



MIGLE MACIUNAITE

**VISUAL PORTFOLIO**

# STICKS & STONES

Europes largest LGBT career fair

Branding, posters, banners, magazine, logo, digital posts, orientation maps

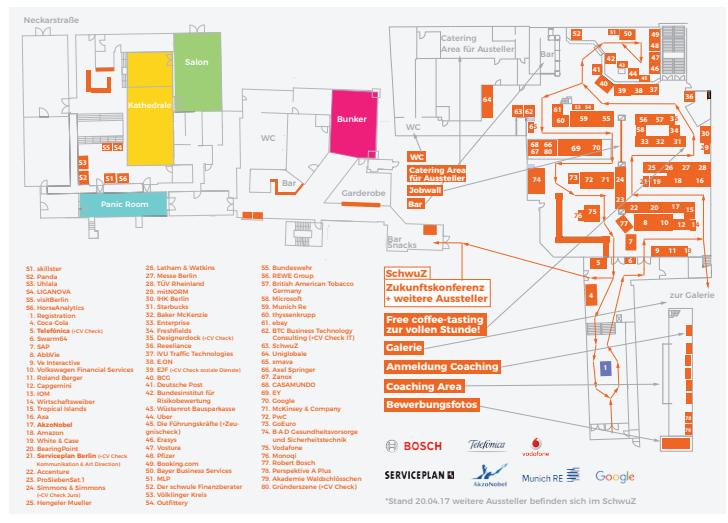


**TOP 10 JOBS - PRESENTED BY JOBS FOR UNICORNS**

Exklusive Stellen nur auf STICKS & STONES

WEB R2W APP SOLUTION DESIGNERIN/DEVELOPER MIT GESCHÄFTSFÜR UX	ASSOCIATE ACCOUNT STRATEGIST (AUSTRIA), GMG SALES
Vodafone	Google
ABERTS-BETRIEBS-SMEDZNER (M/W)	INTERNATIONAL GRADUATE TRAINEE PROGRAMME (MUNICH)
BAD	HEAD OF VENDOR MANAGEMENT - HEALTH & PERSONAL CARE
AMAZON	SENIOR CONSULTANT (W/M) IT AUDIT
MANAGEME	PRATISCHES JAHR PHARMAZIE (M/W)
dbbVid	TELEFÓNICA ONLIFE GRADUATE PROGRAMME
RECRUITMENT (M/W)	RECRUITMENT (M/W) FOR FINANCIAL SERVICES IN FRANKFURT
BOSSCH	CAPABILITY MANAGER IOT ECOSYSTEM

Link zu den Jobs unter: [www.sticks-and-stones.com/de/jobs](http://www.sticks-and-stones.com/de/jobs)  
Hinweis: Die Stellen können in der Zwischenzeit bereits besetzt sein.  
Weitere Jobs findet ihr auf unserer Jobbohr für LGBTI unter [www.jobs-for-unicorns.de](http://www.jobs-for-unicorns.de)



DEUTSCHLANDS  
STOLZESTE  
ARBEITGEBER

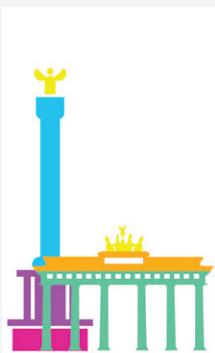
**PRIDE 500**

JAHR 2017

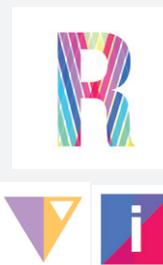


# RAHM

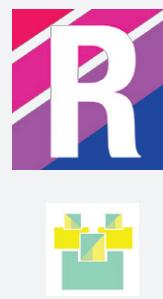
World's first LGBT leadership contest and network  
Branding, logo, banner, website design, speaker quotes, posters, prints



