

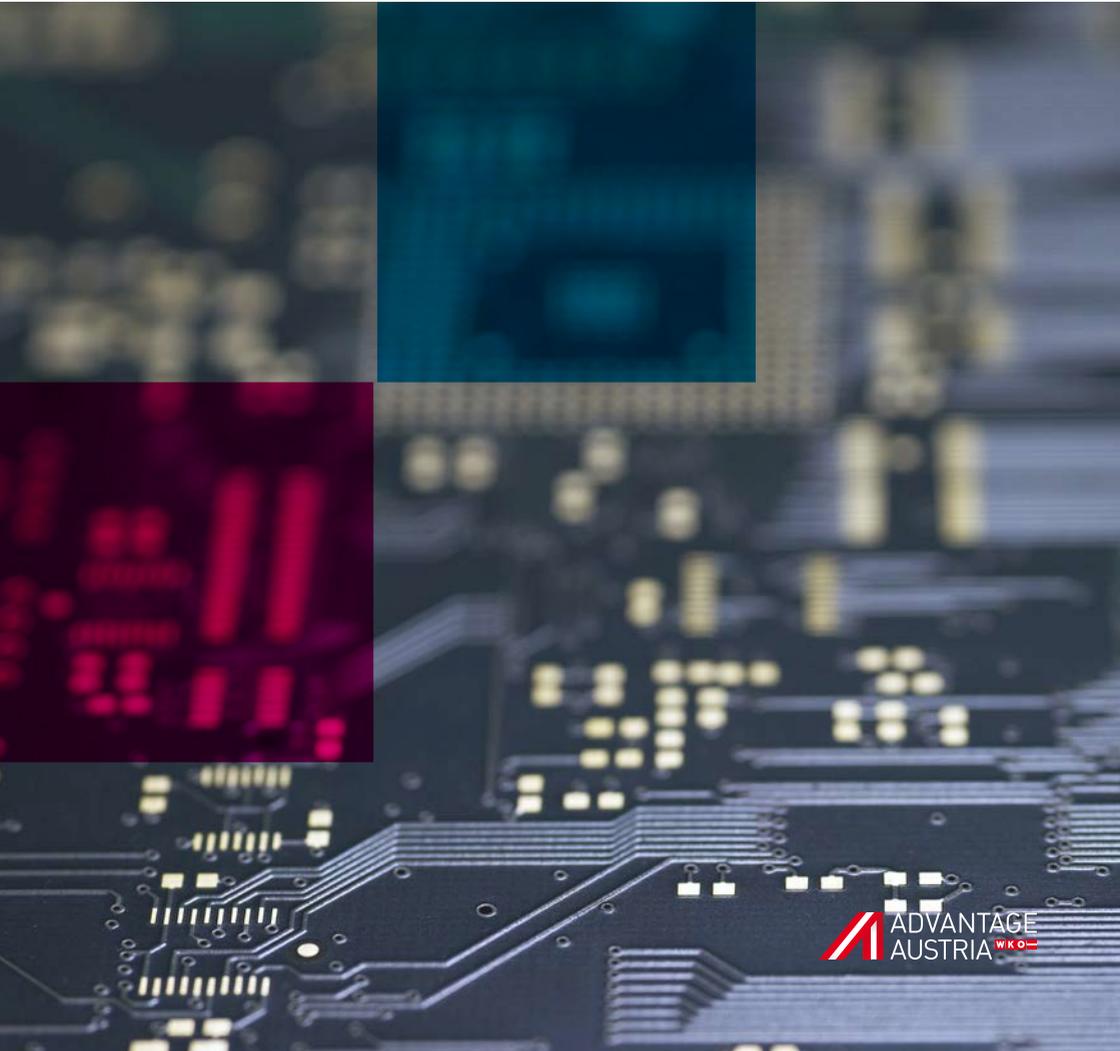
Special edition | en
Edited by the Austrian Federal Economic Chamber
ADVANTAGE AUSTRIA

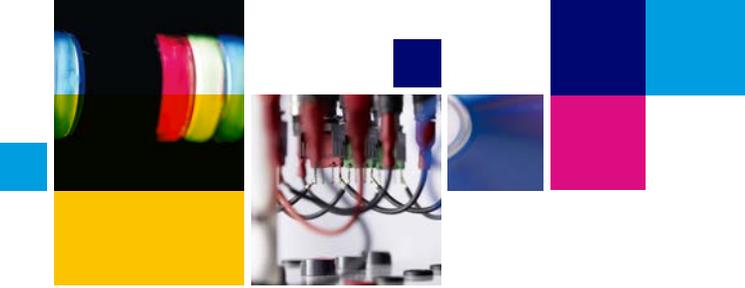


FRESH VIEW

Special edition:

