



# Think outside the Box Inside the Qube



## CEO OF INNOQUBE SWITZERLAND



### Alex Fries

- With **over 30 years of experience** in founding, funding, and managing global businesses
- With **over 20 years of experience** from Silicon Valley
- Originally from **Davos, Switzerland**
- Recognized three times as a **Digital Shaper** in Switzerland

#### My **STARTUPS**



#### My **FUNDS**



#### My **INVESTMENTS**





**We are an Innovation Hub connecting startups, corporates, and investors worldwide to drive innovation and shape the future.**

## Startup Program

We run a 2-month program to help startups grow and succeed.

FUNDING ACCESS

EXPERTISE ACQUISITION

GET MENTORSHIP

MARKET VALIDATION

## Corporate Innovation

We simplify innovation by matching corporations with startups and technology.

FIND TECHNOLOGY

TALENT ACQUISITION

STRATEGIC PARTNERSHIPS

INNOVATION CULTURE

## International Ecosystem

We bring together the best minds and organizations to work and lead the way in innovation.

GLOBAL CONNECTIVITY

INDUSTRY EXPERTISE

MARKET INSIGHTS

MARKET EXPANSION





## ABOUT STARTUP PROGRAM

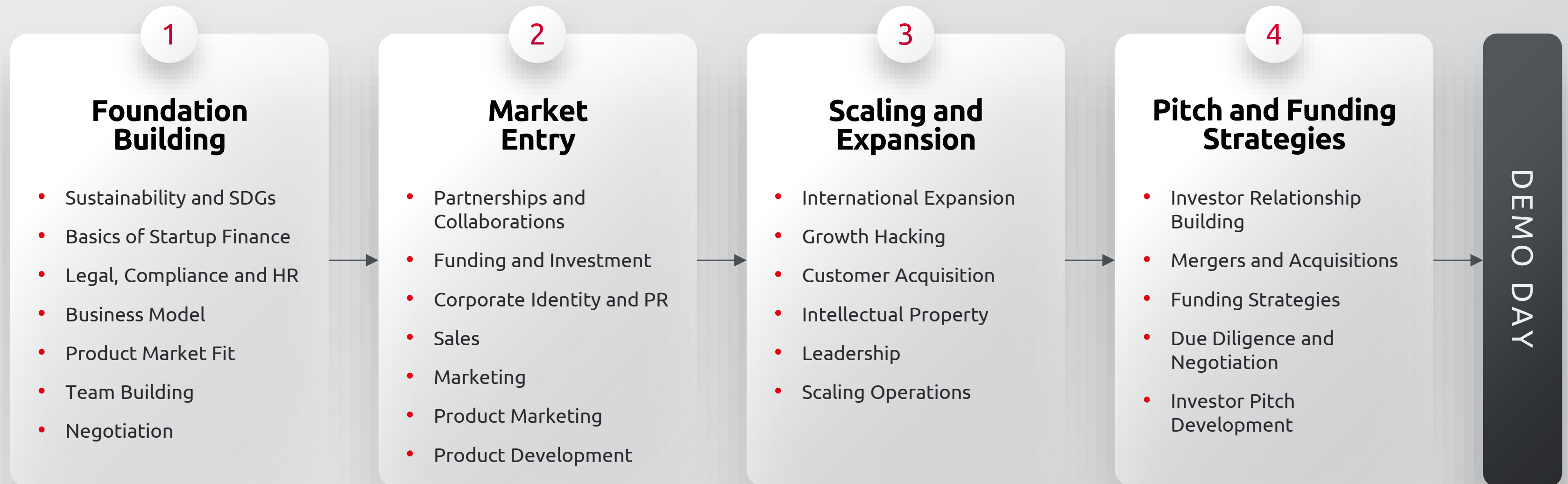
**A 2-month program providing startups with resources, networks, and funding to refine ideas and accelerate growth.**

- ▶ We offer **two batches per year**, with each batch accommodating approximately **15-20 startups**.
- ▶ Each startup receives funding in exchange for **3% equity**.
- ▶ The program ends with a **Demo Day**, where startups showcase their ideas to **potential investors**.





