



COHORT #03

IoT Tribe Tech Games

7th July, 10:00 CEST

www.iottribe.org/space



UNLOCKING NEW TECHNOLOGY-DRIVEN OPPORTUNITIES

Space tech represents an exciting new frontier for digital solutions, underpinning the delivery and advancing the development of key digital infrastructures. Conversely, with the advent of new space (a move towards commercial, smaller and more experimental collaborative space technologies), digital actors and technologies are shaping the next generation of satellites and space missions in general.

Over the past two months we have been working with our third cohort of the Space Endeavour programme, accelerating 9 tech start-ups pioneering technologies at the intersection of digital and space. We are delighted to share with you their achievements and ground-breaking technologies which are solving challenges across infrastructure management, public health, urban management, efficient AI, connected logistics and even new telescopes and satellite components.

We invite you to review these great companies and connect with us so that you can find the opportunities for exploring this new area together.

Tanya Suárez

Founder
IoT Tribe

IoT Tribe supercharges your internal capabilities, helping you navigating hyper-complex technology landscapes and delivering results. As our partner you will:

- Access a pipeline of disruptive and business-ready solutions and scalable tech
- Identify new tech-driven opportunities and establish technology roadmaps to execute on them
- Effectively source and validate technologies and create the right alignment across your organisation
- Launch focused pilots to prove value, not just concepts, and crystalise ROI

START A CONVERSATION WITH US

We measure success in the terms you do. We operate and work with you through a strategic framework.

Technology is no longer just a tool, but a critical and strategic driver of sustained market leadership, permeating value chains and propelling those players that effectively embrace and leverage it.

Let's start a conversation and establish the ground for you to make the most out of our ecosystem and capabilities. De-risk and reduce the cost of effectively adopting next-gen technologies.





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 sand enhancing efficient management.



THE ASK
Partnerships with infrastructure providers & managers

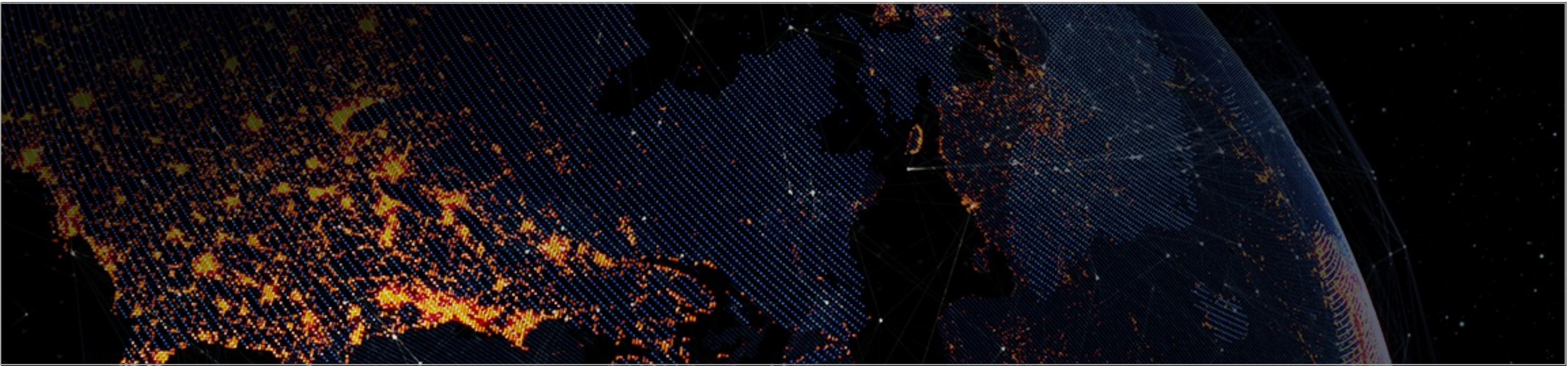
Founders



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 Hibyte 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 Hibyte 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**

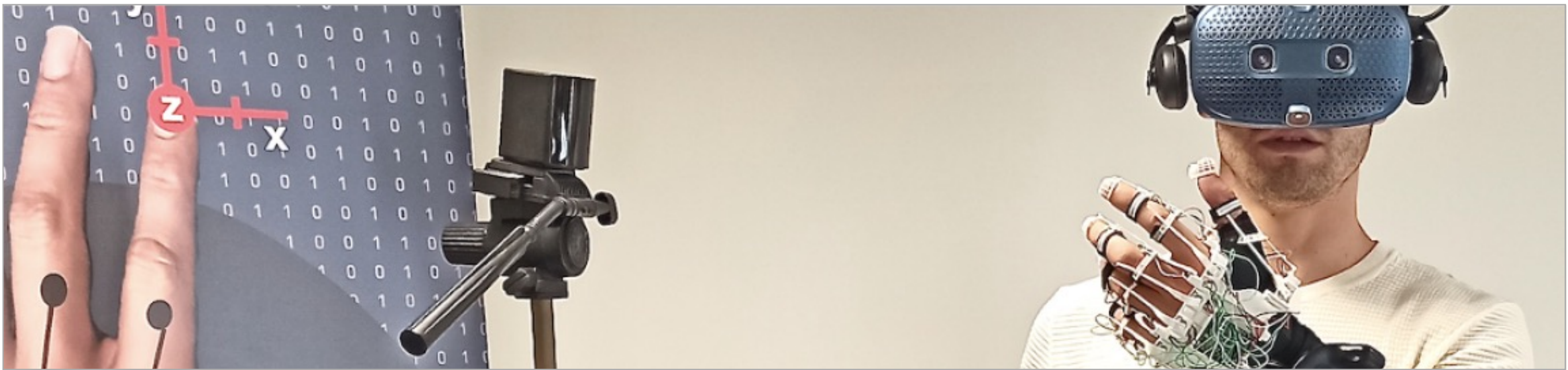
Founders



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.



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.



THE ASK
Seeking sustainable cities & urban development partners

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.

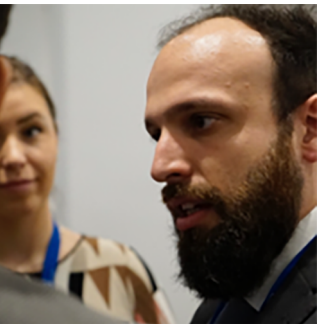


THE ASK
Looking for satellite generation customers

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
or find us on social media





THIS PROJECT HAS RECEIVED FUNDING FROM
THE EUROPEAN UNION'S HORIZON 2020
RESEARCH AND INNOVATION PROGRAM
UNDER GRANT AGREEMENT NO 870480

