

SwITzerland.

CEBIT 11. – 15. Juni 2018

MEDIENKONFERENZ 17. MAI 2018

 **T-LINK**
FAIRS & EVENTS

ICTSWITZERLAND
UMBRELLA ORGANISATION FOR THE DIGITAL ECONOMY

CEBIT®

ICTSWITZERLAND

UMBRELLA ORGANISATION FOR THE DIGITAL ECONOMY

digital**switzerland**



Startup INVEST

Startups meet Investors & Corporates

matchmaking since 2003

17.5.2018

| Jean-Pierre Vuilleumier
| vui@startupinvest.ch
| +41 79 251 32 09

www.startupinvest.ch

| Daniel Bermejo
| db@startupinvest.ch
| +41 79 794 97 73

MATCHMAKING

Our matchmaking tool connects our large startup & investor community

2'700 users

60% startups 40%
investors/corporates/supporters



EVENTS

startups, investors, corporates & industry
leaders gathering around deep
technology

1'800 participants

1'700 1:1 meetings



TRAININGS

get ready to present your startup -
business modelling & pitch training

200+ startups

7 organizations supported

KICKSTART
ACCELERATOR

>>venture>>
Companies for tomorrow



ETH ENTREPRENEUR CLUB

StartCupTicino

FALLING
WALLS

START
FELD



175 financing rounds in 2017

64 presented @ startup

INVEST

CHF 340M raised



50'000 copies printed

0 online visitors

1M pages

780 cover stories

101 startups featured

Venture DAY**ZURICH**

18 APR

AUDIENCE

- 200/300 pax
- international investors
- swiss startups

LOCATION

- Kraftwerk - Selnau

USP

- 1:1 meetings
- 20 selected swiss startups + investors on stage

IPO DAY**LAUSANNE**

13 JUN

AUDIENCE

- 100/150 pax
- international investment bankers
- swiss startups

LOCATION

- Rolex learning center - EPFL

USP

- 1:1 meetings
- bankers on stage
- 10/15 pre-IPO startups pitch

>>venture>>

Companies for tomorrow

LAUSANNE

25 JUN

AUDIENCE

- 200/300 pax
- International investors
- swiss startups

LOCATION

- Rolex learning center - EPFL

USP

- 1:1 meetings
- 25 selected swiss startups on stage

Startup DAYS**BERN**

25 | 26 SEP

AUDIENCE

- 1'000 pax
- international investors & startups

LOCATION

- Stade de Suisse/ Kursaal

USP

- 1:1 meetings
- +200 startups pitch+ Investor on stage
- masterclasses
- keynotes/panels

Investor Dinner

Venture DAY**LAUSANNE**

29 OCT

AUDIENCE

- 150/200 pax
- International investors
- swiss startups

LOCATION

- Rolex learning center - EPFL

USP

- 1:1 meetings
- 20 selected swiss startups + investors on stage

IPO DAY**ZURICH**

13 NOV

AUDIENCE

- 100/150 pax
- international investment bankers
- swiss startups

LOCATION

- Kraftwerk - Selnau

USP

- 1:1 meetings
- banker on stage
- 10/15 pre-IPO startups pitch

Venture DAY**LUGANO**

04 DEC

AUDIENCE

- 50/100 pax
- International investors
- swiss startups

LOCATION

- USI Lugano

USP

- 10 selected swiss startups
- investors on stage
- startups from StartCup Ticino

