerates companies globally in industrial technologies, deep tech and now space tech.

### At a glance

Three cohorts of promising spacetech and IoT companies have joined the IoT Tribe Acceleration Programme of the Space Endeavour project. Meet the startups:



# COHORT #01

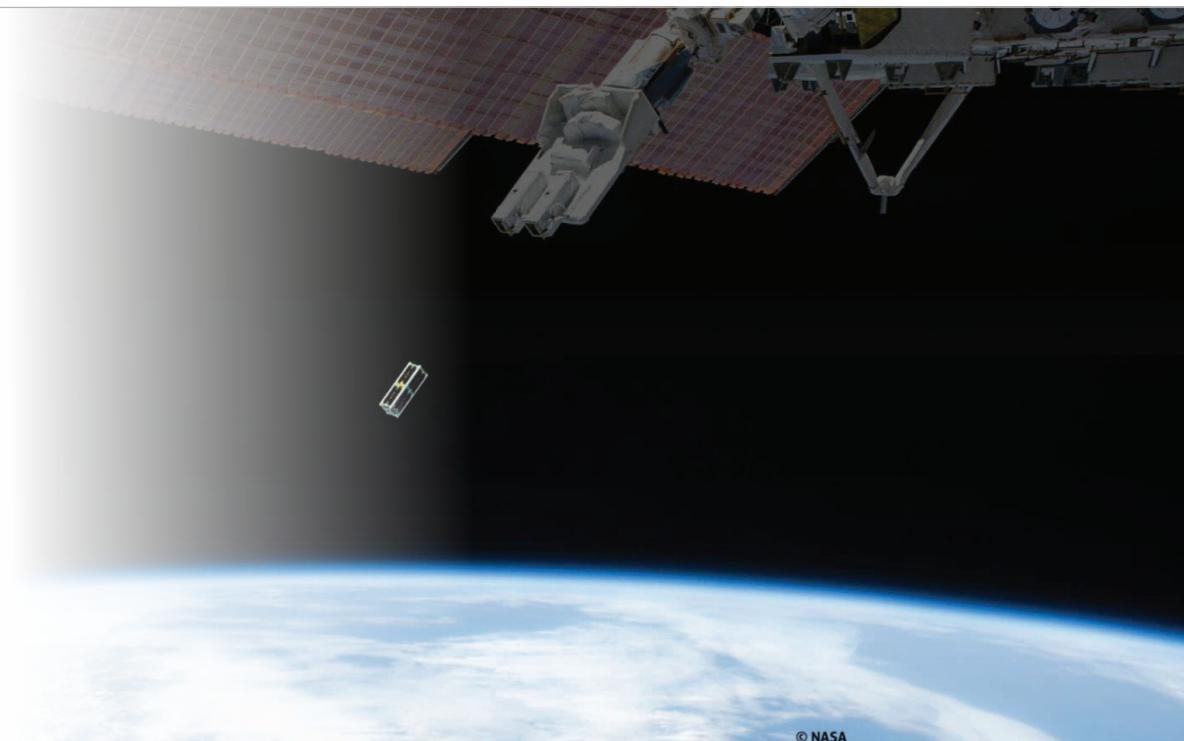
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**THE ASK:**

Open to **clients** and **industry partners** for the first vdes nanosatellites constellation in 2 years.



**TAKING BUSINESS TO THE FINAL FRONTIER  
ALÉN SPACE, BE THERE.**

Alén Space, founded in 2019, is a New Space start-up specialised in full stack nano-satellite solutions.

Our aim is to democratise Space by eliminating the friction involved in designing and launching Space missions for industrial applications, from monitoring assets across difficult domains, to future explorations of new energy sources. Our reconfigurable satellites provide Space as a Service in a way that is reliable, agile, flexible and 10x cheaper than existing solutions on the market.

We have already launched 4 missions with a 100% success rate, versus an industry standard of 75%. We have worked with ESA, NASA and other leaders in the European Space tech arena. And now we are ready to work with you.

Alén Space has received 1M€ in VC funding and 400K€ in public funding.

**TEAM**



**Guillermo Lamelas** Co-founder & CEO

Guillermo Lamelas worked at Telefónica as the Global Head of Acceleration Programmes in Wayra. With an MBA from INSEAD, his role in Alén Space is to guide the business vision and apply his experience in international management experience.



**Alberto González** Co-founder & CTO

Alberto González, CTO, 12 years of experience in the field of nano-satellites. Alberto is the key person to lead the technical operations of the company and perform to the highest technological standards.



**Antonio Vasquez** Co-founder & BD

Antonio Vázquez, BD, has worked across the lifecycle of a satellite from systems engineering to AIV and operations. With a Master in finance, he adds a market and finance savvy edge to his core engineering expertise.



### THE ASK:

Raising €500k

**Pilot projects with customers:** ports, food industry, policy makers and regulators, esg-data providers, auditors and sustainability cxo's

## RADICALLY INCREASING TRANSPARENCY OF THE RISKS OF CLIMATE CHANGE ORGANISATIONS AND COMMUNITIES

CarbonSpace was founded in 2019 with a mission to radically increase the transparency around how we track greenhouse gas emissions as organisations and communities. The company is harnessing the power of the best available technology to help tackle the defining challenge of our times, by providing precise, visual, verified data on carbon footprint, that will be accessible and easy to act upon.

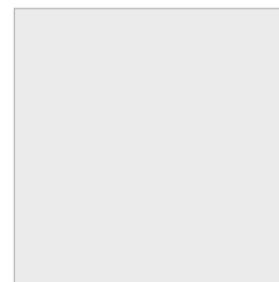
Our proprietary AI technology core leverages a mix of satellite and ground data to provide carbon footprint estimations with up to 30-meter spatial and up to 1-week temporal resolutions. The platform automates and gradually reduce costs of carbon footprint calculation, risk assessment and regular reporting services enabling us to target a part of Sustainability market worth of USD 36+ billion. The company has received over 10 pilot project requests from potential customers and is currently working with the European Space Agency.

### TEAM



#### **Oleg Demidov** Co-founder & CEO

Serial tech entrepreneur, founder of several startups including Navigine Inc. that raised over \$1,5M of venture funding from the US and EU investors - Oleg was responsible for international business development launching operations in New York and Berlin offices. 12+ years of experience in international business development and top-management consulting, including Droege & Comp, Pattern Group, etc. Ph.D. in satellite and inertial navigation at MSU.



#### **Alexander Morozov** Co-Founder

Alexander Morozov has 12+ years of experience in Energy and Sustainability domains, including EnBW, Energy Brainpool, German Federal Ministry for Economic Affairs and Energy. Master of Science in Engineering Management at the Technical University of Berlin. Multiple roles in business development and operations of energy and utility assets including nuclear, solar and wind power generation. 5+ years in sustainability reporting operations for large scale Energy and Utilities companies.



### THE ASK:

Raising €2m

Expanding into the **american** and **asian markets** within 24 months



## URBAN DESIGN FOR CLIMATE CHANGE MITIGATION VIA ENVIRONMENTAL AND AIR QUALITY MONITORING

HOPU creates Human Oriented Products (HOPU). The Company generates urban innovations through the latest technologies such as AI, IoT and Data-Quality by engaging citizens and decision-makers, to guarantee that data is understandable by everybody, intuitive and usable. HopU's solutions support urban development decisions, and digital transformation via data-powered tools with dashboards, decision support tools and a genuine IoT device, called Smart Spot.

Smart Spot measures the NO<sub>2</sub>, CO, SO<sub>2</sub>, NO and O<sub>3</sub> at specific locations in real-time. HOPU uses ML to improve the precision of the measurements. Deployed sensors are calibrated and validated in a laboratory with high accuracy and certified reference weather stations so that city authorities can implement effective policy actions.

New applications include crowd monitoring to enforce social distancing, saving a City from having to enforcing the lock-down measures that are deadly to economic activity and social well-being.

