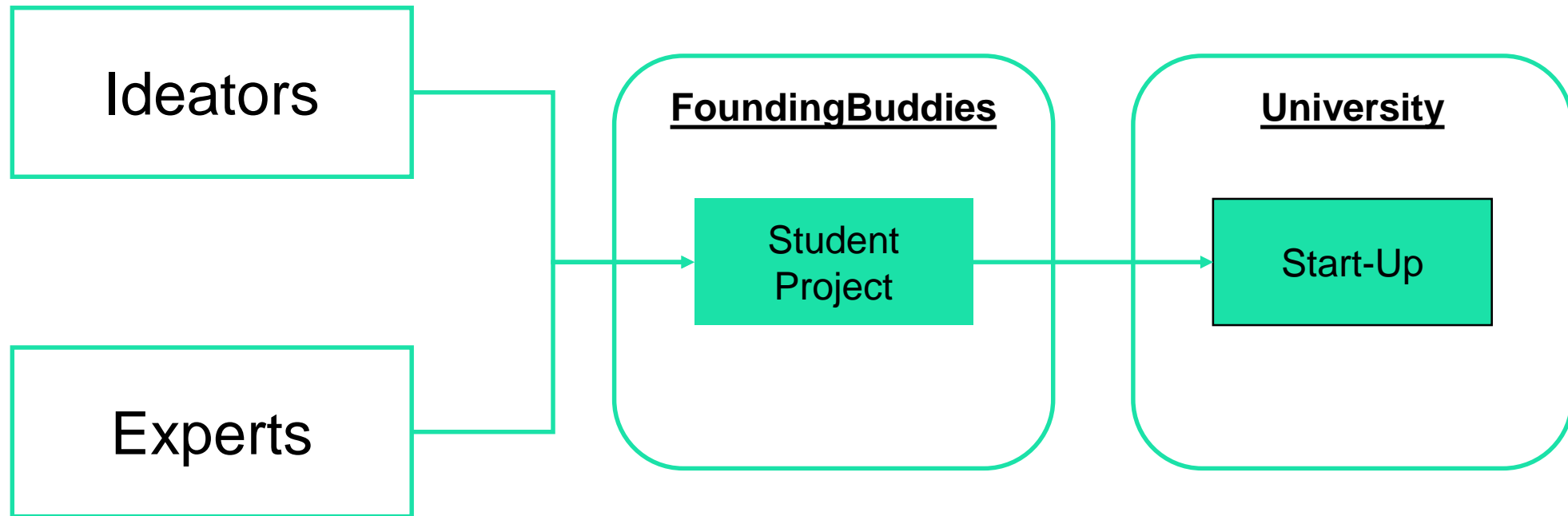


FoundingBuddies.com

Where Ideas Meet Talents

Elevator Pitch



The Team

Jonas Gorlo

- Student Bachelor in Technology Management at the TUM
- Experienced in consulting through an internship at Accenture
- Knowledge in Python, Java, Javascript, HTML 5 and CSS

Nicholas Poggendorf

- Student Engineering Science at the TUM
- Experienced in freelancing for CAD modeling tasks
- Knowledge in Python, C, Javascript, HTML 5 and CSS

SPS – What problems do We solve?

Situation

Students have ideas but can't find talent to cofound

There is no platform for students to find future founders

On Campus team acquisition requires luck and a huge network

Problemation

IPR protection near impossible if you have to search for cofounders everywhere

Many great ideas get lost because experts are missing

Startups are founded with very homogenous founding teams

Solution

A platform to connect future founders and interested students

Including a messaging system potentially including digital NDA contracts

Marketed through universities to boost their founding rates

Our Service

FoundingBuddies

Messages Logout

Wall socket cover - Ludwig-Maximilians-Universität
3.9.2019 by Nicholas Poggendorf
My idea is a product to get rid of dirty wall sockets. I am looking for somebody with CAD-skills to help me with the design.

Contact

About
This is the right destination for you if you are looking for a cofunder or want to cofound.

Hier gelangt der Nutzer zu seinen persönlichen Nachrichten und einigen Profileinstellungen

Frontend Designer - Technische Universität München
3.9.2019 by FoundingBuddies
Hello I'm Mark and I am looking for a Frontend Designer to cofound my webdesign consulting start-up. Adobe UX experience required.

Der Nutzer hat die Möglichkeit von ihm erstellte Posts zu löschen

Predictive Maintainance - Technische Universität München
30.8.2019 by Jonas G.
Hi, my name is Jonas and I'm looking for an engineering student who is interested in founding. I can explain more in private.

Contact

Angemeldete Nutzer können die Urheber anderer Posts über das implementierte Nachrichtensystem kontaktieren

Angemeldete Nutzer können Posts erstellen

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Home Logout

Your messages:

subject:	from:	received:
Welcome to FoundingBuddies!	FoundingBuddies	2.9.2019

This will be your personal message Space!!

Reply

Your Profile:
Founding Buddies
foundingbuddies@gmail.com
Delete your account

Hier kann das Nutzerprofil eingesehen werden und bei Bedarf können Änderungen vorgenommen werden (letzteres nicht möglich bei Nutzern die über Google Sign-In erstellt wurden)

Der Nutzer hat die Möglichkeit auf Nachrichten zu antworten

So sieht der Profilbereich bei Nutzern aus, die nicht über Google Sign-In erstellt wurden

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Your Profile:
Maxi_Mustermann
max_mustermann@muster.de
(not verified yet)
Change your E-mail
Change your password
Delete your account
Send Verification-Email

FoundingBuddies

Sign-Up

Username:
Type your name here

Email:
Type your E-mail here

Password:
Type your password here

Sign Up

Login

Email:
Type your E-mail here

Password:
Type your password here

Forgot your password? Click here!

