



# RED HERRING EUROPE

APRIL 7-9, 2014



In partnership with...



PwC's *Accelerator*

## INFORMATION

### PRESENTATION

PLEASE ARRIVE AT YOUR DESIGNATED PRESENTATION ROOM 15 MINUTES PRIOR TO YOUR SCHEDULED PRESENTATION TIMES.

### INTERNET ACCESS

CONFERENCE GUESTS WILL HAVE INTERNET ACCESS IN THE GENERAL SESSION ROOM AND ALL THE BREAKOUT ROOMS.

### QUESTIONS

GENERAL QUESTIONS ABOUT RED HERRING OR RED HERRING CONFERENCES CAN BE ADDRESSED AT THE REGISTRATION TABLE OR ON OUR WEBSITE AT: [WWW.REDHERRING.COM](http://WWW.REDHERRING.COM)

## ABOUT RED HERRING

RED HERRING IS A GLOBAL MEDIA COMPANY WHICH UNITS THE WORLD'S BEST HIGH TECHNOLOGY INNOVATORS, VENTURE INVESTORS, AND BUSINESS DECISION MAKERS IN A VARIETY OF FORUMS: A LEADING INNOVATION MAGAZINE, AN ONLINE DAILY TECHNOLOGY NEWS SERVICE, TECHNOLOGY NEWSLETTERS AND MAJOR EVENTS FOR TECHNOLOGY LEADERS AROUND THE GLOBE. RED HERRING PROVIDES AN INSIDER'S ACCESS TO THE GLOBAL INNOVATION ECONOMY, FEATURING UNPARALLELED INSIGHTS ON THE EMERGING TECHNOLOGIES DRIVING THE ECONOMY.

## IN PARTNERSHIP WITH



*PwC's Accelerator*

## UPCOMING EVENTS

**RED HERRING NORTH AMERICA:** MAY 14-16, 2014 MONTEREY, CA

**RED HERRING ASIA:** JULY 23-25, 2014 HONG KONG, CHINA

**RED HERRING GLOBAL:** NOVEMBER 18-20, 2014 LOS ANGELES, CA

\*IF YOU ARE INTERESTED IN JOINING US FOR ANY OF THE EVENTS ABOVE PLEASE FEEL FREE TO REACH OUT TO US AT THE REGISTRATION TABLE OR AT: [INFO@REDHERRING.COM](mailto:INFO@REDHERRING.COM)

# AGENDA

## Monday, April 7

19:00 – 21:00 Welcome Cocktail & Registration

## Tuesday, April 8

07:30 – 08:15 Breakfast & Registration

08:15 – 08:45 Opening Comments, Alex Vieux

**08:45 – 09:45 Keynote Roundtable: VC Outlook 2014 and beyond** – The macroeconomic environment has triggered a lot of questions and uncertainties. Although everyone has been impacted by the recession, entrepreneurs continued to defy the odds and demonstrated incredible resilience. From Romania to Turkey and Norway to Portugal, innovation is flourishing. Is there a common trend among them? What do they do right?

- B-to-V Partners, Alexander Stoeckel, Partner
- Open Ocean Capital, Tom Henriksson, Partner
- 360 Capital Partners, Emanuele Levi, Partner
- Prime Ventures, Sake Bosch, Founder and Managing Partner

**09:45 – 10:30 Keynote Presentation: Success Stories and the Lessons Learned**-Outstanding entrepreneurs who have been there before share their insights, strategies and their recipes for success.

- Dacadoo, Peter Ohnemus, Founder, Chairman, and CEO

**10:30 – 11:00 Coffee Break**

**11:00 – 11:30 Keynote Presentation**

- PwC Accelerator, Laurent Probst, Partner, Leader R&D and Innovation

**11:30 – 12:00 Keynote Panel: David vs. Goliath** – Opening the Door to the Corporates: There is a point when every entrepreneur must step out of the nest and navigate uncharted waters. One of the most daunting hurdles many companies face is doing a deal with a large corporate. It is a different culture, a different speed and certainly a different set of priorities. How does a private company reach out to the giants? What is their vetting process? How can they make sure to make a good first impression?

- PayPal, Corrado Tomassoni, Global Head of Startups, Accelerators and Venture Capital
- Sony Corporation, Antonio Avitabile, General Manager Strategic Partnerships EMEA
- Intel Capital, Erik Jorgensen, Investment Director

**12:00 – 12:30 Keynote Presentation: Innovation in Germany**

- Die Welt, Dr. Norbert Lossau, Editor Science and Technology

12:30 – 13:30 Lunch

13:30 – 15:30 Presentations: Red Herring Europe Finalists

15:30 – 16:00 Coffee Break

16:00 – 18:30 Presentations: Red Herring Europe Finalists

19:15 – 21:00 Cocktail & Dinner Party

# AGENDA

## Wednesday, April 9

07:30 – 08:15 Breakfast & Registration

08:15 – 09:00 Opening Comments, Alex Vieux

**09:00 – 10:00 Keynote Roundtable: Finding the Right Investor** – In Europe's current environment sources of money are scarce, so you need to stand up and be heard. How do you, as an entrepreneur, get in front of the right venture capitalist without wasting your time? What are they looking for when they sift through 1000 business plans a month? Is there anything you can do to rise to the top?

- Holtzbrinck Ventures, Barbod Namini, Principal
- Truffle Capital, Bernard-Louis Roques, Co-Founder and General Partner
- Triangle Venture Capital, Uli W. Fricke, Managing General Partner

### 10:00 – 10:30 Coffee Break

**10:30- 11:00 Keynote Session: Nurturing and investing in the Global Technology Ecosystem**

- Accel Partners, Luciana Lixandru, Vice President

**11:00 – 11:30 Keynote Presentation: Lessons From Building a Global Company:** Executives will share their experience of growing companies from small startups to mature companies with customers across the globe.

- Skeed, Nariaki Hatta, CEO
- Softkey, Aleksey Fedorov, COO

### 11:30 – 12:00 Keynote Sessions: The New Mobile

- Canonical, Jane Silber, CEO
- Silent Circle, Jon Callas, Co-Founder and CTO

**12:00 – 12:30 Keynote Session: Great Expectations?** IPOs are not a realistic exit for companies in Europe. How can entrepreneurs best find liquidity and payoff for their hard work and their investor's trust? What are the benchmarks they should aim for?

- GP Bullhound, Per Roman, Co-Founder and Managing Partner
- Pacific Crest Securities, Brewer Stone, Managing Director

12:30 – 13:30 Lunch

13:30 – 15:30 Presentations: Red Herring Europe Finalists

15:30 – 16:00 Coffee Break

16:00 – 18:30 Presentations: Red Herring Europe Finalists

19:15 – 21:30 Top 100 Europe Award Ceremony & Dinner

## COMPANY PRESENTATION

08-Apr-14	A	B	C	D
1:30-1:45	BOOLINO	APATEQ	MADGIC	ReciteMe
1:45-2:00	Dacadoo	B.I.S. Advanced Software System	adQuota Int.	Adways
2:00-2:15	TranslateMedia	Movea	Vivocha S.p.A	Messagebird
2:15-2:30	Hibox Systems Ltd	Bizagi	Teads	Maeglin Software SA
2:30 -2:45	Crimtan	Swyx Solutions	Omikron Data Quality	Prisync
2:45-3:00	SOPSY / ZET.COM	Choice Technologies Holding	IXL Insurance Finance	iQsim
3:00-3:15	Crowdynews	Valoopaa	InvoiceSharing	
3:15-3:30	INSOFT Development & Consulting	All Square	Piceasoft Ltd.	
<b>3:30-4:00</b>	<b>Coffee Break</b>	<b>Coffee Break</b>	<b>Coffee Break</b>	<b>Coffee Break</b>
4:00-4:15	SingOn	MassivelImpact	Agnitio	
4:15-4:30	Feedvisor	InnoTel AB	Valopaa	
4:30-4:45	Actual Experience Ltd.	Invesdor		
4:45-5:00	Omada	Bewons Company S.r.l.	Rated People	
5:00-5:15	Starmind International	ActLight	mobillike	
5:15-5:30		FAMOCO	SN4Mobile ltd.	
5:30-5:45	agnion energy GmbH	BizOnRate d.o.o.	LifePay	
5:45-6:00	eSellerPro	Weroom	Sol Voltaics	
6:00-6:15	Hopitalweb	Nanoplas	mobilead	
6:15-6:30	Parantez	BIONEXT	Videantis	
09-Apr-14	A	B	C	D
1:30-1:45	ThetaRay		Extreme Reality, Ltd.	Withings
1:45-2:00	Infectious Media	Progenitor Labs	DynAdmic	Paytop
2:00-2:15	Komfo	The Institution JSPM AB	Pontis	Cloud9 Mobile
2:15-2:30	Fenergo	XbyMe Global Ltd	Unicheck Srl	Tespack
2:30 -2:45	AppLift	Tasit	Ecards and more	CROSSJECT
2:45-3:00	Safer Place	Secure Mailbox AB	ininal	
3:00-3:15	Nexthink	VisionsConnected	Hoodin	
3:15-3:30	Adra Match	Tikle (Arti Teknologi)	Webforum Europe AB	
<b>3:30-4:00</b>	<b>Coffee Break</b>	<b>Coffee Break</b>	<b>Coffee Break</b>	<b>Coffee Break</b>
4:00-4:15	Checkmarx	Appical BV	justAd	
4:15-4:30	inRiver	Direct2Internet Nordic	Musement	
4:30-4:45	AppGyver	Nexway	Cambridge Broadband Networks	
4:45-5:00	Codership	Teevity	Chelsea Apps Factory	
5:00-5:15	idemama.com	SGP Technologies	Canonical	
5:15-5:30	Nexstim Oy	MANGOPAY	SoftKinetic	
5:30-5:45	NGDATA	Magisto	Annelutfen	
5:45-6:00	Audio-3D Labs	VeliQ BV	Simplify Digital Limited	
6:00-6:15	Pitcher	Zertisa	Essence	

