



**Wanna make city work  
management as simple  
as playing Duplo**



**Capture geolocated information on  
the field**

**Distribute it to the right people**

**Follow and control its evolution**

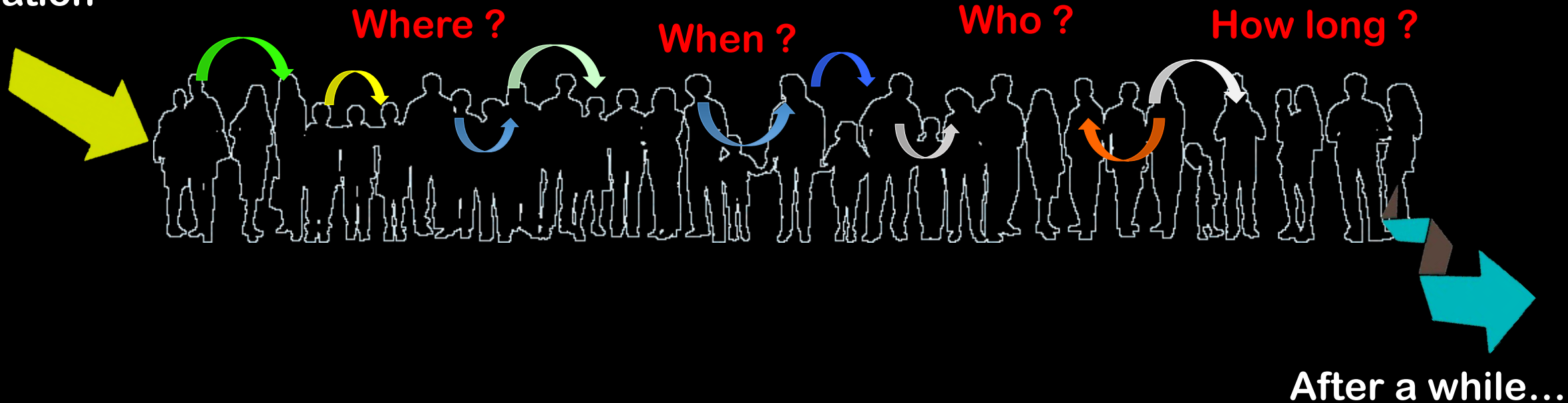
**Intuitive and easy for everyone**

# PAINS IDENTIFICATION



Situation

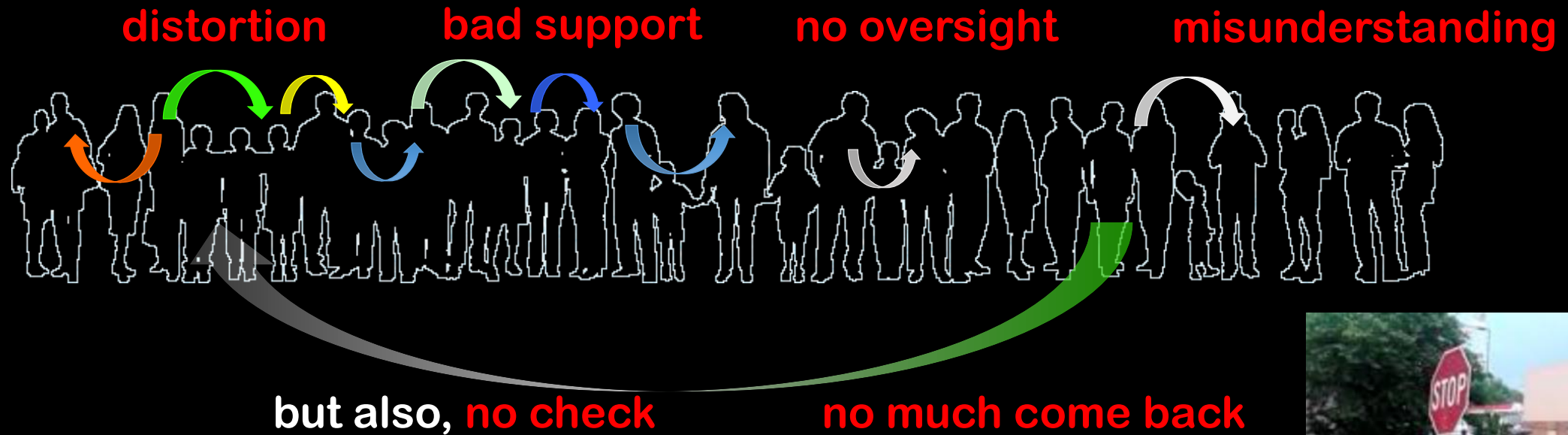
Team processes information



# PAINS IDENTIFICATION

---

What happens when information **is badly** managed?