### TEAM



#### Antonio Jara Co-Founder & CEO

Antonio has a computer engineering, M.S. degree in advanced Information and Telematics Technologies, a master in business administration and a PhD in computer Science. His work experience started in 2007 when he worked as researcher in the University of Murcia, in United Technologies Research Center (UTRC) in Ireland and in the IEEE as a co-chair. He setted up HOP Ubiqutous in 2013.



#### David Fernandez Co-Founder and CTO

David has a degree in Computer Sciences Engineering and a master of Engineering in Ubiquitous Computing both of them in the University of Murcia. His work experience started in the University of Murcia when he took part in the research team by 2011. He also worked as software engineer at viBrain Solution



### THE ASK:

Raising €1m

Open to **customers** such as pilots, flight schools, military, risk-engaged professionals

Open to **partners** from **aviation institutions** to **ai firms** and **physio sensors**



## SAVING LIVES IN GENERAL AVIATION

SAFETYIN develops Human Factor-centered solutions to assist and preserve the lives of aviation pilots and individuals engaged into risk-intense environments. A comprehensive set of solutions is designed around the SAFETYIN'Box: a portable and multifunctional device capturing and analysing data for realtime inflight assistance and post-flight auto-debrief connected to Scenario-Based Training (SBT) on personal simulators.

At the intersection of human factors, common sense and technologies, SAFETYIN aims to drastically reduce fatality rates in General Aviation and other risk-intense environments. The company is relentlessly focusing on designing personalised Life Preservation Systems designed to:

- Safeguard Pilots against being irremediably drawn into the spiral of fatal accidents
- Constantly assist Pilots in refining their Safety Situational Awareness & Acumen

### TEAM



#### Arnaud Violland Founder & CEO

20 years in Strategy & Management Consulting in Technology and Aerospace companies. General Management, Strategy, Blue Ocean and New Product Design.



#### Frederic Neuzeret COO

20 year in General Management, coaching the technical team and responsible for the quality management system.



**THE ASK:**

Raising €9m

**REAL-TIME ECONOMIC INTELLIGENCE. WORLDWIDE**

**GIVING YOU AN ASYMMETRIC INFO EDGE OVER WALL STREET**

QuantCube Technology, founded in 2013, offers unique real-time macro data tracking - Consumption, Industrial Production, Employment, Credit Cycle and International Trade - by leveraging the asymmetry of information. A proprietary algorithm brings data from multiple conventional and non-conventional data sources including earth observation, radar and atmospheric satellite data, maritime & air traffic data, employment data, financial loans, and others.

The QuantCube Economic Intelligence Platform delivers key Macro variables in real-time to the Financial Industry, eliminating the need to rely on official figures that are published with a several months lag. These time-series are used daily as inputs for investment decisions in equity, fixed income and commodity markets. Customers are asset managers, investment banks and international organisations.

QuantCube has already raised 5M\$ in 2018 from Moody's and the investment arm of CDC International, as well as from key public sector agencies including the European Space Agency (ESA) and the French Space Agency (CNES).

**TEAM**



**Thanh-Long Huynh** Co-founder & CEO

Thanh-Long Huynh, CEO, has more than 20 years of experience in investments and macroeconomics for leading investment banks and hedge funds, creating in 1998 the quantitative division at Société Générale in New York before co-founding a hedge fund in Chicago in 2000. Thanh-Long graduated with MS Financial Mathematics from University of Chicago as a Fulbright scholar. He is also CFA charterholder.



**Ghislaine Amrani** Co-Founder & COO

Ghislaine Amrani, COO, held operational positions in strategic planning and marketing within the luxury industry – Cartier and Bulgari - for the European and North American markets. During her first years, Ghislaine has worked as psychotherapist for children with autism and childhood psychosis for the Red Cross. Ghislaine graduated with MS from ISG business school and MS in psychology. She speaks 6 languages.



### THE ASK:

Raising **£500k**

**Open to partners** from **mid market brands** in media, tourism, music, retail, app development to **corporates** for **large scale use cases**

## ENGAGEMENT FOR BRANDS THROUGH LOCATION BASED MOBILE MARKETING

Bubbl is a quick and easy, development-free technology that plugs into any mobile app, supercharging it with new content distribution, customer engagement and loyalty tools. This enables location triggered mobile engagement including video, audio, notifications, surveys, deep links and footfall counts. Bubbl eliminates the friction in the mobile advertising industry, reducing fraud and enabling privacy compliance. The platform enables advertisers to increase retention and loyalty with new revenue streams, and location based impact data.

The team launched their core tech in Dec 2019, signing 2 clients and £36k in license revenue by June 2020. Bubbl aims to establish itself as a pioneering international mobile marketing platform that uses emerging space and network technology to enable the most precise location triggered rich and immersive media content.

### TEAM



#### Jo Eckersley Founder & CEO

Jo was named one of 5 Rising stars by Computer Weekly in their 'Most Influential Women in Tech Awards 2019'. She is a seasoned entrepreneur and exceptionally well established in the marketing and PR industry. Jo ran an innovation agency for several years prior to establishing Bubbl, and was also a Monitoring Officer and Assessor for UK funding agency InnovateUK for 14yrs.



#### Mark Hunter Head of Tech Development

Mark has 27 years commercial experience in Information Technology. He remains hands-on and dedicated to ensuring quality within our processes and software. Mark has work across a wide range of industries including the BBC and Guardian News and Media Group, Toyota, Lexus and BMW, UK Government departments.

# Quantum-South

## THE ASK:

Raising €5m

## USING QUANTUM COMPUTING FOR OPEX EFFICIENCY THROUGH CARGO LOAD OPTIMISATION.

Determining the optimal loading strategy for goods in different vehicles, such as boats, aircrafts, trains or trucks is complex. Intrinsic factors such as perishability, the value of the goods as well as extrinsic factors such as when and where a container is due to be unloaded, all have an impact on cargo configurations.

Freight management is complicated and cargo optimisation is at the core of the profitability of the whole supply chain. Optimising loading currently involves calculations that do not take account of many of the variables that would truly impact profitability and reputation within the logistics industry. A 1% increase in Cargo Load Factor unlocks a 1.6% gain in revenue.

Our beachhead market is cargo in airlines and vessels leveraging quantum computing software, by identifying the optimal selection of individual packages to be transported by maximizing the weight transported in each trip, subject to the load and volume constraints of the aircraft.

### TEAM



#### Martin Machin Co-Founder

Martin Machin, Co-Founder, entrepreneur and internationally experienced executive, Master in Business Administration and Computer Science Engineer. He led Tata Consultancy Services in Uruguay, serving global markets and many Fortune 100 companies with a team of 900 people. He was managing partner in Pyxis, an IT professional services company with operations in Latam and United States. Entrepreneur and investor in emerging technology startups including blockchain, neurotechnology and ridesharing.



#### Rafael Sotelo Co-Founder

Rafael SOTELO, Co-Founder, has held relevant positions in academia, industry and government. He is an Electrical Engineering and holds a PhD from University of Vigo (Spain), an MBA from University of Montevideo. He is the Director of ICT Department and Senior Researcher at University of Montevideo. Active volunteer and Senior Member at IEEE. He has had international leadership positions including Member-at-Large of AdCom of IEEE BTS, and Chair of IEEE South Cone Council.

**MORPHEE +**

Nous veillons sur vous

**THE ASK:**

Raising €2m

Open to **partners** from **nursing home, hospitals** to **insurance companies****MORPHEE+ :  
REAL-TIME FALL DETECTOR****A HELPING HAND FOR NURSING HOME STAFF. PRIVACY-COMPLIANT PEACE OF MIND FOR YOU.**

MORPHEE + is a micro radar which detects falls of vulnerable people in real time and sends an alert to the caregivers or staff and enables immediate remedial action to be taken.

In the US alone, between 50% and 75% of nursing facility residents fall each year. In a typical year, a nursing home with 100 residents reports about 100-200 falls. About 10%-20% of nursing home falls result in serious injuries. MORPHEE+ reduces the amount of time staff need to dedicate to checking on residents by 30%.