## COMPANY PRESENTATION A-Z

Company	Date	Time	Room
ActLight	8-Apr	5:00-5:15	B
Actual Experience Ltd.	8-Apr	4:30-4:45	A
adQuota Int.	8-Apr	1:45-2:00	C
Adra Match	9-Apr	3:15-3:30	A
Adways	8-Apr	1:45-2:00	D
agnion energy GmbH	8-Apr	5:30-5:45	A
Agnitio	8-Apr	4:00-4:15	C
All Square	8-Apr	3:15-3:30	B
Anneluffen	9-Apr	5:30-5:45	C
APATEQ	8-Apr	1:30-1:45	B
AppGyver	9-Apr	4:30-4:45	A
Appical BV	9-Apr	4:00-4:15	B
AppLift	9-Apr	2:30 -2:45	A
Audio-3D Labs	9-Apr	5:45-6:00	A
B.I.S. Advanced Software	8-Apr	1:45-2:00	B
Bewons Company S.r.l.	8-Apr	4:45-5:00	B
BIONEXT	8-Apr	6:15-6:30	B
Bizagi	8-Apr	2:15-2:30	B
BizOnRate d.o.o.	8-Apr	5:30-5:45	B
BOOLINO	8-Apr	1:30-1:45	A
Cambridge Broadband Networks	9-Apr	4:30-4:45	C
Canonical	9-Apr	5:00-5:15	C
Captain Dash	8-Apr	3:15-3:30	D
Checkmarx	9-Apr	4:00-4:15	A
Chelsea Apps Factory	9-Apr	4:45-5:00	C
Choice Technologies	8-Apr	2:45-3:00	B
Cloud9 Mobile	9-Apr	2:00-2:15	D
Codership	9-Apr	4:45-5:00	A
Crimtan	8-Apr	2:30 -2:45	A
CROSSJECT	8-Apr	5:15-5:30	A
CrowdFone	9-Apr	3:00-3:15	D
Crowdynews	8-Apr	3:00-3:15	A
Dacadoo	8-Apr	1:45-2:00	A
Direct2Internet Nordic	9-Apr	4:15-4:30	B
DynAdmic	9-Apr	1:45-2:00	C
Ecards and more	9-Apr	2:30 -2:45	C
eSellerPro	8-Apr	5:45-6:00	A
Essence	9-Apr	6:00-6:15	C
Extreme Reality, Ltd.	9-Apr	1:30-1:45	C

## COMPANY PRESENTATION A-Z

FAMOCO	8-Apr	5:15-5:30	B
FastFix	9-Apr	2:45-3:00	D
Feedvisor	8-Apr	4:15-4:30	A
Fenergo	9-Apr	2:15-2:30	A
Genius Digital	8-Apr	2:45-3:00	D
Hibox Systems Ltd	8-Apr	2:15-2:30	A
Hoodin	9-Apr	3:00-3:15	C
Hopitalweb	8-Apr	6:00-6:15	A
idemama.com	9-Apr	5:00-5:15	A
Infectious Media	9-Apr	1:45-2:00	A
ininal	9-Apr	2:45-3:00	C
InnoTel AB	8-Apr	4:15-4:30	B
inRiver	9-Apr	4:15-4:30	A
INSOFT	8-Apr	3:15-3:30	A
Invesdor	8-Apr	4:30-4:45	B
InvoiceSharing	8-Apr	3:00-3:15	C
iQsim	8-Apr	3:00-3:15	D
IXL Insurance Finance	8-Apr	2:45-3:00	C
justAd	9-Apr	4:00-4:15	C
Komfo	9-Apr	2:00-2:15	A
LifePay	8-Apr	5:30-5:45	C
MADGIC	8-Apr	1:30-1:45	C
Maeglin Software SA	8-Apr	2:15-2:30	D
Magisto	9-Apr	5:30-5:45	B
MANGOPAY	9-Apr	5:15-5:30	B
MassiveImpact	8-Apr	4:00-4:15	B
Messagebird	8-Apr	2:00-2:15	D
mobiLead	8-Apr	6:00-6:15	C
mobiiike	8-Apr	5:00-5:15	C
Movea	8-Apr	2:00-2:15	B
Musement	9-Apr	4:15-4:30	C
Nanoplas	8-Apr	6:00-6:15	B
Nexstim Oy	9-Apr	5:15-5:30	A
Nexthink	9-Apr	3:00-3:15	A
Nexway	9-Apr	4:30-4:45	B
NGDATA	9-Apr	5:30-5:45	A
Omada	8-Apr	4:45-5:00	A
Omikron Data Quality	8-Apr	2:30 -2:45	C
Parantez	8-Apr	6:15-6:30	A
Paytop	9-Apr	1:45-2:00	D

## COMPANY PRESENTATION A-Z

Piceasoft Ltd.	8-Apr	3:15-3:30	C
Pitcher	9-Apr	6:00-6:15	A
Pontis	9-Apr	2:00-2:15	C
Prisync	8-Apr	2:30 -2:45	D
Progenitor Labs	9-Apr	1:45-2:00	B
Rated People	8-Apr	4:45-5:00	C
ReciteMe	8-Apr	1:30-1:45	D
Route Monkey Limited	9-Apr	1:30-1:45	B
Safer Place	9-Apr	2:45-3:00	A
Secure Mailbox AB	9-Apr	2:45-3:00	B
SGP Technologies	9-Apr	5:00-5:15	B
Simplify Digital Limited	9-Apr	5:45-6:00	C
SingOn	8-Apr	4:00-4:15	A
SN4Mobile ltd.	8-Apr	5:15-5:30	C
SoftKinetic	9-Apr	5:15-5:30	C
Sol Voltaics	8-Apr	5:45-6:00	C
SOPSY / ZET.COM	8-Apr	2:45-3:00	A
Starmind International	8-Apr	5:00-5:15	A
Swyx Solutions	8-Apr	2:30 -2:45	B
Tasit	9-Apr	2:30 -2:45	B
Teads	8-Apr	2:15-2:30	C
Teevity	9-Apr	4:45-5:00	B
Tespack	9-Apr	2:30 -2:45	D
The Institution JSPM AB	9-Apr	2:00-2:15	B
ThetaRay	9-Apr	1:30-1:45	A
Ticketscript	9-Apr	2:15-2:30	D
Tikle (Arti Teknoloji)	9-Apr	3:15-3:30	B
TranslateMedia	8-Apr	2:00-2:15	A
Unicheck Srl	9-Apr	2:15-2:30	C
Valoopaa	8-Apr	3:00-3:15	B
Valopaa	8-Apr	4:15-4:30	C
VeliQ BV	9-Apr	5:45-6:00	B
Videantis	8-Apr	6:15-6:30	C
VisionsConnected	9-Apr	3:00-3:15	B
Vivocha S.p.A	8-Apr	2:00-2:15	C
Webforum Europe AB	9-Apr	3:15-3:30	C
Weroom	8-Apr	5:45-6:00	B
Withings	9-Apr	1:30-1:45	D
XbyMe Global Ltd	9-Apr	2:15-2:30	B
Zertisa	9-Apr	6:00-6:15	B



**ActLight**

Hardware  
Switzerland  
VC \$: No

<http://www.actlight.com>

ActLight is a fabless semiconductor company licensing our patented technology for light based electronics. Our technology now enter the market for light sensors for Smartphones and MedTech.

