

FRENCH PROPTech DAYS GERMANY 2021



In partnership with:



French Delegation 2021

	Digital tools to engage remotely and more effectively with residents.	#HousingCustomerServiceTools
	A Collaborative platform that can be used by end users such as architects and engineers. BIM technologies for innovative and data driven companies.	#BIMCollaborativePlatform
	Smart parking solutions : Access control (License plate recognition), outdoor/indoor parking guidance system, air quality control and ventilation management.	#SmartParking
	An integrated real estate asset management solution. The tool is designed by asset managers for asset managers, allowing them to focus on their core business: creating value from their assets.	#RealEstateManagementPlatform
	A digital solution in SaaS mode with a webapp and mobile application dedicated to syndics of co-ownership and co-owners to facilitate their communication.	#SyndicsMessagingPlatform
	Implementation of conversational bots using artificial intelligence to improve the customer experience.	#AIConversationalBots



Apps Habitat provides **digital tools to engage remotely and more effectively with residents.**

Their solution allows you to simplify processes, inform your residents in real time and offer them assistance 24/7 with a unique digital experience.

Website

Thierry SELLES
Founder
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Fabien BERNARD
Founder
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Creation in 2019
2 employees
Turnover : €95 K

Spoken languages :



Project examples :

My Arpej : An app to

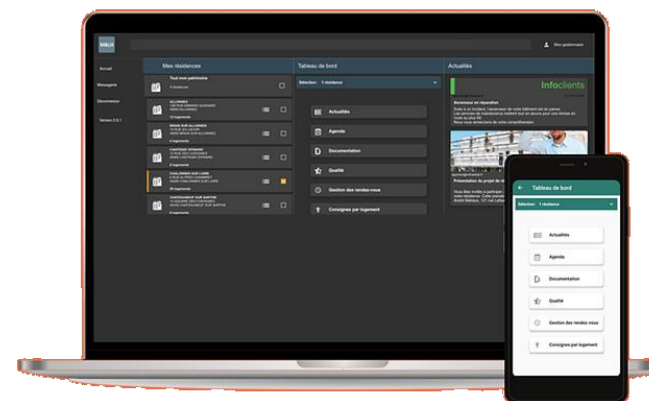
- Communicate with 80 residences for students and young workers
- Manage your rent documents and process payments
- Order maintenance service or repairs
- Online appointment meeting room
- Online booking answer to survey

Competitive strengths :

Lots of functions for an affordable investment.

Main References :

- Social housing : Logirem, OPAL02, Maine et Loire Habitat, Haute Alsace Habitat, Presqu'île Habitat.
- Temporary housing / coliving : Arpej





BIMData.io

[Website](https://bimdata.io)

Stanislas Limouzi
CEO
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Creation in 2015
10 employees
Turnover: €550 K

Export activities all over Europe
(paying and freemium Model)

References in Germany :
Over a 100 free users. The
company will start monetizing
those users at the end of 2021.

Spoken languages :



BIMData provides a **Collaborative Platform**, that can be used by end users such as **architects and engineers**, and **BIM technologies** for **innovative and data driven companies**.

Hundreds of businesses of all sizes, from startups to large enterprises, use BIMData's tools and APIs to integrate BIM models into their ecosystems. BIMData.io integrates **design, construction, operation & maintenance software and databases**.

BIM Data has a unique technology-first approach to BIM:

- High performance Viewer (2D/3D)
- Restful API with SDK and Design System
- Collaborative Open-source platform



Project examples :