StartCup Ticino

Venture DAY**BASEL**

MAY 2019

AUDIENCE

- 150/200 pax
- international investors
- int. startups

LOCATION

- ship on Rhine/ Novartis/ Roche

USP

- 1:1 meetings
- 20 int. life science startups (all stages) + investors on stage

B E R N

SEP 2018

15th EDITION

25th

|

26th

Stade de Suisse
Kornhauskeller

Kursaal

register @ www.startupdays.ch

GAME CHANGERS & CHANGE MAKERS

STARTUPS

INVESTORS

CORPORATES

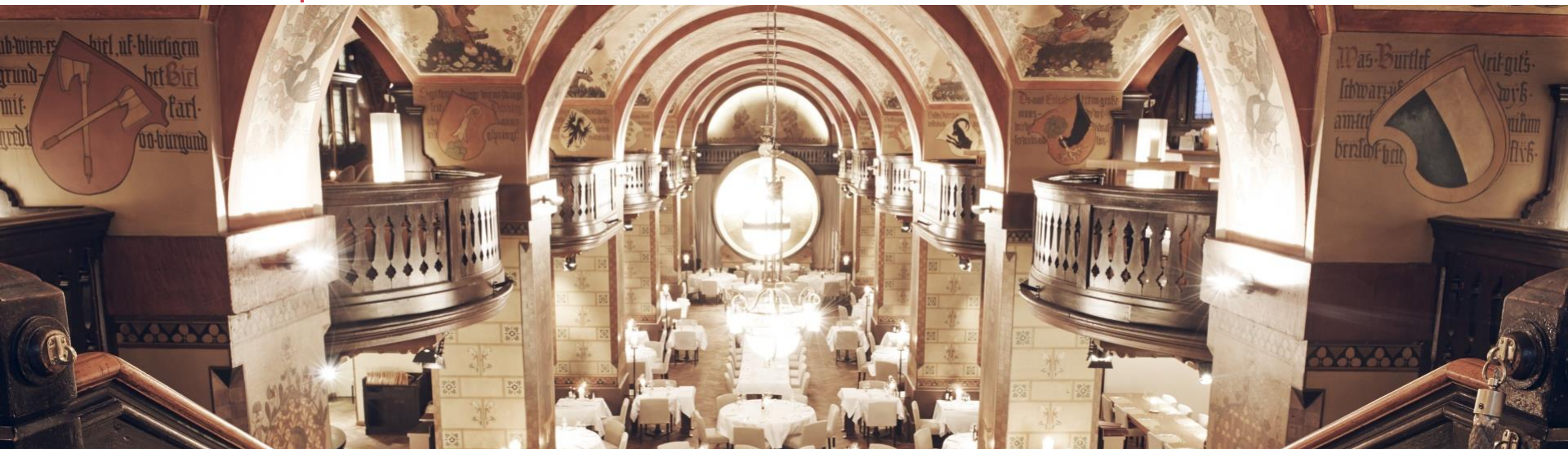
SUPPORTERS

GATHERING AROUND DEEP TECH

SEP
25th

**STADE
DE
SUISSE**

STARTUP PITCHING QUALIFICATION
MASTERCLASSES
REFERENCE SPEAKERS
PANELS (INVESTORS, ACCELERATORS, ENTREPRENEURS)



SEP
25th
korn
haus **keller**

CORPORATE CEOs
INVESTORS & SELECTED STARTUPS
STORIES & AWARDS
BY INVITATION ONLY



SEP
26th

**KURSAAL
BERN**

KEYNOTES, PANELS & WORKSHOPS
INVESTORS & CORPORATES ON STAGE
1:1 MEETINGS
PITCHING SEMIFINALS & GRAND FINAL



100'000 CHF PRIZE MONEY

200 STARTUPS FROM Switzerland & around the World

- DAY 1 > QUALIFICATION (200 startups by ACCELERATORS)
- DAY 2 > SEMIFINAL (30) & GRAND FINAL (5)

Pitching Session

- Kantonspolizei St. Gallen
- Shift Devices AG / Shift Cryptosecurity
- Naminha
- Raptor Compliance GmbH