**adQuota Int.**

Mobile  
Denmark  
VC \$: N/A

<http://adquota.com>

adQuota provides the complete infrastructure and support for mobile media advertising, focused on Rich Media in apps and on mobile sites. adQuota provides a Premium advertising network and a huge blind network of mobile applications.

**Adways**

Cloud Computing (SaaS, PaaS, etc.)  
France  
VC \$: N/A

<http://adways-studio.com/>

Adways is dedicated to a rich interactive media and has developed an innovative SaaS cloud-based platform "Adways studio" that enables users to enrich videos and make them interactive. It is well adapted for advertising, brand communication and editorial content on all devices (Smartphones, tablets, web sites or interactive booths).

**Agnitio**

Clean Tech  
Denmark  
VC \$: No

<http://agnitio.com>

Agnitio is a leading provider of CLM (Closed-Loop Marketing) software aimed at pharmaceutical.

**Actual Experience Plc**

Internet/Online (ISP, B2B, B2C...)  
United Kingdom  
VC \$: No

<http://www.actual-experience.com>

We provide a Digital Supply-Chain Analytics service that helps small, medium, large and blue chip organisations improve the digital experience of their customers and staff.

**Adra Match**

Cloud Computing (SaaS, PaaS...)  
Norway  
VC \$: Yes

<http://www.adramatch.com/>

Adra Match develops and markets Cloud Software for a smarter Month End Close Process. Today we serve accounting departments in more than 30 countries around the world. Among our 3000 customers are Hertz, GE Capital, KPMG, Toyota, IKEA and BMW.

**agnion energy GmbH**

Clean Tech  
Germany  
VC \$: Yes

<http://agnion.de>

agnion is the technology leader providing maximum efficient decentralized power and gas solutions from solid biomass and organic waste products.

**All Square**

Internet/Online (ISP, B2B, B2C, etc.)  
Luxembourg  
VC \$: No

<http://www.allsquaregolf.com>

ALL SQUARE has been developed to harness and connect the passion and power of people's love for golf on one completely free, accessible and engaging social media site designed exclusively for golfers. The Facebook and LinkedIn for golfers worldwide.

**Altair Semiconductor**

Hardware

Israel

VC \$: Yes

<http://altair-semi.com>

Altair Semiconductor is the world's leading developer of ultra-low power, small footprint and high performance 4G semiconductors and is one of the only TDD/FDD LTE chipset manufacturers in the world with commercially available products.

**APATEQ**

Clean Tech

Luxembourg

VC \$: No

<http://www.apateq.com>

Servicing Oil & Gas industry, APATEQ engineers and manufactures turnkey treatment solutions for produced water, frack backflow and oil spills. Our patented, cost effective and chemical free process enables 100% free oil and suspended solids removal.

**Appical BV**

Professional Services (HR, Accounting, Legal, etc.)

Netherlands

VC \$: N/A

<http://www.appical.net>

Appical delivers innovative and engaging mobile onboarding software for employees. A majority of employees are not effectively introduced in their new work environment, leading to delay in productivity and a lack of retention. Appical focuses on the employee to be the key to success in onboarding.

**Audio-3D Labs**

Software

United Kingdom

VC \$: No

<http://audio-3d.com>

AUDIO-3D labs is providing a revolutionary sound technology for digital Entertainment with a unique pure software solution.

**Annelutfen**

Internet/Online (ISP, B2B, B2C...)

Turkey

VC \$: No

<http://www.annelutfen.com>

Annelutfen is a one-stop shop for moms with children aged 0-12. We offer the widest baby products selection in Turkey and deliver in 1-3 days. Turkish online baby retail market is \$50M and is expected to grow to \$700M in the next 5 years.

**AppGyver**

Software

Finland

VC \$: No

<http://www.appgyver.com>

Our company makes it easy to build native quality mobile apps using HTML5.

**AppLift**

Mobile

Germany

VC \$: Yes

<http://applift.com>

AppLift is a global mobile games marketing platform. The company helps mobile game advertisers acquire and re-engage loyal, quality gamers at scale on a CPI/re-CPI basis.

**B.I.S. Advanced Software System LTD.**

Software

Israel

VC \$: N/A

<http://www.bis-solutions.com>

B.I.S. Advanced Software Systems Ltd. is a leading provider of advanced data connectivity, transfer, and management software solutions for enterprise environments.

### **Bewons Company S.r.l.**

Social Media

Italy

VC \$: N/A

<http://www.bewons.com>

Bewons is the social network for artists. A community where talented people can express their potential, meet others artists and be inspired. Bewons collects the forms and artistic global expression. Generates sharing and understanding between different cultures and communities but united from the same passion.

### **Bizagi**

Software

United Kingdom

VC \$: No

<http://www.bizagi.com>

Bizagi disrupted the Business Process Management (BPM) market with its true Business Agility. 350 customers including adidas, GE, Old Mutual, Generali trust Bizagi with over \$10bn transactions and the largest BPM projects globally.

### **boolino**

Entertainment & Media

Spain

VC \$: No

<http://www.boolino.com>

boolino is the global leading online platform about children's books and apps, improving kids' learning abilities. As the reference in children's reading, our business model is based on book sales, advertising and subscription-based premium services.

### **Canonical**

Software

United Kingdom

VC \$: No

<http://www.ubuntu.com>

Ubuntu is an open-source operating system, currently established on server, cloud, desktop and thin client. Canonical has been developing operating systems since 2004, and is now extending the Ubuntu operating system on mobile devices.

### **BIONEXT**

Life Sciences/Biotech

France

VC \$: No

<http://www.bionext.com>

BIONEXT is a Bioinformatic company born in 2009 from the revolution of computer science (Big Data & Cloud Computing) and the explosion of OMICS data (sequencing, proteomes, structuromes, etc).

### **BizOnRate d.o.o.**

Banking/M&A

Slovenia

VC \$: N/A

<http://bizonrate.com/en>

BizOnRate is the first dynamic rating agency on the market which provides the unique access to live daily financial information about the liquidity and solvency of SMEs. BizOnRate gives a credible, transparent insight into the financial health of SMEs on a daily basis, simplifying the ability to finance and manage risk.

### **Cambridge Broadband Networks Ltd (CBNL)**

Telecommunications

United Kingdom

VC \$: Yes

<http://cbnl.com/>

CBNL is the global leader in carrier-class, multipoint microwave backhaul and access solutions. CBNL's high capacity VectaStar platform is deployed across 41 countries, including seven of the top ten global mobile operators.

### **Captain Dash**

Big Data/Storage

France

VC \$: Yes

<http://www.captaindash.com>

Captain Dash is an award winning Paris-based startup that specializes in providing marketers a platform to aggregate and synchronize all of their internal data along with external sources on a single interface.

### **Checkmarx**

Security  
Tel Aviv, Israel  
VC \$: Yes  
<http://www.checkmarx.com/>  
Checkmarx provides the best way for organizations to introduce security into their Software Development Lifecycle (SDLC). The product enables developers and auditors to scan un-compiled code and identify its security vulnerabilities.

### **Choice Technologies Holding SÀrl**

Cloud Computing (SaaS, PaaS...)  
Luxembourg  
VC \$: Yes  
<http://www.choiceholding.com>  
Choice's mission is to provide analytics software on cloud for revenue assurance for utilities that brought USD 40 million / year for one of our customers. Choice is based in Luxembourg for EMEA region and in Rio de Janeiro, Brazil for Latin America.

### **Codership**

Software  
Finland  
VC \$: No  
<http://galeracluster.com>  
Codership here to secure your invaluable data. All of it.  
We do this by providing high availability, no-data-loss and scalable data replication and clustering solutions for open source databases. Our flagship product is Galera Cluster™ for MySQL

### **CROSSJECT**

Pharma  
France  
VC \$: No  
<http://www.crossject.com>  
Crossject is a public company, developing SUPERGENERIC drugs = needle free self & automatic injectable drugs for subcutaneous, intradermal and intramuscular routes.

