

The logo consists of the word "SIGO" in a white, sans-serif font. The letter "O" is stylized as a circle with a dot in the center. The entire logo is enclosed within a white square frame that has a small notch on its right side.

SIGO

Don't stop your mobility



# 120B €

## INVESTMENT IN SMART CITIES







**200K €**  
**BUDGET**



**200K €**  
**BUDGET**



**< 4%**  
**BUS STOPS  
EQUIPPED**



**200K €**  
**BUDGET**



**< 4%**  
**BUS STOPS  
EQUIPPED**

**100**  
**YEARS TO  
COMPLETE**



NOW



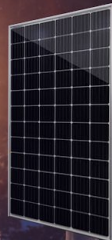
# ZERO-ENERGY



# REAL-TIME



# EASY INTEGRATION



FREEDOM SQUARE		14:28
LINE	DIRECTION	TIME
3	VEERENI	1 MIN 15 MIN 15 MIN
24	MUSTAMAE	3 MIN 17 MIN 35 MIN
71	KESKUSE	7 MIN 21 MIN 47 MIN
ATTENTION: LINE 42 IS SUSPENDED		





**FREE**

**80€**  
UNIT / MONTH

**15€**  
UNIT / MONTH

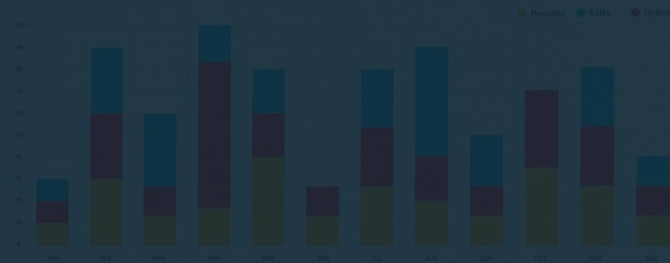
**INSTALLATION**

**SUBSCRIPTION**

**AFTER 3 YEARS**

Baltics  
4M€

Our company



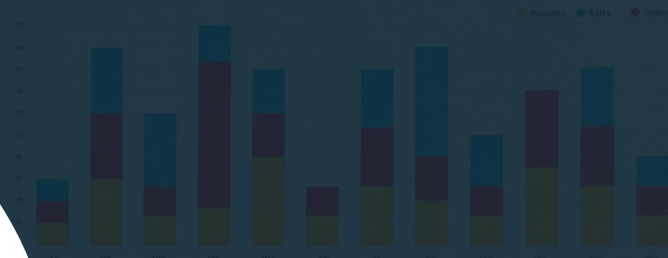
Business Items



Baltics  
4M€

Scandinavia  
40M€

Our company



Business Items







**Baltics**  
**4M€**

**Scandinavia**  
**40M€**

**Europe**  
**400M€**

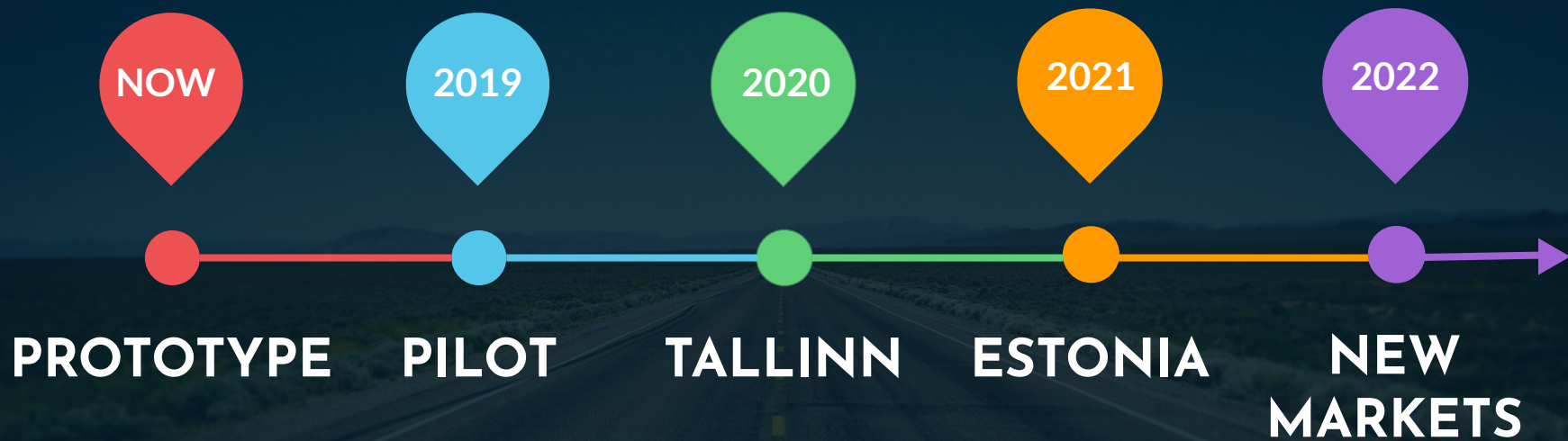


AQUIS  
INNOVO

# INNOSPARKS

AN ST ENGINEERING OPEN LAB

## REAL-TIME SCHEDULE

















**Olga Kornilova**

Marketing Expert



**Leire Litwin**

UI & UX Designer



**Damiano Sartori**

SW Engineer



**Baaska Erdenebat**

HW Engineer



**Charles Ferrari**

Cloud Engineer



**Tsegaye Misikir**

Data Scientist 19

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# BACK-UP SLIDES

<b>Problem</b> <ul style="list-style-type: none"> <li>• Only 4% of stops equipped with realtime schedule monitor</li> <li>• Only 5% of stops have access to electricity</li> <li>• Slow and expensive growth of innovation</li> </ul>	<b>Solution</b> <ul style="list-style-type: none"> <li>• SIGO solution is a real-time schedule and data