- Integrating BIM in a CMMS software. Creating a BIM data interface with maintenance and asset management. The use of BIM models in operation & maintenance starts with interfacing the Facility Manager's CMMS. At Esset Property Management's request, **Veolys** carried out the integration of BIMData's technologies to link the equipment from the BIM model and the maintenance plan of work. Both 2D and 3D viewers have been integrated into the software.
- Building a sensor data hypervisor. Creating data series plugin. BIM and IoT convergence is more and more expected in the operation and maintenance phase to monitor and track buildings or infrastructures' performance. To enable the monitoring of electrical panels, **Schneider** has developed a plugin and integrated it directly into the BIMData viewer, retrieving data from its' EcoStruxure platform in real time Protecting ultra-sensitive data.
- Implementation of BIMData on-premise solution. Although our servers are based in France and highly secured, some customers, such as **EDF** (Electricité de France), are subject to very strict confidentiality policies or specific regulations. In order to guarantee 100% control of their data, BIMData has developed the only BIM application that can be hosted to their customers' servers.

Competitive strengths :

- Fastest improving BIM Tech: Features and improvements are released each week to help you stay ahead of industry shifts.
- Direct integration: Integrate high performance 2D and 3D viewer and powerful APIs within a few lines of codes.
- Data Protection: BIMData services are hosted on European servers. They also offer the only BIM on-premise solution on the market.
- A strong R&D culture: The team is now working with machine learning technologies to improve data quality as well as customer experience.

Main references :

- Rexel
- Schneider
- Socotec
- EDF
- Foncia
- Vinci, ...

Hesion provides **Smart Parking solutions** :

- Access control LPR (Licence plate recognition)
- Outdoor/Indoor parking guidance system
- Air quality control and ventilation management.

Project examples:

- Fondation des parkings de Genève (Public, Hospital, Housing) :
Installation of their access control solution in 21 car parks in Geneva to provide a contactless comfort solution for subscribers, eliminate fraud, prepare the future of dematerialized tickets.
- Migros (Head office, shopping center):
Installation of their outdoor/indoor guidance system in 4 car parks in Geneva to facilitate the guidance of users in the car park and ensure parking time control.
- Private parking (Housing):
Installation of their air quality control solution in 4 car parks in Freiburg (CH) to reduce electricity consumption by 3.



Competitive strengths :

- Developed in-house since 1975, 99% plate recognition rate guaranteed.
- Solution for all types and size of car parks.
- Scalable solution in line with the evolution of mobility.
- Same software platform for all our solutions Factual Data.

Main References :

- Air France
- CERN
- Philip Morris International
- Migros
- SBB
- CFF
- FFS

[Website](#)

Reda MEBARKI
Ing. Account Manager
r.mebarki@hesion.ch

Creation in 1975
40 employees

Turnover : €3 M

Export activities in Canada,
Spain and Switzerland.

Spoken languages :





[Website](#)

Benoît André
Co-Founder
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Creation in 2016
13 employees
Turnover: €1.5 M

Export activities :
Germany, Italy, and Spain.

References in Germany :
- AEW
- Grizzly Investors GmbH (POC)

Spoken languages :
 

SONEKA offers an **integrated real estate asset management solution**. It is designed **by asset managers for asset managers**, allowing them to focus on their core business: **creating value** from their assets.

It is a combination of :

- a calculation engine : allowing asset managers to spend less time on reporting and more time on high value-added tasks
- a database : making data accessible and reliable for everyone in an organization
- a workflow tool: streamlining and simplifying systems
- a comprehensive integrated reporting module: automating all reporting.

The solution meets the needs of asset managers :

- Calculate business plans very quickly from contract data and a set of assumptions
- Make the data coming out of the systems accessible and reliable for everyone in an organization
- Automatically report performance indicators in an intelligible way
- Streamline and simplify systems, so that anyone who knows about real estate can use it without being a system professional

Project examples :

Optimize Poste Immo's real estate asset management by rationalizing their systems. Context:

- Multiple systems for asset management
- Data scattered across tools
- Unlinked Excel files
- Multiple entries, many interfaces
- Siloed use of systems
- Non-ergonomic systems

What SONEKA brought:

- Rationalization of systems with a market solution
- IT and business experts

Result:

- Drastically reduced IT costs
- All SONEKA features used
- Deadlines met and high acceptance



Competitive strengths :

- Automated Reporting: Analyzing, digesting, and processing data as a super analyst would do in a top-tier Real Estate asset management player when pitching the portfolio performance to investors.
- Delivering it according to your template.
- Handling complex asset classes specificities, one-offs, structured deals, everything that makes data definition extremely complex.
- Cash-flow motor: Speed of calculation (one second for a cash flow of 100 tenants).