### **Chelsea Apps Factory**

Mobile  
United Kingdom  
VC \$: No  
<http://www.chelsea-apps.com>  
We mobilise your business. Working with a range of FtSE 100 organizations enabling them to mobilise every area of their business. We do this through a period of Discovery (looking at operational effectiveness, cost reduction) in Agile mobile delivery

### **Cloud9 Mobile Communications Ltd**

Telecommunications  
United Kingdom  
VC \$: No  
<http://www.cloud9mobile.co.uk>  
Cloud9 is an Alternative Roaming Provider ( ARP ). ARPs provide mobile service to subscribers when they are outside their home country. Domestic service provision is now saturated and extremely competitive while roaming service presents a 'land grab' opportunity.

### **Crimtan**

Marketing/Advertising/SOE  
United Kingdom  
VC \$: No  
<http://crimtan.com>  
Crimtan is a global advertising technology company. Crimtan's real-time proprietary technology is an end-to-end online advertising stack comprising all the elements advertisers need to conduct efficient and cost-effective ad campaigns.

### **Crowdynews**

Social Media  
The Netherlands  
VC \$: Yes  
<http://crowdynews.com>  
Crowdynews is a platform that gathers and filters social media content and posts it in real-time next to topical, popular stories. The service blends the crowd perspective with traditional news, and provides organizations with new revenue streams.

**dacadoo ag**

Software

Switzerland

VC \$: No

<http://www.dacadoo.com>

dacadoo is a Swiss company which has developed the Health Score Platform. The Health Score is a number from 1-1'000 which is defining your health in real-time. The Health Score is licensed to the world's leading corporations, insurance and Telco opr

**DynAdmic**

Marketing/Advertising/SOE

France

VC \$: No

<http://www.dynadmic.com>

DynAdmic, is a marketplace that allows media buyers to purchase highly targetable & premium online video advertising inventory. Our differentiator is a proprietary audio recognition technology that targets audiences based on the video's content.

**eSellerPro**

Cloud Computing

United Kingdom

VC \$: Yes

<http://www.esellerpro.com>

Provider of multi-channel eCommerce solutions delivered from the cloud. Enabling retailers, brands and manufacturers to manage a single inventory across multiple channels including ebay, Amazon, Rakuten and web stores.

**Extreme Reality, Ltd.**

Software

Israel

VC \$: Yes

<http://www.xtr3d.com/>

Extreme Reality enables people interact with computing devices by their body motion. It is the only company to provide full-body, software-based, 3D motion analysis and control to any computing device.

**Direct2Internet Nordic AB**

Internet/Online (ISP, B2B, B2C, etc.)

Sweden

VC \$: N/A

<http://www.direct2internet.com>

Direct2Internet is a Swedish technology company founded in 1999. With the patented solution Access Switch has Direct2Internet since its inception improved access solutions for companies with a need for speed card transactions.

**Ecards and more GmbH / Bonnyprints GmbH**

Internet/Online (ISP, B2B, B2C...)

Germany

VC \$: Yes

<http://www.wunderkarten.de>

Wunderkarten.de is a leading web-to-print address for fashionable photo cards in Germany. With its international brand Bonnyprints the company is also active in the UK, France, Spain, Austria, and Switzerland.

**Essence**

Marketing/Advertising/SOE

UK

VC \$: No

<http://www.essencedigital.com>

Essence is a digital agency based in London, New York, San Francisco, Seattle & Singapore who deliver strategy, media, mobile, creative and social solutions globally.

**FACT-Finder / Omikron Data Quality GmbH**

Software

Germany

VC \$: No

<http://www.fact-finder.com>

FACT-Finder is Europe's market leader for on-site product search, navigation and merchandising in online shops. The conversion engine from Omikron Data Quality is language independent, and increases conversion rates in more than 1,300 online shops.

**FAMOCO**

Other

France

VC \$: N/A

<http://www.famoco.com>

FAMOCO is a software company, which specializes in designing breakthrough NFC solutions. Their connected NFC tablet, processes transactions for credit cards, prepaid cards, loyalty cards, transportation cards, access cards and identification cards.

**Feedvisor**

Cloud Computing (SaaS, PaaS, etc.)

Israel

VC \$: N/A

<http://feedvisor.com>

Feedvisor is the world's first fully algorithmic repricing platform, offering e-commerce marketplace sellers a best in class, cloud-based solution to keep their prices competitive and maximise profitability.

**Genius Digital**

Clean Tech

United Kingdom

VC \$: N/A

<http://geniusdigital.tv/>

Genius Digital provides a range of solutions that enable pay TV operators to collect, integrate, and manage their customer data. Genius Digital is a specialist in capturing, analysing and applying viewer data for the TV industry.

**Hoodin**

Social Media

Sweden

VC \$: No

<http://hoodin.com>

As a social local media, Hoodin's mission is to let people stay in touch with their favorite places. People use Hoodin to keep up to date with the local area or neighborhood they decide of follow. And interact by sharing news, events or add places.

**FastFixT**

Other

Netherlands

VC \$: N/A

<http://www.fastfixt.com>

FastFixT BV developed a new system enabling quick fastening. Our patented advanced spring system is as rapid as you have never seen before, which makes fastening quick and easy.

**Fenergo**

Software

Ireland

VC \$: N/A

<http://www.fenergo.com>

Fenergo is a global leader in Client Lifecycle Management software solutions for capital market firms and investment banks. Its market-leading solutions simplify and rationalise the often complex operational interactions of client lifecycle management.

**Hibox Systems Oy**

Software

Finland

VC \$: No

<http://www.hibox.tv>

Hibox Systems is a global provider of advanced interactive information and entertainment solutions for consumers and commercial applications featuring IPTV/OTT for providers and SmartRoom.TV service for hotels.

**HOPITALWEB**

Life Sciences/Biotech

FRANCE

VC \$: No

<http://www.hopitalweb.fr>

Born from the joint venture of complementary skills: health and information systems, HopitalWeb is developed by health professionals and offers a unique modular hospital management software.

**idemama.com**

Marketing/Advertising/SOE  
Turkey

VC \$: No

<http://www.idemama.com>

idemama.com is a crowdsourcing marketplace for the design needs of SMEs. It aims to bring together SMEs and professional designers. It is the number one marketplace for graphic design in Turkey.

**ininal**

Other

Turkey

VC \$: Yes

<http://www.ininal.com>

ininal payment system will be the preferred banking and payment platform for the large unbanked and underbanked population.

**inRiver**

Software

Sweden

VC \$: N/A

<http://www.inriver.com>

inRiver is the provider of the inRiver Product Information Management (PIM) platform, leveraging their customers' digital and printed product marketing by simplifying the process of Product Information Management and gathering all the information for all sales channels in one place.

**Invesdor Ltd**

Venture Capital/Investing

Finland

VC \$: No

<https://www.invesdor.com>

Invesdor is a pioneering open equity-based crowdfunding platform in Northern Europe. We provide an online investment matching service where investors can find the best unlisted growth companies from the region.

**Infectious Media**

Marketing/Advertising/SOE

UK

VC \$: No

<http://www.infectiousmedia.com/>

Infectious Media delivers customised real-time advertising campaigns for leading advertisers worldwide. Campaigns powered by BIG data, integrated and processed using a data management platform to generate revenues from new and existing customers.

**InnoTel AB**

Telecommunications

Sweden

VC \$: Yes

<http://www.innotel.com>

InnoTel AB combines the words Innovative\_ and Telephony; a new telecom service provider that enables businesses to reduce their mobile telephone communications costs by 40% to 95% using an innovative OTT (Over The Top) patent service SmartCaller.

**INSOFT Development & Consulting**

Software

Romania

VC \$: No

<http://www.insoft-dc.ro>

INSOFT is one of the main integrators of complete IT&C systems in Romania, offering advanced IT&C solutions for the government field, education, health and the business environment locally and internationally.

**InvoiceSharing B.V.**

Internet/Online (ISP, B2B, B2C...)

The Netherlands

VC \$: Yes

<http://www.invoicesharing.com>

Sharing makes any business successful. InvoiceSharing believes in an open and connected world where disruptive business models and smart innovation dominate.

**IQSIM**

Telecommunications

France

VC \$: No

<http://www.iqsim.com>

iQsim is the world wide leader in Mobile Communication Routers for Carriers and Enterprise with Remote SIM Technologies. iQsim is addressing the following two main markets which are the Mobile Convergence market and the Mobile Automation market.

**justAd**

Marketing/Advertising/SOE

Israel

VC \$: No

<http://www.justad.mobi>

Today mobile ads are static (1% CTR) .They are static ONLY due to tech limitations. We eliminate these limitations by offering a programmatic certified, DIY Mobile Rich Media Platform.

