

HEKOVNIK

S T A R T U P S C H O O L

Helping entrepreneurs change the world.

What we do?

Hekovnik startup school provides targeted accelerator programs to startups, entrepreneurs and academia to help them change the world.

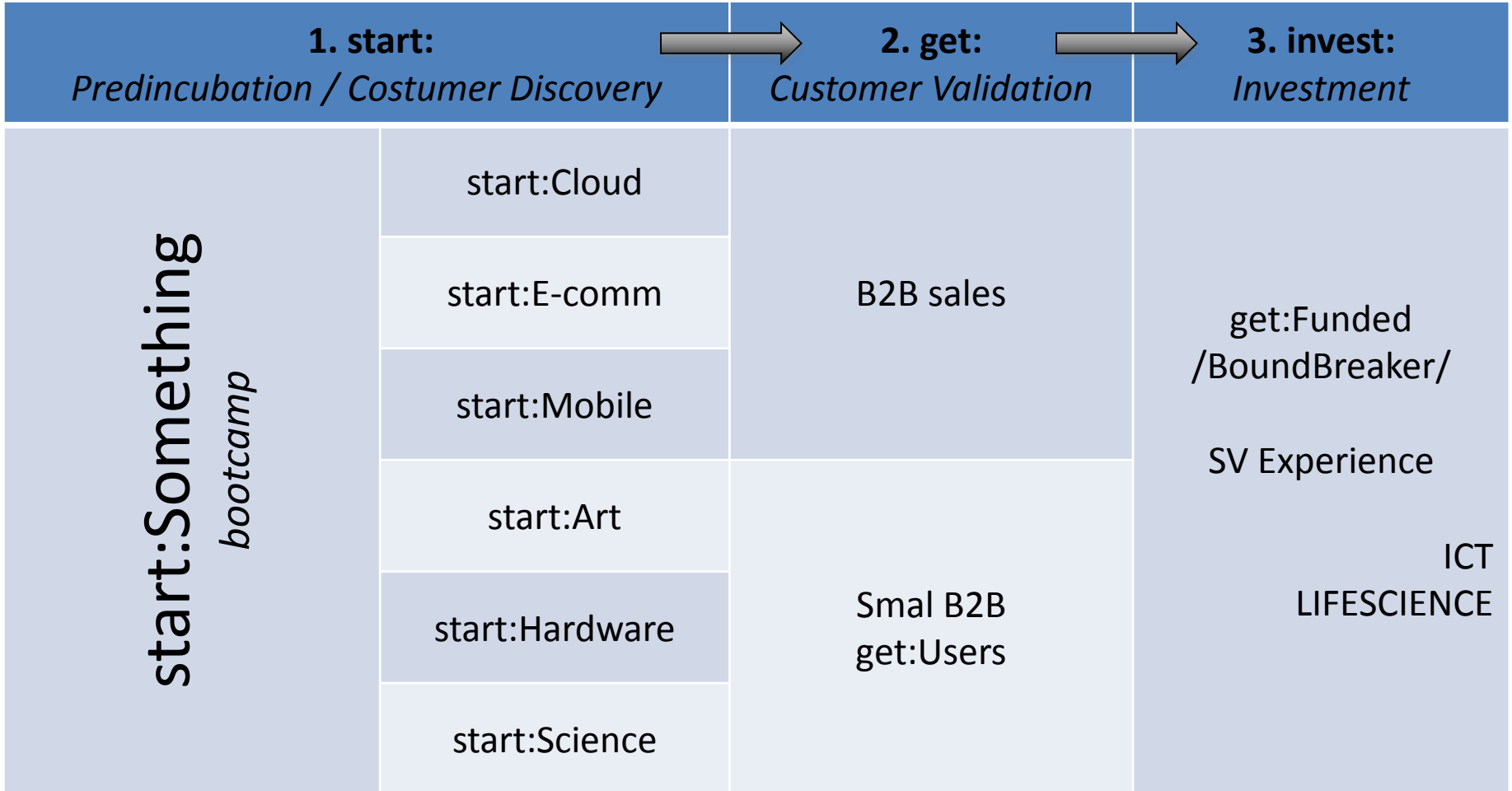
Classes:

1. start:

2. get:

3. invest:

Hekovnik programs



Hekovnik (BB projects) in pics















odprti kop

Zemanta

Things to present to the VC

- Describe the pain of the customer
 - How bad the customer's problem is
- Demonstrate your company's value proposition
 - Why you are better than everyone else in the market
- Market Size
 - Significant size goal – aim for 10% of the market for the multi-billion \$200 billion market
- Show your business model
 - Revenue model
 - Pricing
 - Unit & distribution model















Search for Opportunity











Kaj je IRR? (2 / 3)

Primer: V podjetje vložimo 4000 € za obdobje 5 let.

| Leto (n) | Denarni tok (€) |
|----------|-----------------|
| 0 | -4000 |
| 1 | 1200 |
| 2 | 1410 |
| 3 | 1875 |
| 4 | 1690 |

$$V = -4000 + \frac{1200}{(1+r)^1} + \frac{1410}{(1+r)^2} + \frac{1875}{(1+r)^3} + \frac{1690}{(1+r)^4} = 0$$

Vsota pozitivnih letnih denarnih tokov: 5535 € (GI)
ROI = 38,37%

IRR je 14.3%

Vsota pozitivnih letnih denarnih tokov: 6400€ (GI)
ROI = 35%

IRR je 14.79%

Kljub manjšemu ROI je IRR lahko večji!

17:58

Kaj je IRR? (2 / 3)

Primer: V podjetje vložimo 4000 € za obdobje 5 let.

Kaj je IRR? (2 / 3)





Business Model

- Market entry through industry partners
- Sales price 219 EUR,
- Rent model 0,67 EUR/day
- Main Revenues:
 - System sales/rent
 - Add space



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Bound. Baker



STHAMMER
INVESTMENTS

STH VENTURES
DRUŽBA TVEGANEGA KAPITALA, D.O.O.

| | | | | |
|---|---|---|--|---|
| Key metrics - Topline | Key activities -> Shop -> Customer acquisition -> Plan support | Value proposition -> Unique value -> Unique value -> Unique value -> Unique value | Channels -> Direct -> Indirect -> Partners | Customer segments -> B2B -> B2C -> B2G -> B2P |
| Key resources -> Human (paid) -> Tech | Key partners -> Suppliers -> Distributors -> Partners | Cost structure -> Fixed -> Variable -> Variable | Revenue streams -> Subscription -> License -> Service | Other notes -> ... |

vnik







Slide content (faded text):

- 1. Introduction
- 2. Overview
- 3. Details
- 4. Conclusion



Whiteboard notes (faded text):

- 1. Introduction
- 2. Overview
- 3. Details
- 4. Conclusion







KONT - PUB & PLACE (WADEN)

ENT - OPEN FITNESS

REMLINAJE FORABE/PROVEDAF ENERDIA

TRADE OF LOCAL PRODUCTS

eko k

Current BoundBreaker house