Main References :

- Poste Immo (2nd largest real estate owner in France. They have 10,094 buildings / 6.2 million m² in SONEKA)
- AEW (They have chosen SONEKA for the management of their whole portfolio : the institutional and general public activities of AEW group in Europe, which include around 2,000 assets and more than €32 bn AUM)
- Colliers Global Investors (They have 100 buildings / €4.5 bn AUM in SONEKA)
- Batipart (€3.2 bn AUM)
- MIDI 2i (124 buildings, 427 km²)
- ONV
- Action Logement Group (300 buildings)
- Valimmo (350,000 m², €530 M AUM)



Website

Thierry ROY

CEO

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Creation in 2020

1 employee

Turnover: €12 K

Export activities in
Belgium, Germany,
Spain, Italy,
Switzerland, Canada.

Spoken languages :



Syndicappli is a startup that offers a **digital solution in SaaS mode** with a **web app** and **mobile application**. It is dedicated to **syndics of co-ownership** and **co-owners** to **facilitate their communication**, but also to allow participation and **electronic voting** in remote general meetings by simple **360 °- videoconferences**.

Syndicappli provides a simple and secure videoconferencing solution fully integrated into their software and which above all allows the user to be able to participate remotely and in complete safety in general meetings of co-ownership. Participation is characterized in 4 ways: postal voting, live remote voting, live participation and delegation of power.

Syndicappli also integrates innovative intra-ownership communication features such as instant messaging, incident reporting and monitoring, co-ownership events and the creation of surveys.

Competitive strengths:

Syndicappli offers an end-to-end digital participation system. The process is fully secure and certified by electronic signature at each stage depending on the choice of participation. In addition, they are the only ones to offer a totally immersive experience for participation in the general assembly. Indeed, their 360° streaming technology makes it possible to carry out a 360 videoconference for the remote participant. He can swipe all around the room to view and discuss live with the other co-owners.

Main references :

- Groupe Elyade
- Cabinet ABRY Gestion
- Thierry Immobilier





[Website](#)

Frédéric Lambert
Sales Manager DACH
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Creation in 2017
80 employees
Turnover: €4 M

Export activities in Belgium
and Germany.
Switzerland, Austria, Spain,
Canada and the USA by
the end of 2021.

References in Germany :
Europ Assistance

Spoken languages :



Zaion implements **conversational bots** using **artificial intelligence** to improve the **customer experience** of their users and customers.

Project examples :

- Management of calls when all lines of the customer service are busy
- Organization of a tow service / a car rental / an admission in a hospital / the approval of future medical costs
- Management of technical incidents (lift is broken, water leakage, electricity breakdown)
- Management of flat search / re-issue of renting invoices or renting contracts

Competitive strengths:

Zaion has 3 key USPs. In the frame of implementation of a Zaion project :

- They also advice their customers regarding their customer experience
- They program all the interfaces (telecommunication and IT). No integrator needed
- They have their own algorithms, their own emotional AI and their own monitoring tool (the botcenter)

Main references :

- In Germany : Europ Assistance (creation of a call bot which enables customers who have a car breakdown to organize a tow service for themselves with no or limited interaction with an agent)
- In Belgium : Europ Assistance and AXA Partners
- In France :
 - Real Estate : Sergic, Batigere, Dynacité, Action Logement
 - Energy : EDF, Butagaz
 - State : Ministry of Health
 - Telecommunications : Free Pro
 - Banks and insurances : RCI Bank, Matmut, Macif, April, La Banque Postale, Ma French Bank



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