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Edited by the Austrian Federal Economic Chamber
ADVANTAGE AUSTRIA

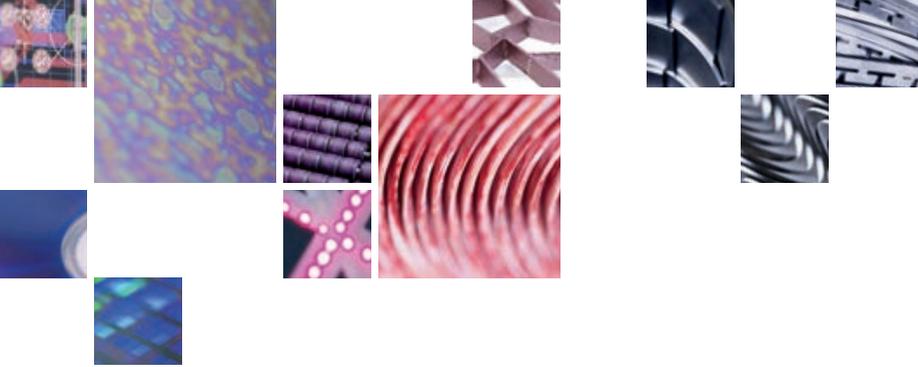


FRESH VIEW

Special edition:

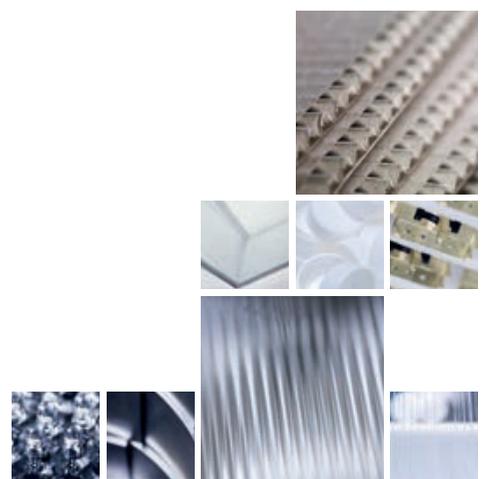
Austria's Born Global Champions II

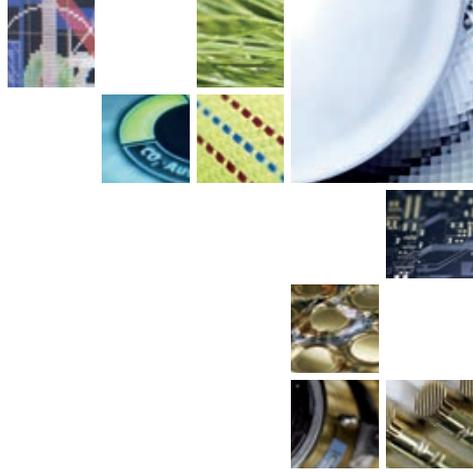




SUR PRIS INGLY INGE NIOUS

www.advantageaustria.org





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TECHNOLOGY WIZARDS

On the emergence of born global companies

A growing number of new companies consider themselves as “born global”. In contrast to the path traditionally taken towards the internalisation of business – where the main focus of activities is first placed on the domestic market – these new entrepreneurs compete in the global market right from the start.

They serve clients worldwide, providing new, innovative products and services and very often act as game-changers in their respective fields of expertise. This phenomenon, the importance of which is increasing, has grown rapidly in recent years and is now gaining momentum.



“Austria’s Born Global Champions succeed with truly innovative products and services, a strong focus on the demands of global customers and above all by seizing business opportunities at impressive speed.”

Christoph Leitl, President of the Austrian Federal Economic Chamber

Very often born global enterprises create a completely new market. This occurs either by developing completely new ideas or by creating market niches through the integration of existing ideas into 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.

It is obvious that this endeavour is highly challenging and requires the support of all stakeholders in order to be able to succeed.



“These Born Global Champions can help your venture to succeed. Our network of local offices in over 70 countries facilitates establishing contact with those “SURPRISINGLY INGENIOUS” business partners.”

Walter Koren, Director General
ADVANTAGE AUSTRIA

For the purpose of the new edition of this brochure the term “born global” has been defined as follows:

- foundation of the company in 2010 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 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 is included, as well as their contact details. If you are looking for a company in a specific sector, please consult the index on page 65.

Andreas Stauber, ADVANTAGE AUSTRIA

CREATIVE APPROACHES



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SANlight develops and manufactures specialized LED-based luminaires for plant production and scientific applications. Furthermore they carry out their own research work focusing on the interaction of light with plants.

Their products and services help to increase economic efficiency, reduce environmental impact and even create novel methods of plant/food production e.g. in unused sub-terrestrial spaces, enabling new strategies in food supply.

LED-technology enables the realisation of specialized light scenarios which can focus on different aspects of plant growth. SANlight offers the expertise to break new grounds, for example deciding whether the photosynthesis should be maximized or the shape of a plant should be manipulated.



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Stirtec GmbH is a leading global high-tech company with its core competency in research, development and the delivery of technology, machines and tools in the area of Friction Stir Welding, "FSW".

The company's know-how is based on years of scientific research combined with the successful implementation of various projects for customers in different industries like the automobile, commercial vehicle and rail vehicle industries.

Stirtec incorporates the benefits of FSW in your company with expertise and quality.



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SYNOWAYTION - Integrative Innovation

»Synowaytion« (Synergy, Way, Innovation) Integrative innovation – from the idea to the company's success – was founded in 2013 by Bernhard Rothbucher, Rudolf Moser and Franz Ranstl.

Product innovation requires interdisciplinary work processes. The early combination of different skills enables efficiency in innovations, processes and developments.