The mission at MORPHEE+ is to take better care of loved ones, ensuring their safety, while preserving their independence and privacy. Our solution is sensor and camera-free. Unlike video surveillance and electronic bracelets, it is non-intrusive and does not stigmatise the person through external signs that marks dependence.

This technology has been developed through a collaboration with the French Center for Aerospace Research, ONERA and CERIG, with the support of SATT.

**TEAM****Bruno Duperrier** Co-Founder & CEO

CEO of Morphee+ and ex General Director of CERIG, creating innovative solutions for ESMS (EHPAD, FAM, MAS, IME, ITEP) and local authorities for more than 25 years. He has an MBA as a company manager and a certification as an SMSI expert evaluator.

**Sylvain Azarian** Co-Founder & CTO

Researcher in the Department of Electromagnetism and Radar at ONERA, the French Aerospace Lab and director of SONDRALaboratories in Centrale Supélec, a french engineering school. He contributed to the development of the first prototypes of Morphee+ (electronic design and algorithms) during the technology transfer phase. In late 2018 he decided to resign from ONERA and join the startup. He is now CTO and has an active role in the design of the different products.



### THE ASK:

Raising €5m

## GENERATING SMART INVESTMENT PORTFOLIOS & ANTICIPATING THE RISK OF ANOMALIES DATA

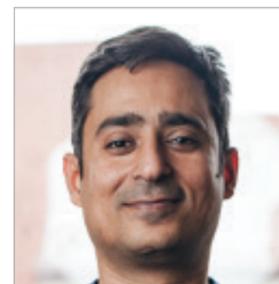
AlphaBlock has developed an AI engine to generate smart investment portfolios and intelligence solutions. Deployed and validated first in the financial domain, the framework is industry agnostic and works on information structure (probabilistic behaviour of a component in its group) and not on information content (e.g. fundamental factors for stocks).

The investment management space has witnessed fee compression, needs economies of scale, and brand recognition. Despite these odds, our 5 years old Nasdaq listing RMIVG20 shined, beating its peers including the IBM Watson powered AIEQ and reaching absolute returns above 100% (more than 50% above its benchmark). AlphaBlock Technologies Inc. was incorporated in 2018 in Toronto and we brought in Real Ventures, a top Canadian new tech VC to validate our cross domain AI capability (Health, Weather, Cybersecurity, Advertising etc).

AlphaBlock's RMIVG20 uses Nasdaq's validation to prove that bots can generate consistent and systematic returns. Pension funds are not generating enough returns to take care of the ageing population because 90% of global asset managers don't beat the market, net of costs but still continue to charge high fees. There are few systematic, scientific and replicable processes which can reduce cost, assume market risk and generate returns (alpha) and can transcend beyond financial markets into non-financial domains.

In parallel we also established business presence in four regions India, U.S., Canada and Europe.

### TEAM



#### **Mukul Pal** Founder and CEO

Mukul has spent over 20 years working to create a solution capable of disrupting the financial market. He is from the MIT FinTech Class ('16), holds an MBA in Finance, a Masters in Applied Econometrics and Statistics and holds the CMT designation. Mukul started his career as a lecturer of Finance and Economics at Institute for Management Development, India ('99) and continued to work in the derivatives domain working for top Institutions like Bombay Stock Exchange before starting his quant shop in 2005. Mukul is a ranked author on the Social Science Research Network and has filed several patents on data innovation.



#### **Andrei Nagy** Head of Sales Representative

He is the Head of European Sales at AlphaBlock and he engages with collaborative multidisciplinary innovation teams across various businesses and domains to socialize, prototype and deploy new intelligent distributed assets and services using AlphaBlock's General AI blockchain validated solutions. Andrei had strategic roles in private, corporate and government enterprises to enable platforms and services for payments, banking, telecom, smarter cities and central government, driving a culture of innovation, developing and delivering disruptive technology. He was building and supporting teams that developed, rapidly incubated, and managed to scale digital platforms that delivered value in areas like Digital Transformation, process automation, Cognitive Computing (AI, ML), Blockchain, IoT and advanced data analytics.



### THE ASK:

Raising **£1.2m**

Open to **commercial partners** from **real estate** to **financial services**



## UNLOCKING THE HIDDEN POTENTIAL IN THE PROPERTY ECOSYSTEM

A lack of understanding of the rules and processes of planning can make extending each home a painful experience. Lanu's technology can assess all the options available with minimal effort making the next steps of extending a home not just quicker and cheaper but also less risky.

We are building on our successful trial with a large high street retailer, Lanu empowers the homeowner in the process of understanding the potential for extending their homes, within the existing planning regulations, allowing them to dream and design and engage with suppliers from mortgage and loan providers to home building companies,

Lanu is the first technology platform that brings together all the players in the home extension market in a way that is friction-free, transparent and scalable.

### TEAM



#### **Shane O' Donnell** Founder & Managing Director

Shane is a RTPI Town Planner who worked in local government in the UK for over 7 years in a variety of different local councils gaining key insights into the pain points on all sides for extending a home or property.

Shane heads a team of four, who have known each other for over 20 years originally attending the same school together. The diversity of our professional skills and experience post our school years, brings a wide range of expertise to bear on this venture such as: Town Planning, Coding, Mathematical Modelling, Graphic Design, UX, PR, Project Management.



### THE ASK:

Raising **€250k**

Open to partners from maritime and industrial sector to logistics companies



## MISSION-CRITICAL WIRELESS INTELLIGENCE FOR PEOPLE AND ASSETS. IF YOU CARE, WE CARE

Action Tracker, founded in 2015, is an innovation leader on Internet of Things (IoT) and telecommunications systems. Our solution connects workers, vehicles, assets and infrastructure, to solve problems of safety, security and provide real-time performance monitoring that enable immediate action and cost optimisation.

Action Tracker's electronic brains draw data from the source, and transfer it to the cloud using the appropriate comms in real-time, 24/7, everywhere. Using Artificial intelligence, machine learning and big data, the platform can take decisions and act locally and globally, solving problems of Safety, security and improving decision-making process.

Action Tracker has early signals of product market fit through initial sales of 100+ devices to clients from the civil protection, automotive (Dakar and Rallies) and leisure boat sectors. The company has obtained over 500K€ of funding from public sources and is now ready for pre-seed investment to fuel next stage growth.

### TEAM



#### **Eloy Martinez** Co-Founder & CEO

Eloy is a seasoned Senior Account Manager/Sales Manager and General Manager, with a number of significant achievements in high-profile multinational firms, including Dell and Cap Gemini, spanning an 18 year career in information technologies.



#### **David Ballester** Co-Founder & CTO

Software engineer with more than 20 years of experience, working as CIO for pharmaceutical and IT companies.



### THE ASK:

Raising **€500k**

Open to **customers** such as **infrastructure asset owners** (roads, rail, dams, levees, pipelines).



## AUDITING THE SAFETY OF PUBLIC AND PRIVATE CRITICAL INFRASTRUCTURE GLOBALLY IN REAL-TIME

Geofem's proprietary technology brings together years of experience in civil engineering and the latest Earth Observation technologies to develop a radically new approach to the civil engineering sector. Our mission is to keep infrastructure safe for society by monitoring its state more effectively and economically through satellite image analysis that measures ground and structural movements.

Using the latest linear and non-linear data analysis techniques, infrastructure stakeholders access higher quality asset condition information at lower cost than conventional methods, allowing proactive and cost-effective infrastructure maintenance for public and private transport infrastructure managers, environmental custodians, water resource and utility managers, and mining, petrochemical and other commercial companies with a responsibility over critical infrastructure, where ever it is in the world.

### TEAM



#### **Andrew Lees** Co-Founder & Director

Andrew is the Director of GEOFEM. He has extensive knowledge and over 20 years of experience in geotechnical engineering. He specialises in the practical application of numerical analysis tools in geotechnical engineering and has published several papers, textbooks and e-learning courses in this field.