Pitching Session

- Kantonspolizei St. Gallen



Kantonspolizei St. Gallen

WE ARE THE BEST



Marco Allenspach
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Why

Infrastruktur

Tablet

Smartphone

WIFI

Mobile Internet



Applikation

Einsatzleitsystem

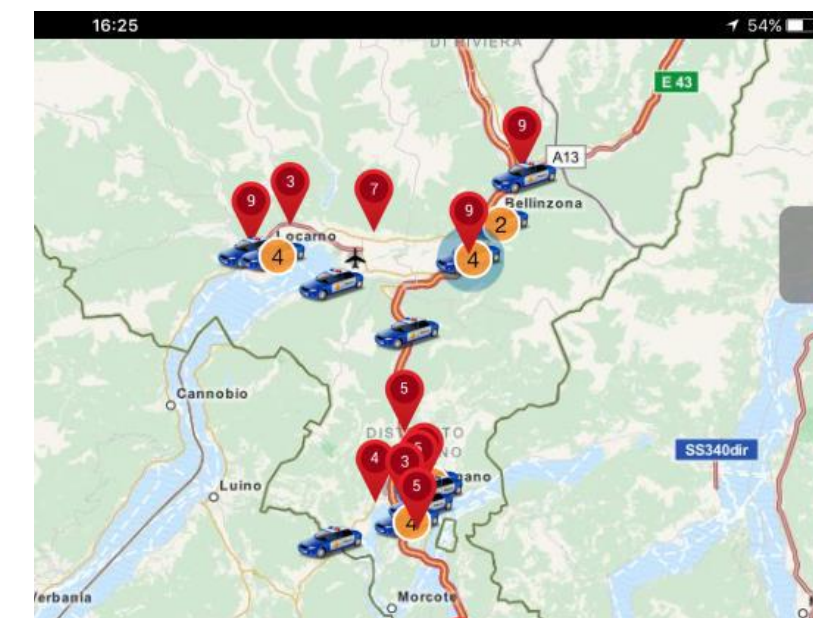
Tracking

Disposition

Personalverw. 7/24

Fahndung

...



Problem

Upgrade

Anbieter

Lösung

Mit Partnern – Buy or Make

1. Proof of Concept
2. Öffentliche Ausschreibung



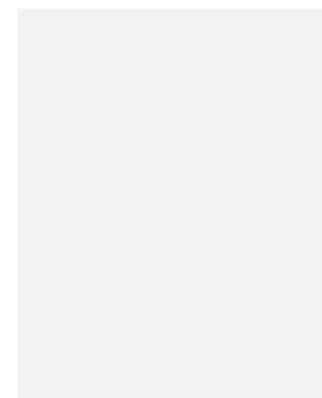
Team

4 Projektleiter



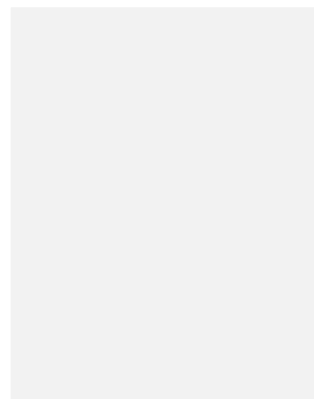
Marco Allenspach
Dipl. Ing.

Technologie



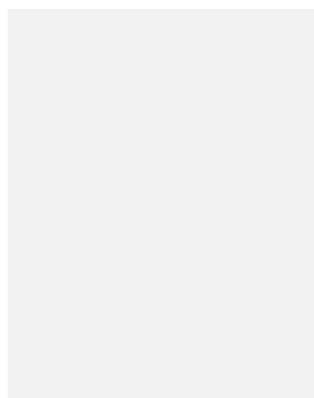
Thomas Diem
Dipl. Ing.

Architektur



Urs Studerus
Dipl. Ing.

Software



Lars Hennig
Dipl. Ing.

Prozesse

8 Business Analysten



Call



Wir suchen neue Partner,
neue Lösungen
auch Startups

Danke



Pitching Session

- Shift Cryptosecurity



Users need to be equipped for digital independence

BitBox

SHIFT 
CRYPTOSEcurity

 +41 79 799 39 78

 jonas.schnelli@shiftcrypto.ch

 @_jonasschnelli_

Jonas Schnelli, CTO

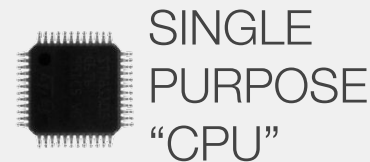
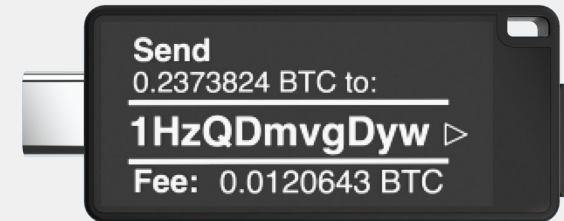
BitBox: the Swiss Crypto Wallet