**RAHM**  
THE GLOBAL LGBTI LEADERSHIP CONTEST & COMMUNITY  
ORGANIZED BY UHLALA  
**BERLIN**



**RAHM**  
THE GLOBAL LGBTI LEADERSHIP CONTEST & COMMUNITY  
ORGANIZED BY UHLALA  
**LONDON**



RAHM - THE WORLD'S FIRST LGBTI LEADERSHIP CONTEST	
FINAL DAY AGENDA   FRIDAY, JULY 21	
09.00	Registration
10.00	Welcome & Introduction
10.30	Keynote
11.00	First Leadership Group Challenge
13.00	Networking-Lunch with Companies
14.00	Second Leadership Group Challenge
16.00	Third Networking Group Challenge
17.30	Coffee Break + Face2Face Interviews with Companies
18.00	Group Interview: Top Executive Jury with Top 10
18.00	Leadership Talks & Lab Stations   Face2Face Interviews
20.00	Dinner & Final Keynote
21.00	Award Ceremony
23.00	Official End
00.00	Cocktail Reception

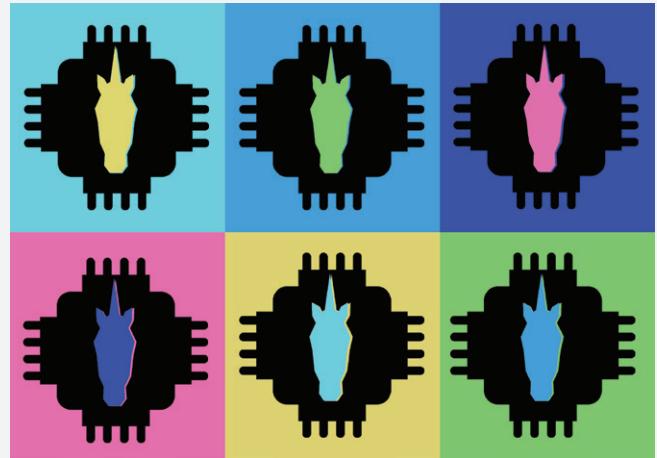


**RAHM**  
THE WORLD'S FIRST LGBTI LEADERSHIP CONTEST



# UNICORNS IN TECH

Global tech network for LGBT and straight allies  
Branding, logo, banners, website design, speaker profiles, prints



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[JOIN US!](#)

**UNICORNS IN TECH**  
THE GLOBAL TECH NETWORK FOR LGBT & STRAIGHT ALLIES

[HOME](#) [JOIN US](#) [COMPANIES](#) [SUPPORT US](#) [EVENTS](#) [CONTACT](#) [f](#) [t](#) [in](#) [b](#)

[WHO ARE WE](#)  
UNICORNS IN TECH is an international tech community for LGBTI and straight allies. It is the ideal place for anyone who is interested in technology and tech trends, whether he/she/he/she is an industry professional or a casual enthusiast.

[HISTORY](#)  
UNICORNS IN TECH started as a network of queer people and straight allies in tech on June 28, 2014, in Berlin, Germany. Just in 3 years, it grew beyond Berlin and Germany. We are 2,500+ members (as of June 2017) in Germany and beyond and we are growing rapidly.

[WHAT WE DO](#)  
We connect people from various backgrounds - IT, graphic design, social media specialists, journalists, students, startuppers, entrepreneurs - creating a space for everyone with technology and science-related interest.

**UPCOMING EVENTS**

**DECEMBER 7 | BERLIN** **DECEMBER 12 | MUNICH** **JUNE 2 | BERLIN**

**axel springer** **BurdaStudios** **S&S**

[Subscribe To Our Newsletter](#)  
join our mailing list to receive the latest news and updates from the Unicorns team.

