

ECOSOFTWHERE



DIGITH **ON** 2019

The most problems are

2 How I choose key partners with right criteria for convenience and marketing strategy?

1 How I organize my production process efficiently and effectively?

3 What is the optimal location for my business activity?

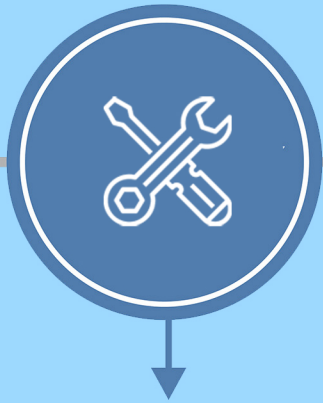


Our solution



Step 1

Choose the
type of
business you
want to start



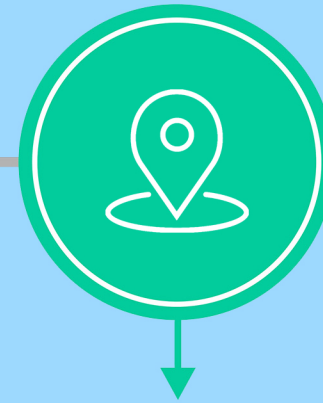
Step 2

Customization
of the
business
activity



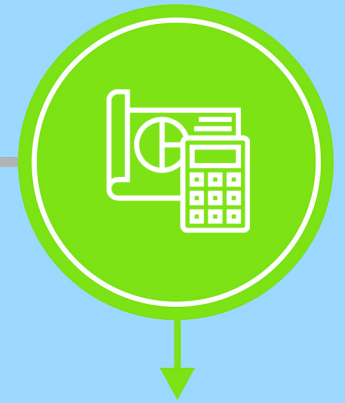
Step 3

Choice of key
partners from a list
of selected
product and
service provider



Step 4

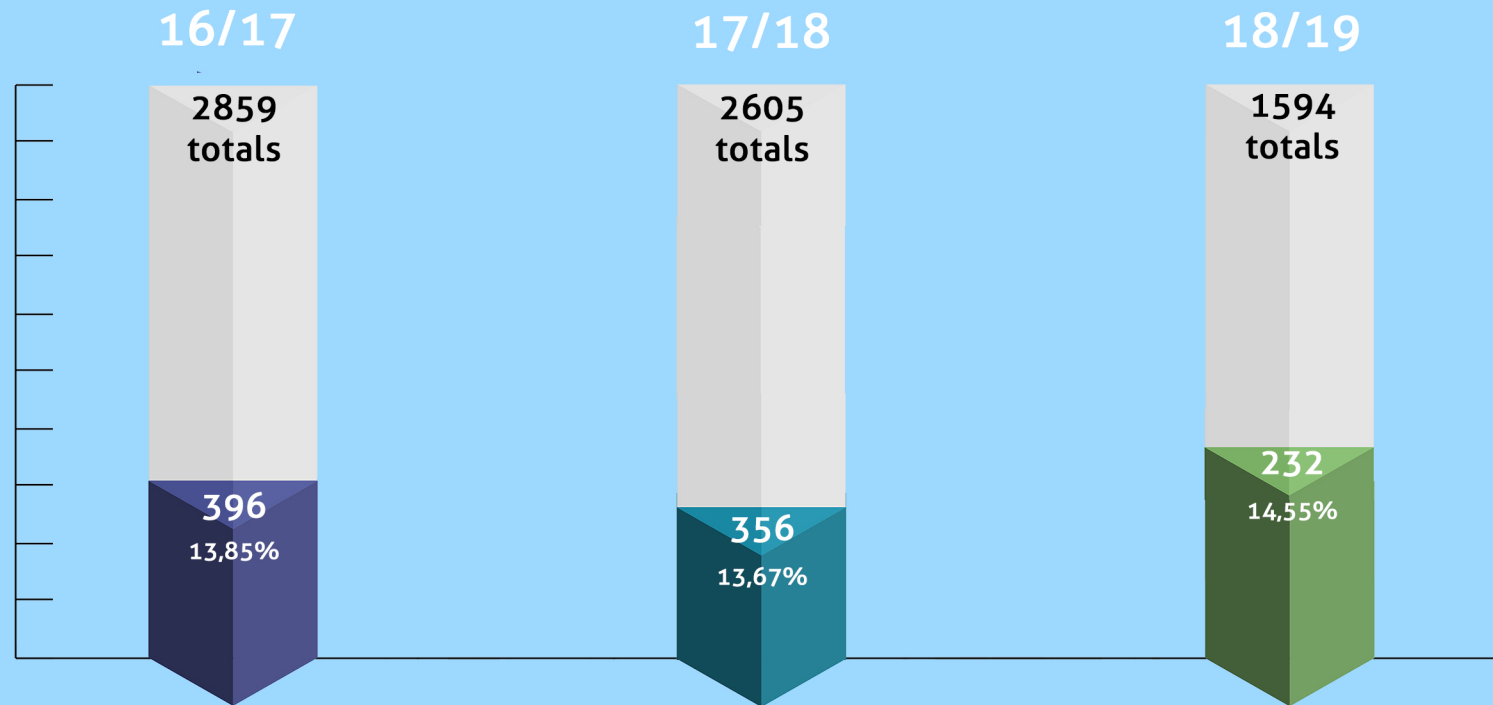
Choice of location
through a software
that identifies the
optimal locations
in the city