# The two-month program is structured around four focus areas to support early-stage startups.





## OUR VERTICALS

**Aligned with Graubünden's strengths, we have carefully chosen our verticals to maximize success and ensure long-term sustainability.**



Health



Agriculture



CleanTech



Food & Beverage



Supply Chain



Government



Sport



Travel & Hospitality



Construction



SpaceTech



Blockchain



Cyber Security



Artificial Intelligence

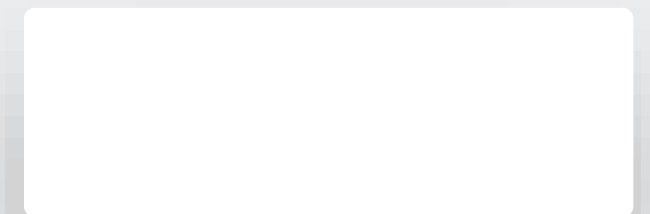


Hardware





**Helping startups expand globally and corporations enhance cross-cultural collaboration and networking.**





## LOCAL PARTNERS

**Local partners are important collaborators who help with real-world testing and development opportunities for startups in our ecosystem.**

- ▶ Following our **'Think Global, Act Local'** approach, we connect startups with local partners .
- ▶ **Offer services and facilities** for startups to turn their innovative ideas into tangible prototypes.
- ▶ Local partners benefit from **early access to innovative startup technologies** and actively support them during the pilot phase, promoting collaborative growth and development.







# We partner with corporates from across the globe to drive innovation together.

## CORPORATE PARTNER


We simplify corporate innovation by matching corporations with startups.

This allows corporates to increase operational efficiency, reduce costs, discover new product lines, and foster core innovation.

## OUR CORPORATE NETWORK

PLUGANDPLAY

 Microsoft

 Graubündner  
Kantonalbank



andreesen.  
horowitz

energie360°

 ZINDEL  
UNITED

 Fachhochschule Graubünden  
University of Applied Sciences

25+ more



WITH US CORPORATES CAN

## We provide comprehensive support to our corporate partners in all areas of their innovation efforts.

### ▼ Explore

Gather valuable insights, knowledge, and resources for innovation.

INNOVATION INSIGHTS

KNOWLEDGE SHARING

**STARTUP DATABASE**

INNOVATION EVENTS

### ▼ Engage

Actively participate and engage in the innovation ecosystem.

WORKSPACE

**EMPLOYEE TRAINING**

**CORPORATE MATCHMAKING**

**SPIN-OFF OPPORTUNITIES**

### ▼ Invest

Explore investment opportunities and strategic partnerships.