#### **Skevi Perdikou** Co-Founder

Skevi has 20 years of experience in the fields of geotechnical engineering and satellite remote sensing, specialising in the use of finite element analysis for ground movement prediction and satellite radar techniques for ground movement measurement and monitoring. She gained an MSc in Geotechnical Engineering at City University, London and a PhD in the field of satellite remote sensing at the University of Southampton, UK.

# ORBITALEOS

Earth Observation Solutions

## THE ASK:

Open to partners that want to **test**, **recommend** or **endorse** their product

## SOLVING PROBLEMS ON EARTH THROUGH SPACE OBSERVATION

Orbital EOS detects and characterises marine oil pollution from Space.

After having worked 12 years in aerial remote sensing of oil pollution for the Spanish Coast Guard, Orbital EOS decided to embrace new technologies and fly higher. Thanks to their domain expertise, they could promote a problem-based approach, trying to solve challenges in the field for industry and authorities.

EOS Viewer is the first digital platform providing marine oil pollution intelligence at global scale. Orbital EOS work with companies and organisations that want to guarantee secure and environmentally friendly operations at Sea. These entities might include Total, Shell or EMSA.

The company can reduce the cost of monitoring by a factor of 10 while increasing the surveillance capacity by a factor of 100. The product is a SaaS provided by subscription that is used to detect and characterise oil leaks and spills and forecast any oil spill transport and transformation.

EOS Viewer has been awarded by the European Space Agency among 100 European applications in ESA startup competition 2020

## TEAM



### Juan Peña Co-Founder & CEO

Juan Peña, CEO, has 10 years of exclusive experience as tactical coordination officer/airborne sensor operator onboard a maritime surveillance aircraft for the Spanish Maritime Safety & Rescue Agency. He is PhD candidate and holds a MSc in Remote Sensing & Data Analytics and a BSc in Oceanography.



### Pablo Benjumbeda Co-Founder & COO

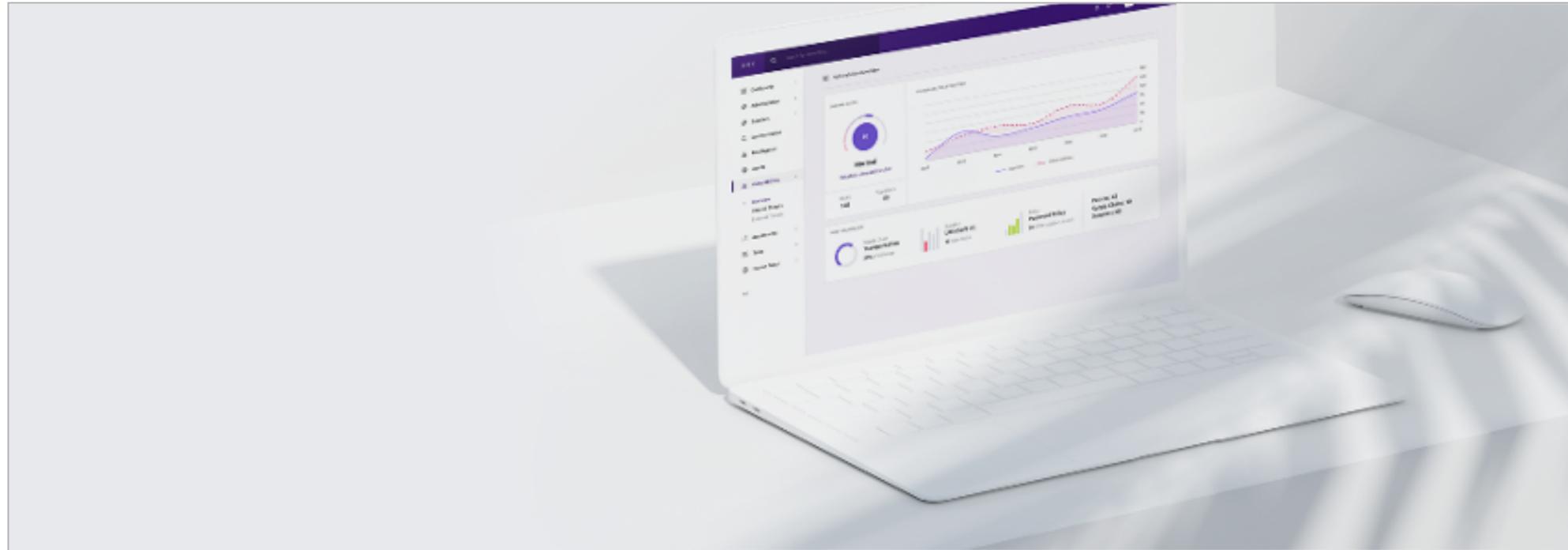
Pablo Benjumbeda, COO, has 12 years of exclusive experience as tactical coordination officer/airborne sensor operator onboard a maritime surveillance aircraft for the Spanish Maritime Safety & Rescue Agency. He holds a MSc in Remote Sensing & Data Analytics and a BSc in Industrial Engineering. Professional experience at Airbus.



# COHORT #02

[www.iottribe.org/space](http://www.iottribe.org/space)





## Cyber Alliance ensuring security and compliance throughout the entire supply chain

ARX has developed a new Third-Party Cyber Risk Management (TPCRM) platform which allows companies to monitor and manage cyber security across their supply chain networks. The platform has been designed to meet the need for a comprehensive cyber risk management solution that increases cyber resilience by allowing users to monitor their suppliers to understand and identify potential weak links within the supply chain.

ARX addresses the three major issues, which are common to nearly all supply chain networks:

- Enforcing IT security protocols
- Improving network visibility and
- Managing the human factor

ARX enables an organisation to map their suppliers and other third parties on an easy to use dashboard giving management a clear and up to date view of the supply chain network whilst highlighting the vulnerable gaps and points of exposure. By constantly monitoring data from both internal and external sources across the supply chain, ARX significantly reduces the likelihood of a security breach resulting in major disruption or loss of data.



### THE ASK

Raising **€3.4m series A**

New early adopters and channel partners

### Founders



#### Andre Truville CEO

Andre has worked across multiple sectors including energy, technology and professional services. Working with start-ups through to large multinationals, Andre has been involved in full business cycles as an investor and operator. Andre is also an active member of the All-Party Parliamentary Group (APPG) on cyber security.



#### Angus Runciman CFO

Angus brings over 30 years of experience in investment banking and has gone on to support early-stage companies through their growth cycle implementing fiduciary governance and financial management.



## Increasing trust and security for internet of thing lifecycle

asvin.io is providing a secure, Cloud-based Distributed Ledger Technology (DLT) Trust solution for Internet of Things devices. Efficiently and effectively eliminating security gaps, asvin.io provides smart contract-based strong trust protocols to create resilient distribution channels by offering updates and security patches for IIoT edge devices (e.g. industrial sensors, nodes and gateways). asvin also provides intelligence related to the threat landscape for IoT device vendors and offers an integrated monitoring and forensic analysis service as part of its platform.

asvin has been awarded 2020 as Best Cybersecurity Startup in Central Europe, winning the UP20@it-sa Award 2020 and the 2020 GFFT Technologies German Startup Cup for IT Security.

The asvin technology has been approved at key customer projects across europe to secure smart industry, smart city and logistics.