Austria's Born Global Champions VII





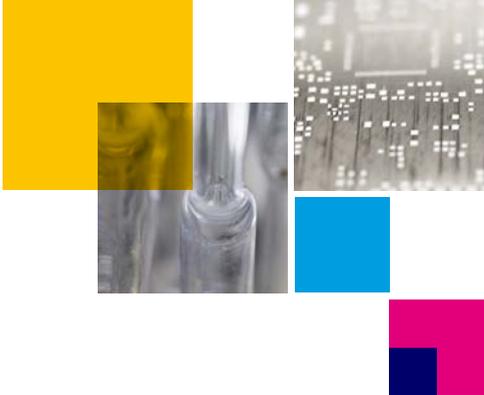
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www.advantageaustria.org



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WORLD CLASS PARTNER



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“We are honouring yearly Austria’s Born Globals for their ability to set off for internationalisation and global growth in their very early days. Their scalable business models are proof of extraordinary resilience in crisis, flexibility and high standards in entrepreneurship. We are proud to be able to accompany them in critical developmental steps. Hence we want to share their latest success stories with you.”

Harald Mahrer

President of the Austrian Federal Economic Chamber



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“We are here to assist Austrian rising Born Global Champions and ScaleUps to attain a global track record in a post-pandemic world in more than 70 countries. Innovators who can incubate and commercialise new ideas rapidly play a pivotal role and will be the backbone of a solid and sustainable economy.”

Michael Otter

Director General of ADVANTAGE AUSTRIA



Born Global Champions and Born Global Innovators - The Game-Changers in Business

In contrast to the path which is traditionally taken when a business is internationalised, where activities firstly focus on the domestic market, a rising number of entrepreneurs - the so-called "born globals" – are incorporating globalisation into their business strategies from the very beginning.

They serve clients worldwide, providing new, innovative products and services and often act as game-changers in their respective fields of expertise. This phenomenon has grown rapidly in recent years, becoming increasingly important and gaining momentum.

Born global enterprises compete in the global market right from the start or often create completely new markets. This occurs either by introducing totally new ideas or by creating niches in the market by combining existing ideas with new solutions. This strategy usually implies the readiness to take additional risks, to aim at faster growth, to deploy necessary resources, to quickly adapt to new markets and to develop advanced managerial skills.

For the purpose of the seventh edition of this brochure the term "born global" has again been defined as follows:

- foundation of the company in 2016 or later
- company with an international focus
- innovative product or service
- international growth as one of the company's main priorities

On the following pages you will find a selection of Austrian companies which meet these criteria, companies which will probably change our future with their innovative ideas for everyday life. A short summary of their exciting products and services are included, as well as their contact details. If you are looking for a company in a specific sector please consult the index.

A blue-tinted background image showing a hand holding a pen over a document with a grid pattern. The text is overlaid on the left side of the image.

CRE ATIVE APPR OACH ES

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Aeroficial Intelligence GmbH is the company for big data and KPI analysis in the air traffic control and airport sector.

The Performance Cockpit is the software solution that helps to make better operational and strategic decisions in achieving capacity improvements, reducing emissions and accelerating efficiency in operations.

Interest in a cooperation:

Aeroficial Intelligence is constantly looking for new cooperation partners to further improve synergies in the areas of optimisation and to strengthen and expand its reach to customers worldwide.

© Aeroficial Intelligence GmbH





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AQT is an Austrian based deep-tech company focusing on ion-trap quantum computers. The spin-off from the University of Innsbruck and the Austrian Academy of Sciences was founded in 2018 and can build on more than two decades of quantum research.

In autumn 2020 AQT demonstrated the first 19" rack-mounted quantum computer, which partners can already access via the cloud. With a footprint of only 2 square metres, and the power consumption of an electric kettle, the devices developed by AQT promise to outperform the computational capabilities of high-performance computer systems.

Interest in a cooperation:

The AQT team is happy to discuss potential collaborations, from quantum software development and applications to high-precision production and optical integration as well as cloud-related commercialisation aspects.