By integrating the three disciplines of design, technology and human creativity, Synowaytion gains comprehensive customer insight and can provide customers with advice and innovation support. Depending on requirements, Synowaytion delivers professional services and service packages from the different disciplines or as a complete package covering all areas of expertise.

© Andreas Hauch



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Camp Champ e.U. was founded by Franz Moser, after he had been searching for a portable kitchen to suit his personal needs and had been unable to find one on the global market. He therefore developed his own system.

“Turn your overlander excursion into a fine dining road-trip experience with Camp Champ, the Explorer’s Kitchen. With Glamping now well established as the perfect staycation, you can pack a Camp Champ in the back of your 4X4 and have the freedom to tour the country’s stunning landscape, dine in view of the finest vistas and sleep in comfort under the stars.

And the best thing? You can take a trip anytime, as you’ll have the perfect companion for your culinary escapades.”



polychromelab GmbH

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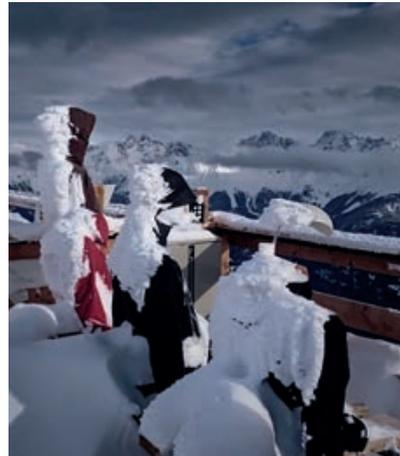
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Pure elegance. Performance. Confidence.

polychromelab was founded in 2012. The DNA: to create apparel with revolutionary values of performance and style. Windproof, waterproof, highly breathable, non-constraining elasticity including an unprecedented approach via textile physics with a coexisting heating and cooling effect. A fabric with heating and cooling properties driven by physics, driven by a simple formula: "less is more".

Practical timeless design, finest craftsmanship, quality, performance, simplicity - this is polychromelab. The most difficult task is to translate the mission "less is more" into a complex design and a scientific research process.



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Roomle – Bring your plan to life!

The Upper Austrian startup Roomle.com defines itself as a technology and sales platform for plan-based marketing, available on the web and via mobile apps. Roomle makes planning and furnishing rooms simple, complex product configurations in real-time 3-D possible, and latest technology easy and intuitive like a video game.

The Roomle user-base already comprises 800.000 registered users and in total has two million users worldwide, with the strongest national user-bases in Germany, the USA, Russia, China and Italy. Current growth rates are 40.000 new registered users and 65.000 app downloads per month.



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WAIQI

· S M A R T C H A R G I N G ·

Smart Wood GmbH, the young startup from Innsbruck, Austria, is the company behind the brand WAIQI. It focuses on smart electronics in special woods.

From the very beginning until completion, WAIQI promotes sustainability through local hand production and the use of natural resources.

The first product - WAIQI Home - is an intelligent wireless charging station for smartphones. It connects clever high-tech electronics built in sustainable wood with an application which makes life easier for users.

Through the Touch'n'Go technology, the user is able to use all features of the mobile device and is also able to use external features e.g. smart home devices.



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Webgears GmbH was founded in 2010 by three people from the province of Vorarlberg: Daniel Ender, Alexander Bitsche and Tobias Klien. With its smart shopping portals, Webgears holds leading market positions and helps more than three million people every month to make online shopping a real shopping experience.

These portals provide their users with coupons and discount codes - completely free and without the need to register. With the help of these coupons, customers can easily save money when shopping online and without any great effort. In addition, users can look forward to many exclusive coupons and special offers.

With its smart shopping portals, Webgears is currently represented in Germany, the UK, the US, France and the Netherlands. Other markets will follow shortly.



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Alldsgn is a Vienna-based multidisciplinary creative art direction company, whose mantra is to create unique and visionary communication with solid concepts and values.

Alldsgn's clients include companies from varied industries in countries throughout the world. In addition to their history and experience in brand development and strategy, the company is also expert in the development of objects, spaces, events, publishing and the curating of exhibitions.



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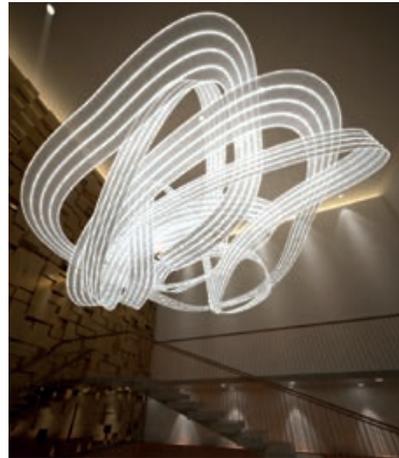


ATARA-design.com

ATARA design unites architecture, art and design in its projects. The studio for product and interior design focuses on lighting objects which illuminate rooms using sunlight and LED. This saves energy and creates a unique atmosphere inside and out – both in private and public spaces.

A fundamental part of ATARA design's work is to bring together different techniques and materials and to place them in a new context. The results are custom-made products, interior designs and spatial concepts.

ATARA design cooperates with architectural, interior and product design projects and develops ideas using new technologies and materials.



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qinematiq GmbH is a technology venture working in the mechatronics, automation and robotics sectors and focusing mainly on the creation of tools for the film and broadcasting industry.

qinematiq presents two different, brand new distance measuring methods for filmmaking. SMART RANGER is small, fast and easy and is a great reference tool for focus pullers. IMAGE+ offers a totally new way of focus pulling and therefore opens up possibilities for spectacular new effects in focusing, as well as the first autofocus function for film cameras worldwide. Both products improve efficiency on the set.