Step 5

Presentation of a
report containing
the budget and
number of
employees
required, potential
earnings, etc.

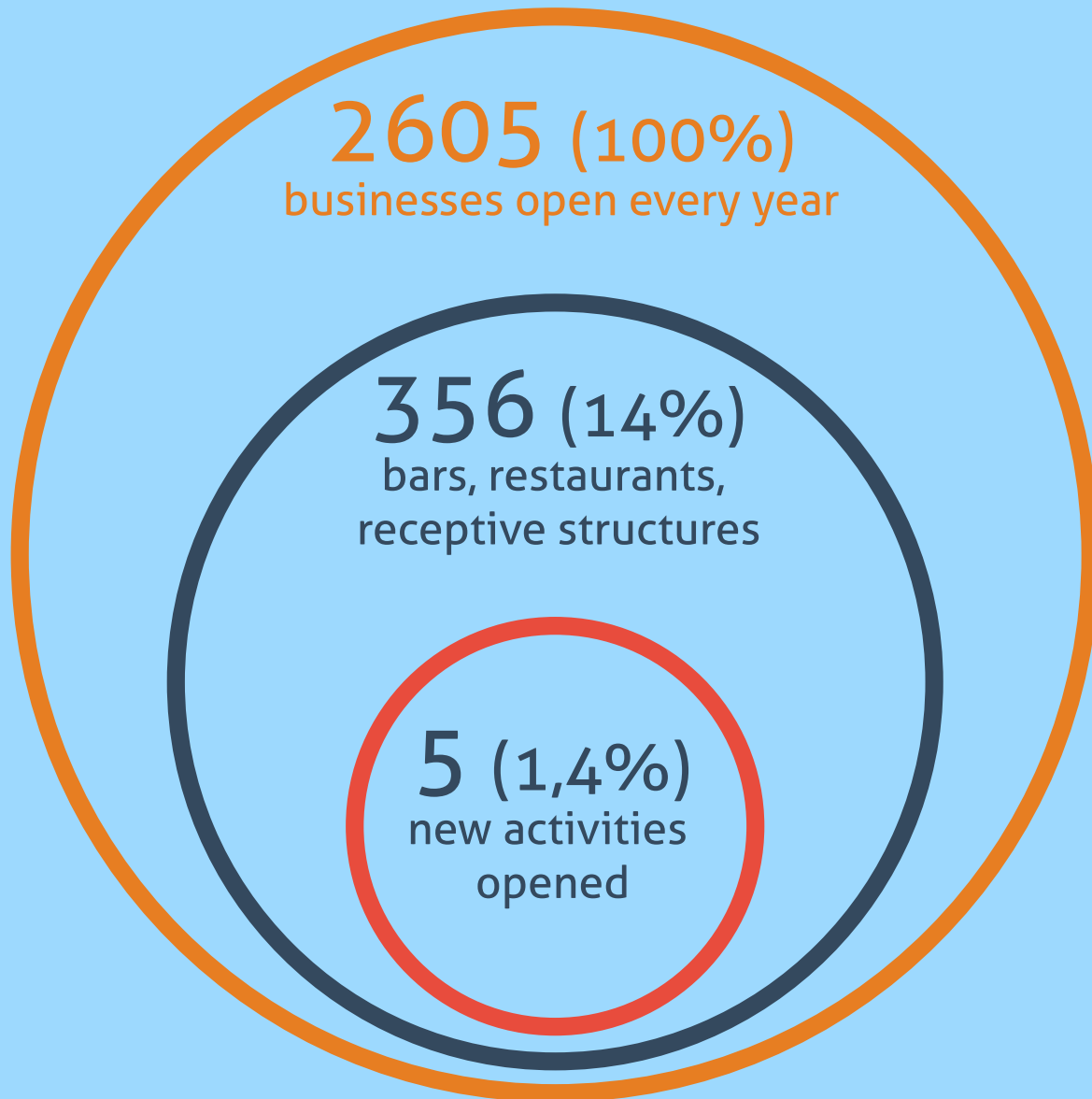
Market



source: Aida September 2019














Bars, restaurants and accommodation structures represent about 14% of the activities that are started every year in the province of Lecce