**LifePay**

Other

Russia

VC \$: N/A

<http://life-pay.ru>

Russian mPOS solution with the developing functional payments ecosystem. The service provides an admission of bank card payments via smartphone with full guarantee of transactions security.

**Maeglin Software**

Mobile

France

VC \$: Yes

<http://www.maeglin.com>

Maeglin Software empowers the cloud to free up people's mobile life by enabling them to protect and manage their mobile content on the cloud. Specialized in security software for phones and tablets.

**IXL Insurance Finance**

Banking/M&A

United Kingdom

VC \$: Yes

[www.ixlif.com](http://www.ixlif.com)

IXL Insurance Finance is the provider of a web-deployed, self-administered premium finance service with an individually branded front end for insurance brokers and underwriting agencies.

**Komfo**

Software

Denmark

VC \$: No

<http://komfo.com/>

Komfo is Scandinavia's leading provider of social media marketing software. Komfo was founded in 2008 and today have 60+ full-time employees.

**MADGIC**

Marketing/Advertising/SOE

France

VC \$: No

<http://www.madgic.com>

Monetizing their fast-growing mobile audience is a matter of life or death for digital media companies, including Facebook, Google, Twitter, Criteo.

**Magisto**

Mobile

Israel

VC \$: Yes

<http://www.magisto.com>

Driven by artificial intelligence, Magisto is a cloud-based mobile technology service for creating and sharing beautiful quality personal movies. Magisto automatically transforms the photos and videos on your device into unforgettable life memories.



### **MANGOPAY**

Internet/Online (ISP, B2B, B2C...)

Luxembourg

VC \$: Yes

<http://www.mangopay.com>

Mangopay is the leading European payment API dedicated to Marketplaces.

### **Message Bird**

Entertainment & Media

Netherlands

VC \$:

<http://mobiletulip.com/>

MessageBird is a Software as a Service product by Mobile Tulip. Mobile Tulip grants international operators, text message aggregators and enterprise companies access to its Text Message Hub.

### **mobilike**

Mobile

Turkey

VC \$: Yes

<http://www.mobilike.com>

mobilike is the #1 mobile advertising platform in Turkey, with a market share of 70% in premium mobile advertising. mobilike is leads mobile ad-tech innovation in the market with proprietary platform for native and video advertising in mobile.

### **Musement**

Internet/Online (ISP, B2B, B2C...)

Italy

VC \$: Yes

<http://www.musement.com>

Musement is an online hub of travel activities around the world. Through our website and app we provide information and the possibility to book & buy hundreds of daily tours, access to attractions, museums, art exhibitions and other great experiences

### **MassiveImpact**

Marketing/Advertising/SOE

Israel

VC \$: Yes

<http://www.massiveimpact.com>

MassiveImpact guarantees a return on investment on mobile ad budgets. As such, advertisers pay only when a predefined goal is fulfilled, whether it is an app download or an in-app purchase.

### **mobiLead**

Cloud Computing (SaaS, PaaS, etc.)

France

VC \$: N/A

<http://www.mobilead.fr>

mobiLead develops and operates its exclusive NFC and QR Code cloud-based Tag Management Platform that makes linking upwards of billions of individual manufactured objects, product packagings, and documents to value added online services cost effective and secure.

### **Movea**

Mobile

France

VC \$: Yes

<http://www.movea.com>

Today, mobile and wearable devices know more than ever about us and the context we're in, largely because they contain an increasing number of sensors. Movea is a key enabler in this trend. The company turns sensor outputs into meaningful personal information.

### **Nanoplas**

Hardware

France

VC \$: Yes

<http://www.nanoplas.eu>

Nanoplas is an equipment supplier for semiconductors, offering innovative plasma process solutions for next generation integrated circuits manufacturing.

**Nexstim**

Medical Devices

Finland

VC \$: Yes

<http://www.nexstim.com>

Nexstim address huge unmet needs of post-acute stroke motor rehab patients with our proprietary and clinically proven navigated non-invasive neuromodulation platform. Our platform is already FDA approved for Dx use and has CE mark both Dx and Th.

**Nexway**

Cloud Computing (SaaS, PaaS...)

France

VC \$: Yes

<http://www.nexway.com>

Nexway provides commerce-as-a-service solutions to digital publishers and their online merchants. Nexway monetizes apps, games and software with purchase, freemium, and item sale revenue models via white label webstores, appstores, and in-app stores.

**Omada A/S**

Security

Denmark

VC \$: N/A

<http://www.omada.net>

Omada is a market leading provider of solutions and services for identity and access management and identity and access governance. Identity Access Governance and Management is a critical discipline that manages which users have access to which systems and resources over time and that report on the same for regulatory compliance requirements.

**PayTop**

Internet/Online (ISP, B2B, B2C, etc.)

France

VC \$: Yes

<http://www.paytop.com>

Innovative international payment services.

**Nexthink**

Software

Switzerland

VC \$: Yes

<http://nexthink.com>

Nexthink is the innovator of End-user IT Analytics for security, ITSM and transformation. Leveraging ITOA (IT Operations Analytics), our customers maximize operational efficiencies, reduce IT costs, and improve compliance and quality of IT services.

**NGDATA**

Big Data/Storage

Belgium

VC \$: Yes

<http://www.ngdata.com>

NGDATA is the customer experience management solutions company that enables enterprises to radically improve the effectiveness of their marketing campaigns, increase up-sell and reduce churn.

**Parantez**

Banking/M&A

Turkey

VC \$: N/A

<http://www.parantez.com>

Parantez provides multi dimensional cash-back campaigns based on transactions with software to be used on the admin side, mobile and web.

**Piceasoft Ltd.**

Software

Finland

VC \$: No

<http://www.piceasoft.com>

Piceasoft is a Finnish software company, which has a portfolio of software products (retail store, self-service and home solutions) for switching content between mobile devices. PiceaSwitch Online Analytics provides big data trends of switches done.

**Pitcher AG**

Cloud Computing (SaaS, PaaS, etc.)

Switzerland

VC \$: No

<http://www.pitcher.com>

Pitcher is the most intuitive, flexible and complete CLM solution for any business looking to deliver breakthrough field sales force productivity enhancement, combined with marketing message control and live capture of customer feedback.

**Prisync**

Software

Turkey

VC \$: N/A

<http://www.prisync.com>

Prisync is an online price analytics software for retail industry. Its business can be divided into 3 as follows: Prisync for e-retailers, Prisync for manufacturers/brands, Prisync for market research companies.

**Rated People**

Internet/Online (ISP, B2B, B2C...)

UK

VC \$: Yes

<http://www.ratedpeople.com>

Rated People is the UK's leading online marketplace for sourcing quality tradesmen.

**Route Monkey Limited**

Clean Tech

United Kingdom

VC \$: N/A

<http://www.routemonkey.com>

Route Monkey is an innovative software provider specialising in the optimisation of assets by using state of the art algorithms and unique software applications. They are a leading solutions provider solving 21st Century mobility problems across varying business sectors.

**Pontis**

Telecommunications

Israel

VC \$: Yes

<http://www.pontis.com>

In the Customer Engagement Era Pontis revolutionizes Customer Engagement by bridging between the dynamic multi-dimensional CMO objectives and the needs of each customer. Pontis Enables Marketing organizations to execute Continuous Contextual Engagem

**Progenitor Labs**

Life Sciences/Biotech

UK

VC \$: Yes

<http://www.progenitorlabs.com>

Most organs of the human body are capable of regeneration to maintain their normal function and repair damage caused by injury, ageing and disease. Progenitor Labs develops small molecules that selectively stimulate this regenerative process.

**Recite me**

Software

United Kingdom

VC \$: Yes

<http://www.recite.me>

Recite offers a cloud based Accessibility tool designed to make websites accessible to those internet users that cannot access the content.

**Safer Place**

Other

Israel

VC \$: No

<http://www.saferplace.com>

Safer Place is leading the next generation Automatic Video Based traffic and parking enforcement technologies. Safer Place provides a single platform and infrastructure for multiple applications for life risking moving traffic and parking violations.

### **Secure Mailbox AB**

Cloud Computing (SaaS, PaaS, etc.)

Sweden

VC \$: No

<http://securemailbox.com>

Secure Mailbox is a Swedish security software company built on the Saas delivery model.

SecureMailbox addresses the growing need for secure and legal communication in a connected world.

### **Shopit Online Europe AB**

Internet/Online (ISP, B2B, B2C, etc.)