TOUCH
SENSORS



↔
PLUG
& PLAY



BitBox

SHIFT 
CRYPTOSEcurity

Digital “Swiss Army Knife”

+90 countries | 24 resellers | 15'000 sold



₿ CRYPTO WALLET

👤 DIGITAL ID

🔑 REMOTE ACCESS

✉ EMAIL ENCRYPTION



₿ Exponential Growth of Crypto-Currencies

BitBox

SHIFT 
CRYPTOSECURITY

Go to market & Competitors

amazon.com 

coinbase

 **BLOCKCHAIN**

xapo

 **GreenAddress**
by Blockstream

BitBox 

Ledger
ca 1.2mn sold
+\$85mn raised



Keepkey
ca 50k sold



Trezor
ca 300k sold



World-class Founders



Douglas Bakkum

co-founder

Neuroengineering scientist (Ph.D. Georgia Tech) and group leader at ETH Zürich (6 years).



Jonas Schnelli

co-founder

Bitcoin core maintainer with 20 years entrepreneurial experience.



Dario Duran

ops & biz dev
Old-school networker



Arnold Sternberg

strategy & finance
Digital asset fund manager



Marko Bencun

engineering
Full-stack dev with cryptography skills

Global Product Launch

Media coverage

A push to integrate
into your favourite
online wallet



Visit us at CeBIT

@**Swiss** Pavilion - Hall 27, Booth F86!

