

RE

DEMO NIGHT

October 13, 2020

Cohort #1

A program by

BMW Foundation
Herbert Quandt

Operated by

**WINTER
NEHMER
TUM**

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Dear Guests,

A warm welcome to the RESPOND Demo Night of Cohort #1, the final event of the RESPOND Accelerator, showcasing the final pitches of ten innovative, impact-driven startups.

In the past five months, we have accelerated the amazing journey of these startups towards a more just and sustainable future. Under the most unusual circumstances, they have worked hard on their businesses while receiving intensive coaching and mentoring by RESPOND. We believe innovative business models can respond and deliver solutions to the global challenges of our time.

Let's bring all our attention to the energy, creativity and innovation of the startups of Cohort #1.

Get inspired and enjoy the pitches!

Your RESPOND Team

RE AGENDA

DEMO NIGHT

- 4:30 PM** Welcome
by Heba Aguib & Miki Yokoyama
- 4:40 PM** Five Startup Pitches
by RESPOND Cohort #1
- 5:10 PM** Keynote
by Fridtjof Detzner
- 5:20 PM** Five Startup Pitches
by RESPOND Cohort #1
- 5:50 PM** Conversation
with James Arbib
& Amit Pradhan
- 6:00 PM** Closing



To all frontrunners, pioneers, risk takers, and innovators: If you want to tweet and post about the Demo Night, please don't forget to tag @respond_accelerator and #HowWillYouRESPOND in your post.

RE WHAT IS RESPOND?

RESPOND is a BMW Foundation accelerator program, operated by UnternehmerTUM, to accelerate startups to take their business to the next level. We contribute to a systemic change towards a more sustainable and responsible economy.



OUR MISSION

Our mission is to build a more just and sustainable future by inspiring, activating and empowering entrepreneurs who are contributing to the United Nations' 2030 Sustainable Development Goals.

OUR PROGRAM

RESPOND is a 5-month startup accelerator program based in Munich, Germany, which empowers purpose-driven founders to scale their business and impact model.



RE WHAT DO WE OFFER?



Impact in Business



Focus on Responsible Leadership



Technology & Innovation



Coaching & Mentorship



International Network & Visibility



Workspace & Prototyping



No Equity & No Fees



RE WHO IS BEHIND RESPOND?





Heba Aguib

Chief Executive



Miki Yokoyama

Chief Operations Officer



Bennet Barth

Program Director



Henrike Neulen

Program Manager



Thomas Röhrl

Program Manager



Andreas Heitmann

Intern



Mauricio Fleischer

Intern

RE RESPOND COHORT #1

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RE COHORT #1

MADE OF AIR



Key facts

CEO:	Allison Dring
Based in:	Berlin, Germany
Incorporation year:	2016
Funding:	€500K
Website:	madeofair.com
Contact:	allison@madeofair.com



Product

Made of Air manufactures a thermoplastic granule composed of 90% carbon from the atmosphere, rendering it carbon negative. The material may be formed into boards, facade and interior paneling or other three dimensional products such as furniture, by compression, extrusion or injection molding, producing alternative base material to traditional construction materials.

USP

- + The most carbon negative of any manufacturable material, costing less than comparable plant-based polymers
- + CO2 negative thermoplastic material improving the carbon footprint in building materials and consumer goods

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MADE OF AIR

Impact

- + Alternate base material for manufacturing which sequesters around 2.5 tons CO₂ per ton, producing a surplus of 3.6MWh of electrical energy per ton
- + Sequestering CO₂ with building material, converting urban areas as an additional global carbon sink

Business Model

- + B2B
- + Sales of the granules and carbon credits



Looking for

- + Investors for a €4M seed round
- + Strategic partners for pilot projects

Notes

RE COHORT #1

GOT BAG



Key facts

CEO:	Benjamin Mandos
Based in:	Mainz, Germany
Incorporation year:	2016
Funding:	€825K
Website:	got-bag.com
Contact:	ben@got-bag.com

Product

GOT BAG runs a network of 1,500 fishermen in Asia which recovers plastic from the ocean. The PET part of the waste collected is transformed into a yarn which is used to produce the fabrics for their backpacks.

The backpack is 100% waterproof thanks to a BIO PU coating GOT BAG invented in collaboration with Covestro.

USP

- + World's first backpack made from ocean plastic

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GOT BAG

Impact

- + During their first year, they recovered 80 tons of plastic from the ocean
- + A network of fishermen that can collect 40 tons of ocean plastic in a week
- + Raising awareness on plastic pollution in areas where there is no waste management

Business Model

- + B2B
- + Online sales & retail stores

Looking for

- + Contacts and strategic partnerships to achieve more and create an impact together

Notes

RE COHORT #1

KRAFTBLOCK



Key facts

CEO:	Martin Schichtel
Based in:	Saarbruecken, Germany
Incorporation year:	2014
Funding:	€5.2M
Website:	kraftblock.com
Contact:	martin@kraftblock.com

Product

KRAFTBLOCK develops and sells sustainable, easily scalable, high-temperature energy storage systems (temperatures up to 1,300°C) for storing large amounts of energy in a small space. The energy storage systems are made of 85% recycled raw materials, have a lower CO2 footprint than competitive systems and can be used universally: Power-to-Heat, Heat-to-X.