# CURRENT SOLUTIONS



**No software**

**Inefficient**  
**Loss of information**  
**Time consuming**

**Or**



**Software**

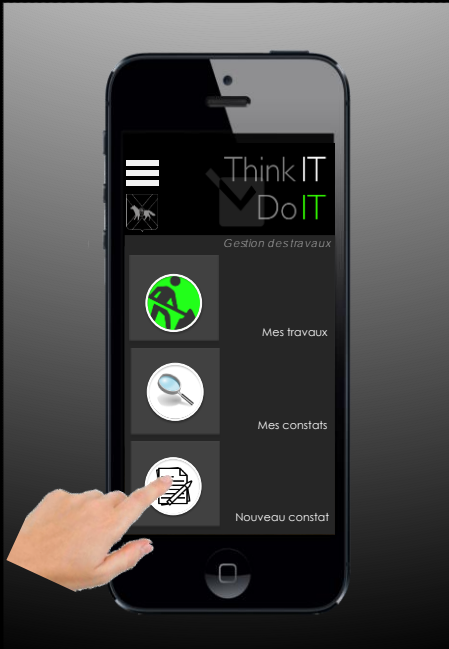


.....

**Used by specialized people only**  
**Missing conviviality**  
**Too complex**

# OUR SOLUTION

---



Use it,  
any where,  
any time !



Intuitive  
Efficient  
Easy for all users at any level  
Simpler  
Time saver  
Better performances for information management