First Name \_\_\_\_\_ Last Name \_\_\_\_\_ Email \_\_\_\_\_ [SUBSCRIBE!](#)

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**2600**  
Registered Members

**5000**  
Newsletter Subscribers

**150**  
Monthly Get-Together Attendees

**UNICORNS IN TECH PARTNERSHIPS**  
We are introducing a new partnership programme which enables companies to reach tech people through the UNICORNS IN TECH community.  
Finding the right person for the open position is hard, knowing & finding the right employer where you will be accepted & appreciated for who you are is even harder - UNICORNS IN TECH wants to get rid

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[All](#) [Future](#) [Past](#)

**NOVEMBER 22 | BERLIN** **DECEMBER 7 | BERLIN** **DECEMBER 12 | MUNICH** **JUNE 2 | BERLIN**

**Get Together @ King** Post **Get Together @ Axel Springer** Future **Get Together @ Burda Studios** Future **Get Together @ S&S** Future

**OCTOBER 18 | BERLIN** **MORE GET-TOGETHERS TO BE ANNOUNCED** **Get Together @ Newstech** Post **Get Together @ Sticks & Stones** Future

**BAIM 2018 | The LGBTI Leadership Contest (Berlin edition)** Future **To be announced** Future **Get Together @ Newstech** Post **Get Together @ Sticks & Stones** Future

# Company presentations

Pitch decks, concepts, presentations for various projects & companies

The ALICE logo features a large red triangle with the word "ALICE" in white. Below the triangle is a teal horizontal bar containing the text "DAS KARRIEREPORTAL & NETZWERK FÜR LGBTI JURISTEN" and "BY OHLALA".

## LEISTUNGEN PARTNERSCHAFT

Ihr Unternehmensprofil auf der ALICE-Website	Veröffentlichen Sie Ihre Stellenanzeigen kostenlos in der ALICE-Jobbörse	Machen Sie auf Ihre Karriere-Events für Juristen aufmerksam
Veröffentlichen Sie einen Artikel im ALICE-Blog	Zugriff auf CVs von Juristen in der S&S Lebenslaufdatenbank	Einträge im Verzeichnis LGBTI-freundlicher Anwälte

## POSITIONIEREN SIE SICH ALS LGBTI-FREUNDLICHER ARBEITGEBER

Sichtbarkeit als stolze Kanzlei, Unternehmen oder Behörde für potentielle LGBTI-Mitarbeiter_innen und Klient_innen	Werden Sie Teil einer Gruppe von Unternehmen, die nachweislich eine offene Unternehmenskultur fördern
Recruiting qualifizierter Mitarbeiter_innen	Bindung und Wertschätzung eigener Mitarbeiter_innen unabhängig von ihrer sexuellen und geschlechtlichen Identität

### WAS IST ALICE?

**KARRIEREPORTAL**  
Die ALICE-Website wird als Karriereportal Neujahr 2018 relauncht unter der neuen Domain www.alice.lgbt mit Unternehmensprofilen stolzer Arbeitgeber, Jobbörsen, Blog, Lebenslaufdatenbank, Events und einem Verzeichnis LGBTI-freundlicher Anwälte.

**NETZWERK**  
Mehr als 300 LGBTI-Jurist\_innen sind bereits Mitglied im ALICE Netzwerk. Unsere Newsletter haben über 500 Jurist\_innen abonniert.

**EVENTS**  
Wir organisieren verschiedene Events für LGBTI-Jurist\_innen, von den ALICE Get-Togethers bis hin zu Veranstaltungen für Kanzleien.