USP

- + The only energy storage with a temperature of over 800°C
- + Made of 85% recycled raw materials
- + Lowest CO2 footprint of all energy storages as well as high capacity, low charging times, high cycle quantity, scalable, and 100% customizable

RE COHORT #1

KRAFTBLOCK

Impact

- + Decarbonizing industries
- + Introducing clean green energy in the heat processes of different industries
- + Storing excess renewable energies

Business Model

- + B2B
- + Selling / leasing storage systems

Looking for

- + Strategic alliances to fuel commercial growth and additional customers interested in our energy storage solution

Notes

RE COHORT #1

HAWA DAWA



Key facts

CEO:	Karim Tarraf
Based in:	Munich, Germany
Incorporation year:	2016
Funding:	€1.6M
Website:	hawadawa.com
Contact:	karim.tarraf@hawadawa.com

Product



HAWA DAWA provides full coverage and high definition air quality insights at a fraction of traditional costs. Their AI-based “AIR platform” intelligently combines data from proprietary industry-grade IoT sensor networks with other sources like satellite data and weather information. HAWA DAWA customers can access or integrate historic, current or predictive air quality information through dashboard applications and straightforward API’s. The technology is used in a broad range of applications ranging from health to mobility and shipping.

USP

- + An extensive tech stack: IoT, satellite technology, data fusion, processing, advanced analytics, and advanced modelling
- + Scalable business model for extensive data coverage on a global scale
- + Combining several disciplines (epidemiology, traffic engineering, ecoclimatology) in one approach

RE COHORT #1

HAWA DAWA

Impact

- + Providing the technical and business solutions for integrating air quality data and data-based insights across relevant market segments
- + Increasing efficiency gains and optimize processes from an air quality, and commercial perspective

Business Model

- + B2B
- + SaaS, DaaS

Looking for

- + Strategic partners and foundations interested in supporting concrete projects on health and air pollution with local buy-in for two of the worlds largest cities
- + VCs interested in challenging the status quo in air quality monitoring and management

Notes

RE COHORT #1

AMPARO



Key facts

CEO:	Lucas Paes de Melo
Based in:	Berlin, Germany
Incorporation year:	2016
Funding:	€2.3M
Website:	amparo.world
Contact:	lucas@amparo.world

Product

Amparo develops prosthetic sockets that are the interface between the residual limb and the prosthesis. It is made of a lower temp material, which allows the product to be fitted directly to the residual limb in less than one hour. All the tools necessary for this new process fit in a sports bag and allow the fitting to happen in remote areas, instead of in the workshop.

USP

- + Mobile product molding directly on the stump up to ten times
- + Confident mobility to empower amputees
- + Larger area coverage with remote service provision
- + Reduced costs and low-service setup
- + Reliable quality service

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AMPARO

Impact

- + Affordable access to easy-made prosthetics for amputees
- + Solving the deficiencies in the prosthetics care infrastructure globally

Business Model

- + B2B
- + Developers, manufacturers, and distributors of prosthetic products

Looking for

- + Funding to increase production capacity, extend the product portfolio, and expand to new markets
- + Strategic partnerships in manufacturing, rehabilitation and governmental relations

Notes

RE COHORT #1

BRICKIFY



Key facts

CEO:	Oluwamayowa Salu
Based in:	Ikorodu, Nigeria
Incorporation year:	2019
Funding:	€50K
Website:	brickify.xyz
Contact:	salumayowa@yahoo.com

Product

Brickify recycles plastic waste into water, fire and heat resistant paving bricks used to construct roads and low-cost houses. The bricks work like Lego bricks, i.e. they interlock and do not need additional materials when being used for construction. The bricks are stronger and more durable than conventional bricks and have passed all necessary engineering tests.

USP

- + Bricks are 50-70% cheaper than competing products
- + No need for additional materials during the construction process

RE COHORT #1

BRICKIFY

Impact

- + Decreasing and removing plastic waste from the environment
- + Making housing available and affordable to all members of the society

Business Model

- + B2B
- + B2G
- + Sales to NGOs

Looking for

- + Funding as well as partners and customers who want to deploy our solution to those that need it

Notes

RE COHORT #1

GOODBAG



Key facts

CEO:	Christoph Hantschek
Based in:	Vienna, Austria
Incorporation year:	2015
Funding:	>€250K
Website:	goodbag.io
Contact:	ch@goodbag.io

Product

Goodbag is a smart reusable shopping bag that enables users to plant trees, clean plastic waste out of the ocean or receive a discount as a reward every time they bring their own bag to the store. Goodbag works through an NFC chip that is integrated in the goodbag logo and connects with the users' phone through the goodbag app. In the goodbag app users can track their positive impact. They see in real time how often they reused their bag, how many trees they have planted and how much plastic they have collected.