**THE ASK**  
Raising €2.5m

### Founders



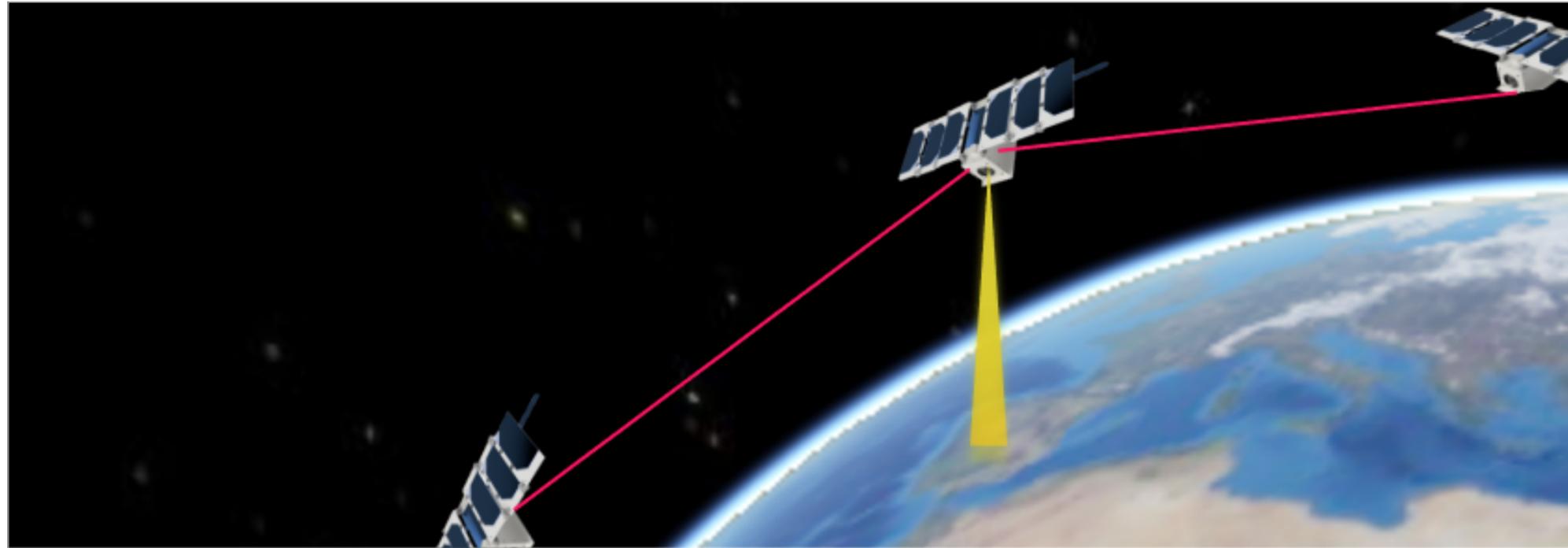
**Mirko Ross** CEO

20+ years' experience in ICT business development. Mirko is a well-known IoT security expert, influencer and speaker. He has been advising the European Union and ENISA IoT security group.



**Sven Rahlfs** CEO

20+ years' experience in ICT business development. Sven is a very experienced in managing complex ICT project and business development in time and budget.



## Democratise access to space by reinventing satellite design and manufacturing

FOSSA's goal is to transform the traditional approach of single-unit tailor made satellites and democratise access to space. FOSSA Systems has developed a standardised picosatellite (satellite with a mass of under 1kg) platform by combining technological miniaturisation with mass production techniques. Our objective is to deliver a go-to platform for institutions or businesses looking to launch their payload into space reliably and fast while lowering the barrier of entry and expanding the market customer base.

Our young team has several years of industry experience pioneering the picosatellite industry, each with previous direct involvement in similar projects. We have well established value-chain partnerships with leading market actors that complete our product offering. FOSSA is a relatively new start-up which has demonstrated its position in the market through the tangible heritage of our disruptive technology. FOSSA Systems, as of 2021, is the only picosatellite company with demonstrated flight heritage in space through decoded packets, thanks to our FOSSASAT-1 mission in 2019 and to our 8 international customers



### THE ASK

Raising **€1m**

Develop our MKT & Sales workforce

Expand our customer base

### Founders



#### Julián Fernández Co-founder & CEO

Julián has been working on asset management and IOT solutions for several years and has vast experience in CubeSat engineering, space legislation and hardware manufacturing. Director / Engineer at Citadel Space Systems. He is in the top 104 NewSpace CEO list 2019. He founded FOSSA Systems with 15 years of age in 2018 and speaks fluently in English, Spanish, Italian and French.



#### Vicente González Co-founder & CTO

Vicente holds a bachelor in Aerospace Engineering and is a Masters candidate in Space Engineering. Vicente previously worked at Everis Aerospace & Defense (Space Division) as a Mission Analysis & Systems Engineering intern. He has experience in the picosatellite industry, project management, systems engineering and leadership in multicultural environments.



## Solving the growing scarcity of actionable geographical information by automating mobile mapping with artificial intelligence

Geckomatics was founded in late 2018 to redesign Mobile Mapping.

Our AI and Machine Learning automate processes so that they are scalable on a global level. We work with distributors such as Microsoft, Arcadis, and Geoda to expand to new markets. Mappings executed in Belgium, the Netherlands, Portugal, Norway, Israel, Poland.

We believe that every city should have an affordable product to create a map of any object with ease. Smart Cities are data driven and will increasingly rely on information and insights in public space. Geckomatics is the most advanced system to acquire relevant geodata.

GECKOMATICS  
ai powered mobile mapping

THE ASK  
Raising €1m

### Founders



#### Bert Cattoor CEO

Bert founded Geckomatics and became CEO in January 2018.

He holds an MBA at Vlerick Management School. Bert's background includes extensive experience (15+ years) in Projects Management in Technology, Business Strategy, Mentoring, and Advising.



#### Joren van Severen CTO

Joren holds a Master's of Science degree in Computer Science at Ghent University (Belgium). He gained valuable experience as a Lead Data Scientist at Sentiance and Rombit before joining Geckomatics. Joren leads the technical team to develop AI and GIS.



## Saving lives with an exclusive map layer for a highly increased and predictive perception of road weather

HD-Signs is a French company founded in 2018, which has developed intelligent, energy self-sufficient and connected traffic signs, and digital solutions. These patented devices will be installed as a network on all sensitive sites where road weather phenomena start.

HD-Signs carries the HD-Global project, a new solution with an international scope to observe and evaluate the road environment. It will offer the most important and accurate terrestrial metrological solution available today, for a more accurate and safer increased perception, to prevent bad weather conditions on roads for all users.

It also will provide weather forecasting services with a new map layer with greater precision on phenomena, for better near-term anticipation. This is for the benefit of :

- Connected vehicles, with predictive information on their GPS navigation tools,
- Autonomous vehicles unable today to move safely in degraded weather conditions,
- Road network managers in their road maintenance mission



