



**Foundry Paris**

**2018 COHORT**

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# MENTORING. EXECUTION. PITCH.

The SAP.iO Foundries are a global network of top-tier startup programs that help startups build innovative software and deliver high value for customers. The programs offer tailored mentorship, access to SAP APIs, SAP technologies, and opportunities for exposure to SAP customers.

For 10 weeks, six teams take part in many tailored meetings, workshops and mentoring sessions.

We would like to thank every one who contributed to the success of our entrepreneurs.

Thank You



**Sébastien Gibier**  
Director, SAP.iO Foundry Paris



**Séverine Kichou**  
Program Manager, SAP.iO Foundry Paris

## Brennus Analytics - AI-Powered Pricing Solution

### WHAT THEY DO

Brennus Analytics has developed a distinctive **AI-Powered Pricing Solution** for **B2B and e-commerce** companies. Our price optimization software relies on state-of-the-art AI technologies, providing unrivalled support for teams looking to drive major improvements in **business performance**.

### FOUNDERS



**Grégoire Saint-Guily**  
CEO



**Emilie Gariel**  
COO



**Florent Dotto**  
CTO

### FOUNDED

February, 2016

### LOCATION

France

### FUNDING

Seed round, June 2017  
Series A planned 2019

### TRACTION

200k€ ARR today,  
500k€ ARR to be  
booked early 2019, from  
large and medium  
enterprises (Nexans,  
Raja, Frans-Bonhomme,  
Boulangier).



**Citodi** - Optimizes your tours in real time

## WHAT THEY DO

Citodi is an artificial intelligence system dedicated to **real-time route optimization** that takes into consideration **all events** happening during the day.

Our algorithms optimize the efficiency of a fleet between 15 to 40% depending of the size of the fleet and number of interventions.

## FOUNDERS



**Jonathan BOUAZIZ**

CEO



**Cédric HERVET**

CSO



**Hugo FARIZON**

CTO

## FOUNDED

January, 2015

## LOCATION

France

## FUNDING

Currently raising

## TRACTION

Increasing between 15% and 40% the productivity.  
Customers: DPD France, La Poste, Cerba Healthcare, Glasseo ...  
Trials: CTT, DPD Europe, Sodexo, Bouygues Telecom, Suez



# ENERGIENCY

**Energiency** – Energy Intelligence for Manufacturing

## WHAT THEY DO

Energiency runs **data science & AI** algorithms that learn from data (energy, production, maintenance, weather) and identify **real time energy savings** in the process of big **manufacturing companies** (automotive, chemistry, food, paper, raw materials, etc), generating from 5 to 15% energy savings and manufacturing excellence without capex.

## FOUNDERS



**Arnaud Legrand**  
CEO



**Thierry d'Allancé**  
VP Sales



**Aymeric Hervieu**  
CTO

## FOUNDED

April, 2013

## LOCATION

France

## FUNDING

Seed €2.7 M, with ISAI, Go Capital & West Web Valley

## TRACTION

>100% growth/y since 2015

Main customers:

- Solvay (BEL),
- SKF (SWE)
- Faurecia (FRA)
- ArcelorMittal (LUX)
- Renault--Nissan (HOL)
- Norske Skog (NOR)
- etc.





## Scortex - Quality Intelligence Solution

### WHAT THEY DO

Scortex enables manufacturing companies to take control of their quality. Our **Quality Intelligence Solution** allows the automation of complex visual inspections on production lines. By combining our **deep learning** software and our powerful hardware platform, Scortex provides a **great productivity and cost optimization** to factories. Automated inspections become real-time sources of data on quality.

### FOUNDERS



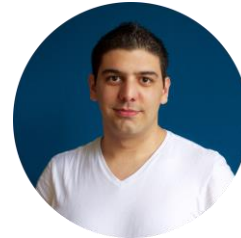
**Aymeric de Pontbirand**  
CEO



**Serge Zloto**  
CTO



**Christophe Raix**  
COO



**Nathanael Hania**  
Hardware Lead

**FOUNDED**  
May, 2016

**LOCATION**  
France

**FUNDING**  
Seed Round: 1,8m€

**TRACTION**  
Four Customers: Tier 1,2  
Automotive Suppliers in  
France and Germany.



**Supervizor** - Digitized audit. No setup. For real

## WHAT THEY DO

We provide an unique Plug&Play software for **internal audit and finance** teams, based on **machine learning**, that helps companies of any size to control automatically their accounting and operational data, without any set up. Our vision is that only the analysis of **100% of the detailed data** (an invoice, a payment...) allows to highlight risks of errors, tax, not collected cash or fraud.

## FOUNDERS



**Alban Clot**  
CEO & COO



**Cyrille de Gastines**  
CEO & CTO

## FOUNDED

January, 2016

## LOCATION

France

## FUNDING

Amount raised: 2M EUR

## TRACTION

EUR 60k MRR with large companies including by example Céline, Group Avril (Lesieur), AccorHotels. Deals under discussion with companies of CAC40







**Wakeo** - SaaS platform to bring real-time visibility on B2B multimodal transport flows (sea, air, and road).

## WHAT THEY DO

Wakeo consolidates **all transport providers** into one digital platform. Using **machine learning** and advanced in-house algorithms, predictive ETAs are calculated to anticipate and manage by exceptions deviations or delays.

The solution helps industrial shippers and transport operators **improve customer experience, anticipate delays and objectify performance.**

Wakeo is funded by Techstars and 50 Partners notably.

## FOUNDERS



**Julien Cote**  
CEO



**Loïc Marzin**  
CTO

## FOUNDED

September, 2016

## LOCATION

France

## FUNDING

€300k (historically) +  
€1.5m (closing)

## TRACTION

c.€200k over FY18 with enterprises like Faurecia, Air Liquide, Gefco or Hilti

# Meet the Team



**Ram Jambunathan**  
SVP and Managing Director, SAP.iO



**Alexa Gorman**  
SVP, SAP.iO Foundries Europe



**Sébastien Gibier**  
Director, SAP.iO Foundry Paris



**Séverine Kichou**  
Program Manager, SAP.iO Foundry Paris



**Vincent Schneider**  
Technical Advisor – Data Integration



**Alain Charroux**  
Technical Advisor – ML/AI



**Dima Durah**  
Startup Engagement  
and Community

**THE BEST RUN**





Contact us!

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The SAP.iO Foundries are a global network of top-tier startup programs that help startups build innovative software and deliver high value for customers