USP

- + Enabling people to make the world better in their everyday life and see their impact in real time
- + A global platform that offers brands a new way to interact and protect the environment
- + A “customer experience as a service” for brands

RE COHORT #1

GOODBAG

Impact

- + Individuals are incentivized to reuse their bag through real time feedback and nudging
- + Users can plant trees or support ocean clean-ups every time they reuse their bag

Business Model

- + B2B: SaaS for participating brands
- + B2B & B2C: Sales of products and hardware (bags & NFC chips)

Looking for

- + Customers that would like to integrate goodbag into their retail stores
- + Seed funding to scale up

Notes

RE COHORT #1

BOSAQ



Key facts

CEO:	Jacob Bossaer
Based in:	Gent, Belgium
Incorporation year:	2017
Funding:	€1.8M
Website:	bosaq.com
Contact:	jacob.bossaer@bosaq.com

Product

BOSAQ supplies decentralized drinking water purification installations. They can convert any kind of water into perfect drinking water up to European standards. The BOSAQ technology can be used in rural areas to supply clean drinking water based on renewable energy and membrane technology.

USP

- + Decentralized high-tech installation, operating with renewable energy, low operational costs, and low maintenance
- + Unique and affordable drinking water sensor
- + Patented IP making it possible to sell under the current market price

RE COHORT #1

BOSAQ

Impact

- + Supplying clean drinking water in rural and remote areas
- + Creating a local economy and improving the health of people living in rural and remote areas

Business Model

- + B2B
- + WaaS model (Water as a Service) by getting paid per cubic meter of water

Looking for

- + Funding
- + Partners at governmental level and new customers

Notes

RE COHORT #1

MEERSENS



Key facts

CEO:	Morane Rey-Huet
Based in:	Lyon, France
Incorporation year:	2017
Funding:	€1.5M
Website:	meersens.com
Contact:	morane@meersens.com

Product

Meersens is a SaaS social platform based on machine learning algorithms and AI which identifies environmental issues and their impact on public health. Identified problems can be prevented using a predictive and preventive approach to save lives.

USP

- + Community solution, preventive and predictive for the public interest
- + Completely modular, mobile and customizable and a tailor-made risk index
- + Working on all exposome concerns and making it visible and predictive to save lives

RE COHORT #1 MEERSENS

Impact

- + Helping people, communities, hospitals, governments, etc. to improve and protect life while creating a sustainable future

Business Model

- + B2B
- + SaaS offers for companies, industries, hospitals, health and safety committees

Looking for

- + A €3M seed round to scale the business with smart city players in Europe, support our innovation roadmap around our SaaS platform and prepare to enter the North American market

Notes

RE COHORT #1

PLAN A



Key facts

CEO:	Lubomila Jordanova
Based in:	Berlin, Germany
Incorporation year:	2017
Funding:	Seed
Website:	plana.earth
Contact:	hi@plana.earth

Product

Plan A enables companies to monitor and offset their environmental impacts with a B2B end-to-end SaaS model that analyses client data and creates tailored action plans based on key environmental indicators. They use data analysis to help businesses join the path to sustainability and meet the requirements of their different stakeholders.

USP

- + Plan A combines the different offerings of the market into one solution, made affordable and effective for SMEs by an emphasis on automation and ease of use for the client

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PLAN A

Impact

- + With Plan A, a business can grow with sustainability in mind
- + Providing targeted action plans that serve to improve environmental performance along the key indicators

Business Model

- + B2B
- + SaaS on a subscription basis

Looking for

- + Corporate partners

Notes

RE DEMO NIGHT SPEAKER #1

Fridtjof Detzner

- + Co-Founder & Partner of Planet A Ventures
- + Co-Founder of Jimdo
- + Advisor at Greentech Alliance
- + Member of the Advisory Council at Tomorrow
- + Co-Founder of WILDPLASTIC
- + Co-Founder of greenloop





RE DEMO NIGHT SPEAKER #2

James Arbib

- + Co-Founder of RethinkX
- + Founder of Tellus Mater Foundation

RE DEMO NIGHT SPEAKER #3

Amit Pradhan

- + Founder & President of Silicon Valley Blockchain Society
- + Chairman at Zero Labs
- + Managing General Partner at JetVentures
- + Advisory Board Member at Arowana Capital
- + Board Member (USA) of Norwegian Refugee Council







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