**THE ASK**  
Raising €1m

Founder

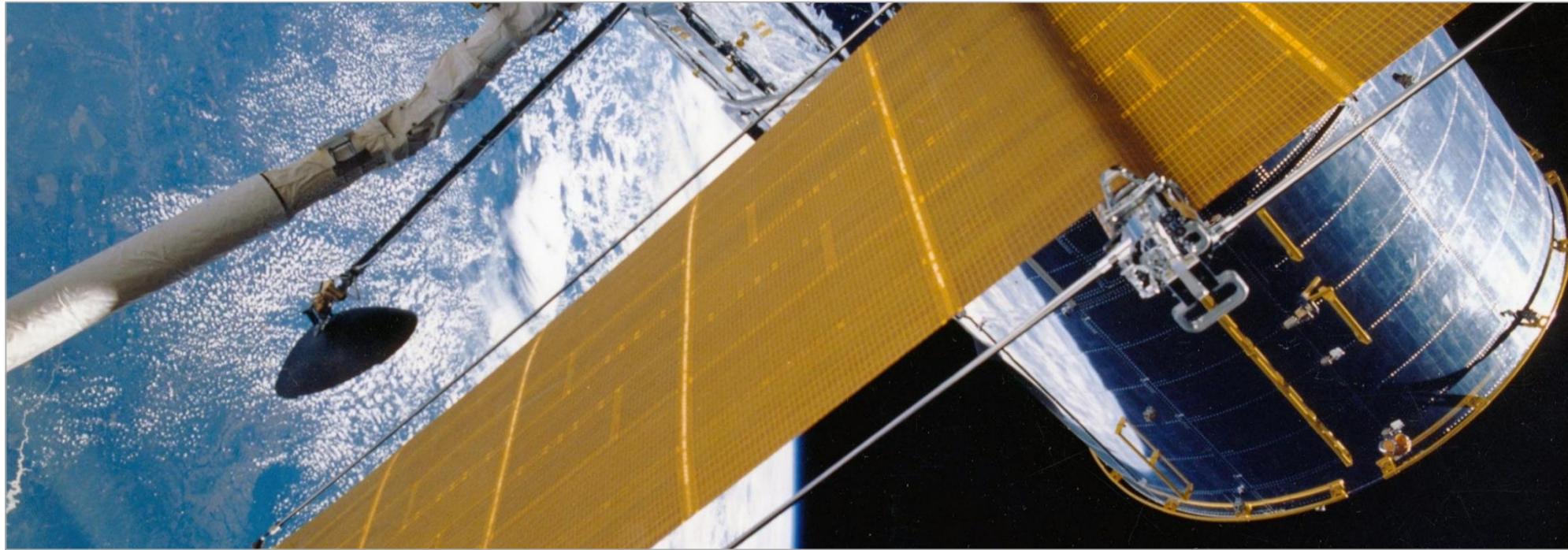


### **Manuel Silva** Founder & CEO

Since 1992, Manuel has been highly experienced in industrial business management, technology, marketing, and sales.

Since 2000, he has been a recognised expert in road equipment and systems for observing and analysing road traffic and weather conditions. In 2018, he created HD-Signs to carry the HD-Global project, following a revolutionary new approach whose goal is to save lives and facilitate mobility.

Hd-Global provides an essential and original technology and, with the imminent arrival of autonomous vehicles, Manuel wants to HD-Signs to be a key player in the preparation of European road infrastructures.



## Understand our planet from space

Latitudo 40 was created to simplify the use of data for urban and mobility planning.

We provide a Unified Data Analytics platform, combining the potential of remote sensing and in situ sensor data., which allows the access to satellite data through "connectors" to the catalogues of the main market operators (Copernicus, Airbus, Planet, etc.) and the new small sat constellations.

Our SaaS solution is capable of representing the evolution of a city, a wide urban area or a single district or block over time, starting from the past and analysing the future.

Our goal is to offer analytics dashboards that are easy to consult and support a new operating model based on data-driven decisions.

The company has raised over €800k in public funds and is seeking for €1,5m in VC.



### THE ASK

Raising **€1.5m**

Open to Clients and Industry Partners

### Founders



#### **Gaetano Volpe** CEO

Gaetano has a Master Degree in Economics and an MBA. He has more than 15-years expertise in Business Development and Sales Executive in the satellite and telco industry.



#### **Mauro Manente** CTO

Mauro received his degree in computer science engineering in 2000. From 2000 to 2010 he worked as Software Architect and Project Manager for satellite and multimedia. His expertise is focused on satellite bandwidth optimisation algorithms.



#### **Vincenzo Vecchio** CMO

Vincenzo is a computer engineer with several IT and project management certifications. He is founder and co-founder of several start-ups in Italy and USA.



### THE ASK

Open to industrial partners from aviation and defence

Open to AI technology partners

## Innovative Air Combat training processes through Explainable AI

Since more than 60 years SECAPEM develops targets for live-fire trainings and scoring systems that provides immediate and reliable feedback to military forces.

To push our solution and services to the next level, SECAPEM created TAXIA, an exclusive Virtual Instructor powered by a proprietary eXplainable Artificial Intelligence (XAI) which aims to optimize and enhance Air Combat training processes and pedagogy by providing real-time, reliable and understandable recommendations and analysis to the fighter pilot trainees.

TAXIA is a “Plug and Play” complementary service that can easily be implemented in any flight training simulator.

### Founders



#### Alain Houelle Technical Lead

Alain is an Engineering Doctor with more than 25 years of experience and expertise in very highly qualified areas, including Electronics, Microelectronics, Embedded Artificial Intelligence, Computing and Signal processing.



#### Michael Lopez Business Developer

Michaël is an experienced Sales Manager with a demonstrated history of working in the aviation and aerospace industry.



# COHORT #03

[www.iottribe.org/space](http://www.iottribe.org/space)





## Increasing the sustainability & resilience of our planet by bringing satellite data to decision-making

Detektia develops solutions for monitoring and analysing deformations in urban infrastructures, dams, ports and ground due to aquifer exploitation.

A spin-off from the Technical University of Madrid, Detektia has developed EyeRADAR, a competitive infrastructure & groundwater monitoring tool that generates early warnings based on satellite RADAR and Artificial Intelligence (AI) technologies. This satellite-based early warning system is easily integrated with the 4D digital model of the infrastructure or reservoir increasing the resilience and safety of the asset, reducing running cost and enhancing efficient management.



### THE ASK

Partnerships with infrastructure providers & managers

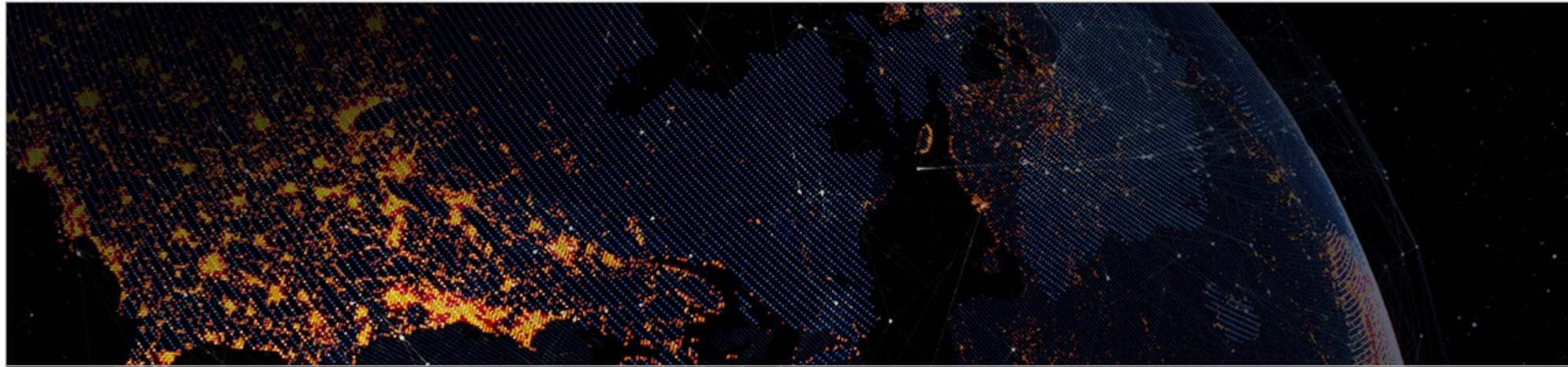
### Founders



**Candela Sancho** CEO & Co-Founder  
MSc. Geophysics. Expert in DInSAR processing and analysis of surface deformation processes. 18 years experience of leading teams in different countries and institutions she decided to create Detektia and run this global startup from a remote rural area in Spain.



**Alfredo Fernandez** CTO & Co-Founder  
Expert in remote sensing, time series, artificial intelligence and interactive app development. Large expertise developing apps based on remote sensing for the environmental and water sector.



## Preventing mosquito diseases from space

DIPTERON UG is a German startup dedicated to the detection of areas of risk for diseases such as Dengue, Zika, Chikungunya. At present 50 million of people are infected per year with Dengue with an annual global cost of almost \$40 billion.

To solve this problem DIPTERON has developed an Early Warning System to predict, monitor and mitigate disease outbreaks as a result of the Aedes mosquito. The application is based on artificial intelligence that combines satellite data with ground data that warns of at-risk areas for Aedes outbreaks. It enables decision makers to implement targeted actions for the outbreaks, reducing costs for healthcare systems, nationwide campaigns, and emergency management while improving reaction times and most importantly, saving lives from a potentially fatal disease.

