



ScaleUp your digital solutions globally

May 2023

A dark blue-tinted background image showing several silhouettes of people in an office environment, standing near a window or glass partition.

Your B2B specialist in sales
outsourcing of cutting
edge technologies

Your growth partner in
Europe & LatAm

Your sales door
to any industry

Who are we?



Your own experienced &
multinational sales team

Your direct access to
corporates' decision
makers

Your alternative to costly
investment in sales
development



Introducing Cutting Edge Tech to all Industries



Artificial
Intelligence



Machine
Learning



Block
Chain



Quantum
Computing



IoT



UI & UX



Big
Data



RPA



AR, VR &
MR



HealthTech



AgTech



InsurTech



Ent Software



CyberSecuri
ty



RetailTech



FinTech



Any-Tech



How do we work?



We only represent your interests

Not like other third-parties, where you become a by-product of their own services.



Sales-as-a-service, all included

We take on the full sales process in your new markets, meaning you don't need anything else to start selling within our markets.



Cost effective

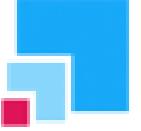
No need for extensive expansionary CapEx. No need to open up new offices or hire local staff to enter our markets.



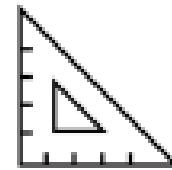
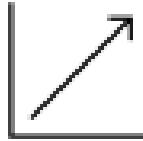
We can integrate with other sales teams

If you already have other partners in the country, we can manage the overall activity to ensure the best results for you.





We help our scale-ups to land & expand with



Access to market

Our connections allow you to have the opportunity to show your solutions to the right stakeholders

Credibility & Trust

When your company and products are unknown in the market, you need a partner able to generate trust.

Tailored adaptability

Every market has its own particularities and local needs. We will advise you on how to adapt your offering in our markets.

Experts in processes

Internal purchasing processes are lengthy and complex within corporates. We have a proven trackrecord and unique sales tactics.



As well as **fundraising** services



Access to a diversified network of investors

The B2B market is inherently international or regional.

And so fundraising is.

Qualified leads

As in your sales process, don't spray & pray.