In the future qinematiq will be working on new products, as well as enhancing the current products and developing a collaboration with larger companies.



STUDIO WG3

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The young architects at studio WG3 are dedicated to finding solutions for architectural challenges, as well as designing furniture. As skilled carpenters who have graduated from a college for furniture design, the group values interdisciplinarity in their work. Showing care, enthusiasm and outstanding talent, they produce concepts which are well thought-out and fulfil their purpose with style.

The project “Hypercubus”, a mobile hotel room for two, is the centre of interest right now. Hypercubus aims to give the word “hotel” a new meaning and to reposition it in the tourism sector.

The design concept has been awarded with the National Prize for Design 2011 in the category “Design Concepts”.



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VELLO bikes are high-performance folding bikes designed without any complicated hinges, which makes the folding easy, quick and intuitive. Its special hands-free and patented folding technique enables the rear wheel to be brought forward with a rotary movement - within a second and without the need to bend.

Even folded, the VELLO bike can be wheeled along, into small elevators or the public transportation system or placed under the work desk. The bike is available in four different versions, the latest being an electric version that uses the latest technology.

The VELLO bike was awarded the Red Dot: Best of the Best 2015.





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x.news information technology gmbh is the company behind the award-winning, on-demand solution for the modern newsroom, running primarily on the Microsoft Azure platform.

x.news™ is a powerful, unique story research tool that transforms the way journalists work by monitoring the different sources (news agencies, social media sites, web and internal sources) in realtime and all on one screen. With x.news™ journalists can now find, follow, collect, publish and share all the latest information to deliver better and faster journalism.

x.news™ was developed by journalists for journalists to address the challenges of modern journalism.



AirborneHydroMapping GmbH

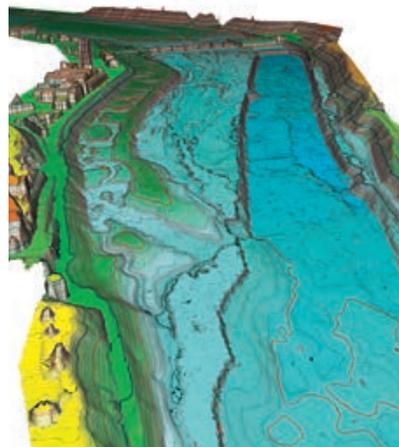
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Airborne laser scanning has become a standard procedure in topographic surveying. Until now it was not possible to penetrate the water surface by using an airborne laser system to survey waters from the point of view of their shape.

AirborneHydroMapping is completely changing the management of our water resources. Political stipulations make it mandatory and increase the necessity to survey water structures. Water-monitoring is extremely important in the assessment of climate change, flood protection, environmental problems, the management of sediments, water power plants, water ways and water quality. The areas of use are almost endless and right now hydro-mapping is a unique feature in Austria which can be exploited.



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FLORAWALL

Florawall is a green wall made of living plants to enhance the “feel good factor” in all offices, lobby areas, meeting rooms, hotels, shopping malls, etc. It is a garden with a great deal of technology behind its relaxing green facade.

The wall is a decorative, carefully planned and balanced system of water, nutrients, power system, pumping and of course plant-friendly lighting, which is even self-irrigating.

The impressive thing about Florawall's vertical gardens is the reduction of CO₂ concentration in rooms and filtration of indoor air pollution. The positive side effects of a Florawall have been scientifically proven and verified.



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SUSTEC GmbH is a green-tech company that develops solutions for the steel industry.

SUSTEC reduces the environmental impact of existing processes through significant reductions in emissions and use of resources. The focus is on pickling processes and recovering the acids used in pickling.

SUSTEC has developed the new REGMAX process for the stainless steel industry which enables the virtually complete recovery of waste mixed acids and the recyclable materials contained in them. Furthermore the REGMAX process is the most economical and sustainable solution worldwide for recovering these mixed acids.



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BEERJET

The innovative Beerjet draws beer fully automatically and faster than any other dispensing system in the world. The Beerjet is a high-performance dispensing machine which, at the touch of a button, draws six beers with a traditional head of foam in just seven seconds.

In the meantime customers of the young company include the Signal Iduna Park, the largest football stadium in Germany, the Millerntor Stadium of FC St. Pauli and the Allianz stadium of SK Rapid.

The internationalization was launched with distribution partnerships in Germany, the Czech Republic, Belgium, Poland, Australia and the USA. By the end of 2020 the company plans to have reached an annual production of 500 beerjets.



evasis edibles GmbH

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evasis edibles GmbH was founded in April 2015 with the aim of developing, producing and marketing edibles based on algae. Algae is on the rise all over the world as a source of alternative energy and also because of its high nutritional value. It has a low carbon footprint, is rich in nutrients such as bio-available proteins, vitamin B12, iron and detoxifying chlorophyll.

The first product is HELGA [healthy algae], a brand new sparkling, nutritious drink. It is allergen-free, gluten-free, lactose-free, vegan and low-carb. A bottle of HELGA contains only 30 kcal and supplies a quarter of your recommended daily amount of vitamin B12.



FoodNotify – CookWanted GmbH

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FoodNotify is the online nutritionist for the HoReCa Industry. Users are able to create and manage recipes. The platform provides Europe's largest food article database with ca. 500.000 food items listed directly by the producers (no liability risk for HoReCa).

Allergens, additives & nutritional values of the foods/recipes are displayed automatically. Users can calculate the contribution margins of their dishes. With the mobile app users scan the product barcodes and retrieve all information (allergens, nutritional values, additives, packaging sizes etc.).

The company cooperates with the wholesaler Metro and offers an ordering solution where Metro Austria clients can order directly from the wholesaler.