BitBox

SHIFT 
CRYPTOSEcurity

Pitching Session

- Naminha



na-
minha

More time for your guests

<portuguese for: at home>

17.05.2018

Dominik Hiller

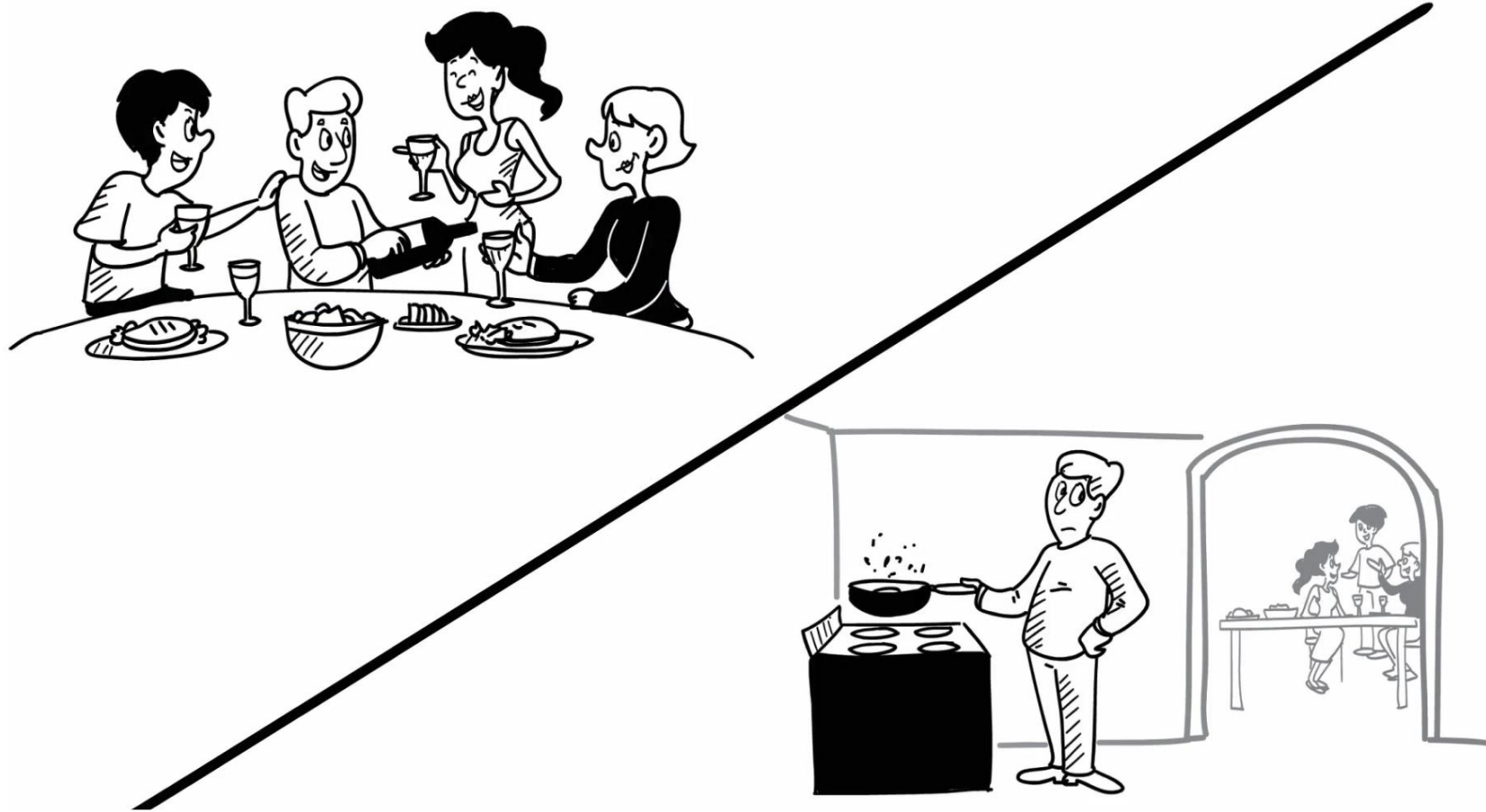
dominik@naminha.com

naminha.com

+41 79 686 85 70

The problem:

Celebrating is more demanding than it should be



The opportunity:

