

CCO gezocht voor plug & play cloud-based hospitality software system

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Samenvatting

Datum: 3 March 2022

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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, the 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. This startup, 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

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.

Gewenst type Co-founder / Partner:

Marketing; Commercieel

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

You will be responsible for ensuring the long-term commercial success of the startup, by suggesting and implementing changes in the commercial strategy and taking the lead in overall business development.

Investerings:

Nader te bespreken

Sector:

Horeca; Fintech

Bedrijfsfase:

Early Growth

Aantal huidige founders:

1

Aantal huidige werknemers:

1-5

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Videopitch bekijken

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