© Dieter Kühl

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Founded in 2018, the start-up company AVILOO has developed a unique data-based test procedure for lithium batteries in electric and plug-in vehicles.

This test procedure enables both dealers and private customers to independently evaluate the Li-traction batteries in used electric vehicles. Currently there is no other battery check for electric cars available which is manufacturer-independent and therefore comparable. The AVILOO system consists of the AVILOO Box and the AVILOO Battery Data Cloud, in which millions of data points are analysed. The result is clearly explained in an AVILOO battery certificate.

AVILOO is supported and financed by the FFG, the AWS and the EU Commission as part of the Horizon 2020 programme.

© Aviloo GmbH





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contextflow uses deep learning-based technology to analyse medical image data and results, thus reducing the radiologist's time for diagnosis and improving reporting quality. Simply select a region of interest in a 3D image and contextflow finds visually-similar cases while providing case-relevant statistics and reference information. All that within seconds.

contextflow is a spin-off of the Medical University of Vienna and the European research project KHRESMOI with support from the Technical University of Vienna.

Founded by a team of AI and engineering experts in July 2016, the company is currently deploying its 3D image-based software with 14+ partner hospitals throughout Europe and the US.



© contextflow GmbH

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cortEXplore is an international neuro-scientific and medical device company in the field of neuronavigation. Therefore cortEXplore has built up a complete infrastructure for the research, development, production and distribution of neuronavigation systems, enabling the simulation, training and performing of neurosurgical procedures.

The advantage of the solution is the highly precise tracking and visualisation of surgical instruments, so that at any time it can be seen where the tip of the instrument is in the tissue and where you are in relation to the planned target coordinates. This greatly facilitates spatial orientation in poorly visible surgical areas.



© cortEXplore GmbH



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DrainBot is a smart infrastructure and robotics company founded by Philipp Lepold and Slaven Stekovic in Graz, Austria in 2019.

The company develops, produces and distributes sustainable, robotic systems for drainage maintenance in road and rail tunnels. With its innovative technology, DrainBot means that the essential maintenance of the infrastructure can be carried out without restricting the use of the tunnel for traffic. In addition, the system also actively protects resources – its use drastically reduces CO2 emissions and water consumption. This enables road and rail operators to minimise their tunnel closure times while at the same time reducing their maintenance costs and environmental footprint.

Interest in a cooperation:

The company is looking for cooperation partners in the infrastructure sector in Switzerland, the EU area and Asia.



© DrainBot GmbH

For Sports GmbH

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Society and the health system are confronted with almost insurmountable hurdles when it comes to encouraging Generation Z to do more sport. With the Reaction Pads, the For Sports company believes that they can have a positive social impact and motivate people to do sports again!

The team has developed a high-tech product that can be used anywhere and is primarily used for diagnostics and data analysis.

Athletes of all levels train their speed, coordination, reaction and motoric skills at the highest level. Compared to their competitors, the company's product offers a hardware and software based solution for a high quality analysis of the training progress, including instructions on how to enhance the performance even further.

Interest in a cooperation:

We are looking for a strategic partner who can support us financially in the field of sport.



© For Sports

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IoT40 Systems GmbH, located in Lakeside Park Klagenfurt since 2016, specialises in artificial intelligence and industrial solutions based on the self-developed software solution Caberra.

With the help of image sensors and artificial intelligence, the Caberra system can detect anomalies in the production process and feeds the data into a real-time dashboard and makes all this data available in real time, e.g. to a POS system. It is visualised at the push of a button.

The company also has experience in the field of Smart Eco. A beehive was digitised, which means it was possible to count the bees flying in and out in real time, the results of which can be used in the fight against bee mortality. The company employs 11 software developers and data analysts.

Interest in a cooperation:

The company is searching for investors and cooperation partners in the industrial sector.



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KML Vision is an award-winning deep-tech company providing intuitive and easily accessible software solutions for the life science sector via the IKOSA AI Platform.

Users can create their own artificial intelligence applications without any coding skills and perform large-scale image analysis. The applications are focused on microscopy in drug discovery and cancer research, creating a disruptive user experience for collaborative work on high-resolution and multi-dimensional image data from cell biology or histopathology.

Customers benefit from a high degree of automation to generate reproducible insights into complex biological processes at unprecedented speed and accuracy.