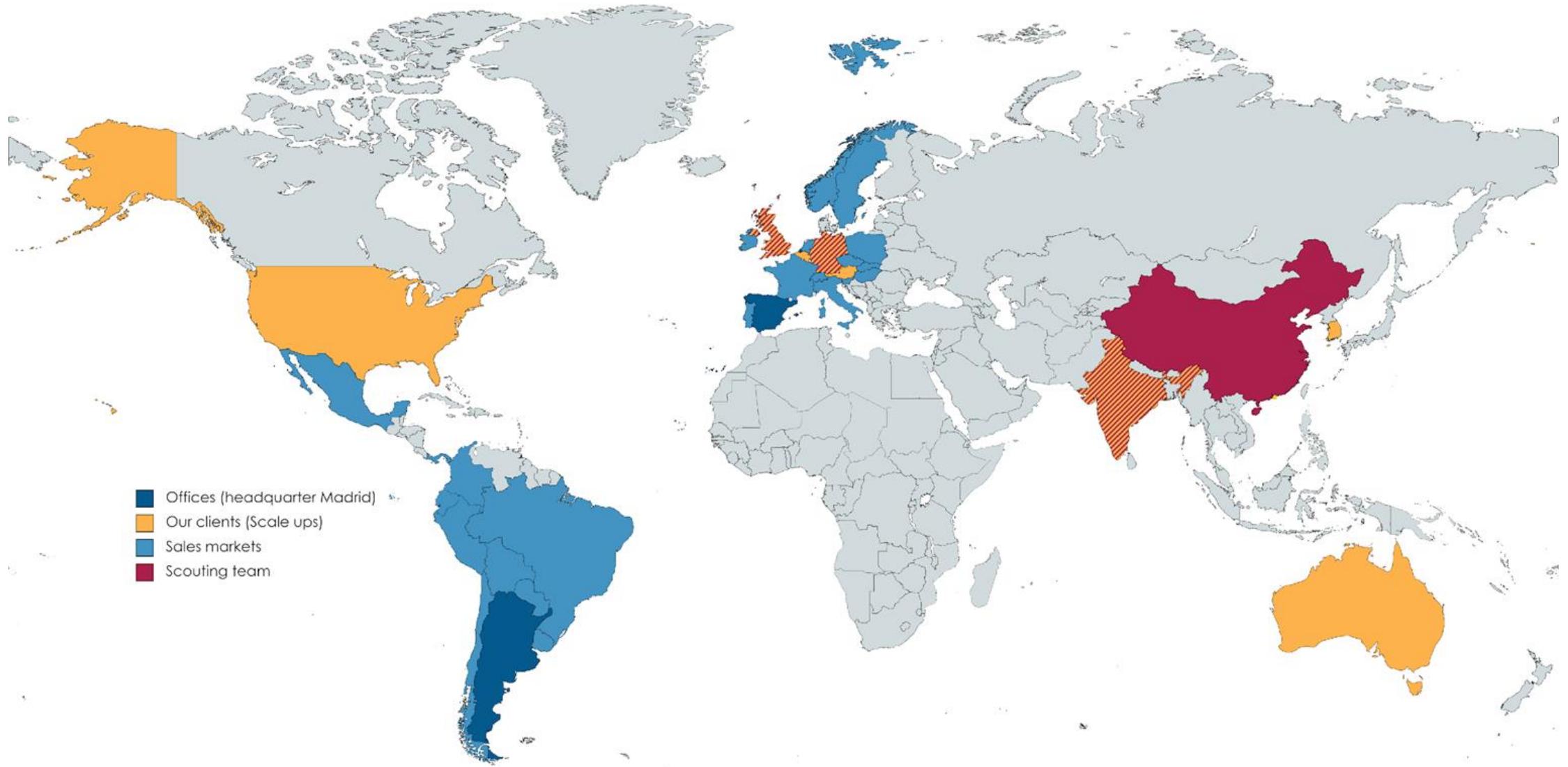
Focus instead on investors segments that perceive lower risk and higher upside in your business.

Productivity

Fundraising drains substantial time and resources from your team.

Free them up and focus instead on continuing growing your business.

Your gate to EU & LatAm



Tech companies scaling-up with us



PERFECT



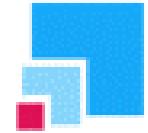
harmony



+many others



Some of our clients



Gaviti | FinTech | Israel

Gaviti is an Accounts Receivable (A/R) invoice-to-cash management no-code/ low-code platform that automates and optimizes the entire collections process, enabling you to send the right message to the right persona at the right time.



OpenLegacy | Ent. Software | Israel

Digital to the core: allowing organizations to riskless unlock legacy systems to become fully digital. Automatically integrating microservices & creating 500% better APIs 20 times faster & at 1/4 actual cost.

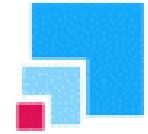


Perfect | BeautyTech | Taiwan

Advanced AI + VR to reimagine your customer shopping experience. Real time skin analysis powered by cutting-edge AI ML algorithms. Interactive livestream beauty broadcast with integrated virtual try-on



Some of our clients



Atidot | InsurTech | Israel

Machine learning and Analytics software to improve understanding of customers' behavior and create visibility into their risk for Life insurance products (understanding lapsation, underinsured...).



Medi Whale | HealthTech | Korea

Specialized in Reti-Intelligence, the artificial intelligence analytics that focuses on the association of ophthalmic biomarkers with systemic health diseases. An innovative solution to prevent cardiovascular disease through the analysis of the retina



AgriTask | AgTech | Israel

Comprehensive Agricultural platform that integrates various data sources. Operating System for Agri businesses that covers the whole crop lifecycle and ensures supplies and ESG for AgBuyers.