Login

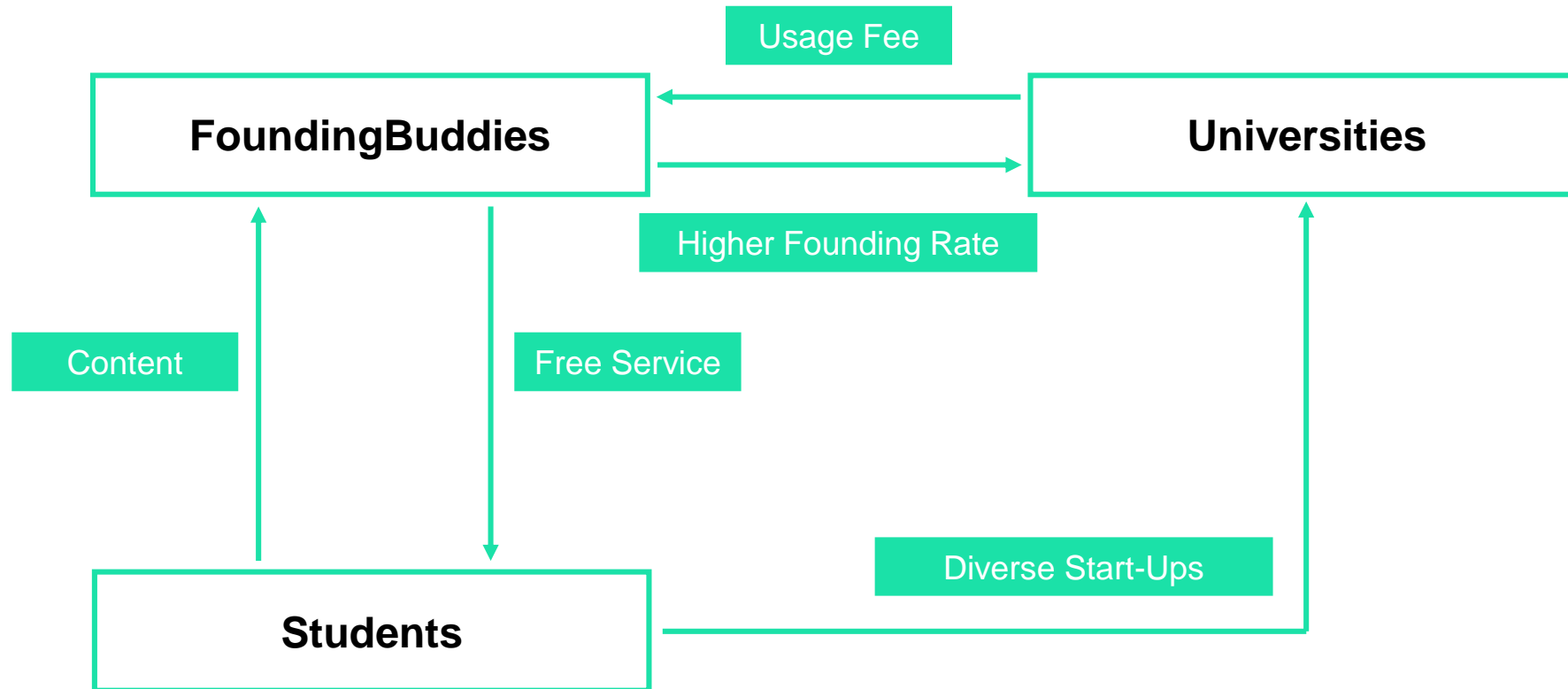
or

Login with Google

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Already online at
FoundingBuddies.com!

Value Streams - Market/Customers



Competition Analysis

	FoundingBuddies	founderio	StartUpHR (UnternehmerTUM)	CoFoundersLab	founder2be
Target Group	Students of cooperating Universities	Cofounders, Mentors, Business Angels	TUM Students	All Potential Founders	All Potential Founders
Supported Stages	Idea	Idea-Fundraising/Cooperations	Complete Consultation	Idea	Idea
No Sign-In required	✓	✓	✗	✗	✗
Type	Platform	Platform	Service	Platform	Platform

Mentionable Websites: Angel List, CodeArmy, FounderDating, LeanStartupMachine, LetsLunch, Meetup, StartupWeekend, YouNoodle, Startup Sucht, FoundersNation

Unique Selling Propositions

- Accessibility
- Focus on students
- Free usage for students
- Strong cooperation with universities
- Easy to use online solution with university concentrated target groups

Status Quo : Fully Functional Website

Essential functionality

- Already online and running
- Basic functionality implemented
- Scalable Back-End

Additional Features

- Messaging system
- Profile editor
- Google Sign-in
- E-Mail verification

Next Steps

- Partnering with universities for user acquisition
- Implementation of monetarization
- Inclusion of a digital NDA system to protect the IPR of the students during chat conversations
- Fundraising
- Continuously refining the product

User Aquisition within the first Year



Further Expansion

2 863 609

Students in Germany



75 000

Users of
FoundingBuddies.com

Business Plan

2 customer groups

Universities

- We sell our website as a service
- Including marketing at the campus and in selected lectures
- Strong cooperation with the universities
- Pricing model: Subscription

Students

- We charge no signing fee
- Complete functionality is free
- Some revenue stream through virtual shares could be possible

Also see Business Model Canvas