LANDING ZONE ITALY

ARTIFICIAL INTELLIGENCE FOR PRODUCTIVITY

**24 e 25 settembre
Milano e Torino**

**INCONTRA 8
STARTUP
AUSTRIACHE**

AnyIdea

BeVi AI

MOSTLY·AI

APICHAMP

HEADWAI

salesmatic.ai
EMPOWERING YOUR GROWTH

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ADVANTAGE AUSTRIA WKO

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ANYIDEA GMBH

Harald Weinberger, CEO

Let's support companies to discover promising innovations and drive them forward.

AnyIdea

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Sector: IT / Saas
Startup stage: at the moment bootstrapped and self-funded
Year of foundation: 2022
Number of employees: 12

SOLUTION

AnyIdea is a comprehensive **AI innovation platform** that digitally maps and automates innovation processes from strategy to implementation.

Our **Foresight** module identifies relevant trends, technologies, and promising opportunities for companies and industries at an early stage - 100% data-driven, based on millions of verified data points, with the help of Gen-AI and advanced Synth-AI.

Our **Ideation and Realization** modules support the ideation of potential ideas and solutions, their validation and accelerate time to market.

BUSINESS MODEL

AnyIdea offers performance-based and flexible scaling subscription plans for companies and organizations on an annual basis.

TARGET GROUP

Strategy and innovation is relevant to many companies and nearly all industries. AnyIdea primarily targets medium to large companies that employ >10 people in the areas of foresight, strategy, or innovation, have >500 employees and an annual revenue of over €50 million. Research-intensive and innovation-driven industries are of particular interest, such as mobility, manufacturing, energy, agriculture, banking & finance, insurance, healthcare, or social services.

NEEDS

We are currently not active in the Italian market, but we are very interested in entering this market. This is due to the large market potential and the great companies and brands that are well-known in Austria and worldwide. We would love to work with them and support them to find new innovations and drive them further.

APICHAMP GMBH

Dominik Rampelt, CEO

With our Platform APICHAMP we help our users to create and maintain APIs with ease and we are looking forward to explore the Italian Startup and AI ecosystem and get valuable insights into our neighboring market.

APICHAMP

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Sector: IT / Saas
Startup stage: received public grand founding & boostrapped; planning a seed-round in Autumn 2024
Year of foundation: 2023
Number of employees: 3 Full-Time employees, 1 part-time, 2 freelancers

SOLUTION

All of our daily apps, websites and devices are sending and recieving data via APIs. Without these invisible helpers our personal and economical life would stop working how we know it. Yet the development and maintenance of those APIs (done by softwaredevelopers) is still an exhausting and expensive endeavor.

With APICHAMP we solve these problems by creating APIs connected to any datasource with AI in seconds. While also provide functionality that will automatically maintain and monitor the APIs in place and creating automatic ONE-CLICK repair proposal in case of a change in any of your datasources.

This will keep your system live and secure.

TARGET GROUP

B2B and globally scaleable. Our ideal customer is not bound to any specific branch as any company nowadays has many digital applications in place and is in need of connected them for better data-analysis and to compete on the global market.

We are the tool that helps them tackle that tasks faster. Good contact-persons are CTO and technical dicision maker.

BUSINESS MODEL

Subscription Model (Montly Fee)
Pricing depending on amount of endpoints, datasources & technical users.
Pricing starting at €300,- / month.

NEEDS

APICHAMP is a globally scalleable platform and therefore we are looking to access our neighbouring markets, expand our network as well as connect to the startup scene in Italy.

BEVI AI FLEXCO

Asetila Köstinger, Co-Founder & CMO

We at BeVi are developing a compact, energy-efficient AI deep learning model that transforms any mobile camera into a smarter tool through intelligent scene analysis, making product photos stand out.

BeVi AI

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W https://beviai.com

Sector: IT / Saas
Startup stage: pre-seed
Year of foundation: 2024
Number of employees: 4

SOLUTION

BeVi is a AI-based human attention analysis system that offers 2 products:
> BeVi Mobile Camera App (B2C)
> BeVi API for B2B.

