WEBSUMMIT LISBON 2026 · PRE-SEED PITCH

UNLOCKING CAPITAL IN IDLE HARDWARE FLEETS

B2B SaaS and Warehouse-as-a-Service converting promotional inventory into recurring rental cash flow.

TARGET ROUND	LIVE FOOTPRINT	DOMAIN
€100,000	EU, Schengen & UK	biossphere.eu

MILLIONS TRAPPED IN DORMANT GEAR

global hardware vendors

Promotional PCs and monitors sit idle between trade shows, depreciating and accumulating storage fees.

event production buyers

Agencies and organizers battle fragmented brokers, ad-hoc spreadsheets, and complex customs logistics.

90%

AVERAGE FLEET TIME SITTING IDLE IN WAREHOUSES

€0

CURRENT REVENUE EARNED WHILE ASSETS DEPRECIATE

The market lacks automated multi-vendor order routing, dynamic price valuation, and cross-border handling.

LIVE TRACTION & VALIDATED DEMAND

Partner MVP | live since Q2 2026

TIER-1 HARDWARE ANCHOR

Logitech's promotional fleet is actively managed, priced via our AI, and dispatched directly from our validated central hub. The system is live and operating in production environments.

Client side demand | waitlisted

off-platform order generation

Agencies and tournament organizers without direct platform access are currently requesting gear and having orders manually routed through our backend. The demand is not a hypothesis - it's a bottleneck waiting for front-end scale.

DUAL-PORTAL CLOUD & PHYSICAL HUB

partner.biossphere.eu

vendor & brand operations

fleet sync: real-time inventory status

AI pricing: market rate suggestion

calendar: reserve gear for internal PR

+

rental.biossphere.eu

client B2B marketplace

unified catalog: clean multi-vendor gear selection

auto-contract: digital signature & invoicing

logistics: ATA carnets & CMR tracking

LIVE FOOTPRINT & PROVEN EXECUTION

AI Assistant pricing

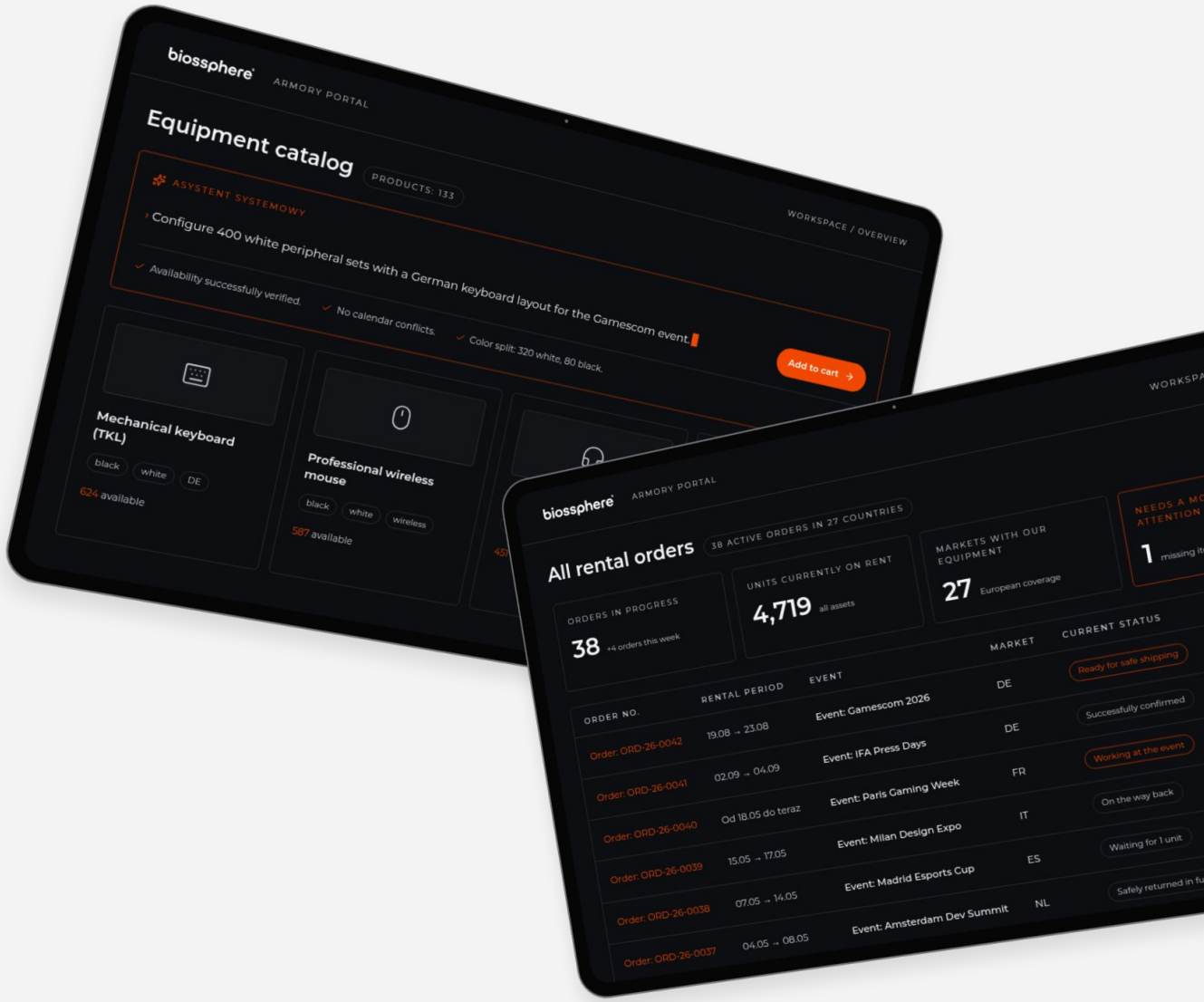
Live intelligence engine calculating realistic daily rental rates for partner equipment based on market benchmarks.