## PARTNER BENEFITS

- Visibility amongst >2,500 members and outreach to 6,000+ subscribers
- Advertise products and services to our community
- Receive from 50 to 150 LGBTI tech people directly to your doorstep
- Make a statement to your LGBTI staff and create positive employer branding
- Recruit new tech people through hosting Get-Together and our online platform
- Show your support for diversity and LGBTI tech community

## CONTACT

 Migle Maculanite UNICORNS IN TECH Project Leader <a href="http://unicorntsintech.com/">http://unicorntsintech.com/</a>	 Dosten Kasmirnyov #INT Project Manager <a href="http://dosten.kasmirnyov.com">dosten.kasmirnyov.com</a>	 Stuart B. Cameron ALICE Founder & CEO <a href="http://stuart.cameron.com">stuart.cameron.com</a>
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Other projects at OHLALA:

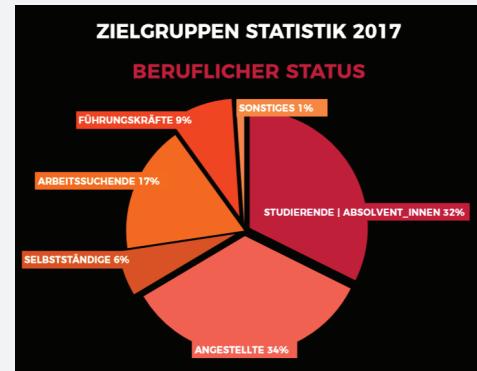
### ZIELGRUPPEN STATISTIK 2017

#### GESCHLECHT

**MÄNNER** 57%

**FRAUEN** 40%

**ANDERE** 3%



### ZITATE UNSERER PARTNER

**Auffallend ist die hohe Qualität der Besucher, das hat uns sehr gefreut. Die STICKS & STONES ist für uns als Aussteller seit Jahren eine etablierte Veranstaltung.**  
SANDRA MILLS, ALLIANZ

**Es war sehr schön mit spannenden Kandidaten in einer lockeren Atmosphäre auf Augenhöhe ins Gespräch zu kommen.**  
MAXIMILIAN SCHUMACHER, CONSULTANT TALES SOURCING BE MUNCH RE

**The sticks & stones career fair was a fantastic experience and a real eye opener for me. Having only ever experienced the relatively conservative careers fairs that are run in London I loved the vibrant, diverse crowd and the energetic and open atmosphere. The venue was unique with a typical 'Berlin Hipster' vibe and the live music and food stalls brought a real festival feel.**  
UNKNOWN

### MESSEPROGRAMM

<b>AUSSTELLER</b> Im Jahr 2017 haben in Berlin mehr als 80 Unternehmen aus den verschiedensten Branchen ausgestellt - vom Start-up bis zum Großkonzern	<b>INSPIRATION</b> Bereitstehende Persönlichkeit, spannende Themen: 2017 kamen 40 nationale und internationale Speaker, um über Karriere, Diversity und Inclusion zu berichten.	<b>ENTERTAINMENT</b> STICKS & STONES macht Lust und ist keine typische Anzug-Voranstellung. Die Atmosphäre ist entspannt und ausgelassen, inklusive dank Überraschungen wie Hüpfburg, Bullriding, verschiedenen After-Partys und einer Karamellherstellung.
<b>COACHING</b> Ein Coaching, bei dem Besucher Ihnen Ihre Fragen zu Bewerbung, Berufswahl und Karriereberatung stellen können. Unsere "Therapeustinnen" sind ein gern genutztes Angebot, um die eigene Karriereentwicklung optimal zu planen.	<b>NETWORKING</b> In verschiedenen Speed-Networking-Sessions und anderen Get-Togethers, haben die Besucher die Möglichkeit, Gleichgesinnte kennenzulernen und zu netzwerken.	<b>FOTOS + LEBENSLAUF CHECK</b> Lebenslauf, Motivationsschriften und das Bewerbungsunterlagen und die Auszugschöpfer einer unserer Expert_innen werden von erfahrenen Expert_innen gibt es kostenloser Beratungssitzung für die nächste Bewerbung.

