



**SMART REGION BATCH #3**  
**FEBRUARY – JUNE, 2022**

SCALE YOUR  
BUSINESS

OUR  
STRUCTURE  
IS YOUR  
BENEFIT

## **INTRO** **ABOUT SCALEUP4EUROPE**

**The “Scaleup4Europe” project’s objective is the establishment of four cross-border operating “Scaleup Labs”.**

The Scaleup Labs are based on the “living lab” concept and support qualifying scaleups in achieving a “Proof of Scalability”. The “Proof of Scalability” is achieved when the scaleups comply with all requirements of general technological, market, organizational and investor readiness and their innovation is adapted to a specific customer need.

The general goal is to establish sustainable support structures that connect four partnering startup ecosystems and their deep tech member communities in an innovative way that creates a lasting and larger regional scaleup support system. To increase the efficiency of the scaling support, the project’s Scaleup Labs focus on four specific industry verticals that benefit significantly from deep tech innovations: Smart Region, Health Sciences, Agile Manufacturing and AgTech.

**The five connecting startup ecosystems are:**  
Berchtesgadener Land Wirtschaftsservice GmbH,  
UnternehmerTUM, JFDI GmbH/Pioneer,  
Pomurje Technology Park and Chamber of Commerce  
and Industry of Serbia.

## **SCALEUP4EUROPE PARTNER**



With its exemplary business network „Verantwortungsvoll Wirtschaften“ the **BERCHTESGADENER LAND** region represents sustainable economic activity, entrepreneurship and innovations.



The **CHAMBER OF COMMERCE AND INDUSTRY OF SERBIA** is defined by the law as a national association of all business entities (companies and entrepreneurs) which are doing business in Serbia. CCIS represents the interest and position of its members through participation in drafting laws and other regulations important for the business community.



**POMURJE TECHNOLOGY PARK** focuses on the transfer of knowledge, experience and technologies to the regional economy, which is intended to add to Slovenia's industrial value creation and to lead to economic and job growth.



**PIONEERS**, a member of the startup300 group, is a global innovation ecosystem dedicated to fostering entrepreneurship and building new ventures. Pioneers connects startups, corporates and investors through innovation programs, a quality database of European and global Deep Tech entrepreneurs, investment services and inspirational offline and online experiences.



As the leading center for innovation and start-ups, **UNTERNEHMERTUM** brings together a community that creates value for good. Facing challenges of society, UnternehmerTUM is on a search for solutions, drive technology beyond the status quo and empower people through education to make a difference.

## SMART REGION BATCH #3 SCALEUPS

Innovations in deep tech such as IoT, Machine Learning, Data Analysis and Blockchain help to meet challenges in the fields of housing, traffic, mobility, social and environmental issues that don't stop at a city border.

*alinotec*

**d** deeptraffic

 Heise  
Haus

HEY-CHARGE

WEO 





TECHNOLOGY FIELD  
Security

ALINOTEC GMBH & CO. KG | ALINOCAM

## Visual and better communication and documentation for your construction sites.



### SOLUTION

Until 2021 we have been creating security solutions using latest camera technology. The focus there is temporary security solutions, especially for construction sites. With our latest development, Alinotec undergoes a drastic change, going from a service provider towards a high tech software company. AlinoCam provides productivity, documentation and communication tools for the construction sites, that are based on controllable cameras.

### INNOVATION

USPs - right now

- The first and only product to use controllable PTZ-cameras for construction site documentation (multiple presets per camera)
- Ready-to-use plug and play hardware solution (production already running)

USPs - planned

- Focus on the integration of AI solutions (AS-BUILT vs AS-DESIGNED analysis; equipment utilisation; ...)
- Focus on integration in construction management solutions
- Construction journal generation

### LOOKING FOR

- Connections in the construction industry
- B2G connections for public sector and infrastructure projects
- Connection to potential strategic partners; e.g. construction insurance, trade associations, industrial associations, RE investors

### CAPITAL REQUIREMENT

-

### USE OF FUNDS

-

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### COUNTRY

Germany

### TEAM SIZE

45

### HIGHLIGHTS

- Increasing traction in the construction industry
- First provider of controllable construction site cameras with multiple FOVs



TECHNOLOGY FIELD  
Mobility

## DEEPTRAFFIC

# The future of dynamic traffic management for connected and automated vehicles.



### SOLUTION

deeptraffic 101 is our solution for the dynamic traffic management of connected and automated vehicles, exploiting today's increased vehicles connectivity technologies, to increase the effectiveness of traffic management strategies. deeptraffic 101 is a web-based software-as-a-service solution, which interfaces with existing traffic management centres, as well as with third party data sources, in order to apply optimal traffic management strategies to connected and automated vehicles.

### INNOVATION

We utilize emerging C-ITS technologies and machine learning to achieve holistic traffic management. We exploit multi-source data and address connected vehicles, bridging traffic management and information services provision. We address multi-actor perspectives and support the new Traffic Management as a Service paradigm.