Some of our clients



Skinscreener | HealthTech | Austria

It is a user-friendly, easy-to-use app ,that provides the risk of skin cancer for skin lesions. Approved as a class I medical device (European Directive 93/42/EEC) SkinScreeener detects about 98% of all malignant skin lesions, 95% clinical accuracy.



Nemesysco | Voice Analisys | Israel

Patented "Layered Voice Analysis" (LVA™) technology. Leader in voice analysis solutions that address different needs of the financial, corporate and security markets, improving detection, prevention of crimes; streamline investigations; identify and combat fraud more effectively

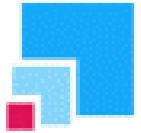


gnatica | InsurTech | Hong Kong

A cloud-native API platform built specifically to accelerate new product development and transform customer interaction. Create, manage, and adjust products without system limitations or business disruption.



Some of our clients



FinAlyzer | FinTech | India

Financial corporate performance platform. Management reporting: and financial consolidation. A single platform for multiple reporting needs for any number of entities, 5-7x faster implementation, fully configurable and and 5x to 20x cheaper.

GeoVictoria | HR Tech | Chile

Workforce Management. Time control solution for companies that allows you to sign in multi-mode in person, without contact and in telework mode, from our App or website among other workforce solutions.

TeleMessage | RegTech | Israel

Records and archives your employee WhatsApp communication for compliance requirements
Turns WhatsApp and other tools into marketing channels and makes them legislation compliant (MiFID II, FINRA, etc).



Some of our clients



Enabley | EdTech | Israel

Game changing learning platform that connects training to Business Results using latest education trends. Blend of LMS + LXP + CMS & live video that help global leaders to manage courses & lifelong learning.

enabley
formerly TIME TO KNOW

Auditor | Ent. Software | Australia

Platform for conducting inspections, submitting reports, creating checklists, capturing & correcting errors. It is used 50,000 times a day in more than 85 countries to help raise business safety and quality standards.

iAuditor
by SafetyCulture

Harmoney | Insurtech | Belgium

End-to-end platform for the optimal management of the compliance processes of any financial institution (KYC/AML, MiFID, IDD, ESG). It brings together all data, documents and workflows in a single solution allowing a clear audit trail.

harmoney
13

Some of our clients



Criskco | Fintech | Israel

With our big data processing and cloud infrastructures, we help vendors and financial institutions cut underwriting times and costs.

We assist financial institutions in evaluating the integrity of their loan applicants, detecting fraud, and predicting future credit failures



Intuvie | DefenseTech | Israel

IntuView leads the artificial-intuition revolution with field-proven technology and solutions for sentiment analysis, entity extraction, name matching and idea mining in a variety of languages, including English, Arabic, French and Spanish.

The technology features a Natural Language Processing (NLP) platform provided both as a standalone server and a cloud-based API.



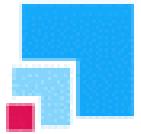
Bambu | Fintech | Singapore

Bambu is a leading global digital wealth technology provider for financial institutions. We enable companies to make saving and investing simple and intelligent for their clients.

The cloud-based platform is powered by our proprietary algorithms and machine learning tools.



Some of our clients



Findynamic | Fintech | Italy

Leading SaaS platform in the Italian market in Dynamic Discounts and Supply Chain Financing (DD/SCF), in addition to integrating Electronic Billing and adapted to the requirements of the Spanish market, including regulatory development of the Create and Grow Law.



Bridewise | Fintech | Israel

BridgeWise aims to become the industry standard for financial research by applying advanced AI to provide faster, accessible, and trusted coverage in every language for all global financial instruments. BridgeWise delivers high-quality and easy-to-read equity reports

BRIDGEWISE
Financial Research Technology



Some of our team members



Pablo Penas
Founder and CEO



Lola Franco
Partner



Carlos Franco
Partner



Mario Rouede
VP Corporate Sales
LatAm



Youssouf Traore
Sales Director
France



Borja Gómez
Head of Fundraising



Thank You!



Pablo Penas
CEO & Founder
ppenas@scaleuppartner.com
+34 627 016 298