DEMO DAY

**QUARTERLY PITCH EVENT**

M&A POTENTIAL

INNOQUBE VENTURES





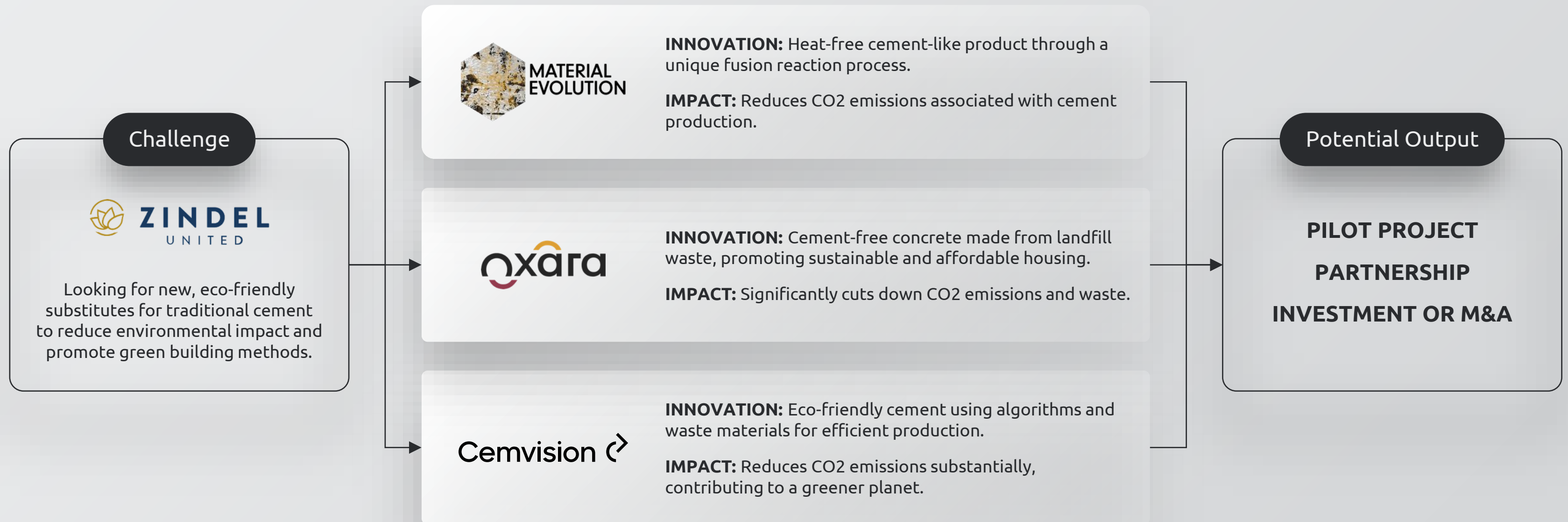
## OUR SERVICES





## CORPORATE MATCHMAKING EXAMPLE

**Here is a potential challenge identified by a corporate partner, and we've matched it with startups.**







## CORPORATE MATCHMAKING EXAMPLE

Here are some potential challenges identified by a partner, and we've matched them with startups.

### Maintenance, repair & customer care

- ✗ Service contracts (further products / regions)
- ✗ Maintenance & repair (capture increase)
- ✗ Premium service & support
- ✗ Digital workflow guidance
- ✗ Modularized / extended service contracts
- ✗ AR/VR-based training & capability enhanc.
- ✗ Accelerated & transp. inhouse repair process
- ✗ (Web-)App-based direct customer support
- ✗ Recall service

### Consulting

- ⊕ Consulting services for dental labs
- ⊕ Extended consulting offering
- ⊕ Consulting partnership with consultancy

### Design & manufacturing services

- ⊕ Digital Stock Management
- ⊕ Service+
- ⊕ Design service
- ⊕ CAM premium support incl. 3<sup>rd</sup> party
- ⊕ Lab24
- ⊕ CAM strategy configurator & pool

### Finance & leasing

- ✗ Leasing, renting & payment by material
- ✗ Flexible leasing conditions incl. maintenance

### Treatment services

- ✗ 24/7 dental concierge service
- ⊕ Practice & lab marketing
- ⊕ Patient treatment monitoring
- ⊕ AI-based material selection support
- ⊕ Patient engagement mobile app
- ⊕ Material selection support

### E-Services

- ✗ Customer e-service
- ✗ Chatbot service
- ✗ Enhanced web shop
- ✗ Product selection engine
- ✗ Customer portal

### IoT-based services

- ⊕ Equipment performance optimization
- ⊕ Equipment data benchmark
- ✗ Predictive maintenance w/ maint. scheduling
- ✗ Equipment as a service
- ✗ Online asset management

✗ Product services   ⊕ Cost & efficiency services   ⊕ Clinical quality & outcome services



**We help enhance your existing operations, making them better, faster, and more cost-effective, not just focusing on future technologies.**

### Examples

- ▶ **AI-powered Language Translation:** Enhance customer service across global markets.
- ▶ **Predictive Maintenance:** Use machine learning to predict equipment failures early, reducing downtime.
- ▶ **Sales Data Analytics:** Use AI to analyze sales patterns for smarter strategies and precise customer targeting.