Market

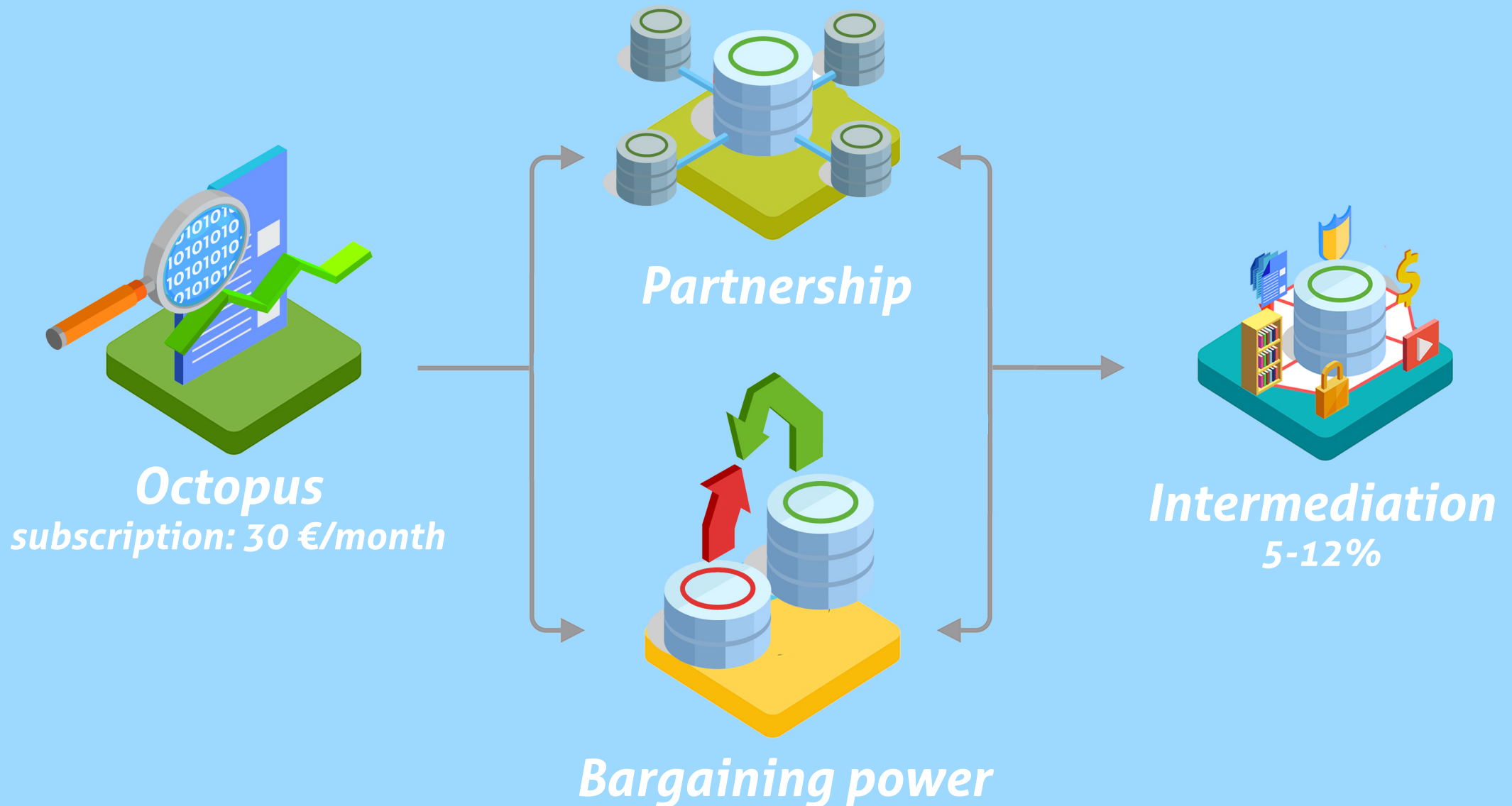


In the first fourth months of 2019 there was a decrease between birth and mortality of companies of 0.15% which shows the weakness of the new activities born