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Goldkehlchen is a premium, boutique cider made in Austria. The company handpicks the juiciest apples, pears and sour cherries in Austria, especially for cider connoisseurs. The fruit is then pressed on-site to transform the fresh juice into the best cider that Austria has to offer.

Naturally, without the addition of sugars, colours or flavour enhancers. And without sending the apples on a journey through time and space. Unlike regular ciders, the company does not use concentrate. Instead, only authentic Austrian apple juice is used. The result is simply a better taste.

What's more, the apples used literally don't even touch the ground. They are handpicked, which means they retain their premium quality. That's what you can taste in every sip.



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Florian Zagler combines the best organic ingredients and his father's 35 years of experience to produce a new generation of terrific premium mueslis. The special varieties of muesli are freshly baked every day with honey – probably the crunchiest mueslis in the whole of the country. They even remain wonderfully crisp and crunchy in milk or yoghurt.

The recipe for success for these outstanding mueslis is quite simple: certified organic **INGREDIENTS OF THE HIGHEST QUALITY**, which are carefully mixed by hand with organic Austrian blossom honey.

PROVEN RECIPES which are loved by muesli fans both big and small and which taste as good as they look. A **LOT OF TIME** to gently mix and bake the muesli creations.



Playbrush GmbH

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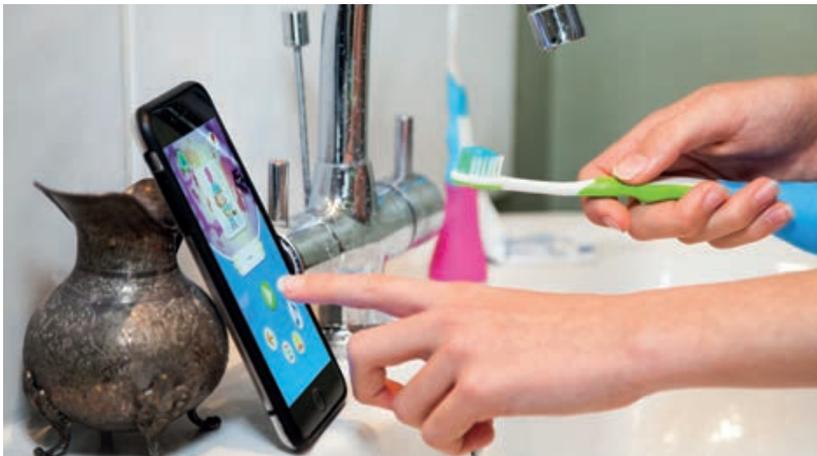
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Playbrush is an Austro-British startup which helps children with the daily brushing of their teeth. The company has developed a smart hardware device that can be attached to any normal manual toothbrush and turns it into a game controller - so whilst children brush their teeth they also control fun and interactive games through their toothbrush movements and consequently improve their brushing skills.

The project came to life 18 months ago. So far Playbrush has:

- successfully launched a first version of its smart toothbrush dongle
- sold several thousand units
- published three games for iOS and Android
- won several awards and gained global media coverage
- secured its technology via a pending patent
- secured investment from renowned investors.



Alphary AG

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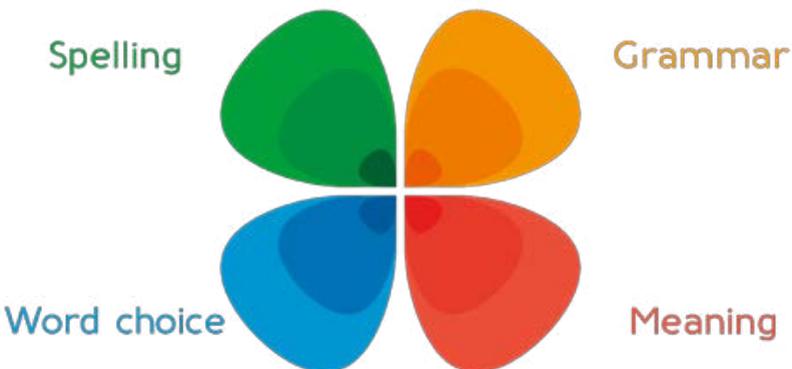
ALPHARY

Words mean the world.

Alphary AG was established in 2015 and specializes in apps to learn English vocabulary using Oxford's learner dictionaries.

Alphary has developed an innovative mobile learning solution which mimics the behaviour of a human tutor by using artificial intelligence. Alphary's current business partners include the most reputable publishers in the English Language Learning (ELL) sector such as Oxford University Press, Langenscheidt and ÖBV.

Through its B2B strategy, which focuses on global and local publishers, major ELL players and specific industries, Alphary aims to monetize a large proportion of the world's 2 billion English language learners with its innovative technology.



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Anyline is the leading specialist in mobile OCR (Optical Character Recognition). The product comes as a flexible toolkit, that can be adjusted to scan any kind of text, number or code on smartphones and smartglasses. The SDK (Software Development Kit) can be downloaded as a free software developer tool for all mobile platforms and embedded in all kinds of applications. This enables developers and companies to build new and innovative use cases around text recognition without in-depth computer vision knowledge.

Current customers and partners include the United Nations, who scan passports of conference attendees, Red Bull MOBILE, who superpower their app with voucher code scans, as well as several Austrian and German energy providers.



Augmensys GmbH

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Augmensys' vision is "the introduction of Augmented Reality in the classic process industry".

Augmensys believes that AR is a key technology to overcome obstacles for the successful implementation of industrial software. It is particularly applicable in the oil and gas industry, power stations and the chemical industry as AR is able to supply intelligent data directly to the user.