Interest in a cooperation:

KML Vision is looking globally for collaboration partners and customers from the Life and Health Sciences who are ready to introduce artificial intelligence into their image analysis workflows.



© KML Vision GmbH / Right Brain Factory





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How do autonomous vehicles get their driving licence? Who gives it to them and makes sure they stick to all road regulations?

To date it is not legal to operate a fully autonomous car, although the technology is available. A solution is required that verifies that autonomous systems adhere to the respective traffic regulations in order to increase safety and public trust and to comply with regulatory requirements.

KONTROL's software solution offers a real-time verification method which increases safety and public acceptance. KONTROL knows how to make your vehicle follow every traffic rule in every country!

Interest in a cooperation:

Currently the company is gearing up for Series A and is looking for VCs and investors to expand the team and deliver on the growing contracts, as well as develop the US pipeline and market entry.



© FOKE



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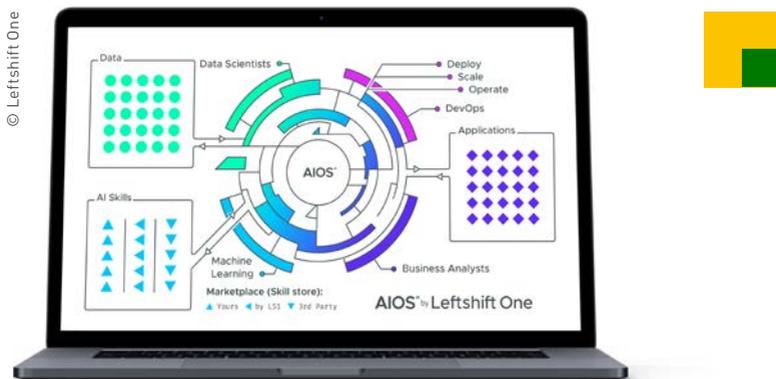
Leftshift One is an internationally operating high-tech company specialising in highly automated business process solutions based on artificial intelligence.

The basis for the innovation is the Artificial Intelligence Operating System (AIOS). AIOS combines a toolbox of countless ready-to-use AI plug-ins with a workflow engine (BPMN) to create the perfect symbiosis of AI, machine learning operations (MLOps), robot process automation (RPA) and business process management – in brief, hyperautomation.

These functions of the AIOS are used across all industries. Also because Leftshift One is committed to the highest standards of ethics and data protection.

Interest in a cooperation:

As a highly scaling, international company, Leftshift One is open to cooperations in a wide range of industries.



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franz
von Durst

Franz von Durst is a young, successful, bootstrapped company which produces both Austrian gin and tonic water. The focus is on the taste, design and packaging. The company is based in Bregenz, Austria and was founded in 2017 by the two friends Alexander Thurnher and Julian Egle.

Today their products receive frequent awards (World Spirit Award, Falstaff) and are listed in more than 500 retail stores all over Austria. Moreover, German and Swiss customers are able to order their products online. Their white label products are sold in Belgium, the Netherlands and Luxembourg.

Franz von Durst has grown to become a strong brand within the spirits and mixers industry with thousands of customers and steadily growing revenues.

Interest in a cooperation:

The company is looking for import/export partners in the beverage industry all over Europe.



© Limomacher EFT GmbH



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Livin Farms is a global provider of insect farming solutions. Livin Farms develops, builds and markets disruptive technologies which, with the help of insects, transform feed and by-products from the food and feed industry into high-quality feed, food and fertiliser ingredients.

The company markets its insect breeding equipment and insect products.

The founder Katharina Unger, a thought leader in design for food-chain sustainability, first introduced an ingenious tool: a desktop mealworm farm. Now she is leading the company on a big mission: to feed the world and at the same time save the planet.



© Paris Tsitsos

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We rock your logistics.

Logsta supports e-commerce businesses of all sizes around the world with straightforward and customised logistics services. From innovative IT tools, favourable shipping conditions, digital fulfilment solutions with warehouse locations throughout Europe, the UK and the USA, to the organisation of international transport.

The free in-house web app - the Logsta Connector - enables more than 1000 international customers to manage their entire logistics.

The Logsta guarantee applies to all services: no fixed costs, no minimum volume and no commitment. Logsta thus stands for complete transparency and fairness in the logistics industry and is a game-changer for smaller companies and start-ups.