Live fleet visibility

Real-time inventory management mapped to individual corporate accounts and active event deployment status.

Smart gear catalog

Dynamic multi-vendor booking catalog checking hardware specifications, configurations, and cross-border availability instantly.



FRICTIONLESS 5-STAGE ORDER ENGINE

01

LISTING

AI suggests optimal daily prices while vendors reserve PR dates.

02

MATCHING

Platform splits multi-vendor carts and coordinates availability.

03

CONTRACTS

Instant digital agreements, automated billing, and secure deposits.

04

DISPATCH

Pre-generated CMRs, courier APIs, and ATA Carnet clearance.

05

SETTLEMENT

Optical inspection, auto damage recovery, and 90% payout.

RECURRING SAAS & FULFILLMENT PLANS

Saas

warehouse

ONLINE PLATFOrM

€249* / user / mo

€2,499 / year (billed annually)

storage: decentralized

software: full platform tool

Support: business hours

fee: 10-30% marketplace take-rate

+

HUB PRO

RECOMMENDED

€1,249* / mo

€12,499 / year (billed annually)

capacity: up to 25 sqm floor included

insurance: up to €150,000 in hub & transit

territory: full EU & Schengen coverage

logistics: hub check-in & ATA Carnet

HUB ENTERPRISE

Custom quote

tailored for Global Fleets

support: 24/7 dedicated coverage

PM included: dedicated PM (€100/h)

Tech included: maintenance (€60/h)

custom: scaled sqm & ERP sync

*early birds access for the first year. Prices to be confirmed.

SELF-FUNDING PHYSICAL EXPANSION

100%

expansion self-funding

Warehouse lease covered by Partner SaaS fees

1 : 4

decentralised ratio

One Project Manager manages 4 external fleets

≈€700

hub lease

Monthly cost to add +50 sqm capacity

sustainable physical footprint

Every new brand onboarding finances warehouse expansion directly with positive margin.

ZERO UNFUNDED CAPEX

CIRCULAR ECONOMY & ESG LOCK-IN



THE HYBRID PROJECT MECHANISM

Non-profits and youth centers submit equipment requests. Biossphere matches them directly with retired partner demo fleets.

100% VERIFIED NON-COMMERCIAL DONATIONS

auditable ESG reporting

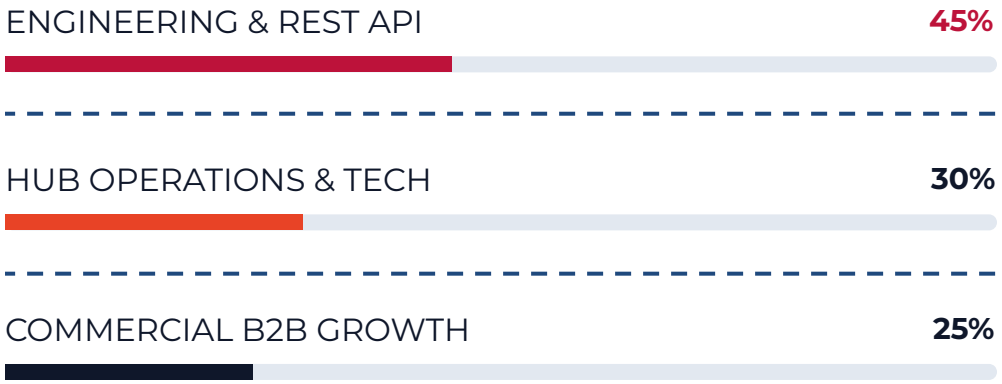
Brands receive verified carbon avoidance and e-waste reduction certificates for annual reports.

client crowdfunding stream

Rental clients sponsor supplementary desks and licenses directly within employer branding programs.

€100K USE OF FUNDS & TARGET ROI

budget allocation (€100K)



Q2 breakeven `| MRR

€15,000

Operational breakeven at 6 enterprise brands

Q4 seed target | MRR

€45,000

14 enterprise brands, positioned for Seed round

Seeking €100,000 pre-seed capital to scale our automated European logistics SaaS core.

JOIN THE HARDWARE MONETIZATION NETWORK. THANK YOU!

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