Sweden

VC \$: N/A

<http://www.shopit.com>

Shopit is 'The Shopping Search Engine' and our ambition is to gather ALL products, retailers and brands available online - in one shopping start page. Also allowing you to save products you like and own, invite friends, share, get advice, and use other social shopping functionality.

### **Simplifydigital**

Software

United Kingdom

VC \$: N/A

<http://simplifydigital.co.uk>

Simplifydigital started as a retailer of TV, broadband and home phone deals. Their in-house tech team built an omni-channel sales platform to deliver a differentiated consumer proposition online, over the phone, face-to-face and via mobile devices. This platform now forms the basis of a broader sales and retention SaaS proposition for third party clients.

### **SN4Mobile Oy**

Software

Finland

VC \$: No

<http://www.sn4mobile.com>

We provide services and SaaS solutions for marketing, sales and customer service. We focus on customer experience development and marketing automation. The company has offices in Helsinki and Stockholm.

### **SGP Technologies SA**

Hardware

Switzerland

VC \$: N/A

<http://www.blackphone.ch>

SGP Technologies is the new joint venture, created by Silent Circle and Geeksphone, to create and sell a range of privacy-oriented communications tools. The team behind SGP Technologies combines global leaders in cryptography and security tools, with specialists in execution and mobile phone manufacturing.

### **SignWise**

Security

Estonia

VC \$: N/A

<http://www.signwise.me>

Signwise is an advanced electronic signing solution that works across European Single Digital Market and allows a document to be signed in minutes. The service covers the process of uploading/downloading, sharing and signing electronic documents and is available for businesses as well as private end-users.

### **SingOn**

Entertainment & Media

Finland

VC \$: Yes

<http://www.singon.com>

SingOn offers thousands of songs, with more hits added every week. The interface design is simple, clean and modern and because of this everyone can grab a mic and have the best parties straightaway.

### **SoftKinetic**

Consumer Electronics

Belgium

VC \$: Yes

<http://www.softkinetic.com>

SoftKinetic powers the 3D vision and gesture recognition hardware and software used in cutting-edge consumer products.

**Sol Voltaics**

Clean Tech

Sweden

VC \$: Yes

<http://www.solvoltaics.com/>

Sol Voltaics is an advanced material company developing nanomaterials for energy sector.

**Starmind**

Software

Zurich

VC \$: No

<http://www.starmind.com/>

Starmind is leader in the field of Brain Technology and challenges social collaboration companies. Self-learning technology stores know-how of employees into corporate brains that can be tapped in real-time.

**Tasit.com**

Internet/Online (ISP, B2B, B2C, etc.)

Turkey

VC \$: Yes

<http://www.tasit.com>

Tasit.com was established with a desire to create the biggest online automotive marketplace.

Tasit.com is providing a user friendly online auto market environment with hundreds of thousands of car ads, around a million personal users and more than 4,000 corporate users and car dealers.

**Teevity**

Cloud Computing (SaaS, PaaS, etc.)

France

VC \$: N/A

<http://www.teevity.com>

Teevity is creating Cloud Spending Analytics tools based on NetflixOSS. They target both CFOs and CTOs inside any companies who has embraced Cloud computing.

**SOPSY / ZET.COM**

Internet/Online (ISP, B2B, B2C, etc.)

Turkey

VC \$: Yes

<http://www.zet.com>

NEARBUYME TECHNOLOGIES has 2 brands:

Sopsy and Zet.com. Sopsy is the easiest way to open an online store. It allows people to open online stores even from their mobile phones in seconds. Zet.com is a marketplace for design products.

**Swyx Solutions AG**

Cloud Computing (SaaS, PaaS, etc.)

Germany

VC \$: Yes

<http://www.swyx.com>

Swyx develops unified communication software specifically tailored for small to medium sized companies (SMEs). Taking into account the needs of growing SMEs such as flexibility, scalability and affordability, the company's SwyxWare software is available both via the cloud and on-premise.

**Teads**

Marketing/Advertising/SOE

France

VC \$: Yes

<http://teads.tv>

Teads is a technology company expert in video advertising solutions. Teads develops innovative video ad formats for prestigious premium publishers. The company aims to meet all the needs of publishers wishing to monetize digital content.

**Tespack ltd**

Clean Tech

Finland

VC \$: No

<http://www.tespack.com>

Tespack is a technology company providing wearable solutions for green energy and mobile data with its first line of products being innovative Smartpacks.

### **The Institution JSPM AB**

Mobile

Sweden

VC \$: N/A

<http://revivaldm.com>

REVIVAL combines a feature rich solution with easy to use tools to provision and secure your whole fleet of mobile devices from one single point of management. REVIVAL is a complete Mobile Device Management (MDM) solution that handles the full lifecycle of smartphones and tablets.

### **ticketscript**

Software

Netherlands

VC \$: No

<http://www.ticketscript.com>

ticketscript, Europe's number one self-service digital ticketing company, provides event organisers with solutions, tools and technology that enable them to sell more tickets directly to their audiences and communities in a highly targeted and profitable way.

### **TranslateMedia**

Professional Services (HR, Accounting, Legal...)

United Kingdom

VC \$: Yes

<http://www.translatemedia.com>

TranslateMedia is a leading global language and translation services agency with offices in 5 countries across 3 continents, 90 full time staff, and 6,500 in-country translators and copywriters covering key industries.

### **ULOCS**

Consumer Electronics

Sweden

VC \$: No

<http://www.ulocs.com>

Ulocs is working with major brands on integrating the platform into new consumer products, researchers to build reference data from patients and collaboration projects with likeminded startups.

### **ThetaRay**

Security

Israel

VC \$: Yes

<http://www.thetaray.com>

ThetaRay's solution automatically detect unknown threats using patented, field proven, rule-free Hyper-dimensional big data analytics™ to simultaneously analyze all security and operational anomalies across multiple protocols and environments.

### **Tikle (Arti Teknoloji)**

Telecommunications

Turkey

VC \$: No

<http://apps.tikle.com>

Tikle is operating in the internet and the mobile market since 1999 and is with different operators abroad such as Turkcell Europe, KKTCell, Turkcell, Vodafone & Avea. Tikle develops, implements and manages VAS, mobile and web portals with its technology

### **Trustly Group AB**

Internet/Online (ISP, B2B, B2C...)

Sweden

VC \$: No

<https://trustly.com>

Trustly is a Swedish technology company developing and selling online bank e-payments in P2P and B2C applications both online and on mobile. Trustly rewrite what is possible thanks to its international proprietary technical payment platform.

### **Unicheck Srl**

Marketing/Advertising/SOE

Italy

VC \$: No

<http://unichecksrl.com>

Unicheck dedicated to enabling one to one communication with end consumers, tracking and tracing, product authentication and anti-counterfeiting.

Leading to increased product sales and greater customer satisfaction and loyalty.

**Valopaa Ltd.**

Clean Tech

Finland

VC \$: N/A

<http://www.valopaa.com/index.php?490>

Valopaa develops, manufactures and sells led luminaries, lighting technology, controlling systems and solutions based on company's own modular wireless product platform. Product portfolio covers luminaires for street, bridge, area and industry halls.

**videantis**

Hardware

Germany

VC \$: No

<http://www.videantis.com>

Videantis licenses highly efficient video processing hardware IP, a key technology that enables automotive safety and mobile camera applications. Compared to other solutions in the market, the processor is 100x faster and consumes 1000x lower power.

**Vivocha**

Cloud Computing (SaaS, PaaS...)

Italy

VC \$: Yes

<http://www.vivocha.com>

We help brands sell more online thanks to better customer support. Established in May 2012, we are now serving 100+ clients worldwide amongst which ING Bank, DHL, eON, Nectar, Accenture, and many more.

**Weroom**

Internet/Online (ISP, B2B, B2C, etc.)

France

VC \$: N/A

<http://www.weroom.com>

Weroom is a social platform dedicated to house sharing. Their matchmaking functionality gathers home seekers with other like-minded individuals and enables them to find the most suitable shared accommodation.

**VeliQ BV**

Cloud Computing (SaaS, PaaS, etc.)

Netherlands

VC \$: Yes

<http://www.veliq.com>

VeliQ brings unique offerings to market that address the dynamics of today's rapidly evolving market for enterprise mobility.

**VisionsConnected**

Telecommunications

Netherlands

VC \$: N/A

<http://www.visionsconnected.com/>

VisionsConnected delivers world-wide within 30 days for a fixed monthly fee from the cloud, vendor and protocol independent UC, Telepresence and video conferencing services. VisionsConnected is established with the vision that video and unified communication will change the way people communicate.