Interest in a cooperation:

The company is constantly expanding and seeking new partners, no matter what the size. With strong operations and warehouses in Austria, Germany, France, the US and the UK, a wide variety of products can be stored and shipped.

© Adrian Almasan



© Kathrin Batko

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MacroArray Diagnostics (MADx) is dedicated to revolutionising in-vitro diagnostics for immunological diseases. Its first test - Allergy Explorer (ALEX) - was launched in 2017 and since then has been established in 63 countries on 6 continents.

With a few drops of blood serum, reactivity against 300 allergens can be analysed in one assay-run. Due to its comprehensive test approach, physicians are able to introduce the appropriate therapy much more quickly than with conventional testing methods.

Apart from the test itself, MADx offers automated processing equipment, analysis and interpretation software to support medical staff in their quest to improve patients' quality of life.



© MADx

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ParityQC, a quantum architecture company, was founded in January 2020 by Wolfgang Lechner and Magdalena Hauser as a spin-off from the University of Innsbruck.

ParityQC represents a fundamentally new paradigm for building highly scalable and fully programmable quantum computers to solve optimisation problems. The company develops blueprints (instruction set and chip layout) for quantum computers as well as the compatible operating system, ParityOS. The architecture provides unique advantages for all currently available hardware platforms and methods (digital/analogue).

The ParityQC method is currently beating the standard approach in terms of the number of gates and qubits which means that industry-relevant problems can be solved earlier.

Interest in a cooperation:

ParityQC is always looking forward to working with leading quantum hardware developers around the world to explore the potential of the architecture and operating system.





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QuickSpeech
Better Every Day

QuickSpeech is the intelligent sales training platform that turns training into a fun daily habit. The platform uses smart microlearning to playfully train your own sales staff or sales partners by introducing short portions of knowledge. Sales users play in groups, score points and earn rewards.

QuickSpeech enables you to directly capture the attention spans of anyone who generates your revenue.

The principle is simple: employees or sales partners receive short learning portions (2-5 minutes) daily via the platform and can earn points; managers can control the content via their own admin dashboard.

The result:

- 75% daily training participation
- 34% time saving
- 26% knowledge gain
- Fact-based recommendations for action that drive revenue

Interest in a cooperation:

The company is looking for the following:

- Partners who would use QuickSpeech themselves
- Partners who would use QuickSpeech for their customers
- Distributors
- Partners for expansion to Germany, the Czech Republic and Slovakia

© Andrea Piacquadio





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RENDITY

Rendity is the leading online platform for digital real estate investments. The Viennese start-up would like to democratise the real estate market and enables investments from as little as EUR 500.

The offer includes attractive real estate projects in urban locations from renowned project partners. In addition to high-interest development projects, investors can also participate in the rental income of existing properties.

The team around Rendity brings real estate investments into the 21st century and plays a leading role in positively changing the capital investment for real estate and the investment culture in Europe.

Interest in a cooperation:

The company is constantly in search of attractive real estate projects in Austria, Germany and Switzerland and would like to expand their cooperation with other real estate partners.



© Nicole Viktorik

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Saphenus has developed a therapy concept that, for the first time in the world, enables people with amputations of lower extremities to make their phantom pain disappear. In cooperation with reconstructive surgeons and certified orthopedic technicians, Saphenus is bringing a sensory feedback system onto the market that turns any prosthesis into a feeling prosthesis. The person affected can feel the ground again, recognises kerbs and thus gains more mobility.

This is the first time in the world that a therapy has been found that, thanks to the bionic approach, brings pain under control over the long term and returns the feeling of the lost foot to the patient! In 2020 Saphenus received the EIC Accelerator of the European Commission.

Interest in a cooperation:

The company is looking for cooperation partners in the field of medical supply stores and hospitals with a focus on reconstructive surgery amputation to develop further Saphenus Research and Development labs. Germany, the UK and the Middle East are of particular interest.



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Seven Bel is a manufacturer of high-precision instruments for sound visualisation. Due to the simple operation and low cost, the proprietary sound scanner technology from Seven Bel enables users from diverse markets and applications to leverage sound visualisation for the first time in their daily work.

Similar to thermal imaging, sound events are colour-coded in an optical image to make sound sources visible. Whether machines, plants, consumer devices or buildings - noise occurs everywhere on a daily basis.

Products from Seven Bel support engineers in localising unwanted sound and in the confident implementation of superior technical solutions.