### DIE LGBTI JOB- & KARRIEREPLATTFORM

Das bietet die Plattform Besucher\_innen:

- UNTERNEHMERNSPROFIL:** Stolze Arbeitgeber stellen sich und ihre LGBT-Aktivitäten vor
- JOBS:** Stellenanzeigen der STICKS & STONES Partner in der Jobbörse
- EVENTS:** Aktuelle Karriere-Events für LGBT
- KARRIEREBLOG:** Neuigkeiten aus der Arbeitswelt für LGBT
- DEIN LEBENSLAUF:** Nutzer\_innen laden hier ihren Lebenslauf hoch und kommen in Kontakt mit bis zu 100 Unternehmen
- NETZWERKE:** Übersicht von LGBTI-Karrierenetzwerken
- KARRIERETIPPS:** Informationen über das Verfassen eines Lebenslaufs bis hin zum Outing am Arbeitsplatz
- PRIDE 50:** Das LGBTI-Siegel für Unternehmen - wie LGBT-freundlich sind Unternehmen?

### JAHRESPARTNERSCHAFT INKLUSIVE:

<b>MESSE</b> Teilnahme an der STICKS & STONES LGBTI Job- und Karrieremesse. Über 10.000 Menschen haben die Messe bereits besucht. Das zeigt, dass alle Aussteller in 2017 und 2018 wieder teilnehmen möchten, dass sie auch 2018 wieder teilnehmen möchten.	<b>STELLEN IN DER S&amp;S JOBBÖRSE</b> Bieten Sie mehr als 1.500 Stellenanzeigen bei uns an! Schalten Sie das ganze Jahr über unbegrenzt Ihre Stellen bei uns hoch.
<b>UNTERNEHMERNS-PROFIL</b> Erschaffen Sie mit Ihrem Unternehmensprofil auf unserer Website und werden Sie als stolzer Arbeitgeber für die Community sichtbar	<b>LEBENSLAUF-DATENBANK</b> Greifen Sie auf die CVs qualifizierter Jobsuchende zu und stellen Sie das ganze Jahr über – auch wenn gerade keine Messe ist (panzigt nur ab Seitenfunktion)
<b>EVENTS</b> Machen Sie auf Ihr LGBTI-Event für Jobsuchende auf unserer Website aufmerksam	<b>KARRIEREBLOG</b> Veröffentlichen Sie nach Absprache Erfahrungsberichte Ihrer LGBTI-Mitarbeiter oder einen Artikel zu LGBTI in Ihrem Unternehmen im STICKS & STONES Karrieretag

**UND VIELE WEITERE LEISTUNGEN**

### APPLICATION & EVALUATION

<b>Who are we looking for?</b> We are looking for the most outstanding future and current leaders in the world, who can demonstrate executive competency as a self-confident, charismatic, open and innovative leader. We are looking for a diverse group of LGBTI leaders with passion as well as the ability to inspire others. Each final candidate undergoes a multi-stage selection process to be invited to the final.	<b>Evaluation process at the final</b> We use our proven crowd-ranking process to identify the top 100 applicants who will participate in the event - contestants, observers and the jury - is involved in this process. There are no rounds of elimination. Instead, each judge challenges every contestant will judge other contestants' leadership skills on the basis of their own unique impressions. The winner is the person who has convinced most of the other participants.
<b>Application process</b> 1st Step: CV - Overall Impression • Academic and/or professional and other achievements • Leadership experience • Diversity and inclusion and cultural experience • Personal motivation • Why would you like to be part of RAHM? • What can you contribute to the contest?	<b>3rd Step:</b> The top 100 applicants are invited to the final. The other applicants will be invited to the RAHM online network if they meet the requirements.  2nd Step: Recommendation Letter „Why do I think XX is a convincing leader / leadership talent?“  Video Interview: Video interview on aspects of personality and leadership

### CONTEST

#### CONTESTANTS BENEFITS

Outstanding Career Opportunities:

- Participants will have exclusive face-to-face time with company representatives to discuss new perspectives and future possibilities
- Founders are given the chance to present their businesses in front of a selected number of top-level investors

And many more benefits:

- Prizes
- Press interviews
- Party
- Gateway to the global LGBTI leadership community

### ABOUT

#### The Community:

The RAHM leadership community are the RAHM alumnus from around the world. We offer our community job opportunities in leadership positions, a mentor program (coming 2018) and invitation to high-graded leadership events. The membership is free of charge. RAHM contestants, jury members & keynote speaker will be invited after the contest.