TARGET GROUP

1. BeVi Mobile Camera App helps e-commerce owners to reach their audience by creating professional quality product pictures with the AI-based mobile camera app that will analyse the scene and capture the best and most attractive shots by itself.
2. With BeVi API, companies that do bulk photo analysis, like marketplaces, car dealerships, media agencies, can automate the process of image selection & enhancement and create visually captivating feeds in seconds.

BUSINESS MODEL

BeVi Camera App Freemium - Revenue from the interstitial ads.
BeVi APIPay per request. Per request (i.e., processing of image batch).

NEEDS

Exploring the Italian market presents a strategic opportunity for BeVi due to Italy's vibrant e-commerce sector and strong emphasis on high-quality product presentation. The country is home to numerous small and medium-sized enterprises (SMEs) and artisanal businesses, which can significantly benefit from our app's ability to create professional-grade product photos efficiently. Additionally, Italy's rich culture in design and aesthetics aligns well with our mission to enhance visual content, making it a promising market for client acquisition.

HEADWAI GMBH

Stefan Hohla, CRO & Co-Founder

LocalCore: Secure AI On-Prem, Maximizing Your Value

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https://www.localcore.ai/

Sector: IT / Saas
Startup stage: early growth
Year of foundation: 2023
Number of employees: 4 + up to 6 external partners

SOLUTION

HeadwAI developed LocalCore, an innovative AI platform designed to operate entirely on local hardware, delivering advanced AI capabilities without the need for external cloud services. With an open architecture that supports a wide range of AI models and applications, LocalCore empowers businesses to fully leverage AI while retaining complete control over their data. The platform offers seamless integration and scalability, ensuring secure and efficient AI processing directly on-site.

BUSINESS MODEL

Our business model centers on LocalCore, a secure, on-premises AI platform that ensures data privacy and compliance by keeping all sensitive information on-site, eliminating the risks linked to cloud-based AI services. We provide a scalable solution tailored to various organizational needs, from small teams to large enterprises, with a strong emphasis on data security, regulatory compliance, and cost efficiency.

TARGET GROUP

Our target customers are businesses and organizations that manage sensitive information and must adhere to stringent data security and privacy regulations. This includes industries like finance, healthcare, legal services, and any sector where data confidentiality is critical. We serve companies of all sizes, from medium-sized enterprises to large corporations, looking for a secure and compliant AI solution.

NEEDS

We see significant potential in the Italian market due to its diverse industrial base and stringent data protection regulations, which perfectly align with our LocalCore platform. Although we are not yet active in Italy, we believe there is substantial opportunity for growth and adoption among Italian businesses that require secure and compliant AI solutions.

MOSTLY AI SOLUTIONS MP GMBH

Tobias Hann, CEO

Leverage the power of GenAI to share and explore tabular data.

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1100 Vienna
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W https://mostly.ai/

Sector: IT / Saas
Startup stage: Series B
Year of foundation: 2017
Number of employees: 33

SOLUTION

MOSTLY AI is the leader in the synthetic data category, enabling safe and insightful data utilization for all. Its advanced GenAI algorithms facilitate the creation of high-fidelity synthetic datasets, empowering Fortune 100 companies and beyond to work securely with data and gain valuable insights. With offices in Vienna, Austria, and New York, USA, MOSTLY AI supports global organizations to create secure, scalable, and innovative data environments while upholding privacy compliance.

BUSINESS MODEL

B2B Enterprise Software Vendor.

TARGET GROUP

Enterprise B2C organizations. Industry focus: banking, insurance, and telcos.

NEEDS

We've done POCs in the Italian Market but don't have any active customers there.
We would be interested in introductions to relevant prospects.

