

## Contact details

Company Name: **Tekmon PC**

Email: **office@tekmon.gr**

Website: **www.tekmon.com**

Tel: **+302651048522**

Address: **5 Karaoli & Dimitriou, Ioannina, 45332, Greece**

## Stage & Financials

Company Stage:

**Secured Seed Round of €500k in Nov2018**

## Core Team

**Dr Nicholas Zinas**

**Managing Director**

*PhD in GeoInformatics from UCL - Best Innovation in Precise Positioning Award from the US Institute of Navigation in 2009, MBA elective courses at London Business School*

**Panos Mitsios**

**COO**

*Structural Engineer with an MBA from the Athens University of Economy & Business and 7 years of experience in Start-Up Business Development*

**Vaggelis Savas**

**Technology Architect**

*Senior software architect with 15 years of experience in software for process automation and optimization of services for the automotive industry*

**Nikolaos Vrettos**

**Software Developer**

*Full-stack software engineer, MSC in Computer Science*

## Summary / Value Proposition

Tekmon helps blue-collar teams work smarter.

Tekmon has created the easiest digital team collaboration and communication tool possible, connecting the disconnected workers and automating workflows to boost productivity, maximize cost savings and enforce compliance.

## Problem

Today 2.5 billion workers do not sit at desks and almost 80% of them do not have a corporate email address, yet 50% of them use a smartphone more than 5 times a day. This workforce in the era of digitization and automation is currently underserved by technology in their workplace.

## Solution

Using Tekmon, blue-collar teams perform their daily operations through a mobile app and therefore spend more time on the field instead of using time consuming arcane methods such as pen and paper or Excel sheets to record workflows. Team supervisors have access to a web platform where they can monitor the workload in real time, communicate with their workforce instantly, analyze field data and make informed decisions.

## Validation/Traction

Tekmon has paying customers in Warehousing, Transport, Property Management and Retail. Notable customers include Athens International Airport, Ahold Delhaize (AB-Vasilopoulos), VIOHALCO and LAMDA DEVELOPMENT. Product launched in Q3 2017, on track for €110k ARR by end of 2018. Internal customer case studies calculated up to 35% increase in productivity and 400% ROI.

## Market

Total Available Market: Global Enterprise Application Market (\$120bn / CAGR 9%).

Total Serviceable Market: Global Collaboration & Mass Notification Software (\$12bn / CAGR 16%)

Projected Market share: \$60mil (Y5)

We have found a market with proven product adoption in retail, transport, warehousing, manufacturing and property management.

## Competitive Advantage / Secret Sauce / USP

Our mobile-first platform is designed to digitize workflows and common business processes with minimal set up time and training. As we aggregate industry specific domain data, our next step is to build a workflow recommendation system using A.I.

## Revenue Model

Software-as-a-Service with monthly subscription fee per user and progressive pricing i.e. the greater number of users the lower the cost