These solutions make it possible to enrich existing data which has been acquired over time with much effort and expenditure, and which, in their entirety, represent the data assets of the company.



DRS DefectRadar GmbH

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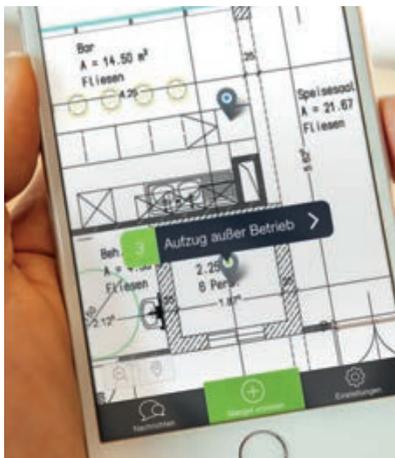
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DefectRadar is a cloud-based Application for construction documentation and defect management in real estate projects. Today there are on average 1-2 defects per 10m² in every real estate project.

The company's solution, with web access and native apps for smartphones and tablets, supports the user in the recording, documentation, communication and tracking of tasks and defects.

Project managers, architects, technicians and facility managers can use their tablet or smartphone to record tasks, defects and quality checks directly on the construction site to save cost and time and assign them in real time to the responsible project stakeholders.



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EasyMount is a motivated Austrian company that develops and supplies innovative holders for mobile phones.

Advantages of the EasyMount mobile phone holders:

- No gluing, no drilling, no suction cup
- One holder for ALL mobile devices
- Simple frameless attachment to a smartphone
- Use your smartphone as a navigation device

The company currently offers 3 different EasyMount holders:

- EasyMount classic: EasyMount is fitted into a gap in the dashboard
- EasyMount for brackets: EasyMount is attached to a mobile phone bracket
- EasyMount Air: EasyMount is attached to a ventilation nozzle



feedbackr by Carrot & Company GmbH

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Imagine you can read your audience's mind. Live and in real time before, during and after the event.

With feedbackr, presenters can react directly to the audience's mood. Not only does this increase listener satisfaction, but also turns the event into a unique experience.

No matter if feedbackr is used at conferences, workshops or presentations, it creates an easy means of speaker-audience-interaction. feedbackr works via smartphone, tablet or laptop and without further installation.

© Foto Fischer



Flatout Technologies GmbH

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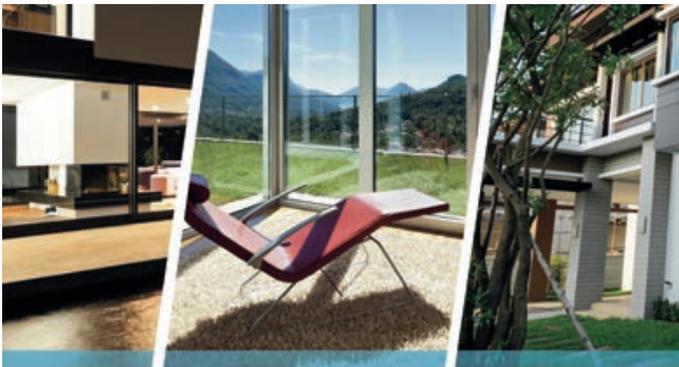
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Flatout is a Vienna-based Smart Home company, aiming to enhance the quality of life and safety for its users in their homes. Thanks to its flexible Internet of Things platform, the company provides security, energy-saving and healthcare solutions to companies that want to enter into the Connected Living market.

Flatout provides partners with everything they need to expand their product portfolio with Smart Home services, such as a re-brandable user mobile app, hardware, as well as a partner portal to manage the rolled-out services. The company's use cases range from alarm systems to energy-saving temperature and lighting controls.

So far Flatout has been able to convince A1 Telekom Austria, as well as CISCO, of the value its services and has active customers in Singapore and Australia.



CONNECT THINGS,
SIMPLIFY LIFE.



gatherer

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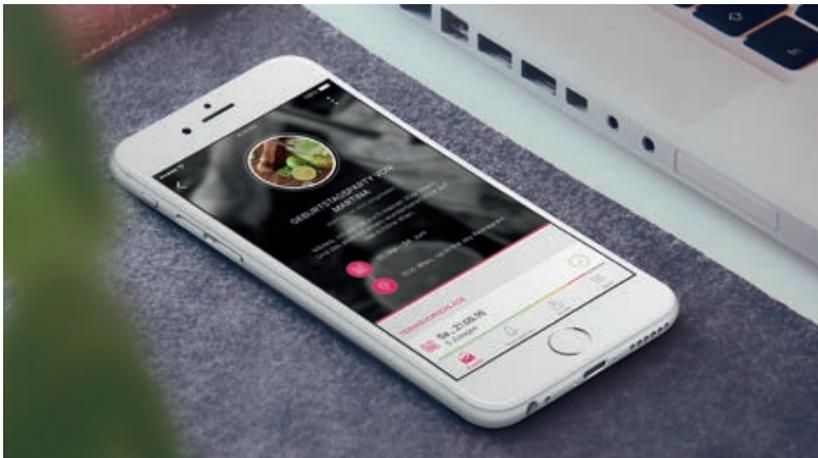
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Gatherer is the easiest way to organize events with friends and colleagues. By means of the company's calendar integration you don't have to leave the app in order to check your available dates but can see them visualized directly in the in-app calendar.

By using the address book you can invite friends and colleagues in no time at all and you are notified instantly if someone casts his vote for a particular date.

The invitations are sent automatically over the best channel available. No more troublesome link distribution for the creator of the event!