#### The Organizer:

RAHM is organized by Uhala. Since 2009, we have been supporting, promoting and connecting LGBTI in their careers, bringing them together with companies and organizations who are appreciating LGBTI employees. We are pursuing this approach with different projects like STICKS & STONES - the LGBTI job & career platform for LGBTI professionals and almost 3.000 participants visiting our career fair. We also support women in leadership through our PANDA Women Leadership Contest. Uhala was founded by Stuart B. Cameron. Learn more about us: [www.uhala.com](http://www.uhala.com)

# Company presentations

Pitch decks, concepts, presentations for various projects & companies

## PERSONALISE PRINTED BOOKS + TOYS

IN THE SAME APP

- Read your books
- Order the printed versions

## BUSINESS MODEL

- B2C**: Sell of personalized books  
Captive audience
- B2B**: Broadcasting rights  
Co-branded app  
Personalized co-production
- B2B2C**: Help Digital printers to propose content books to their customers

## NEW TERRITORIES

- UK
- Belgium
- France
- USA
- Canada
- China
- Korea
- Mena

## TENSION

FOAM	BLADES

SPRINGS	AIR

SHOCKS	GELS

## WHAT IF YOU COULD HAVE...

THE COMFORT AND PROTECTION OF

AND

THE NATURAL MOVEMENT AND LIGHT WEIGHT OF

## How We Do It?

Data Scientists, Engineers, Closers & Doers  
Data-Driven Entrepreneurs

Eyal Amir CEO  
Sergei Kozyrenko CTO  
John Leney VP Business Dev.  
Jeremy Lefebvre VP Product

4 advisors with C-level experience in leading corporations

Ford SAP Daimler acxiom ESPN

## Our "Secret Sauce"

## B2B Data Sales: Opportunity

Automotive \$1.2 per car/year

Real-Estate \$1.2 per listing/year

Utility Fleets \$500 per van/year

Cities \$1.5B

Pavement \$2B

## REVENUE TO DATE

Quarterly sales

## THE PROBLEM

- FREQUENT FAILURES
- RESOURCE HEAVY
- UNPREDICTABLE DEMAND

NETWORKED DELIVERY

'gəʊfər/'  
• a person who runs errands  
• Internet protocol designed for distributing and retrieving documents over the Internet

Why 45 million per year?

- A trained engineer has to visit stations for maintenance and inspection.
- On average the technicians have to visit 1.000 stations per month.
- In these inspections they check only after the stations break.
- The technician takes longer time for repairs as he has to go through different manuals for different stations.