monitors</li> <li>• Turn-key service (installation + maintenance + support)</li> <li>• Zero-energy and cost-efficient solution, portable</li> </ul>	<b>Unique Value Propositions</b> <p>CUSTOMERS:</p> <ul style="list-style-type: none"> <li>• Cost-efficient solution</li> <li>• Fast and easy deployment</li> <li>• Easily integrated with existing systems</li> </ul> <p>VISION:</p> <p>Platform for smart city innovations</p> <p>USERS:</p> <ul style="list-style-type: none"> <li>• Improvement of experience of commuters</li> <li>• Bus stop accessibility</li> </ul>	<b>Unfair Advantage</b> <ul style="list-style-type: none"> <li>• SIGO deployment speed</li> <li>• Cost-efficient solution</li> <li>• Inhouse expertise and network of the team</li> </ul>	<b>Customer Segments</b> <ul style="list-style-type: none"> <li>• Tallinn Department of Transportation</li> <li>• <a href="#">Data Companies</a></li> </ul>
<b>Key Partners</b> <ul style="list-style-type: none"> <li>• Tallinn Transportation Department</li> <li>• <a href="#">IOT Companies</a></li> </ul>	<b>VISION:</b> Network of smart stops and public transport, which accumulate mobility data in platform, <b>Network of IOT HUBS</b>		<b>Channels</b> <ul style="list-style-type: none"> <li>• Face-to-face</li> <li>• Web page/phone</li> <li>• Personal connections (Pirko)</li> </ul>	<b>END-USERS:</b> Users of public transport 46% of Tallinners  <b>EARLY ADOPTERS:</b> Tallinn, remote stops
<b>Cost Structure</b> <ul style="list-style-type: none"> <li>• SIGO unit production cost</li> <li>• Development of SIGO system</li> <li>• Installation/Maintenance</li> </ul>		<b>Revenue Streams</b> <ul style="list-style-type: none"> <li>• SIGO subscription fee</li> <li>• <b>80</b> euro/month (<b>15</b> euro/month after 3 years)</li> <li>• <a href="#">Data set</a></li> </ul>		<b>Key Metrics</b> <ul style="list-style-type: none"> <li>• Number of SIGO units installations a year</li> <li>• Amount of data recollectd</li> </ul>