Hitbox Entertainment GmbH

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Hitbox is the favourite online community for more than 8 million gamers per month around the world. Home to the highest quality live streaming of video games, the most advanced chat and interactive platform and the most engaged community for streaming and talking about all-things-gaming, from competitive eSports to new indie hits, Hitbox is the web's virtual game room where gamers go to hangout.

It is the only streaming service to offer a delay-free experience with resolutions up to 4K 60fps. Hitbox's state-of-the-art, HTML5-based chat features allow unprecedented sharing and community involvement for broadcasters and viewers alike. Based in Vienna, Austria, Hitbox is available globally at hitbox.tv, as well as for iOS and Android.



Inari Software GmbH

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Inari Software GmbH is developing an Online Information System for the documentation, analysis and publication of data.

With an Archaeological Information System already on the market and a module for facility management under development, the ultimate goal is to make the platform available in a number of fields.

The platform has a layered structure with generic modules for features such as GIS, analysis and reporting. The effort required to adapt the platform to new fields is greatly reduced thanks to the modular approach.

In the Inari Information System all declassified data can be shared between different modules, which means that information can flow freely e.g. from archaeology to forensics.



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Insite IT, established in 2012, is a software construction company from Austria that operates worldwide.

The Insite LMS product is an integrated solution for the management of materials on large construction sites. The cloud-based software provides a clear material process, supports mobile transactions directly in the field and helps the project team to eliminate paper based documentation.

Insite LMS provides all project members with a completely new way of handling their plant construction, large building and infrastructure projects. With a clear picture of the material situation, Insite IT's customers can focus on what really matters: getting the job done, in time, within the budget and in good quality.

Insite LMS - At your site



Package No: ST_0219
Status: Delivered
Storage Position: M3
GPS: ok
Note: Paint scratches

- One platform for all site activities
- Mobile Material Management
- Mobile Deviation Management
- Standardized Site Management

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Is your sales team not hitting its targets? Having trouble scaling effectively? Still using spreadsheets to manage the sales process? Then iSEEit is designed for you.

iSEEit took its wealth of experience in sales management and packed it into a sales app that guides people in sales, based on proven sales methodologies and best practices. At the same time the management receives the insight they need in order to obtain an accurate forecast to help them increase their business.

Focus on the right opportunities and initiate the right activities to make the most of them. Improve sales performance and close more deals. Reduce reporting and inspection by 50%.

All with a tool that's so easy to use – your sales reps won't be able to live without it.



MOPIUS GmbH

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Mopius is specialized in mobile app development for proximity technologies like NFC, iBeacons, Bluetooth LE, Augmented Reality and QR.

The company has developed a solution called Nearspeak, which “lets things speak”. The combination of new proximity technologies makes it possible to trigger acoustic output information on common smartphones. Innovative applications can be developed to overcome any language barriers. Cloud-based services can play personalized information in the user language wirelessly within seconds. Smartphone Users can use Nearspeak to break down barriers in their everyday life.

Since its foundation in 2013 the company has attracted customers from across the globe, including Microsoft, Sony and NXP.



mRaP GmbH

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The mRaP GmbH company is the provider of 2 platforms called Book-GoodLook and helloCash. BookGoodLook provides the customer with the possibility of booking appointments online in different beauty salons. The platform's services are available in Austria, the Czech Republic, Hungary and Slovakia.

Furthermore the platform also offers the salon owner the possibility of a cash register. With the helloCash cash register the customer is in possession of a simple and low-cost cash register which fulfils all legal requirements. helloCash is the market leader in online cash desks. The company looks after more than 10 000 customers and generates more than 1.2 million receipts per month.





Austria's Born Global Champions
Information and communication technologies

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Nimbusec detects hacking attacks targeted at websites. Through cooperation with Austrian universities and years of research, the Nimbusec team has developed leading edge technology to help companies around the globe protect their online reputation.

Every day thousands of websites are hacked successfully. The number of these attacks is rapidly increasing as hackers use kidnapped web servers to send spam emails, distribute computer viruses and publish illegal data. If companies become victims, they lose public trust and may even face legal fines.

Nimbusec monitors website security 24x7 and sends an alert if an attack is detected. Find out more at <https://nimbusec.com>



oratio – Messengers for Business

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oratio enables businesses to offer personal customer service and AI-assisted product discovery and sales directly within WhatsApp, Facebook Messenger and Telegram Messenger.

With the power of chatbots, the company is creating an all-in-one eCommerce platform that allows businesses to start selling products via messengers within only a couple of minutes.



PATCHBOX GmbH

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PATCHBOX is a new and patented system for network and server cabinets and is designed to avoid over-long cables completely. Since the PATCHBOX is a modular system which is delivered to the customer ready-to-install, the installation time is reduced to an eighth of the time! Maintenance times are also drastically reduced.

With the PATCHBOX the customer is able to replace a broken switch 10 times faster than with conventional systems. This means that trouble-shooting is fast, which in turn means a reduction in down time and a saving of money!



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sofasesession

The Austrian startup sofasesession is developing a web-based online platform aimed at amateur musicians worldwide.

This platform makes it possible for people to play their instruments together online in real time via the Internet. This technological innovation lies in the development of an audio transmission interface that keeps delays in reproducing/recording audio signals as brief as possible in order to build "real time" connections.

This service is integrated in a web application that functions in a similar way to a social network.





TableConnect GmbH

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The TableConnect company was established in 2013 and since then has been designing, developing and selling large-screen touch devices to international clients.

TableConnect is the ultimate way to use Android apps on a big scale. Available in 55 inch and 32 inch versions, TableConnect is the first large-screen touch device to use the familiar interfaces everyone knows from their smartphones and tablets, and apply them to large-scale collaboration, interaction and gaming.