Solution is currently being piloted in São José dos Campos, Brazil.



### THE ASK

Raising **€500k**

### Founder



#### **Ana Cristina Rosa** CEO & Founder

Ana Cristina has over 10 years of experience in the space sector with a track record in Government Agencies and NGOs. She founded her company in 2018 as CEO and business development lead. She is member of the International Institute of Space Law (IISL), Women Aerospace in Europe (WIA-Europe) and the Brazilian Association of Air and Space Law (SBDA). She is highly recognised in the space sector with published articles and is a winner of 15 awards. She is a mentor of the UNOOSA space4women platform to guide women and girls follow their careers in the space sector.



## Developing the shortest path between our clients' data and its true value to their business

Loamics is a unique data infrastructure capable of merging massive heterogeneous in a fully automated manner. It creates value to its customers by:

- Enabling data-driven decision-making and self-service analysis
- Providing a data transformation process to clean and make data available in a single location, giving all customers real-time access to their ever-increasing volume of data in their own cloud - ready to be analysed, cross-referenced and exchanged
- Offering them the unique opportunity of leveraging the power of their data to boost their efficiency and performance.
- Converting companies from simple data users to data-driven organisations with ease

Loamics tackles the data issue itself and is therefore applicable to any use case in a totally interoperable way.



### THE ASK

Looking for AI Technology partners

### Founders



#### **Stephane Bollon** CEO

Key observer of the digitalization of the economy during a decade as AKKA Technologies North American CEO & Capgemini DEMS European COO. Now using this experience to develop and bring to the market a unique and disruptive data platform solution Tech enthusiast with a strong experience in growing and scaling up digital oriented companies.



#### **Simon Castres Saint Martin** Head of Delivery

Experienced engineer in digital solutions dedicated to operational efficiency. Simon is responsible for ensuring the success of Loamics delivery with partners and customers.



## Tracking and tracing valuable and sensitive products worldwide shipping

BeOn makes it easy for logistics companies and freight forwarders to find the devices that best fit their tracking and transportation needs and are approved by cargo airlines following IATA standards.

Logistics companies may monitor the journey of their sensitive goods and equipment from anywhere in the world and receive notifications in real time if something happens. Through a single interface, BeOn integrates data from tracking devices with operational data from air freight stakeholders to help logistic teams analyse route performance and mitigate risks in real-time.

BeOn has produced the first tracking device with satellite connectivity approved for air freight and engages in fully customisable tracking solution development.



### THE ASK

Raising **€220k**

Founder



### Pierre-Jean Tiné CEO

Pierre-Jean has worked for more than 8 years in the aviation industry, leading complex project supporting IoT and digital solution implementation with air freight supply chain stakeholders. Pierre-Jean is a conference speaker for IATA (International Air Transport Association) on IoT and standardisation related matters.



## Enabling a rapid digital transformation by integrating disruptive technologies in the client's infrastructures

Only 6% of manufacturers have managed to completely digitalise their businesses. The opportunity is huge as more than 90% are still open to finding the right solutions. For SMEs the opportunity is even bigger, falling far behind their larger counterparts. ADAPT has the potential to become market leader as a software provider in the European manufacturing industry.

ADAPT will enable manufacturing SMEs to remain relevant in a competitive landscape, by improving the key target dimensions: cost, speed and quality.

Adapt will transform internal processes by integrating digital technologies, including IoT or Big Data, to monitor key performance indicators within their clients and improve their client's procedures. The Adapt platform is a unique SaaS solution which enables non-technical managers and owners to define and control their digital transformation.



### THE ASK

Raising **€1.4m**

### Founders



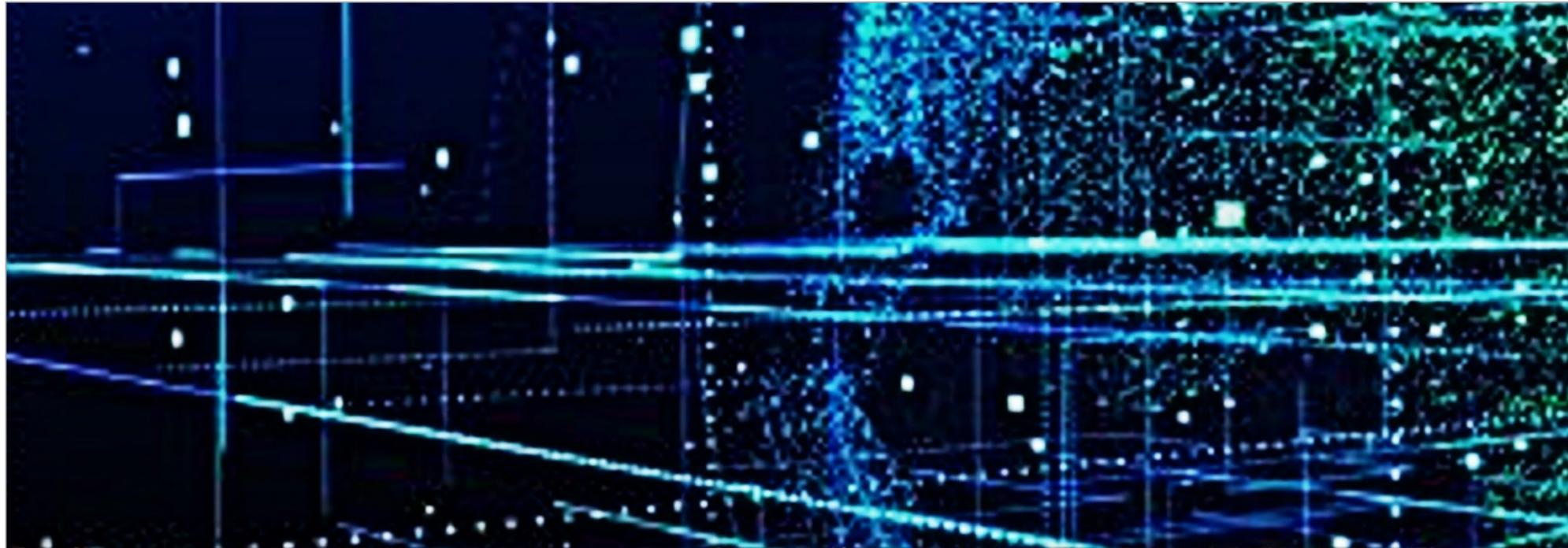
#### **Bianca Balan** CEO

Bianca stepped up and took the lead of ADAPT, after being the COO of Habyte for the last 3 years and after transforming it into a self-sufficient and successful company. She has international experience in start-up market entry strategies and pricing strategy formulation of B2B companies



#### **Alex Binzar** CTO

Alex started his career as a self-employed software developer more than 8 years ago. Founded Habyte and helped to scale it up, transforming it into a very successful software company and he has now 4 years of experience in developing software for the manufacturing industry.



## Specialised in the processing and calculation and use of data

We deliver industrial AI. Our goal is to respond quickly to the needs of our customers and answer questions about the feasibility of an AI in their environments and others by the realisation of centralised or local (edge) AI resulting in significant savings in costs, time and cyber risks.

We have completed more than 80 projects in the finance (risks, marketing, sales, management controller, HR) and energy (smart city, fluids, Open Data Analytics) sectors.

We are now seeking to integrate the solution into the IoT segment where, through the application of our unique methodologies, we can reduce IoT data flow by up to 80% and secure datasets from cyber attacks through web and behavioural analytic; measuring the exposure to risk a priori.



### THE ASK

Raising **€3m**

### Founders



#### **Stéphane Chauvin** CEO & Co-Founder

PhD in Applied Mathematics from Telecom Paris. He is an expert in the data science, where he held statistic and data optimisation in financial sector and management responsibilities. Among Stéphane's unique strengths are the ability to use all data technologies to the needs of organizations, the economy and society.



