

1. Codiska

Contact

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Description of startup and main product

The company is called Codiska and the product is Codiska for Kids, which is a subscription-based service. Codiska, founded in early 2022, aims to promote easy access learning for all children all over the world.

Codiska for Kids is a multilingual online platform for teaching computer programming to kids in their native language. The platform connects students and mentors worldwide around our project-based learning materials designed for kids and provided in different languages. The kids' roadmap when they join Codiska starts with block-based programming like Scratch and goes through Minecraft, robot programming, and more complex and advanced topics such as Python, game programming, IoT, and data science and AI. Each month, kids work on a fun project, broken down into weekly phases; kids get access to videos, other learning materials, and supports as well as weekly 1:1 sessions with their mentor to discuss their solutions, in their chosen language.

Project scope

This project focuses on enabling using Codiska in an offline mode through a mobile application. This will aid students with unstable internet access by allowing them to download tutorials for offline viewing.

The web-based platform currently allows students to signup/signin and access to the learning material (according to the course they are in). It also provides the infrastructure for online 1:1 meeting with their mentors. The offline mode will enable registered students to access and download their course materials through the (new) app that will interface with the current platform (Moodle server). The content should be securely stored and can only be downloaded and viewed within the app.

The offline mode app should provide the following features:

- User Authentication:
 - Integration with the Moodle server to authenticate users.
- Course List Interface:
 - After login, students should be presented with a list of their registered courses.
 - Courses can be sorted or categorized as needed (e.g., ongoing, completed, favourites).

- **Tutorial Download:**
 - Next to each tutorial within a course, there should be a "Download" button.
 - Progress bar or indicator for ongoing downloads.
 - Option to pause or cancel the download.
- **Offline Viewing Interface:**
 - A separate tab/section where students can see downloaded tutorials.
 - Play tutorials directly within the app.
 - Option to delete downloaded tutorials to free up space.
- **Security:**
 - Downloaded tutorials should be encrypted and stored in a way that they are only accessible within the app.

Existing systems and data sources

- Web-based learning platform (Moodle server)
- Course Materials (videos and texts)

Potential customers

Parents/guardians, Students registered on the Codiska platform (on the Moodle server).

Other stakeholders

- Mentors
- Platform Managers

Similar products

Netflix App, which provides/supports offline viewing for their streaming service that has been designed for online use.

2. Pedatim (by Phystec AB)

Contact

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Description of startup and main product

Scandinavian Phystec AB was founded by Ingela Sjölin in 2019. Currently, five people are working with 'Phystec'. It is a start-up that has been a member with Smile incubator in Lund since 2020.

The product Pedatim was developed by Ingela (a Physiotherapist) while she was working at Skane University hospital. She developed a method for helping staff keep track of the exercises she (as a physiotherapist) had given the patients using a whiteboard placed by the patients' beds, see Figure 1.

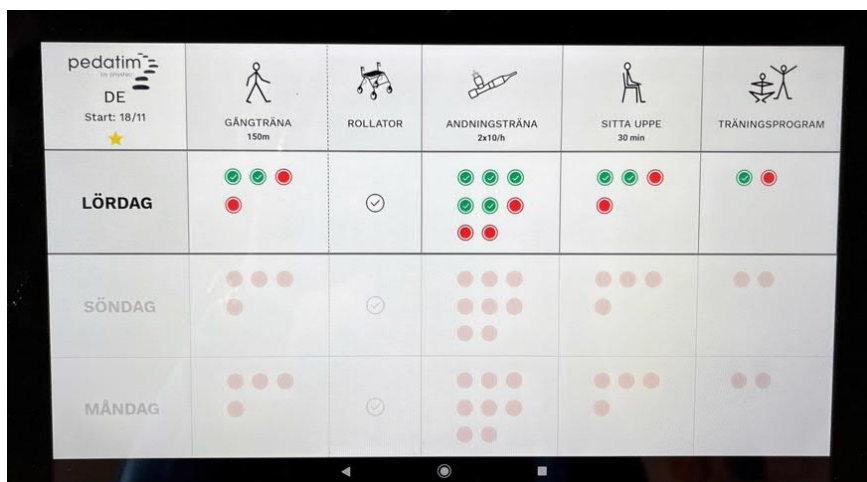


Figure 1. Exempel på initial produkt i form av whiteboard with flippable magnets (red / green).

