

# SaaS for Aviation cost management (co-founder opportunity)

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## Samenvatting

**Datum:** 6 December 2021

**URL:** <https://venturecapital.nl/saas-for-aviation-cost-management/>

## Contact & Site

## Extra beschrijving

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### **Beschrijving onderneming:**

This startup is focused on giving general aviation and commercial aviation operators unique, real time access to accurate cost estimates. Their service is a software product (Saas) but their intention is also to develop an app.

Margins have never been more important. The company fills a need in aviation to ensure that general aviation and commercial aviation operators are making current and future decisions based on each operator's own data.

### **Business Model:**

Set up fees + monthly subscription

### **Type klant:**

B2B

### **Gewenst type investeerder:**

Angel investor; Venture Capitalist

## **Gewenst type Co-founder / Partner:**

Technical background

## **Wat wordt er verwacht van een nieuwe co-founder/partner:**

Software development expertise, ideally with complex data algorithms, and ideally with knowledge of the aviation sector.

## **USP's:**

**Data accuracy** - This startup uses each operator's proprietary data to ensure accuracy and completeness, e.g. by including fixed costs in the calculations in a dynamic way.

**Real time quoting capabilities** - General aviation operators need to digitalize their data and be able to access it in real time to generate reliable quotes that help the business manage profitability and achieve their strategic goals.

**Automated quoting process** - Operators run with small teams. By automating the quote process, with reliable digitalized information, they are able to respond quickly and accurately.

**Market disruptor** - Due to real time component of cost analysis, other similar offers focus on using generically available information from global databased ignoring actual costs an operator has as well as excluding fixed costs. This startup overcomes this.

**Benodigd Kapitaal:**

€500.000,-

**Investeringsbehoefte:**

MVP creation and hiring of sales team

**Sector:**

B2B Software

**Bedrijfsfase:**

Seed

**Aantal founders:**

2

**Aantal huidige werknemers:**

1-5

**Ervaring:**

Global experience in strategy, branding, business development + finance and accounting.

**Maandelijkse omzet (huidig):**

€0,-

**Omzet (Prognose) komende 12 maanden:**

€500,-

**Omzet (Prognose) maand 13 - 24:**

€1.500.000,-

**Huidige maandelijkse kosten:**

€100,-

**Reeds toegezegde financiering in deze ronde:**

€0,-

**Overige relevante informatie:**

This company has been self funded until now (€189.000,-). However, they are now ready to create the MVP and need external financing to achieve this.

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