

Turning IoT into ROI

The 1st IoT operating system enabling to build highly scalable digital services in no time.



nymea

short profile • facts at a glance

Company

- guh GmbH is an aPaaS (application Platform as a Service) company in the IoT industry based in Vienna/Austria.
- Founded in 2016, the company was instantly profitable and still retains a lean shareholder structure with 86% of shares being held by the founders.
- Successfully closed € 1 million seed funding round in 2017.

Product

- It's product nymea is a B2B2C open source operating system for connected things.
- So far more than 25 man years and over € 2 million were invested in the development of the operating system.

- nymea enables B2B customers to enter the IoT market with a minimum of risk and an unbeatable time-to-market.
- The nymea stack has a strong focus on edge computing while offering full cloud connectivity - the best of both worlds combined.



86 % of shares
held by founders



25 man years
in product development



€ 2 million
invested into the product

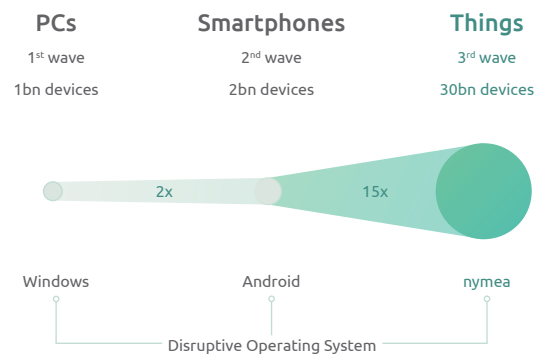
IoT • the 3rd wave of the internet

Market situation

- We are in the midst of the 3rd wave of the internet.
- Estimated 30 billion connected devices by 2020.

Market problems

- Interconnectivity loss through exponential device growth.
- High dependency on cloud and rapid growth of data traffic.
- Security problems due to outdated software.
- Difficulties in the monetization of IoT.



nymea • full IoT stack for digital services

nymea

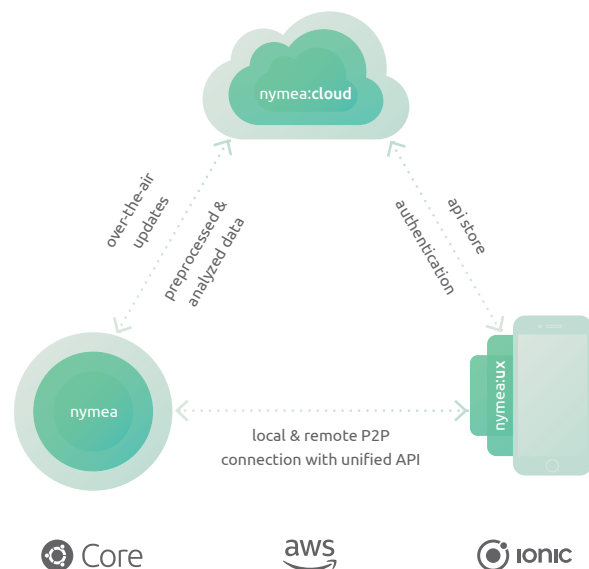
- Seamless device communication through a unified API.
- „Realtime“ decisions without cloud dependency.
- Significantly increased security level.

nymea:cloud

- Software-defined products stay up-to-date and secure.
- B2B customers can open additional revenue streams through digital services.

nymea:ux

- Customizable apps and interfaces for customers, service staff & management.



nymea • customer benefits

B2B customers are enabled to enter the world of IoT and can focus on their core business. They can benefit in multiple fields:



New digital business

Additional revenue streams e.g. through subscriptions.



Predictive maintenance

Higher efficiency and cost reduction.



Consumer insights

Higher success rate of product launches.



Customer relationship

Higher proximity to end customers.

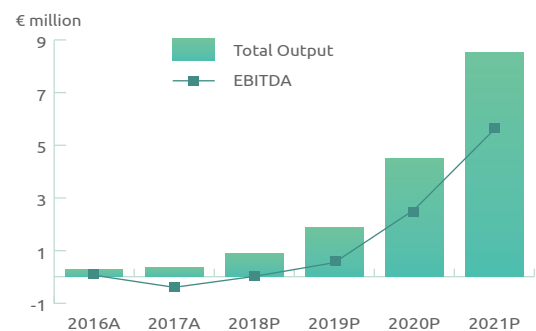
nymea • business model

Current business model

The subscription based revenue model (monthly recurring) focuses on the B2B customers' need for continuous updates, providing the architecture and infrastructure to build and securely run digital businesses.

Future business potential

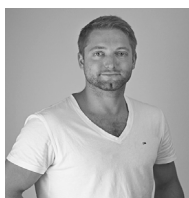
Marketplace (IoT App Store) and revenue share model.



founders & team • about us

Founders

The 4 founders have a background in embedded systems, mechatronics, UX/UI and software development - a perfect fit for their core business.



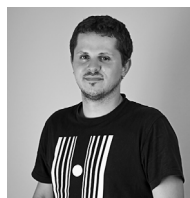
Simon Hönegger
CEO



Bernhard Trinnes
CTO



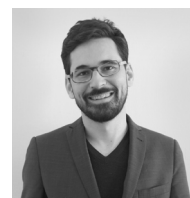
Lukas Mayerhofer
UX Architect



Simon Stürz
Lead Engineer



Stefan Nolte
CFO



Jürgen Ellensohn
CMO



Luca Silvestri
Cloud Architect



Michael Zanetti
Senior Software Engineer

Team

Our dedicated team has years of experience in finance & accounting, marketing & sales, software development and community building.

All founders have been working fulltime on the project since 2013.

In total 13 team members are working full-time on revolutionizing IoT.

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