Today, Pedatim is a digital solution displayed on a 13-inch Android touchscreen that is placed next to a patients bed. The solution is currently used at hospitals, short stay care, or home care.

Pedatim is based on several theoretical methods and has been shown to make patients and health care personnel motivated and engaged in the rehabilitation. Karolinska Institute and Professor Maria Hagströmer has published five independent studies on Pedatim. Very brief, the results shows that patients increase their

rehabilitation with 300% daily and they are leaving hospital one day earlier (6 instead of 7 days) compare with standard care rehabilitation.

Project scope

We need to make an admin dashboard to our product to enable, e.g. hospitals, to remotely administrate the Pedatin instances for their patients. Currently, the only way to access data from Pedatim (add, change or delete) is from a React Native application running on the patient's Android tablet. Instead, we would like to give our customers a possibility to remotely view and administrate their patients Pedatin rehabilitation status. Typically, there are something like 10 tablets in a department and those should be presented on a dashboard in a logical way. In a next step, we want to add this possibility for a superadmin, as well, but then for all available instances (all departments for all customers). The dashboard should be a web app.

Examples of features that the new admin dashboard should support include providing an overview of all patients, issue alerts, set-up of patient rehabilitation programmes etc. Since the app will manage patient data (sensitive personal data), security and GDPR are important aspects to considered.

Existing systems and data sources

The current product consists of a server connected to a mongo DB with clients running on an Android tablet.

Potential customers

Hospitals, Short stay care home, Homecare

Other stakeholders

Smile Inject Capital

Similar products

Health care apps i.e Appva, Stretchcare, Exorlive, Habbie,

3. M-SOLAR

Contact

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Description of startup and main product

M-Solar is an Ideon-based startup company. They have built a B2B software platform to help solar companies, i.e. companies that distribute various solar products, such as solar home systems, water pump etc. The M-Solar platform enables scaling climate actions, by unlocking 1 trillion climate finance.

To reach the Net Zero Goals, a growing number of corporations (including large companies such as Tetra Pak, Siemens etc, as well as, small- and medium size enterprises - SMEs) are purchasing carbon credits from climate action projects that are implemented by solar companies etc. However, 8 out of 10 solar companies lack digital tools to unlock this opportunity for their customers.

M-Solar offers digital tools to scale climate actions in one platform. Through the M-Solar platform, solar companies) can calculate their CO2 reductions, validate their data by 3rd party (independent) auditors, and sign purchase agreements with corporations to receive carbon revenue for scaling.

M-Solar has a small team with curious high-performers who enjoy working in a fast-paced environment and take ownership of tasks from start to finish. They work closely with leading solar companies in Europe and the US. These companies operate in 40 different countries globally, e.g. in South-east Asia and Africa. M-Solar care deeply about their customers and are driven by their vision to create long-lasting impact.

M-Solar's innovation has already impacted 6.000 beneficiaries (from both B2C and B2B partnerships). To reach a larger audience, the company has decided to collaborate with B2B partnerships beginning in 2023. Together with B2B partners, their team is now on a mission to reduce 720,000 CO emission, and impact 480,000-1.4M solar installation users by the end of 2026. Their work was recently recognized by the Swedish king, Carl XVI Gustafs, by being awarded the prize Årets Nybyggare 2023 in Stockholm.

Project scope

As the business grows, the company is planning to extend their product offering with new B2B partnership features for corporations called M-Solar Web. M-Solar Web will be used by corporations to a) identify their climate action needs and to b) partner with a solar company to sign contracts with agreed deliverables and timelines. This way, corporations can contribute in a more responsible way during the entire climate action project, rather than just make quick one-time payment. In return, they benefit from high quality carbon credits from global supply as well as access to M-SOLAR transparent platform.

M-Solar Web will provide the following features:

1. define the climate action need
2. sign preliminary agreement with a solar company
3. track progress
4. quality check & complete payment

The project for the students entails exploring these new features, as well as, considering the additional partnerships and future traffic, robustness, and quality of the web and how these affect the requirements.

Existing systems and data sources

M-solar platform is currently used by a number of solar companies.

Potential customers

Corporates who purchase carbon credits from climate action projects that are implemented by solar companies etc.

Other stakeholders

Solar companies, 3rd party auditors, certification bodies (TUV, DNV etc) etc.