### Key Benefits

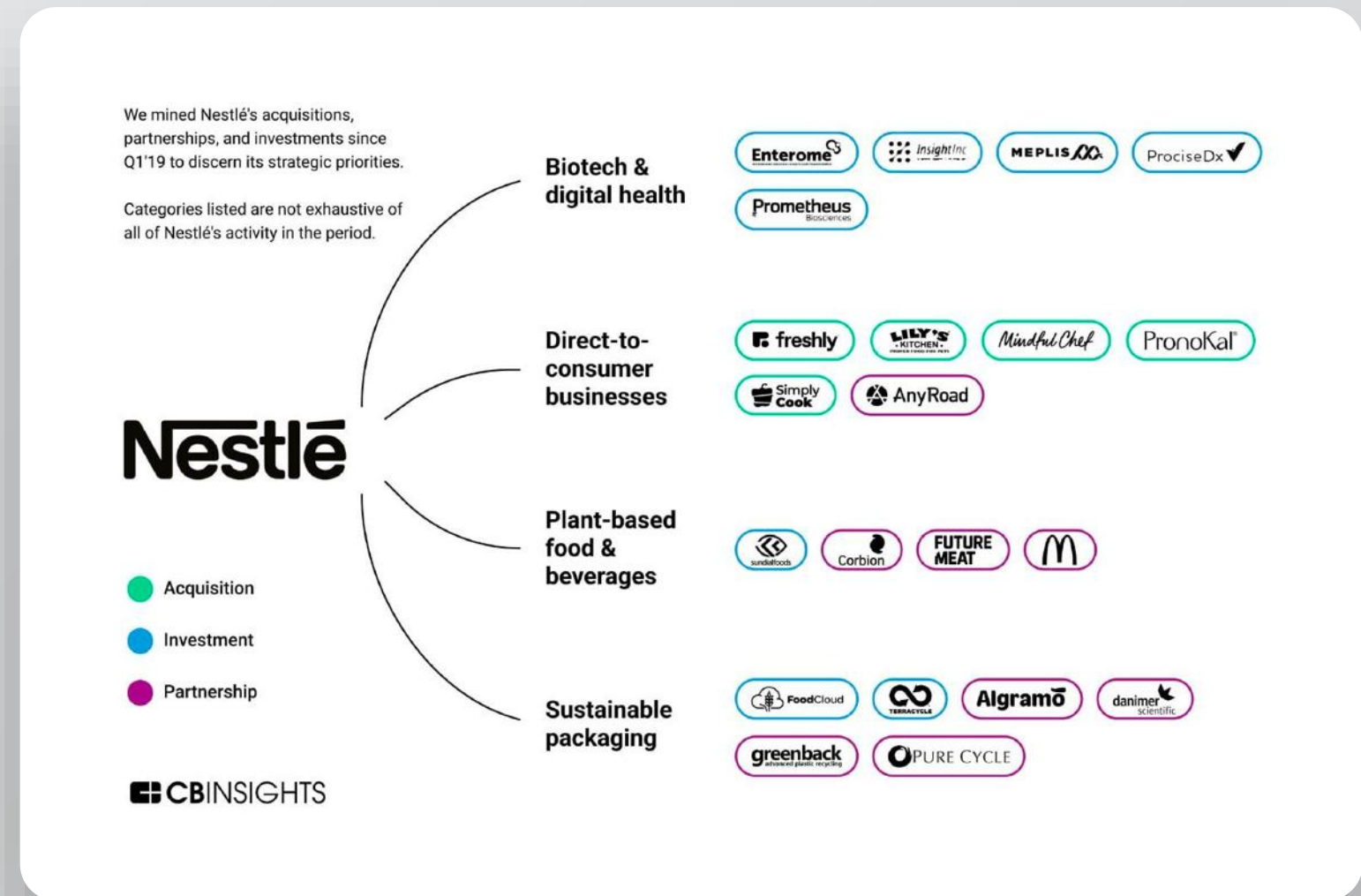
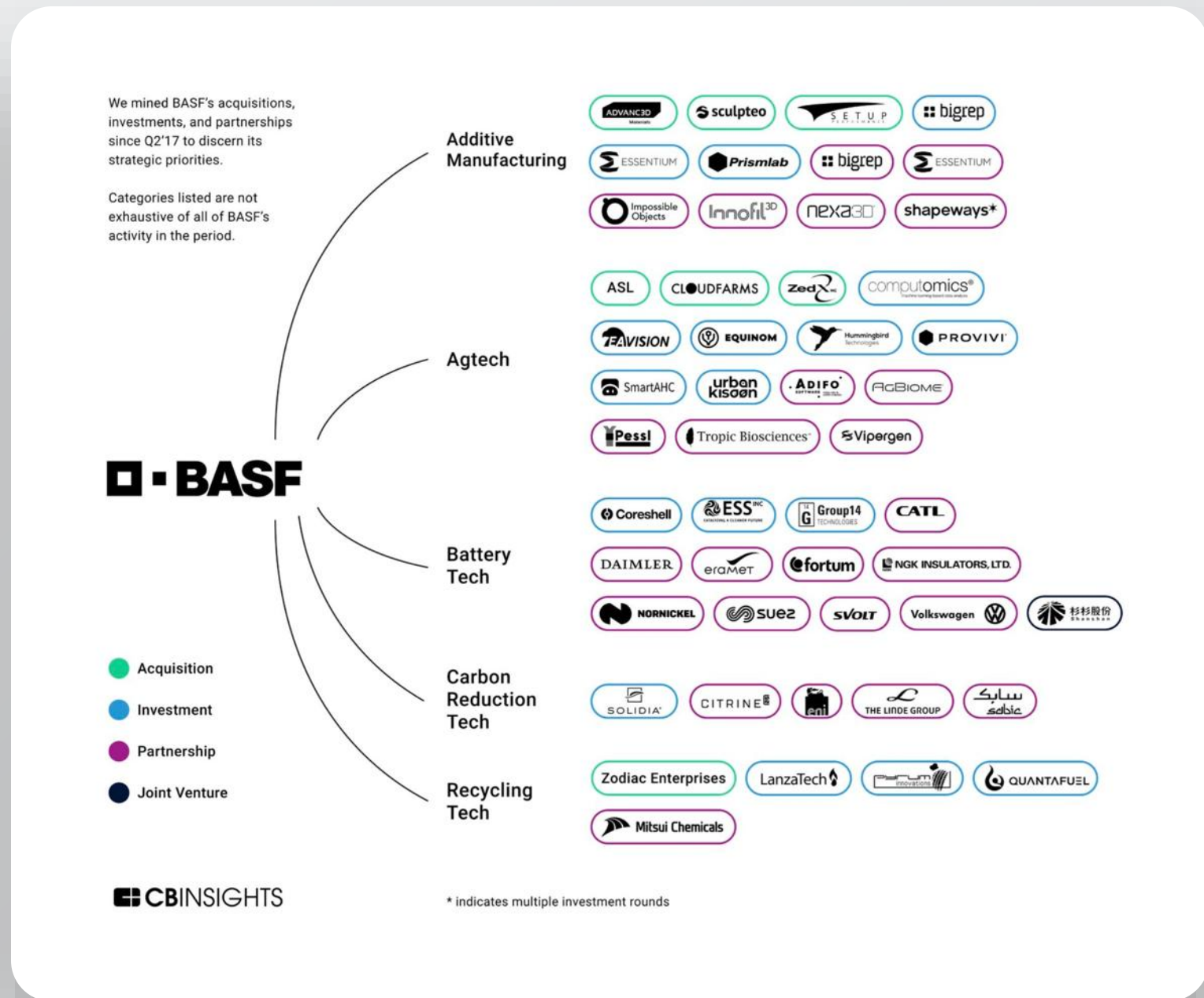
- ▶ Improve operational efficiency
- ▶ Reduce costs
- ▶ Enhance productivity
- ▶ Streamline processes