Competitors

	DIGITAL SERVICES	BUSINESS CONSULTING	MACHINE LEARNING MODELS	OCTOPUS
				
Consulting Firm				
Service Bureau				

Business model

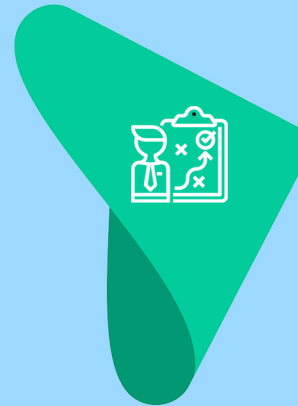


Value proposition

Helps in fundraising



Assistance in the management



Reduction of business risk
in the start-up phase



Digital tools for businesses



High quality/price ratio of
products and services offered
by suppliers



Investment proposition

material resources



19.000 €

human resources



151.000 €

marketing

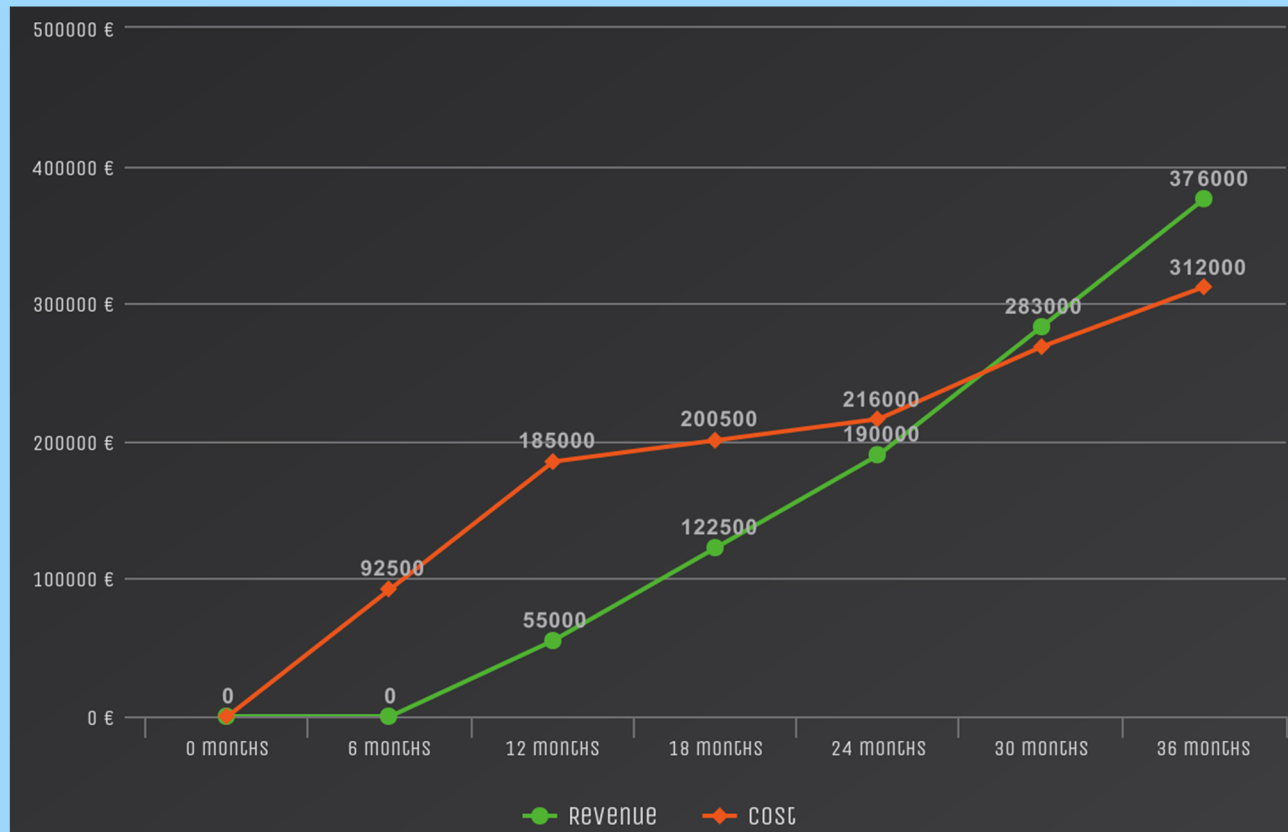


15.000 €

70% *outside capital*
(130.000€)

30% *self-finan.*
(55.000€)

Economics



FIRST YEAR

- 30.000€ business services
- 25.000€ Octopus (70 users)

SECOND YEAR

- 100.000€ business services
- 90.000€ Octopus (250 users)

THIRD YEAR

- 160.000€ business services
- 216.000€ Octopus (600 users)

Team



BIAGIO NUZZO
CEO



PANTALEO SERGIO
Data analyst



FRANCESCO D'ORIA
Neural network specialist



PIERANDREA VERGALLO
Mathematical Modeler



DAVIDE CANTORO
Back End Developer



MARTINO SCARCIA
Developer e analyst



MATTEO MANGIA
*Front End e Back End
Developer*

*THANK
YOU*