**Webforum Europe AB**

Internet/Online (ISP, B2B, B2C...)

Sweden

VC \$: No

<http://www.webforum.com>

Webforum provides a smart online collaboration service for project and document management. It is secure, scalable, affordable and easy to use. The web service has a unique combination of advanced document management and project planning/reporting.

**Withings**

Consumer Electronics

France

VC \$: Yes

<http://www.withings.com>

Withings revolutionizes objects from our daily life turning them into smart connected devices by simplifying them and enriching them with services, while making the most of their connectivity and remote interfaces.

**XbyMe Global Ltd**

Marketing/Advertising/SOE

UK

VC \$: No

<http://www.free2give.com>

Transforming digital society to recognise the power of personal media to mobilise & inspire our social networks to do good - pairing innovation and technology to release the power of Me, so anyone has the freedom to make a positive social impact.

**zertisa GmbH**

Software

Germany

VC \$: No

<http://www.zertisa.com>

Zertisa is a specialized Android software house which supports hardware manufacturers, operators and large corporates as a full-service Android outsourcing partner.



### **360 Capital Partners, Emanuele Levi, Partner**

Emanuele started in the Venture Capital Industry in January 2000 in Milan and has since made over 20 investments in Italy and France, mostly in the digital industry as well as in the e-commerce sector; since 2007 he lives in Paris and has invested almost exclusively in France. He started his career in 1993 at Unicredito Italiano Group in London where he spent 4 years on cross border M&A advisory. Emanuele joined in October 1996 Bain & Co in Milan as Senior Consultant and in 1999 he moved to Lazard Investment Banking as a Director of the TMT practice.

Emanuele holds a degree in Business Economics from the University of Turin and took a Corporate Finance Programme at LBS in London. He enjoys food, running marathon, yoga bikram, golfing, skiing and spending time with old and more recent friends. Emanuele is married and has 2 kids.

### **Accel Partners, Luciana Lixandru, Vice President**

Luciana joined Accel in 2012 and focuses on early and growth stage investments. Before joining Accel, Luciana worked at Summit Partners in London, where she focused on sourcing and executing investments in the technology and healthcare sectors. She worked on Summit's investment in AVAST, a security software business. Prior to that, Luciana worked for Morgan Stanley in New York and London, advising clients in the technology space. In addition to her native Romanian, Luciana also speaks Italian. She enjoys travelling, languages, and hiking. Luciana graduated magna cum laude from Georgetown University in Washington, DC, with a double major in Economics and Mathematics.

### **B-to-V Partners, Alexander Stoeckel, Partner**

Alexander Stoeckel is Partner and joined b-to-v in 2007. Alexander has studied international business administration at the European Business School (ebs) in Oestrich-Winkel and Paris, and at the International School of Management (ISM) in Dortmund and San Diego. He holds an MBA from the University of Oxford. Prior to b-to-v, Alexander has worked as fund-of-fund manager for Hauck & Aufhäuser Private Bankers, and as Assistant Executive Manager for KPMG.

### **Canonical, Jane Silber, CEO**

Jane Silber is CEO of Canonical. She has over 20 years of business development, operations and software management experience. Before becoming Chief Executive Officer in 2010, she ran several of Canonical's business units as Chief Operating Officer. Prior to Canonical, she was Vice President of Interactive Television Company and Vice President of General Dynamics C4 Systems. She has also worked in Japan for Teijin Ltd conducting artificial intelligence research and product development, and in the US at General Health, a health risk-assessment firm.

Jane holds an MBA degree from Oxford University, an MSc degree in Management of Technology from Vanderbilt University, and a BSc degree in Mathematics and Computer Science from Haverford College.

### **Dacadoo, Peter Ohnemus, Founder, Chairman and CEO**

Peter Ohnemus is the majority owner of dacadoo ag. Peter has been involved in high-tech and bio-tech investments over the last 25 years and this had led to four IPO's and multiple trade sells.

Peter Ohnemus/Network Capital Holding, his private investment firm, is currently invested in high-tech, bio-tech and sustainable energy/infrastructure start-ups. The company has investments in third generation heart valves, organic search software, algorithm-based skills search exchange, real-time financial data for mobile phones, renewal energy trading platform, carbon trading, etc.

Peter co-founded ASSET4, the world's leading provider of extra-financial information, in 2004, which was sold to Thomson Reuters in November of 2009. Mr. Ohnemus previously held senior executive positions with Sybase, Logic Works, The Fantastic Corporation and COS – all of which went public during his tenure.

### **GP Bullhound, Per Roman, Co-Founder and Managing Partner**

Per Roman is one of the Founding Partners of GP Bullhound. Per has completed trade sale and fund raising transactions and has made investments in and for European technology and Internet companies for well over a decade. Recent transactions includes leading digital companies like Avito.ru, Neonode and Tradedoubler. He appears as a regular technology commentator at industry conferences such as Red Herring, Next10, SIME and EVCA as well as on channels such as CNN, CNBC Europe, BBC World and Bloomberg TV. He started his banking career at Lehman Brothers Inc., focused on technology M&A and equity capital market transactions. Per also has experience from the software industry where he held roles in Europe and the US for Autodesk, Inc. Per graduated from Stockholm School of Economics and holds an MSc in Finance.

### **Holtzbrinck Ventures, Barbod Namini, Principal**

Barbod joined the Holtzbrinck Ventures team in 2013 and brings a wealth of international investment experience along with a very strong network of entrepreneurs and investors.

Prior to joining Holtzbrinck Ventures, Barbod was instrumental in expanding Rocket Internet's portfolio of companies. In his role as an Investment Manager at Rocket Internet he both took an active role in the asset raising process as well as in the deep dive analysis of the eCommerce portfolio with the goal of optimizing the international asset allocation strategy of the company.

Prior to his role at Rocket Internet Barbod worked in London as an investor both in the public and private markets and was involved in the financing and foundation of a number of telecom startups bringing affordable solutions to underdeveloped regions of Africa. Barbod holds a Master Degree in Software Engineering from Imperial College London as well as an MBA from Columbia Business School.

### **Intel Capital, Erik Jorgensen, Investment Director**

Erik is a Director in Intel Capital's London office where he has worked since 2007. His focus areas of investment include internet, wireless, media and consumer services. In addition to the companies listed below, some of Erik's previous investments with Intel Capital include Aldebaran Robotics, IPTego (acquired by Acme Packet: APKT), and Silicon Hive (acquired by Intel: INTC).

Erik brings a global perspective to venture capital and growth technology companies, having accrued more than 15 years of experience working for venture capital funds and technology companies in Europe, Israel, Asia-Pacific and the United States. Erik started his career in the San Francisco-based investment bank Hambrecht & Quist where he specialized in mergers and acquisitions for high-growth companies in the communications, semiconductor, and software spaces. Erik holds an A.B. degree in Economics from Princeton University.

### **MVine, Frank Joshi, Co-Founder and Managing Director**

As Managing Director, Frank is responsible for driving the company's strategy and development in line with the goals and aspirations of MVine's customers.

Frank is a seasoned executive, entrepreneur and investor, with over 28 years of experience in building and leading successful technology businesses. His expertise in digital business goes back to 1995 when he co-founded one of the first online B2B portals, Martex Communicators. Martex was both profitable and successful, operating 26 separate business communities, and was later sold to Tarsus Group, where Frank remained as a Board director.

Frank's other executive roles have included Chairman of the Board at ChangeBASE, where he led the company to its successful acquisition by Quest Software (now part of Dell) in 2011.

Frank has been a director of numerous other start-ups, including Knowledge Peers, as well as an angel investor. He holds a BSc in Physics from the University of Bath and is a Liveryman of the City of London.

### **Open Ocean Capital, Tom Henriksson, Partner**

Tom joined Open Ocean Capital from Nokia Corporation, where he spent almost 9 years in various leadership roles developing and investing in new businesses. In his last role as Head of Corporate Business Development his teams identified and executed multiple new businesses for Nokia. From 2006 – 2009 Tom built Nokia Interactive Advertising as the General Manager to the world leader in premium mobile advertising. Previously he managed business development and early stage investments for Nokia Ventures Organization. Prior to Nokia, Tom was Managing Partner of Holtron Ventures, one of the A round investors into MySQL AB, delivering industry leading returns for the fund.

Tom has MBA and BBA degrees from the Helsinki School of Economics, complemented with foreign studies and executive education at the University of Texas at Austin, MIT and University of Chicago.