# EXAMPLE OF CORPORATE INVOLVEMENT IN INNOVATION

## How Corporates Engage in the Innovation Ecosystem.





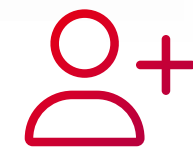
# Sponsor our batch to build early loyalty with startup founders and VCs through early-stage investments.

## BATCH BY **YOUR COMPANY**

- ▶ Sponsors can specify particular innovation challenges to be addressed.
- ▶ InnoQube Switzerland and the sponsor will select up to 20 promising startups.
- ▶ Sponsors have first priority for pilot projects or partnerships with the chosen startups.



BOOST YOUR REVENUE



ACQUIRE NEW CUSTOMERS



DISCOVER NEW TECHNOLOGIES



# STARTUPS FROM BATCH 1



**BIOS Medical AG** | Health  
[www.biosmedical.care](http://www.biosmedical.care)



**Winduction** | CleanTech  
[www.winduction.com](http://www.winduction.com)



**Green Ant** | SpaceTech  
[www.greenant.farm](http://www.greenant.farm)



**Operal** | CleanTech  
[operal.solutions](http://operal.solutions)



**VIRA DRONES** | Supply Chain  
[www.viradrones.com](http://www.viradrones.com)



**Ponera Group** | Supply Chain  
[www.poneragroup.com](http://www.poneragroup.com)



**grizoon** | AI / e-Commerce  
[www.grizoon.com](http://www.grizoon.com)



**SmartHaul** | Supply Chain  
[www.smarthaul.co](http://www.smarthaul.co)



**Wurfeli** | CleanTech  
[wurfeli.ch](http://wurfeli.ch)



**Point Pressure** | Health  
[pointpressure.com](http://pointpressure.com)



**Swijin AG** | Sport  
[swijin.com](http://swijin.com)



**BOTTLESS** | CleanTech  
[www.thebottless.com](http://www.thebottless.com)



**Scout Sync** | Sport  
[www.scoutsync.com](http://www.scoutsync.com)



**GET LOCALAG** | Hospitality  
[getlocal.ch](http://getlocal.ch)



**Workki AI** | Government  
[workkiai.com](http://workkiai.com)



**EIVIE** | Agriculture  
[flivie.webflow.io](http://flivie.webflow.io)



**Nutri Buddy** | Health  
[www.welmybuddy.com](http://www.welmybuddy.com)



**FortyGuard** | CleanTech  
[www.fortyguard.com](http://www.fortyguard.com)



**AI.R** | Construction  
[ai-r.tech](http://ai-r.tech)



**Cloud of Legacy** | Government  
[cloudoflegacy.com](http://cloudoflegacy.com)



# ConstructionTech - Pitch Day



-  Thu, 28. November 2024
-  18:00 - 19:30
-  InnoQube Switzerland, Chur (CH)



## OUR FACILITY

**Our Innovation Hub will provide a modern facility for global organizations to collaborate and innovate.**

- ▶ Be part of the future of innovation and industry advancements by engaging with our dynamic ecosystem at **our facility**.
- ▶ We will host **weekly events** to create a vibrant atmosphere within the building.
- ▶ The cutting-edge facility is scheduled to be fully operational by **April 1st, 2024**.







# OUR FACILITY







# TEAM

## BOARD OF DIRECTORS



**Franco Quinter**  
Chairman of the Board



**Alex Fries**  
CEO and Board member



**Andi Zindel**  
Board member



**Dalith Steiger**  
Board member



**Veronica Besmer**  
Board member

## ADVISORS



**Alireza Masrouf**  
General Partner  
Plug & Play Ventures



**Kevin Russi**  
Partner  
RUSSI & PARTNER AG



**Josef Walker**  
Head of Department  
Entrepreneurial Management  
Fachhochschule Graubünden



**Ivo Ronner**  
General Partner  
Digital Twins Capital



**Andreas Zindel**  
CEO  
Zindel United



**Ashutosh Singh**  
Partner  
InnoQube India



**Stew Langille**  
VP Marketing  
LoanSnap



**Philippe Haas**  
Healthcare Expert

# Innovation hub in the Alps

**1200m<sup>2</sup>**  
facility

**3**  
**Month**  
Startup Program

**10**  
Verticals

Partner Packages

**BRONZE**  
CHF 10'000

**SILVER**  
CHF 50'000

**GOLD**  
CHF 90'000

**\$50,000**  
in return for 5% equity

**4**

Innovation Hub  
Partners

**60/40**

profit-sharing



**Alex Fries**

**CEO**

alex@innoqube.swiss





EXPLORE

# Gather valuable insights, knowledge, and resources for innovation.



## Innovation Insights

Stay updated with industry trends to inform your innovation strategy.



## Knowledge Sharing

Connect with other professionals and benefit from a valuable network.



## Startup Database

Access a wealth of opportunities within our extensive startup database.



## Innovation Events

Network with industry leaders and entrepreneurs at our exclusive events.





## ENGAGE

# Actively participate and engage in the innovation ecosystem.



### Workspace

Collaborate and innovate in our dedicated workspace, created to encourage active engagement in the innovation ecosystem.



### Employee Training

Improve your team's skills and support their development through specialized training led by our experts.



### Corporate Matchmaking

We analyze corporate challenges and connect them with startups that offer customized solutions. Additional fees apply.



### Spin-off Opportunities

Accelerate growth by separating promising internal projects and bringing them to InnoQube Switzerland.





## INVEST

# Explore investment opportunities and strategic partnerships.



### Demo Day

The startup program ends with a Demo Day, where startups showcase their ideas to potential investors.



### Quarterly Pitch Event

We host pitch sessions every quarter to showcase the great early-stage startups in our ecosystem.



### M&A Potential

Explore M&A potential to strategically expand and diversify your corporate portfolio.



### InnoQube Ventures

Invest in our fund and become an integral part of the success story of our startups while realizing profitable returns.