#### **Patrick Seifert** Co-Founder

Patrick Started his career in strategic and financial studies before joining a consulting firm in which he specialised on issues related to strategic and predictive marketing with a focus on digital transformation. He has founded a reference firm of reference in financial services and telecoms, which he exited a few years later.



## Developing unfolding space telescopes to capture high-resolution thermal infrared (TIR) images to empower our world in responding to global change

Our fundamental innovation is our patent-pending self-alignment technology which positions our optics to better than one-hundredth of the width of a human hair. This allows us to fit a large telescope in a small box, making low-cost, high-resolution, and high-revisit Earth-imaging possible.

Our innovative and disruptive technology makes powerful TIR space telescopes much more affordable (up to 100x lower cost) while achieving 10x greater resolution than the current state-of-the-art solutions. The images captured by our space telescopes can be used for applications such as wildfire detection, crop monitoring, as well as maintaining global security. We recently developed prototypes of our telescope to reach a TRL of 4 in partnership with Open Cosmos Ltd (spacecraft manufacturer) as part of the UK Space Agency National Space Innovation Programme (NSIP).



### THE ASK

Raising **€585k**

### Founders



#### **Marco Gomez-Jenkins** CEO

Tech entrepreneur focused on the commercial applications of small satellites. Leading the development of the business plan and fundraising strategy of the company. Former project manager of the first satellite mission of Costa Rica, which launched in 2018. He holds an MBA from Imperial College London and is an Enterprise Fellow at the Royal Society of Edinburgh.



#### **George Hawker** CTO

Optical Engineer and PhD Candidate at the Institute of Astronomy, University of Cambridge. During his PhD he has designed and built the proof-of-concept prototype of the self-aligning optics technology and cofounded S4 to commercialise this work. He also has completed formal training with the European Space Agency on Earth Observation Satellite System Design.



## Building a future where virtual interactions will be no different to the physical ones

Magos is the next-generation of Human Computer Interaction whose main goal is to enable the sense of touch (interaction via users; fingers) in digital environment to be felt like in the natural world.

The unique finger tracking accuracy (along with haptic capabilities & the corresponding software components) is the enabler that will entirely revolutionise the interaction framework in XR, providing an precise and significantly greater User Experience.

Our strategic focus is the delivery of a new, more advanced applications in 2 main sectors: (1) Virtual Training & Simulators (Operations, Inspection & Maintenance, Assembly), (2) Virtual design and Engineering where the current solutions (gloves/controllers) provide restrictions to the applications/scenarios that could be implemented.

We hold letters of Intent from global leaders like Siemens & Philips for the sectors and currently looking for €1.3 million to serve priority early adopters from Aerospace, Automotive and Industry 4.0.



### THE ASK

Raising **€1.3m**

### Founders



#### **Greg Agriopoulos** CEO & Founder

Unique blend of technical and business skills with over 11 years experience in project & team management in high-tech ICT projects combined with electrical engineering background. Tech enthusiast with great systems engineering and deep technical understanding skills.



#### **Vasilapostolos Ouranis** CSO & Co-Founder

Relentless optimist. Devoted to making our world a better place and turning technological capabilities into meaningful solutions for humanity. Seven years of professional experience in business development, consulting and strategic marketing in SAP and Deloitte.



### THE ASK

Seeking sustainable cities & urban development partners

## Data-driven tools for urban climate change resilience

ECOTEN Urban Comfort is a start-up based in Prague leveraging a combination of urban environment engineering, remote-sensing, advanced geospatial planning and 3D modelling technologies to empower cities to tackle climate change challenges. We provide our services based on the science of urban environment to city planners and stakeholders of urban development using earth observation application and urban climate simulations.

Our mission is to accompany our clients in order to achieve a greater progress towards sustainable development while improving the quality of life of the citizens in an urbanizing world. Currently, we are looking to expand our technologies, expertise and experience in the wider domain connecting urban environmental issues to the development of resilient and smart cities.

### Founders



#### Jiri Tencar CEO

Jiri is the CEO & Founder of Ecoten and has a Ph.D in Sustainable Development from the Czech Technical University. Jiri is an associate researcher and has worked for different architects and urban planning organizations as well as in several engineering firms and he has identified the needs for the services provided by ECOTEN urban comfort



#### Sagnik Bhattacharjee CTO

CTO of Ecoten Urban Comfort but considers himself as an urban environmental engineer as his expertise is in the science of urban environment, specifically in urban heat island and urban microclimate. He is working with developing and using technologies to enable and implement sustainable urban design practices, proposing climate change mitigation and adaptation strategies and developing smarter and climate resilient cities.



## Developing cutting-edge additively manufactured structures to solve the thermal challenges of your electronics

Focused on solving the most challenging thermal issues, Madrid Space develops state-of-the-art hardware solutions for the highly-dissipative and extremely-compact upcoming satellite generation.

The company has identified the current market needs and has demonstrated its technical excellence through its contributions in many of the latest ESA missions, such as BepiColombo, MPCV-Orion, EDRS, Astrobus-S, ExoMars, Eutelsat Quantum, MetOp 2nd Generation, Sentinel 5 and many more.

We are specialised in Spacecraft Thermal Control, having worked on projects involving some of the most important stakeholders in the European Space Industry, such as the European Space Agency (ESA) and Airbus Defence and Space.



### THE ASK

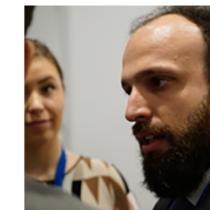
Looking for satellite generation customers

### Founders



#### David Orgaz Diaz CEO

An experienced space thermal engineer, David has participated in some of the most relevant European space projects over the last decade. Passionate entrepreneur devoted to make Madrid Space grow through technical excellence. He is also an associate Fluid Mechanics Professor at UC3M in Madrid.



#### Juan Manuel Pérez CTO

Aeronautical Engineer & MASI graduate, Juan combines his experience from larger consulting companies with his background as an experienced systems engineer. His capabilities span from the design of the solution to the system integration and through the entire life cycle of the product qualify him to be the perfect CTO for Madrid Space. A driven worker with the ambition to continue increasing the technical capabilities of Madrid Space.

# SPACE END PARTNERS



BluSpecs is a digital transformation agency at the heart of the digital ecosystem, connecting organisations and people with the knowledge, technology and skills to remain relevant in the digital age.



Cluj IT is an innovative cluster association, a bottom-up initiative founded in October 2012, with over 80 members. It provides a platform where cooperation and innovation are drivers of a planned change that takes IT companies from a business model based mainly on outsourcing to proprietary products.



CEOSpace Tech is a research centre within Universitatea Politehnica Bucharest, an academic entity that leads advanced research programmes in remote sensing and information processing technology and related fields, supports training programmes and advises individuals and institutions concerned.



SAFE is a large cluster composed of various representatives of space industry, mainly focusing on aerospace & security ecosystems. It brings together researchers, laboratories, start-ups, scale-ups, SMEs and large corporations, connecting them to each other and to the latest know-how of each domain.



UPCT is a research driven university with experience in designing and executing a successful IoT focused acceleration programme, which has been recognised as the best acceleration programme in Spain



## Expanding the impact and adoption of Space Tech

Space Endeavour brings together Space start-ups, SMEs, entrepreneurs and the IoT ecosystem to increase the commercial relevance of the technologies across industrial sectors and accelerate their access to market at scale.

We scout for promising space technologies that can be brought to market from across Europe. Their market relevance will be explored by stakeholders through the initial design studios.

The ventures with the greatest potential are then supported through an intensive acceleration programme that will develop the founders capacity and further enables them to refine and implement their go to market strategies.

Our collaborative ecosystem offers adapted tools and the support of real experts, from across R&D agencies, the investment landscape and corporates, that can help the founders succeed.

**JOIN THE GLOBAL  
COMMUNITY TODAY!**

For more details visit [space.iottribe.org](https://space.iottribe.org)  
or find us on social media





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