## supporton

### Our Solution

That's not all

\$6B

\$225B

\$18.4B

\$200B

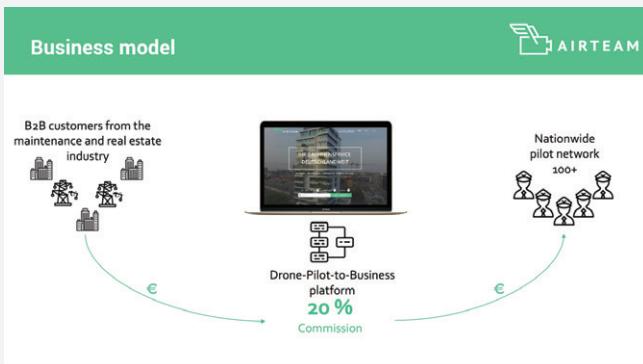
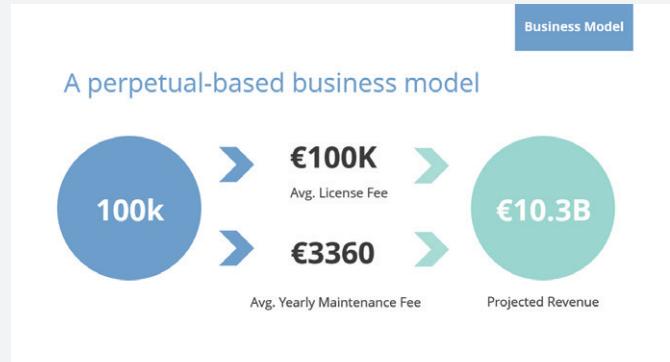
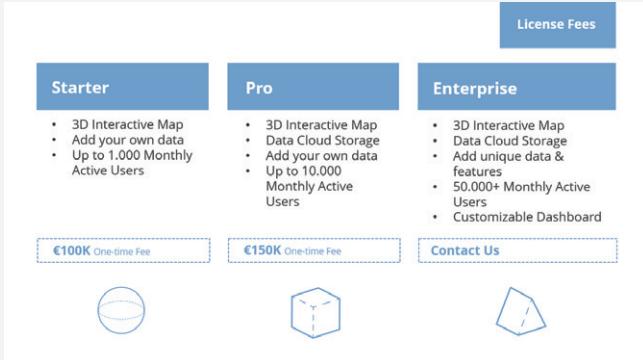
Healthcare

Smart Agriculture

Smart Transportation

# Company presentations

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# Company presentations

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## WHO WE ARE

World's most sophisticated same-day delivery platform

## THE PROBLEM WE SOLVE

Last mile delivery is inefficient and expensive. Incumbents aren't optimised to gather intelligence that enables a reduction in delivery failures, whilst ensuring quality service.

## HOW WE SOLVE IT

- AUTOMATION**: All typical courier company tasks and jobs managed by Gophr platform or directly by our courier/customers
- PROTOCOLS**: Determine exactly what the customer is sending and enables us to match that with the right delivery vehicle
- OPTIMISATION**: Constant improvement of the Gophr platform enables us to continuously deliver performance improvements
- EXCHANGE**: Matching all of the supply to all of the demand, driving greater efficiency and profitability

## MARKET SIZE

- Same-day courier service sector represents £7.1BN per annum in the UK
- £70bn global market with growth of 7-10% annually in mature markets like UK, Germany and US, to almost 300% in developing markets like India

## KPI'S

- Net Promoter Score - **73**
- 20% avg. monthly revenue growth since March 2015
- Highest rated same-day courier service in the world on TRUSTPILOT ★★★★★

## EXISTING AND POTENTIAL CUSTOMERS

## THE TEAM

	Seb Robert, CEO Entire career spent in digital marketing. Early employee of a global digital agency that sold for £60m in 2014		Krzysztof Worsa, CTO Lead developer at LexisNexis and Trader.com. Expert in security and logistics software		Paul Scratchley, CCO 20+ years of experience in logistics across a wide variety of roles. Was head of Collect+ for 3 years
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## CONTACT

www.gophr.com | seb.robert@gophr.com | +447884436330

## Jetoo

White label solution for operators & brokers

Connected with

Problems when chartering private jets – booking process mainly offline

- No transparency
- Customers wait 1 hr-7 days
- Long payment processing time
- Very low conversion rate

### Digitizing Business Aviation

Customer search on broker website → **Jetoo** Digital platform for business aviation

- Flight and maintenance schedule
- Airport and ground handling charges
- Aircraft performance metrics
- Operator and broker pricing rules

Total European Market

Initial Target Market €750m  
Intra-Europe flights, less than 1.5 hr executed by small offline operators. Biggest pain!