Personal Chefs. The concept is proven to work

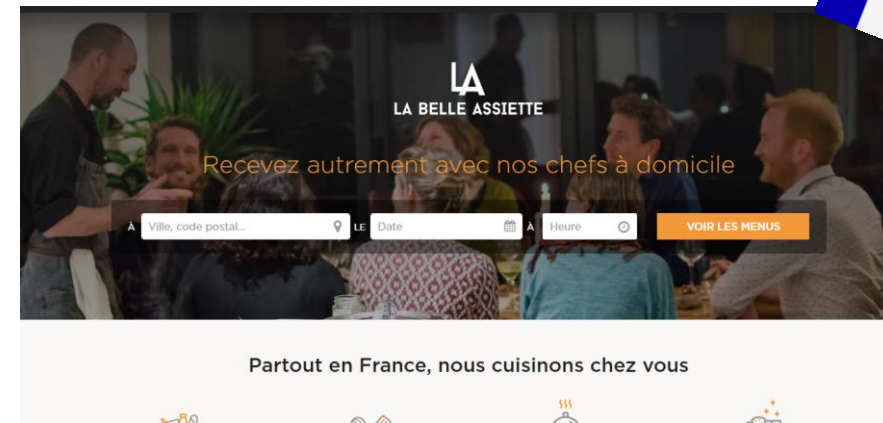
Personal Chefs



chefme.dk



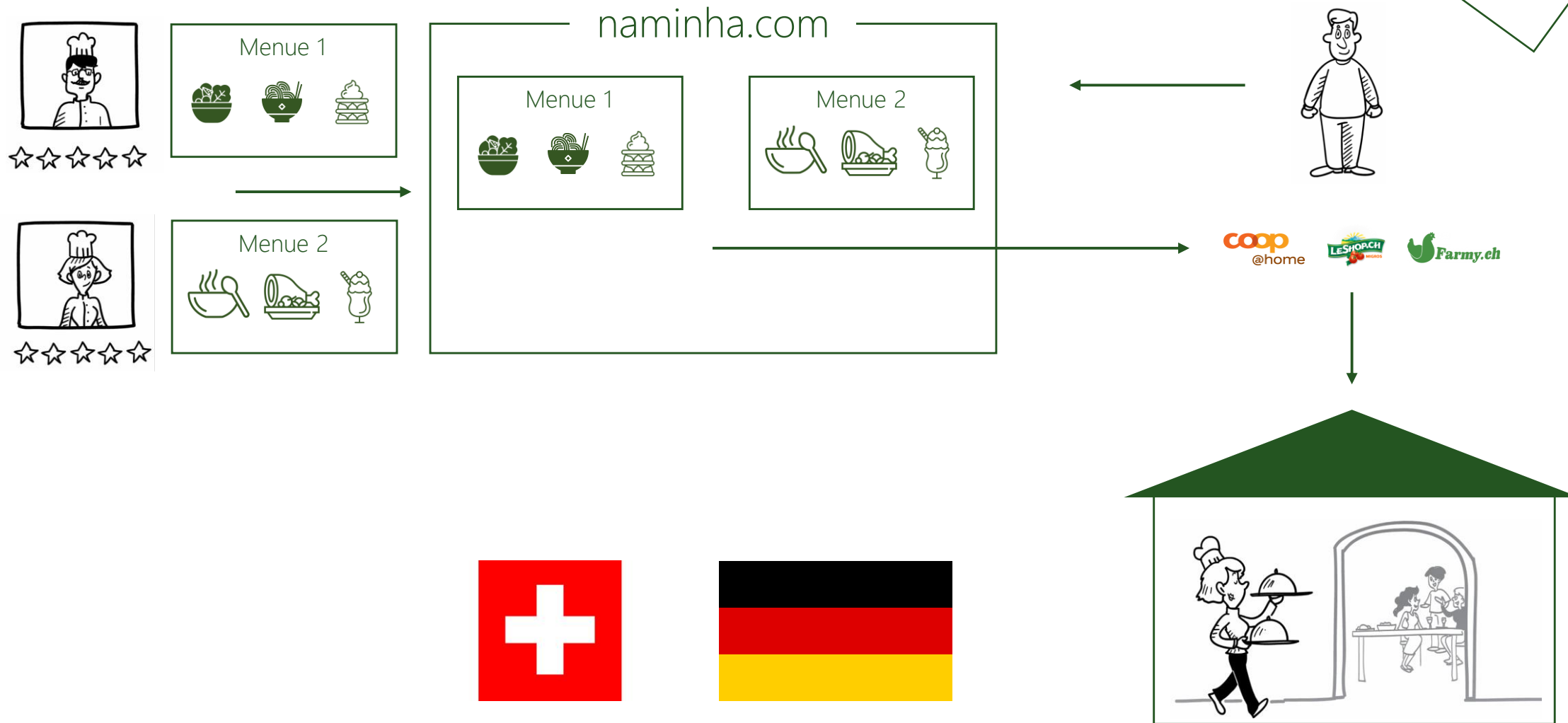
La belle assiette



The solution:

A two sided platform for chefs & hosts

Pre-POC



Not yet functional

Das Restaurant bei dir zu Hause

What are you looking for?