### **Pacific Crest Securities, Brewer Stone, Managing Director**

Brewer Stone is a senior member of Pacific Crest's banking team focused on supporting our international clients. Throughout his 18-year career, he has advised technology companies in Asia, Europe and the United States in equity financings and M&A. Brewer's recent clients at Pacific Crest include YY.com, 21Vianet, Renren, Youku and MakeMyTrip, among others. Prior to Pacific Crest, Brewer led FBR Capital Markets' communications and IT services investment banking practices, where his clients included Siemens Enterprise Communications, Excel Telecom, and NeoPhotonics. Raised by a diplomat and fluent in Chinese, Brewer opened Prudential Securities' first office in China in 1994. He later became managing director at Prudential Volpe Technology Group in San Francisco, and went on to co-found East Peak Advisors, later acquired by FBR. Brewer holds a B.A. with highest honors from the University of California, Berkeley, an M.A. with distinction from the Johns Hopkins School of Advanced International Studies and a Ph.D. from Harvard University, where he won Fulbright and MacArthur scholarships.

### **PayPal, Corrado Tomassoni, Global Head of Startups, Accelerators and Venture Capital**

Corrado leads the PayPal Developer Network team, coordinating the initiatives towards Developers and Technology Startups across Europe, Middle East and Africa.

He is "Seedcamp", "StartupWeekend", "StartupBootcamp", "Le Camping" and "Launch48" mentor and has been speaker in several top events like Red Herring (EMEA), Droidcon Berlin (GER), WebIT Expo (CEE), AppsMania (ISR), Mobility 2012 (ISR), StartupDay (SWE), Arctic15 (FIN), Mobile Monday (FRA), Droidcon London (UK), Codemotion (IT), LOGIN (Lit), Startup Village (RUS), START San Francisco (US),...

Before joining PayPal, he worked in the "Developer and Platform Evangelism" group at Microsoft where, as NextWeb Lead, he coordinated the Web Technologies stack adoption evangelism activities with top customers and partners in Italy.

Previously he has been Technology Consultant for Accenture and, more recently, he drove a startup focused on Digital Brand Management for global celebrities, incubated by a Startups Accelerator and funded by a Venture Capital.

He currently holds a Master in "Business and Corporate Strategy" from the SDA Bocconi - School of Management, a BEng in "Computer Engineering" from the Polytechnic of Milan and a BMus from a National Conservatory of Music.

### **Prime Ventures, Sake Bosch, Founder and Managing Partner**

Sake Bosch is a founder and Managing Partner of Prime Ventures. Sake brings over 25 years of experience in marketing and sales and venture capital to Prime. Prior to founding Prime in 1999, Sake was a senior principal at Holland Venture and was responsible for managing investments in technology companies. Sake was involved in many of the Holland Venture technology investments including Appicare Medical Imaging (acquired by GE Medical Systems), BWise (acquired by Nasdaq), SQL Systems (acquired by Datastream) and Freecom (acquired by Mitsubishi Kagaku Media).

Prior to joining Holland Venture in 1994, Sake worked as an independent corporate finance consultant focusing primarily on early stage companies. Prior to this position he was a sales executive at Securitas Group. He started his career in 1989 as a strategic market analyst at VNU.

Sake holds an MSC degree in Business Administration as well as a BA degree in management science and industrial engineering. He serves or served on the board of directors of 3mensio Medical Imaging (acquired by Esaote), Civolution, MarkaVIP, MarketXS (acquired by Markit), Nedstat (acquired by comScore Inc.), Service2Media, SaaSPlaza, Tridion (acquired by SDL) and Watermark (acquired by Qurius). Other investments: eBuddy (acquired by Booking.com), Human Inference (acquired by financial investors) and Global Collect (acquired by General Atlantic).

### **PwC, Laurent Probst, Partner, Leader R&D and Innovation**

Laurent is a Partner at PricewaterhouseCoopers (PwC) and leads the Research & Development activities Unit of PwC Consulting Luxembourg. After having developed a research center in Investment management, he has specialized over the last 7 years in Economic development initiatives for governments and regions and high growth companies.

Laurent initiated and developed international partnerships in life sciences, agriculture and IT raising more than \$200 million for setting up local research infrastructure with economic objectives.

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### **Silent Circle, Jon Callas, Co-Founder and CTO**

Inventor, cryptographer, entrepreneur. Co-founder of PGP Corporation, designer of security products that have won major innovation awards from The Wall Street Journal and others. Creator of encryption products currently used around the World such as Apple's Whole Disk Encryption, PGP Universal Server, SCIMP and several others. Jon is considered to be one of the top cryptographers and security software engineers in the world and is a sought-after industry keynote speaker.

### **Skeed, Nariaki Hatta, CEO**

Nariaki had been involved in the internet business since he was university student in 1994. Since then he had been involved in many companies, businesses and start up activities. He has developed first Japanese character based search engine in Japan with unique business model and system which enabled to provide white labeled search engine services to other companies.

Some technology and solution development he took part as CEO was exclusively licensed and provided to Sony corporation. He have led global business for worlds first HDMI WiFi Stick, which was one of smallest STB with Android OS, winning Cablelabs innovation Showcase.

He is very strong at global business development, overall technology for IT/Internet, contents business with DRMs, social media, and mobile as well. Very fast thinking with very deep knowledge of business, markets and technology.

He was born in Japan, lived abroad for total of more than 15 years, mostly in Europe

### **Softkey, Felix Muchnik, Founder and CEO**

CEO in Softkey since 2001. Took part in ISDEF organization, was elected as the Chairman of ISDEF board for several times

Since 1981, engaged in information technology. In 2011 Felix Muchnik entered the list of top-12 most significant managers in Russian internet business according to Forbes. In 2008 Felix Muchnik was honored by special CNews AWARD for individual contribution in e-commerce development in Russia. In 2005 Felix Muchnik was marked as the Person of the Year in Software section according to Rambler. Felix Muchnik graduated math faculty in Voronezh State University in the age of 18. Felix Muchnik was born in 1961 in Inta city (Republic of Komi). He is married, has a daughter and granddaugther.

### **Sony Corporation, Antonio Avitabile, General Manager Strategic Partnerships EMEA**

Identify innovative early stage start-up in the consumer electronic space - facilitate introduction to SONY product groups - support commercial contract and relationship building - deal negotiation, due diligence - support project execution and implementation

### **Triangle Venture Capital, Uli W. Fricke, Managing General Partner**

Uli is one of Triangle's founders. She focuses on internet and media-related software companies. In addition to her work at Triangle, Uli served as Chairwoman of the European Private Equity and Venture Capital Association (EVCA) in 2010-2011. She was also named the most powerful person in private equity for 2010 by REAL DEALS and has been recognized by Dow Jones as one of the 100 most influential women in Europe's finance industry. She currently serves on the boards of fg microtec, iOpener, iPharro and SemEO.

Uli was one of the pioneers in the early internet days, programming BTX (the German internet predecessor) at the start-up "Institut für Bildschirmtext und Telematik" (today part of Amadeus) back in '88. She graduated at the age of 21 from the University of Applied Sciences, Worms with an MBA. After graduation she soon was appointed CEO of the start-up company DFSR (a student exchange travel operator), which Uli joined while still in college. After preparing the company for sale, Uli joined CareMed (a medical insurance underwriter) as CEO, which she later sold successfully. Uli is an unflinching optimist and an entrepreneur to the core – so it's best not tell her something "does not work"!

In her leisure time Uli enjoys ballroom dancing, hiking and snowboarding.

You can reach Uli at: [u.fricke@triangle-venture.com](mailto:u.fricke@triangle-venture.com)

### **Truffle Venture, Bernard-Louis Roques, Co-Founder and General Partner**

Pioneer in the IT venture capital industry in France.

Co-founder of ABN Amro Capital France; successfully led over 30 IT investments, a majority of which were subsequently listed. Strong entrepreneurial experience, having acquired a small French industrial company in 1992, restored it to profitability and sold it at a profit 18 months later.

Board member of Boostermedia, Equitime, Horizontal Software, Keyyo (Alternext: ALKEY), LeadMedia Group (Alternext: ALLMG), Momac, NetBooster (Alternext: ALNBT), NetMediaEurope, Populis, Utel, all Truffle Capital portfolio companies. Initiator and publisher of the Truffle 100 France and Truffle 100 Europe, the leading ranking of the top 100 French and European software vendors respectively.

MBA from ESSEC Business School (Paris), Executive Certificate from MIT.