Revenue model  
We take a 1% commission on each transaction

Founding Team

Ruben Portz, CEO  
Aviation engineer and (digital) strategist

Lisa Makarova, CXO  
Startup, consulting and corporate banking

Ask & Goal

Raising €100K  
To onboard 100  
To cover 2018

To cover Europe

Featured in

Top 10 European Business Aviation Leaders by AviationWeek | Top 25 under 25 Dutch entrepreneurs by Sprout

www.flyjet8.com | +49 151 9494 654 | info@flyjet8.com | Charlottenstrasse 2, 10969 Berlin Germany

## parknav - REAL TIME ON STREET PARKING

AI-Based-Data Sales to Car OEMs, Telecom, Navigation, Mobile Payment

	BUSINESS	PRODUCT
	YES PARKING	BMW, Inrix Telecom Trulia, Pango 240 cities: US, EU
Value Prop	Automotive Integration with infotainment improves car value	Mobile Payment Find, navigate to & book parking spots
Revenue model	License fee/car/year	Time saved parking enhances efficiency
Mkt Size 2027	\$4B	Locations Parking score
	\$4.4B	
	\$2.5B	
	\$1.0B	

### FINANCIALS

Revenue

Every year of fast growth needs investment in sales ramping up to next year

In 2020 we raise series B of \$50MM or we choose to break even in 2021 and we hold growth hiring in 2020 and do not raise Series B

Impact of growth hold of 2020 would be felt in 2022

Raising \$10MM Series A to reach \$30MM booking; Now raising bridge conv. note \$1MM

### TEAM

	Stanford U PhD, Professor of CS at UIUC, Data Scientist
	12 Years as lead architect, big data, UBS, Argonne
	20+ Years B2B SaaS sales to Automotive
	10 Years management, entrepreneurship

### ADVISORS

4 advisors with C-level experience in leading corporations

Ford HPE acxiom SAP DAIMLER ESPN

eyal@parknav.com | http://parknav.com

## AIRTEAM

Simplifying and automating inspections with drones

How we add value

AIRTEAM is the first drone solution specifically build for the roofing industry.

We map and measure roofs into actionable data.

Drone + App + Cloud

100+ qualified drone pilots all over Germany  
Autonomous flight & data capturing  
Manage jobs, plan flights, get authorisation and generate detailed reports

### Benefits

Time	1-3 days → 0.5 days
Cost	500€ - 1.000€ → 399€

Traditional roof measurement

100+ drone missions flown so far

Traction

+ TÜV SÜD IMMOBILIEN SCOUT 24

### Expansion

Future

Construction €110 billion Germany, €8 trillion globally

### Market potential

Roofing market Germany €9 billion  
Roofing globally €64 billion

### Team

Thomas Gorski CEO 10 years marketing & sales experience at Coca-Cola Drone geek

Gautier Chapuis CTO 20+ years aerospace & engineering experience for AIRBUS and Alstom Hot air balloon pilot

Founded: 2017 Location: Berlin, DE

### Funding

Fundraising Seedround **€300K**

App + Cloud Developers Marketing Sales

50% 50%

www.airteam.camera | info@airteam.camera | +49 160 96 81 00 41



For video work  
please visit  
**www.miglem.com**

A screenshot of a website with a dark header. The header contains the text "MIGLES PORTFOLIO" on the left and "PORTFOLIO" (in a larger font), "ABOUT", and "CONTACT" on the right. Below the header is a section titled "PORTFOLIO" with a thin horizontal line underneath. There are six thumbnail images arranged in a 2x3 grid. The top-left thumbnail shows a person standing on a stage. The top-middle thumbnail shows a man with long hair singing into a microphone. The top-right thumbnail is a close-up of a blue electronic device with the text "WAVES VIENNA HACKATHON" overlaid. The bottom-left thumbnail shows a woman wearing a top hat and playing an accordion. The bottom-middle thumbnail shows a close-up of a person's hand playing an electric guitar. The bottom-right thumbnail shows a textured wall with the text "HERRANG DANCE CAMP 2016" in red.

For photography work  
please visit

**<https://www.facebook.com/orangephotography>**

