

September 14th, 2018

Investment opportunity:

Capital for growth for an established manufacturer and operator in the field of identification of elements with satellite images.

The enterprise

Our company was founded with the need to produce insights for vast areas more efficiently. From the beginning, we wanted to develop technological innovation to give answers to the needs of electrical companies faster and more efficiently. Our solution helps companies to reduce the spending on Maintenance and Operation, especially field work. As an example, we can identify trees endangering power lines, or clients distribution along the grid. We are a Chilean company that has the intention to reach the Latam area and then explore new markets. Our company was founded in Feb 2018 and in a few months we have been able to close two deals with big players in Chile and create a solid commercial network. We have been selected in a government fund and we were able as a company to gather a technical team and to develop a commercial strategy which gave us the chance to reach our first sales during the starting months of the program.

Current situation

Our company is a cloud GIS (Geographic Information System) which we incorporate modules of analysis to identify spatial elements, using satellite images. We use a license model of USD 45,000 per year. Inside our platform, we offer specific modules for object recognition from a cost of USD 14,000. Recently, we won an extension of our program, being selected as one of the five better Startups in our program (80 Startups). Since our participation in the Chilean government program, we have sales representing US\$130k. We are in a moment of consolidation of our company in Chile but also we are seeking internationalization, starting for Latin America. At the same time, we are expanding our markets going from Energy to Utilities, creating new modules of analysis for them. At this moment, we are looking for investment with the intention of growing during 2019 and reach new clients and contracts.

Our team

We have experience in Business Development, Data Science and Programming. The co-founders have more than 10 years of experience in Energy Sector and Technology.

Objective of the partnership

We are looking for a strategic partner or financial investor who would like to participate as a minority shareholder in the company over the long term. We would like to focus the additional financial resources in setting-up our new markets, including development of sales teams, marketing, advertising and expansion of our existing planning and production capacities.