Interest in a cooperation:

Seven Bel is actively searching for partners in the areas of product distribution (US/CAN, Europe, Asia), supply chain and product development.



© Seven Bel GmbH





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SLOC is the new and innovative technology for Industry 4.0 and Industrial-IoT projects.

The smart devices combine sensor technology, connectivity and energy efficiency with unique onboard algorithms and provide the desired information directly as a service.

SLOC thereby supports its customers optimally in process optimisation and in the automation and maximisation of productivity.

Interest in a cooperation:

The company is in search of cooperation partners in the sense of system integrators to integrate the company's IoT devices and the information generated by them into their own existing system and sell a total solution to customers.



© Johanna Lamprecht



© SLOC

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Storyblok is a Headless Content Management System (CMS) that enables developers and marketers to deliver powerful content experiences on any digital platform.

Developers create flexible components that can be independently managed by content teams using a visual editor and customisable workflow. Published content is delivered through an API so that changes which are made once can be used everywhere: websites, mobile, IoT, AR/VR, and beyond. This approach reduces maintenance and makes content management more efficient.

Interest in a cooperation:

The team at Storyblok is looking for agency partners who can support their global customers with website-, eCommerce- and digital projects.

Apply at: www.storyblok.com/partners and become a Storyblok partner today.



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Moving your organisation's application portfolio to the cloud isn't easy. You have to assess all your current applications, find the right cloud providers and choose the services that are best suited to help drive business outcome. Not to mention keeping your stakeholders involved along the way. But Txture can help.

Txture is an all-in-one solution for end-to-end cloud transformation and application modernisation. The software uses automated assessments, migration simulations and other innovative features to help IT professionals plan and execute complex cloud transformation projects. In this way, Txture helps organisations achieve their business goals in a cloud-first world.

Interest in a cooperation:

Txture is seeking partnerships with cloud IT consulting companies, cloud providers and system integrators who aim to expand their cloud transformation offer with cutting edge software support.

Txture is aiming to close a series A round with US investors by then end of 2021.

© Victor Malyshev/WKT



© txture

TYPS GMBH | ORIGINAL+

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ORIGINAL+

ORIGINAL+ is an Austrian ski manufacturer that specialises in the production of customised alpine skis with the help of its proprietary configuration software.

By interpreting biometrical data alongside additional inputs like skiing style and terrain preferences, the software helps to craft a ski personalised to the needs of each individual skier. Manufactured in Salzburg, Austria, ORIGINAL+ tailormade skis are sold directly to the consumer through the company's web shop and factory store and therefore have an unbeatable price-performance ratio. ORIGINAL+ is owned and managed by ski-industry veteran Siegfried Rumpfhuber.

A former ski racer, Rumpfhuber has previously worked at Fischer skis and later as the CEO of Kästle skis during the brand's successful relaunch.



© TYPS GMBH



© TYPS GMBH



© Stefan Machold



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USEPAT

accurate measuring solutions

usePAT ensures accurate measurements in industrial liquids. The company makes accurate measurements possible directly in the process and enables its customers to obtain real-time data. Time-consuming and expensive sampling is minimised.

The company's customers or potential customers come from a wide variety of industries such as pharma, chemical production, bio-tech, (waste) water, F&B or mining. What they all have in common is that they are interested in topics such as process control, Industry 4.0 or continuous production.

usePAT's products are designed as add-ons for various probes and can therefore be combined with many different sensor types. Accordingly the company has a wide range of applications for its products.

Interest in a cooperation:

The company is always in search of technology-affine customers. During rental test positions, potential customers can convince themselves of the advantages gained through the application of usePAT products.

© usePAT GmbH



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The VOLTERIO charging system is revolutionising the “refueling” of electric vehicles through an automatic, conductive connection system.

This system consists of the ground unit, the VOLTERIO charging robot and the compact vehicle unit in the vehicle’s underbody. As soon as a corresponding vehicle is parked approximately above the charging robot, it can be charged fully automatically at any time with AC / DC without loss. The automatic charging system is a key technology for autonomously driving electric vehicles, robotaxis as well as e-buses, e-trucks and air taxis.

The world’s largest automobile manufacturers are amongst VOLTERIO’s customers. Series development and production are carried out with Continental AG.





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zerolens, a young start-up from Vienna, is building a virtual photo studio as a web and mobile app to transform the visual content industry.