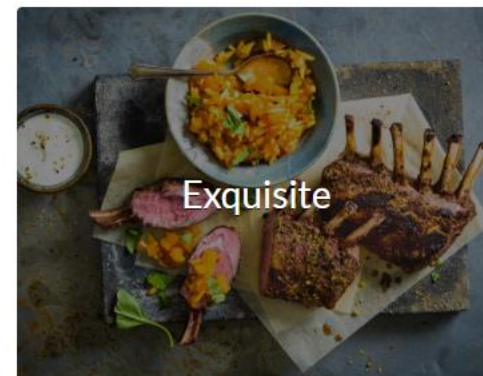
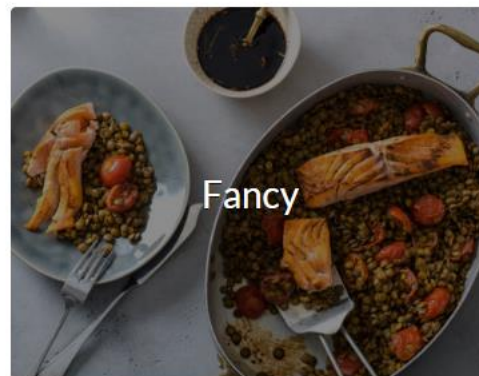
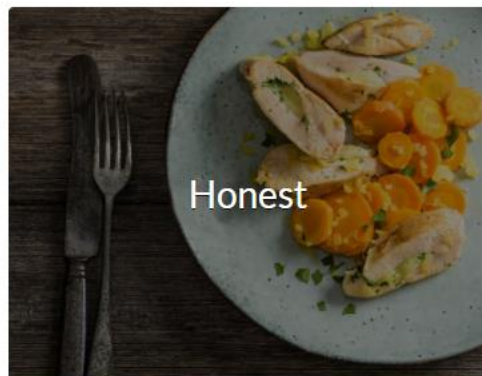
Location

All categories



Search

Hundert Menus | Drei Preise



The team:

Well staffed on business and industry aspects – looking for a CTO

Alexander
Häusler



- ▶ Web Development
- ▶ M.A. HSG Accounting & Finance

AMARO
amaro.com

BALGRIST BETEILIGUNGS AG

Dominik
Hiller



- ▶ Business Development
- ▶ M.A. HSG Business Innovation & CEMS

AMARO
amaro.com


nordgreen
COPENHAGEN

Benjamin
Stuber



- ▶ Business Development & Chef-Relations
- ▶ Chef de cuisine
- ▶ Personal chef

vacant



- ▶ CTO

Achievements and next steps

First steps successfully taken with a long way to go

Achievements

- ▶ Chef Interviews (4/18)
- ▶ Customer Interviews (4/18)
- ▶ Swisscom Intrapreneurship grant (5/18)

Next steps

- ▶ Hire a CTO Co-Founder (06/18)
- ▶ Build alpha Version (09/18)
- ▶ Conduct the POC (12/18)
- ▶ Raise seed financing (3/19)
- ▶ Build beta Version (8/19)
- ▶ Market launch (9/19)



We need:

- ▶ A CTO co-founder
- ▶ More chefs
- ▶ Seed financing

na-
minha



Pitching Session

- Raptor Compliance GmbH





We automate data protection

Dr. Dominic Staiger (CEO)

