



# Juan Murcia

**CEO & Co-founder**

artia mobility

<http://www.artiamobility.com>



## Bilateral Meetings

- Thursday (2:00pm - 4:00pm)
- Thursday (4:00pm - 6:00pm)

### Description

artia founded in 2011, is a business development Consulting Firm with a new idea of consulting and an innovative business model focused on IoT, Mobility and Smart Domains. Success in finding new revenue channels for IT Industry related to mobility/Logistics, Energy and Smart and Connected Domains.

artia mobility - Top 30 Startup In Europe within Fiware accelerator "Smart Data as a Service" as a new value proposition. within FINODEX accelerator and Co-Founded by EU.

We provide market entry services over emerging markets, matching new technologies with customer projects.

### Organization Type

Company

### Organization Size

No, I have already an entry pass

### Areas of Activities

## SMART SOCIETY

1. entrepreneurship

## TECHNOLOGY

1. Services integration
2. city platform
3. sensors
4. Internet of things cloud
5. big data
6. apps
7. visualization
8. data analysis
9. high technology

## **ENERGY**

1. business models

## **MOBILITY**

1. Intelligent transport systems
2. mobility on demand
3. logistics of Rail Freight

Offer

### **Market entry and Business Consulting services for new smart (City) domains**

Essence of tasks - Key Accountabilities

1. Manage technologies tenders and win new projects.

2. Identify new Smart projects:

Develop an overall understanding of all the vertical market (Utilities, Telco, Infrastructure, Public administration,...)

Systematically scan the local vertical markets for new entrants

Document local vertical markets and feed information

4. Create local partnerships needed for success:

Create partnerships with local and multinational companies necessary to be successfully 5. Define R&D consortiums to cover the new Smart scenario.

6. Collect and document market requirements:

Document technical and commercial requirements and feed information into tech and commercial department.

Offer

### **Smart Data as a Service for Mobility and Smart Metering**

New algorithms and data analytics value proposal:

- Focused on Data and data analytics
- Real time capabilities and batch processes
- Independent of technology and vendor
- Only pay for your needs (Subscription)
- Your Provide data samples and we provide monitoring and alarms.
- Real time simulation under request

Keywords: Smart Data Smart Mobility Smart Metering Data Analytics IoT Real Time Routes Optimization in Real Time Machine Learning Algorithms

Cooperation Offered

1. Sales / Distribution
2. License agreement

3. Technical co-operation
4. Outsourcing co-operation

**Cooperation Requested**

1. Sales / Distribution
2. Technical co-operation