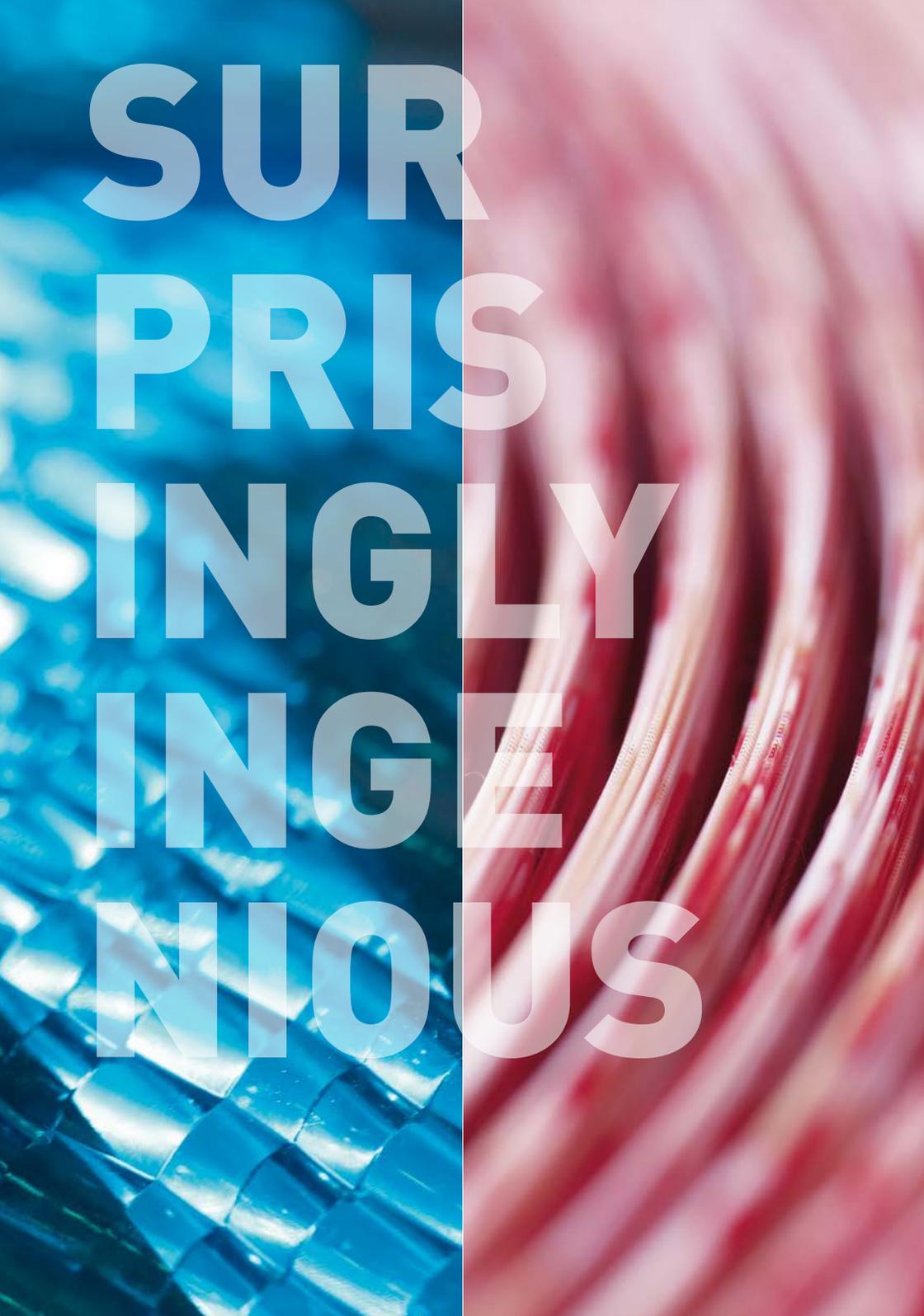
In order to solve content creation in a scaleable way, zerolens recognises the way to go is 3Dimensional. By using computer-generated images, visual content can be created within minutes. This gain in efficiency enables everyone to generate beautiful images at scale.

In less than 3 minutes users can create stunning visuals of their products. No need for expensive and time-consuming photo shootings. No post-editing or professional design skills needed. Design, layout and export in the simple drag-and-drop 3D studio.



© zerolens GmbH





**SUR
PRIS
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INGE
NIOUS**

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