Similar products

Competitors include

- non-tech consulting service providers such as South Pole, My Climate etc.
- <https://www.riverse.io/>
- <https://www.ceezer.earth/>

4. Vomerce

Contact

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Description of startup and main product

Our startup aims to provide a quick, convenient and cost-effective donation and swapping of used clothes through the platform Vomerce.

Fashion is one of the most pollutive industries. Companies are creating more clothes than ever while people wear it shorter times before disposing of it, often in a damaging way for the environment. Over 85% of all textiles end up in landfills.

We want to provide a solution to reduce textile waste. Through creating a marketplace platform that facilitates giving clothes a second life, we contribute to reduce pollution.

Our startup provides an online platform that enables individuals to support charities transparently and conveniently by donating used clothes. In addition, we aim to motivate recycling of clothes by rewarding users for the clothes they hand over to our startup.

Our platform will support 2 ways of donating clothes:

1. Donating clothes to support the charity causes available on the platform, e.g. support for cystic fibrosis patients by Caritas, support for refugees from Ukraine by Unicef, support for animal shelters by Viva. For each kilo of clothing donated, the charity of the user's choice will receive 10 SEK.
2. Donation of clothes in exchange for points, which can then be used to purchase products from our platform. The number of points will be awarded for each donated item of clothing, taking into account its value.

The user will have the option to donate the clothes in their own packaging or in a Vomerce bag ordered on the platform.

All products sent to Vomerce will go to a central warehouse located in Sweden, where they will be sorted, upcycled, photographed, and put up for sale online.

The marketplace platform will allow products to be purchased with points or with normal currency.

Project scope

The platform should support the following features:

- **Functionality typical of a marketplace**

Among other things, registering a user profile, sorting, categorising, and searching for merchandise, handling payments (via Stripe, PayPal, Klarna) and returns, etc.

- **Choice of charity**

Users who want to support a charity with their clothes can choose from a number of different charities available on the platform (e.g. Unicef, Caritas, Viva, etc.).

- **Admin feature**

- **Functions enabling companies to, e.g. create or delete campaigns for charities, add or delete products for sale on the platform, and manage users accounts.**

This feature includes immediate valuation of the product in order to make the points system transparent, i.e. each person can check approximately how many points they will receive for a particular garment before sending it to Vomerce. To check this, the user will have to take a photo of the front, back and tag of the garment, and also fill in their self-assessed condition of the item. The system will immediately show the number of points.

- **Payments on the platform using points.**

If users have points in their account, they will be able to purchase products available on the platform using them.

- **Payments on the platform using normal currency.**

If users do not have points in their account, they will be able to buy products available on the platform with normal currency.

- **Payments on the platform using points and normal currency.**

If users have points in their account, but not enough to purchase a particular product, they will have the option of combining payment of points + normal currency.

- **Points system.**

The points system will be expanded. Points to be used for shopping on the platform will be awarded for donating clothes, buying clothes, and other activities to be determined in the future.

- **Ordering a bag and courier.**

To make it easier for users to donate clothes, it will be possible to order a bag, which will be delivered by a courier, who will also collect it. The shipping label and the bag will be free of charge if the user donates clothes to charity. If the user chooses to donate clothes in exchange for points, the shipping label and bag will be paid for by the customer.

- **Publishing the item on multiple resale platforms for bigger reach.**

In order to increase the chances of selling the clothes that Vomerce will sell, we want to list them on our own platform, but also on other sales platforms (Tradera, Vinted, etc.).

Existing systems and data sources

Right now there is no system existing from our side, though we have performed market analyses, analyses of potential customer groups, and financial analyses of the venture.. We built the startup page on the Wordpress: vomerce.com

Potential customers

Initially, we target the Swedish market, and in particular these types of customers:

- Eco enthusiasts
- People who buy second-hand clothes
- People who buy upcycle clothes
- People who want to get rid of clothes
- People who support charities

Other stakeholders

- Charities (owner of the charity causes)
- Courier companies (Shipping label on user profile)

Similar products

There is no single identical product to our platform, but some individual elements do exist.

- sellpy.se - Ordering bags and intermediary sale of clothes (Sweden)
- maiapp.se - Immediate product valuation based on images (Sweden)
- maiapp.se - Automatic display of products on multiple platforms simultaneously (Sweden)
- ubraniadoodania.pl/most_popular - Supporting charitable causes by donating clothes (Poland)