Up to Eleven Digital Solutions GmbH

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Up to Eleven is a company builder for mobile ideas. The company co-founds early stage business ideas in the field of mobile, accelerates growth through active involvement and looks for venture financing or strategic investors.

Up to Eleven is a company builder. Up to Eleven believes in the opportunities of the ever-growing mobile ecosystem and the chances which arise when people with dreams, passion and ideas tackle them. At Up to Eleven the team wants to unite ambitious founders with its own capabilities as a company builder. These are funding and investor relations, all aspects of organizational and technical infrastructure and their expertise of 15 successful years in mobile.



Usersnap GmbH

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Usersnap is a visual bug tracker and feedback tool. Screenshots can be annotated directly within the browser and shared with colleagues. This makes communication for web developers, designers, QA engineers, and customer care managers easy and effective. Feedback and ideas do not need to be translated into language but can be shown directly on the screen.

Usersnap was founded in 2013 and is based in Linz and Vienna. They now serve 1000 customers (with 25.000 users) globally, including companies such as Microsoft, Facebook, Google, IBM, and Runtastic.



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xamoom
joyful discoveries

Location Based Services are valuable to users. They provide the right information just when it's needed the most. Through this relevancy companies or institutions finally find a way to their customer's phone.

However these services cost a huge amount of money, require expert knowledge and take months to develop. xamoom changes all this.

The company connects places and objects to smartphones. It is fast and easy to use. Instead of high investments it only costs an affordable monthly fee (0 to 1799 Euro per month). It is ready to use now and does not require special software or servers.

xamoom is used in marketing, museums, in manufacturing, for after sales support or in tourism.



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zoomsquare.com matches people with homes or, in other words, informs the user of the actual real estates which are available online, either on the computer or via a mobile app.

Now it is no longer necessary to click through all the websites of real estate agencies or platforms but only to use zoomsquare.

You can even activate the search agent and receive a notification as soon as zoomsquare finds a property which matches your searches.



aaa - all about apps GmbH

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With a clientele base featuring more than 150 renowned customers and boasting over 300 successfully developed apps, aaa is a leader in the provision of mobile solutions in Austria and Germany. The company was established in 2011. With an expert team of more than 30 employees, aaa takes its customers through the full spectrum of a mobile app life-cycle.

Furthermore aaa is working on a product for retailers called shoperience which is an omni-channel-platform that aims to close the gap between offline and online shopping.

aaa is certified and complies with ISO standards 9001 for quality management and 13485 for medical devices. As one of the first mobile solutions providers in the European region, aaa is authorised to develop medical devices in the form of mobile applications.



LightGlass Technology GmbH

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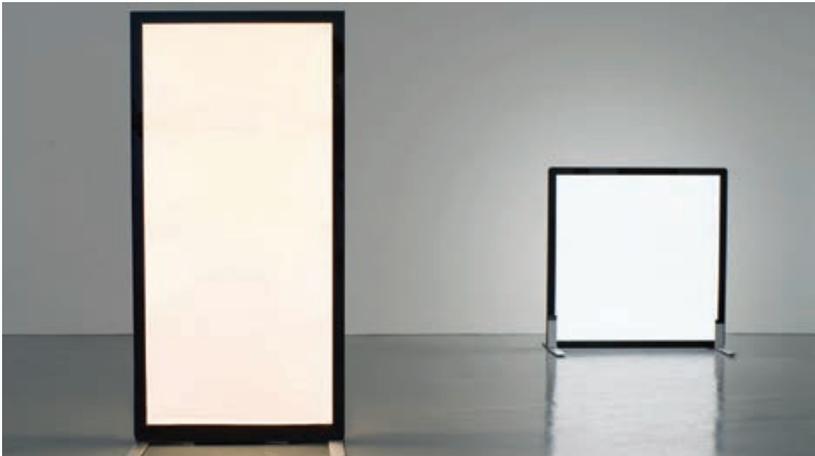
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The logo for LightGlass, featuring the word "LIGHTGLASS" in a tall, thin, black, sans-serif font.

The Vienna-based company LightGlass Technology GmbH develops and licenses self-luminous glass in daylight quality, as well as glass with integrated technical modules for the international industry.

The patented product technologies with their unique selling points are suitable for use in all architectural glass processing industries and are licensed to companies in the following sectors: windows and doors, façade and dry construction, elevators, hospital technologies, partition wall systems, P.O.S. and smart home applications, as well as generalists for architectural glass, lighting and electronics.

Another of the company's business segments is contract research for major international companies.



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*Pocket***Science**

PocketScience is an information design company which focuses on the user experience journey. Mobile moments are processed for your company and clients.

The company is specialized in developing and integrating high quality mobile solutions into your business environment. The focus is on the integration of complex multi-tier systems in the mobile B2B environment.

One of the company's products is the PS Companion which adds new mobility to your CRM and marketing by distributing your content in an attractive way. It supports your sales, marketing, distribution and maintenance teams in different workflow processes, giving them the tools to create quality assurance tasks, checklists, presentations and more – offline.





Austria's Born Global Champions
New technologies

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TWONG is a patented, mobile fastening system, the use of which is both fast and flexible and is especially suited to the fastening of warning and traffic signs to secure hazardous sites, monitors, lighting systems, cables and visual barriers in case of accidents and rescue operations.

TWONG is produced in Austria and has a European patent. A static assessment guarantees stability in up to force 8 winds for canvas sizes up to 2000x1000 mm.



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Sportvideos365 provides amateur and youth sport clubs with an easy-to-use video live ticker to capture all sporting highlights on video and distribute them in real-time to the fans.

The advantage: clubs can produce great video content without any technical know-how or expensive equipment and fans can watch short video clips of the highlights (goals, chances) in real-time on their smartphones and on the web.