17.05.2018 Pitch

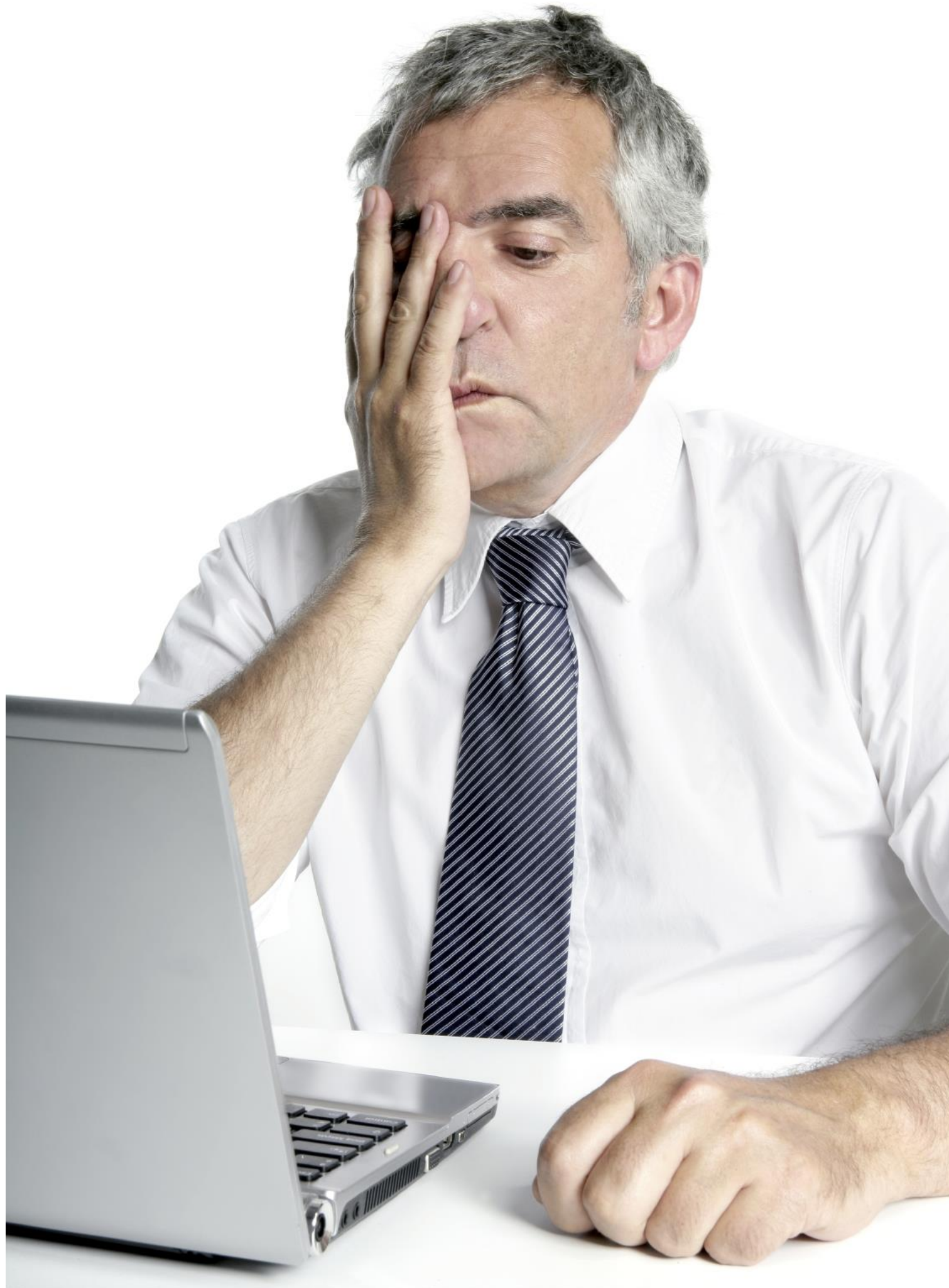
Raptor Compliance GmbH

contact@raptorcompliance.com

Fon +41 44 586 97 90



Problem: Art. 15 GDPR



- New European Data Protection Law on 25th May 2018
- Only few experts
- Manual processes are not a solution!
- Fines: 20 Mio€ or 4% of worldwide turnover

Our Solution for Medium to Big Sized Companies

Our On-Premise Data Protection Management System does the following:



**Receive Data
Subject
Requests**

**Identify the
Data Subject**

**Collect all
Personal Data
within the
Company**

**Create a
Report for the
Data Subject**



Requesting your data



Please fill in all fields

Vorname

Ralf

Nachname

Müller

Geburtsdatum

01/30/1978

Email

ralf.mueller@mycompany.com

Next >>

Raptor Compliance Journey

Challenges

- Sales Cycle (>6 months)
- Building Partner Network

Achievements

- Finished Release
- Ran Pilots
- Scaled Developer Team

Goal: Closing of a Big European Company





Founder Team



Philipp Staiger

Head of Innovation &
Partnerships

- M.Sc. Management (LMU München & MIT Sloan School of Management)
- Business Development at BTO

+ 8 mandated developers.



Oliver Stutz

CTO

- Bachelor of Information Technology
- Leading Software Projects at UBS AG



Dr. Dominic Staiger

CEO

- Ph.D. with Honors on "Data Protection Compliance in the Cloud" at UZH
- Qualitative Data Protection Study (Market Analysis) in Silicon Valley

Call for Action

If you have a GDPR Problem visit our booth and get a exclusive live
Software Demo!

Hall 27, Booth F86
Swiss Pavilion

