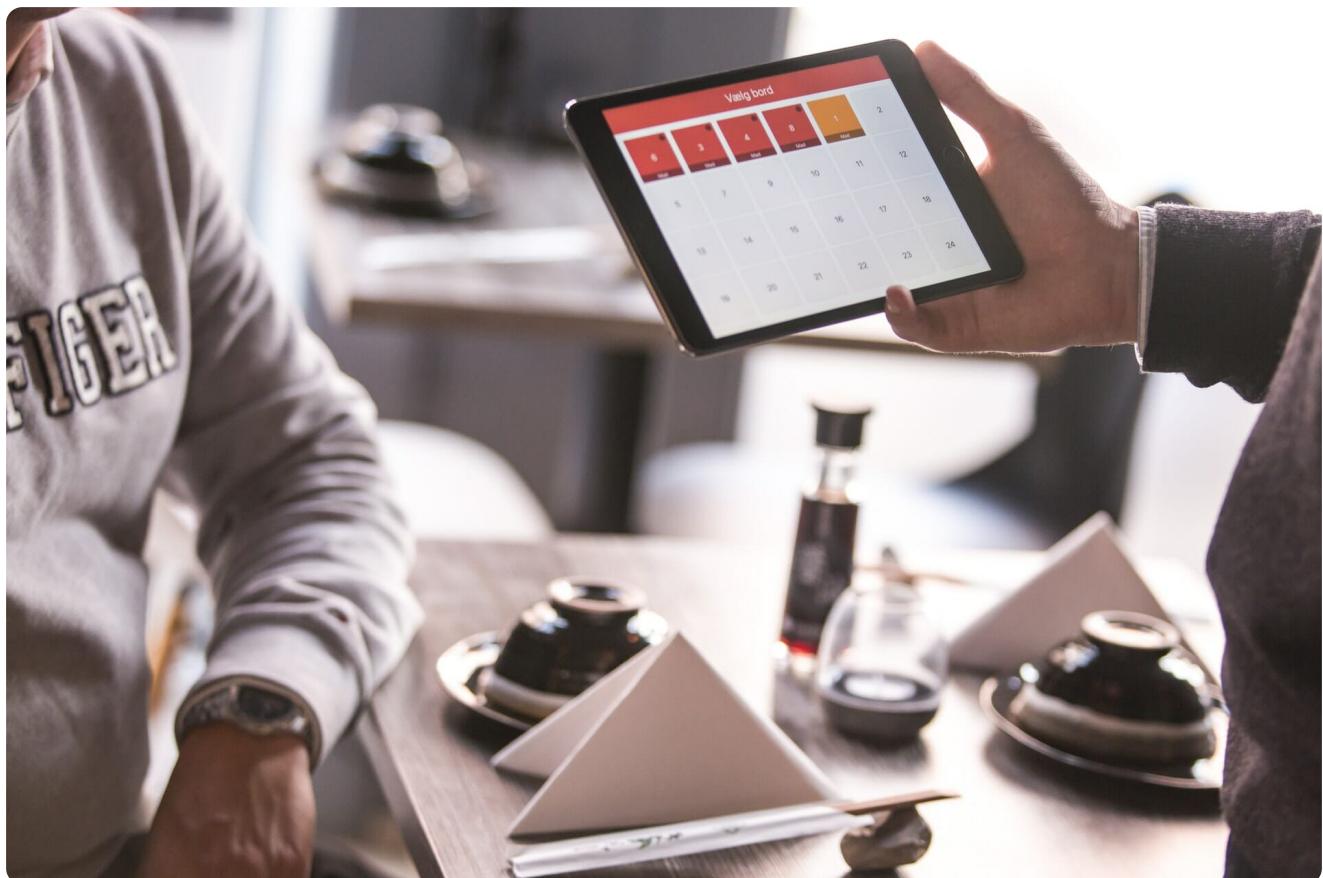


Reliable, convenient and cloud-based hospitality system

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Samenvatting

Datum: 6 September 2021

URL: <https://venturecapital.nl/reliable-convenient-and-cloud-based-hospitality-system/>

Contact & Site

Extra beschrijving

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Beschrijving onderneming:

This startup offers plug & play cloud-based hospitality software system which runs on any platform (such as Windows, Android and iOS), allowing them to support both desktop and mobile. While most cloud-based software requires an internet connection, our Point-of-Sale (POS) application has an offline-mode which allows continued usage while offline.

Within the hospitality industry, a POS system is a combination of network, hardware and software which allows end-users (hospitality venues and their employees) to place orders and settle bills for their guests (consumers).

The competing software vendors of this startup have already established a network and organization, with sales and support capacity, which currently implements another software product. Most of them do not develop their own software, which allows them to focus on support & service, while the software vendor can focus on innovation. Due to its independence and technological edge, is uniquely positioned to start strategic collaborations with these partners.

Business Model:

This SaaS platform has a monthly recurring license fee for venues and pay-per-use for consumers. They are currently implementing a dealership model.

Type klant:

B2B & B2C

Gewenst type investeerder:

Angel investor and/or Private Equity

USP's:

This is a cloud-based system that works on any device, even offline. Robust, easy to use and highly flexible. This system exists now for six years which incrementally improved their proposition.

Benodigd Kapitaal:

€300.000,-

Investeringsbehoefte:

For the next 2 years: €100.000,- development, €100.000,- sales, €50.000,- marketing and €50,000 for unexpected costs.

Sector:

B2B Software and Horeca

Bedrijfsfase:

Early Growth

Aantal founders:

2

Aantal huidige werknemers:

1-5

Maandelijkse omzet (huidig):

€7.500,-

Omzet (Prognose) komende 12 maanden:

€125.000,-

Omzet (Prognose) maand 13 - 24:

€400.000,-

Huidige maandelijkse kosten:

€5.000,-

Reeds toegezegde financiering:

€100.000,-

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