Since the company was founded, more than 60,000 goals have been filmed in over 16,000 games and the videos have been watched more than 40 million times.



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As a result of an EU water directive, hydropower operators and barrage owners in the whole of the EU are committed to installing migration systems in rivers by 2027.

The Hydro-Connect company has developed a gap-free double-hydropower screw for up-streaming and down-streaming fish migration in rivers and energy production. The transport of the fish works through the use of two contra-rotating hydropower screws. The fish can migrate up- and down-stream at the same time. This ensures an injury-free fish migration, as well as a highly efficient generation of electricity.

The company also offers a single fish ascent-only screw for up-streaming migration which does not entail water loss and the installation costs of which are minimal.



EYE.AERO gmbh

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EYE.AERO develops and manufactures tactical UAVs with payloads and portable ground control stations (PCS) as one-man systems for challenging civil and defence missions.

The rugged and glove compliant PCS13 control station has been designed with joysticks, buttons and touch display readable in sunlight. The Linux system can be adapted to suit customer needs.

EYE09 is a highly portable UAV system, scalable to 6- and 8-rotor versions. The fact that it can be easily folded away for backpack transportation, its universal payload interface and toolless handling are just some of the innovative features.

Payloads such as daylight and IR-cam, as well as gas and radiation sensors, are available for live data visualization on PCS. The product can be customized to fulfil all mission demands.



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kangaroute knows the favourite activities of its users. It provides recommendations based on current location, or suggests a hotel ideally located for their next trip - with especially good coverage of rural areas.

Its approach to leisure and the related recommendations - both for travel and for activities - guarantees all-day usage. The mobile apps provide weather-based alternatives when on the move and keep all travel documents at the ready.

By taking into account the interests of its users and interactive trips available at the time, kangaroute suggests must-do trips in the vicinity, so that both travellers and leisure enthusiasts may choose to stay longer. A cooperation is therefore particularly interesting for tourism regions and small leisure enterprises.



Eversport GmbH

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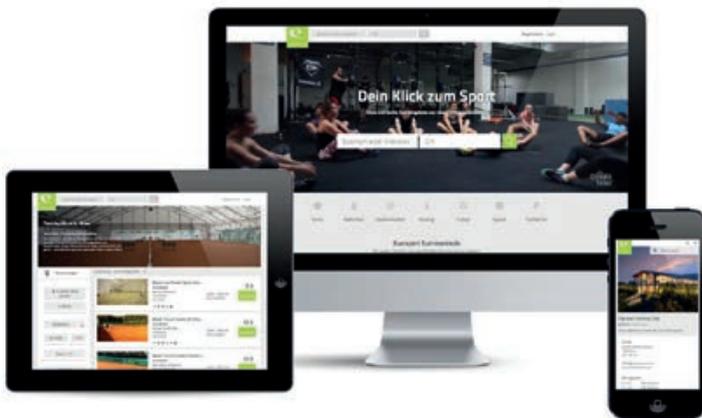
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Eversports is an innovative online marketplace for sport activities, bringing together sports enthusiasts and sports venues.

Eversports simplifies the work of sports venues by providing software to offer, administrate and promote their courts, courses, camps and events in an easy and pleasant way. A direct connection to Eversports.com means they can present their offer to thousands of active athletes in their region and increase popularity and revenues.

Through Eversports, sports enthusiasts can find all these sports opportunities and book them directly with just a few clicks. Furthermore, Eversports motivates athletes to connect with others and practice more sports together, creating a more sportive society.



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igumbi is an online property management system with a website booking engine for hotels, apartments and B&Bs. By means of the level-pricing concept, the ongoing management of rates and availability is optimized to increase online bookings.

The level-pricing concept, a revenue management approach used by airlines, coupled with realtime updates on availability and rates, raises revenues and profits significantly. The internal reception processes, such as the sending out of offers and confirmations, the filling out of registration sheets for arriving guests and the issuing of invoices, are highly automated and easy to use. A real timesaver! There is also an iPhone/iPad app to manage bookings on the go.



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Skiline is exciting!

Ski or mountain bike down one of the 70 permanent racing tracks with fully automated video, measure your speed on one of the Speedcheck tracks and get your own individual radar picture, or use one of Skiline's numerous photopoints to take a unique picture of yourself at incredible places.

The digital memory can be shared with others straight away via social networks. Perfect marketing for the destination!

Today Skiline is a leader in the implementation of high-tech experience concepts and is available in 230 alpine destinations in 13 countries, where it is used by 2.3 billion users. Skiline has therefore become an integral part of modern alpine destinations.

© Christian Pfammatter, Visp



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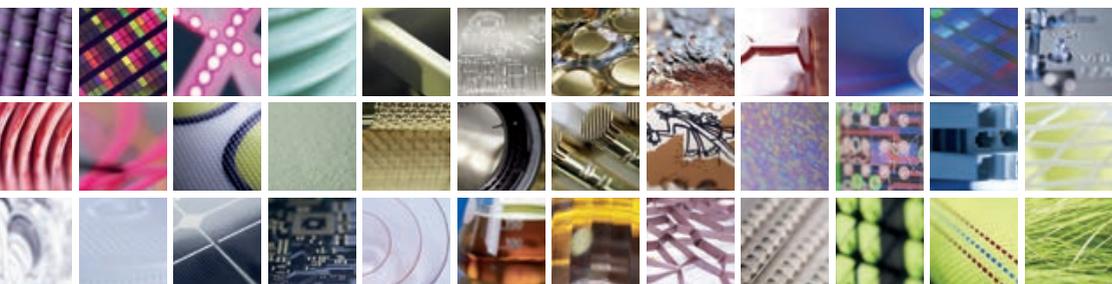
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