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PAPILLON SOLUTIONS GMBH

Jasmin Hadrany, Co-Founder and Rick Warling, Co-Founder

We're Boolee – a B2B SaaS tool for autonomous data analysis for non-experts and users with limited time.

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W www.boolee.io

Sector: IT / Saas
Startup stage: Pre-Seed with first VC Tickets
Year of foundation: 2023
Number of employees: 2

SOLUTION

Boolee is a pioneering B2B deep-tech platform that redefines data analysis, making it accessible and actionable for non-experts in retail and tech industries. Utilizing a unique technical approach, Boolee ensures contextually relevant, accurate, and transparent ad hoc data analysis without the risk of hallucinations. Our solution empowers brands and companies to make data-driven decisions swiftly, optimizing performance in areas like customer satisfaction, performance marketing, market trends, and strategic marketing initiatives.

BUSINESS MODEL

We offer different tiers for our customers, billing monthly or yearly – with custom plans for enterprises based on their needs.

TARGET GROUP

Our target industries are retail (+ agencies) and tech. Specifically in retail and tech: paid marketing and sales units – targeting performance marketing managers, marketing managers, head of sales.

NEEDS

We are looking for potential clients in (fashion/luxury) retail, marketing agencies or tech (with a strong performance marketing focus) as well as affiliates with a strong network in the respective fields. On top, as we have our pre-seed round open with first investments, we are looking for investors with domain knowledge and/or a strong network.

PIKTID GMBH

Nunzio Alexandro Letizia, CTO

PiktID is revolutionizing image editing with AI, setting new benchmarks in privacy and making a strong impact in the advertising and fashion industries

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Sector: Communication / Marketing
Startup stage: pre-seed
Year of foundation: 2022
Number of employees: 3

SOLUTION

EraseID transforms facial editing in digital images by replacing real faces with unique, non-existent identities. Our second product, SuperID, is an image upscaler that converts low-quality images into high-quality versions while maintaining the identities and original expressions of the depicted individuals.

BUSINESS MODEL

We develop AI-driven image editing solutions. Our Software as a Service (SaaS) operates on a credit consumption basis and can be accessed via web apps or API, offering clients flexibility and scalability.

TARGET GROUP

We target advertisers with EraseID, enabling them to create customized models for different markets, as well as organizations concerned with privacy, including schools, healthcare providers, and companies. Additionally, our SuperID upscaler enhances low-quality images for the printing industry.

NEEDS

With part of our founding team being Italian, we bring valuable cultural and market insights. Italy's proximity and its prominent fashion industry make it an ideal market for our solutions, alongside its robust advertising sector, which presents significant growth opportunities.

QUOMATIC.AI GMBH

Franz Juen, CEO

Increase your sales efficiency and profits with Artificial Intelligence.

salesmatic.ai
EMPOWERING YOUR GROWTH

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4060 Leonding
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Sector: IT / Saas
Startup stage: growth
Year of foundation: 2017
Number of employees: 8

SOLUTION

salesmatic.ai offers a range of AI apps as personal assistants for sales representatives, controllers, procurement, and supply chain management. By leveraging cross-company data and employing highly specialized analytical AI algorithms, salesmatic.ai enhances the company's profitability and revenue while increasing employee efficiency. The available apps include Lead Finding & Scoring, Opportunity Scoring, Quote Optimization through Dynamic Pricing, Guided Selling, Sales Forecasting / Demand Prediction, Procurement Optimization, and Revenue Intelligence.

BUSINESS MODEL

salesmatic.ai is a SaaS solution built on top of ERP and CRM systems and enhances the existing functionality of these platforms by adding specialized features and AI capabilities. It operates on a subscription-based model, offering tiered pricing and ongoing support while integrating seamlessly with the customer's current systems. salesmatic.ai allows companies to leverage their existing systems while benefiting from additional tools and automation to improve profitability, efficiency and effectiveness.

TARGET GROUP

B2B, B2C across all industries.

NEEDS

We already have customers in the DACH region as well as multinational corporations and want to expand to Italy.

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