# OUR HIGHLIGHTS

---



**Simple and Fast**



**Geolocated**

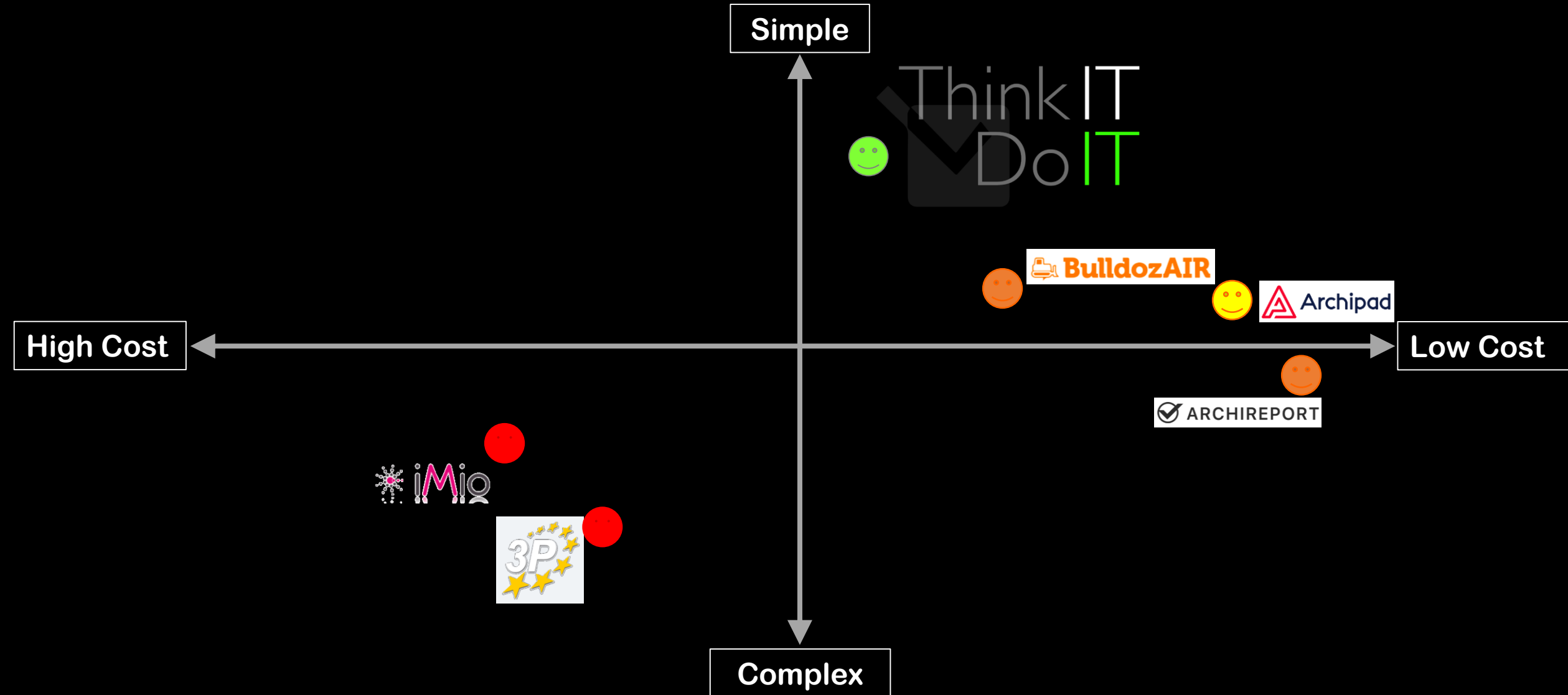


**Cheaper**

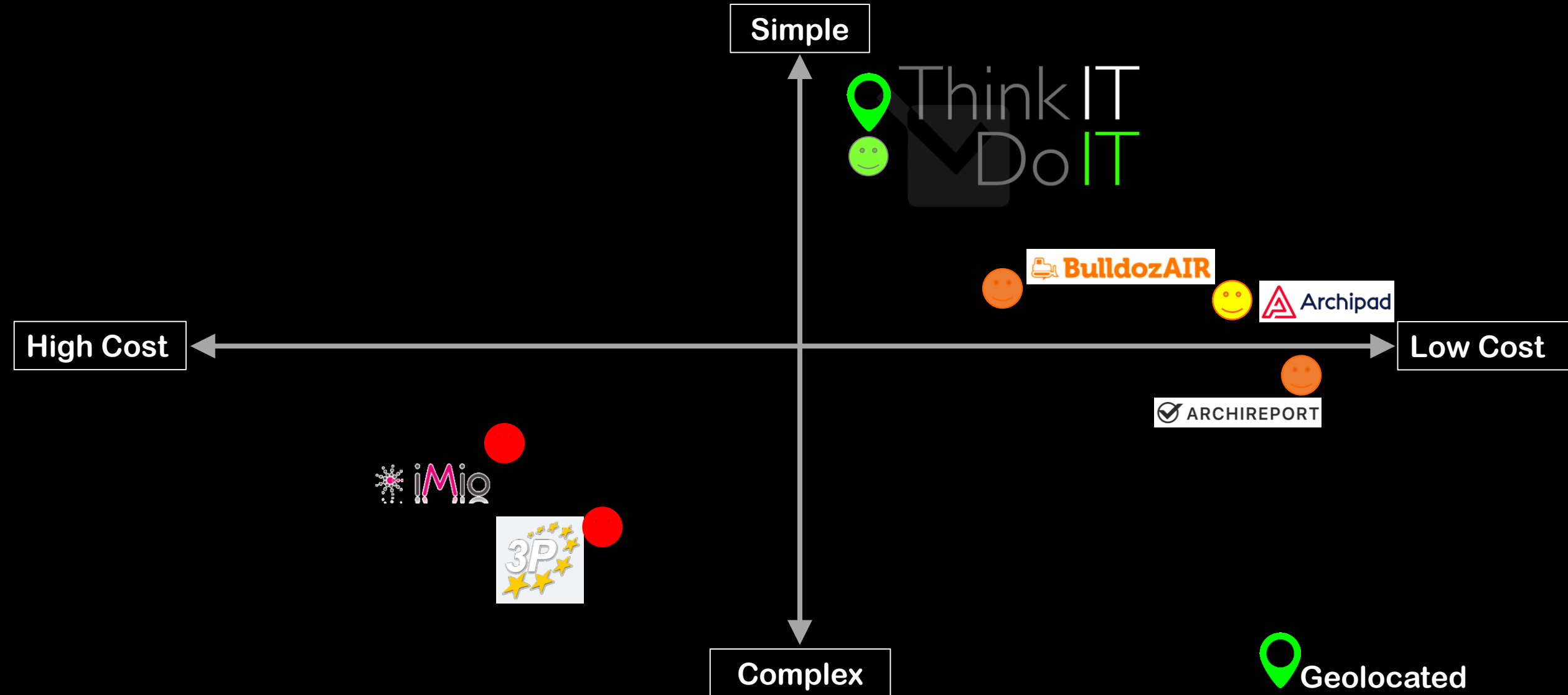


**Result oriented**

# MARKET POSITIONING



# MARKET POSITIONING





# MARKET SIZE

---

- Interest from
- 5 Municipalities
  - 2 Enterprises
  - 1 Architects office
  - 1 Public agency

9

... establishing first offers

## Municipalities:

- 281 in Wallonie-Bruxelles
- 103 in Luxembourg
- and much more in France

Enterprises and Offices:  
More than 200

Public Agencies:  
Tourism, Road, Agriculture,..  
Many of these

640

100

customers  
on 2 years

## Municipalities:

75 in 3 Countries

Enterprises and Offices: 22

Public Agencies: 3

Since the beginning in 2018

Existing customers potential

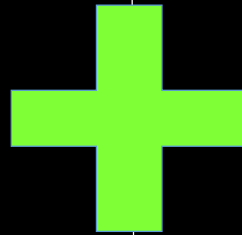
What we expect for 2018-19

# OUR BUSINESS MODEL

---

**Basic  
implementation**

**3.000 > 4.000€**



**Maintenance**

**± 200€/User/Year**



EVENT

## GRADUATION DAY FIT 4 START

---

**What do we expect from FIT 4 START?**

**Coaching: improve our business model and our positioning**

**Networking: bring more market opportunities**

# OUR ACHIEVEMENTS

Interest of 14 municipalities,  
3 societies, 1 public agency,  
1 architect office in Luxembourg and  
the Belgian tourism minister

**February:**  
Stand  
"Salon des  
Madataires"  
in Belgium



**Today:**  
Start of the  
incredible  
experience  
"FIT 4 START"

**April:**  
Building  
the Start-  
Up

2017

2018

2019

**December:**  
Beta  
version

**March:**  
used by  
Municipality  
of Stoumont

**March:**  
Establishment  
of the first  
offers

**May:**  
First  
installation  
at the  
clients

# FOUNDERS TEAM

---



**Fabrice Léonard**  
Architect,  
Alderman of Lierneux municipality



**Jean-Paul Kasprzyk**  
Geomatician,  
Phd



**Pierre Poncelet**  
Land surveyor



**Thomas Poncelet**  
Land surveyor,  
Human resources manager



**Thank you for your attention...**