### LOOKING FOR

- Contacts with potential customers (traffic management centres in cities and highways)
- Contacts with potential investors
- Contacts with companies in related fields for potential collaborations

### CAPITAL REQUIREMENT

EUR 750,000

### USE OF FUNDS

- Personnel costs (technical, sales, marketing)
- Part of fixed and variable costs (e.g. equipment, services)

### CONTACT

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### COUNTRY

Greece

### TEAM SIZE

8

### HIGHLIGHTS

- We won the first place at the EIC KIC Urban Mobility Accelerator Batch3, Barcelona, December 2021
- We won the Galileo Masters LUTIN prize, Germany, December 2021



**TECHNOLOGY FIELD**  
Housing

**HEISE HAUS GMBH**

**Buy a house like a car: easily online  
configure a CO<sub>2</sub> saving, energy plus house  
and get it in months.**



#### **SOLUTION**

Configure houses online like a car and order them with plots, planning, KfW subsidies, building ground preparation and move in within 9 months. The floor plans and equipment are standardized, high quality, timeless minimalist and suitable for highly comfortable living and working even in the smallest areas from 20 m<sup>2</sup>. They are completely prefabricated in the factory in module hybrid construction including full equipment, delivered and installed ready for use. And moved.

#### **INNOVATION**

Compared to the busy, ponderous, analog competition dominated by salesmen and individual house building, we are transparent, as via a house configurator with all prices – and we are much faster. We submit to social, economic and ecological sustainability and offer for it a complete solution with high quality, design and an energy plus systems at an affordable price. We radically simplify what more and more people want in an increasingly complex world. We build houses like cars.

#### **LOOKING FOR**

- Communal and private plots
- Production automation technology
- Electricity saving solutions in the field of photovoltaics, house and car batteries, wallboxes
- Family offices

#### **CAPITAL REQUIREMENT**

From June 2022:  
Convertible loan investors  
(10+ Mio. EU bond)

#### **USE OF FUNDS**

- 3 Mio. EUR equity for 10 Mio. EUR factory
- 3 Mio. EUR running costs
- 4 Mio. EUR villages pre-financing

#### **CONTACT**

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#### **COUNTRY**

Germany

#### **TEAM SIZE**

24

#### **HIGHLIGHTS**

- 1st full-service mini/ tiny house provider & fulfilling all building regulations
- 1st customer´s private and touristic houses/ chalets
- 4 well known Business Angels and 2 successful crowdfunding rounds
- some nominations and winning positions



TECHNOLOGY FIELD

Energy

HEYCHARGE

## Ultra-low-cost EV charging systems for apartment buildings and other semi-private environments.



### SOLUTION

We invented and patented a new way to manage fleets of EV chargers that eliminates the need for an internet connection at each charger. We have developed multiple hardware versions along with a cloud platform to exploit this innovation, and offer it in two models:

(1) we offer turnkey solution for apartment buildings including the hardware, apps, management platform, and energy sales, and (2) a white label, embeddable B2B platform for others to build charging products/services with our USPs.

### INNOVATION

Our core innovation is our patent-pending SecureCharge technology enabling us to build low-cost chargers and install them with no internet connection. Grant is expected in 1H 2022, prior art report is received, and PCT filing is complete. We are in the process of filing 4 additional patents to further protect innovations that further our cost and scalability advantages. These patents are already drafted and will be filed by E1Q2022. Further, we hold a European trademark on HeyCharge.

### LOOKING FOR

Customer and pilot partners, such as:

- Energy utilities
- Fleet operators
- Residential building operators (large or small)
- Commercial building operators (large or small)
- Municipalities
- Hospitality operators, e.g. hotels or vacation properties

### CAPITAL REQUIREMENT

No immediate capital requirements. We plan on a Series A late this year.

### USE OF FUNDS

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### CONTACT

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### COUNTRY

Germany

### TEAM SIZE

14

### HIGHLIGHTS

- Raised \$4.7M seed round led by BMW i Ventures
- Finalist, SXSW 2022 Pitch Competition
- Y Combinator Summer Batch 2021
- EIC Climate-KIC DACH Accelerator Winter 2020
- Plug and Play Energy Fall 2000



## TECHNOLOGY FIELD

Environment



WEO

# Environmental Analytics for All from Space.

## SOLUTION

WEO utilise advanced deep learning techniques to create valuable environmental analytics from primarily open-source satellite data. Treemonitor enables municipalities and asset owners to monitor the growth, proximity, health and locations of trees to reduce maintenance costs and reduce risk. They can use this data to plan pruning operations, identify trees before they are lost, monitor new tree plantings and tree removals, and track progress towards reaching tree canopy coverage goals.

## INNOVATION

Satellite data has been inaccessible due to its cost and its provision primarily through ad-hoc consulting reports. WEO utilise deep learning to gather 1 metre resolution insights from open-source Sentinel data, allowing for regular updates on a seasonal basis (4 times per year) and the ease-of-scalability of the solution to monitor across entire countries. Therefore, clients receive affordable, timely and wide-coverage data on a regular subscription basis.

## LOOKING FOR

- Connections within the local government sector to gain market information

## CAPITAL REQUIREMENT

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## USE OF FUNDS

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## CONTACT

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## COUNTRY

Luxembourg

## TEAM SIZE

5

## HIGHLIGHTS

- Won 3 x project grants with European Space Agency
- Winner Luxembourg StartUp Stories Jury's Favourite Award 2021
- 2nd Prize - Copernicus Masters 2021 UP42 Airbus Challenge