



Hey, let's meet!

#team\_events

Coronathon, 13/04/20



# Problem

The world is not going to be the same!

Events were till today one of the preferred solutions for companies to meet prospects.

Big events will be avoided from now but humans need a face to face contact to gain trust!

Venues are now having a difficult time and problems to find customers! they lack of visibility.

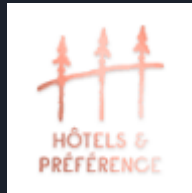


# Solution

Let's miet! is the solution that empowers people to meet in real life in giving them the possibility to rent quickly and simply a meeting place tailored to their needs.



## Competition

The logo for Spacebase, featuring the word "spacebase" in a lowercase, sans-serif font. The letters "s", "p", and "a" are enclosed within a thin black rectangular border.The logo for Cvent Supplier Network, featuring the word "cvent" in a bold, lowercase, sans-serif font with a blue "c", and "SUPPLIER NETWORK" in a smaller, uppercase, sans-serif font below it.

## Competitive advantage

- A special relationships with venues
- All categories (bars, hotels, co-working spaces)
- A “human interactions” orientation
- Simplicity



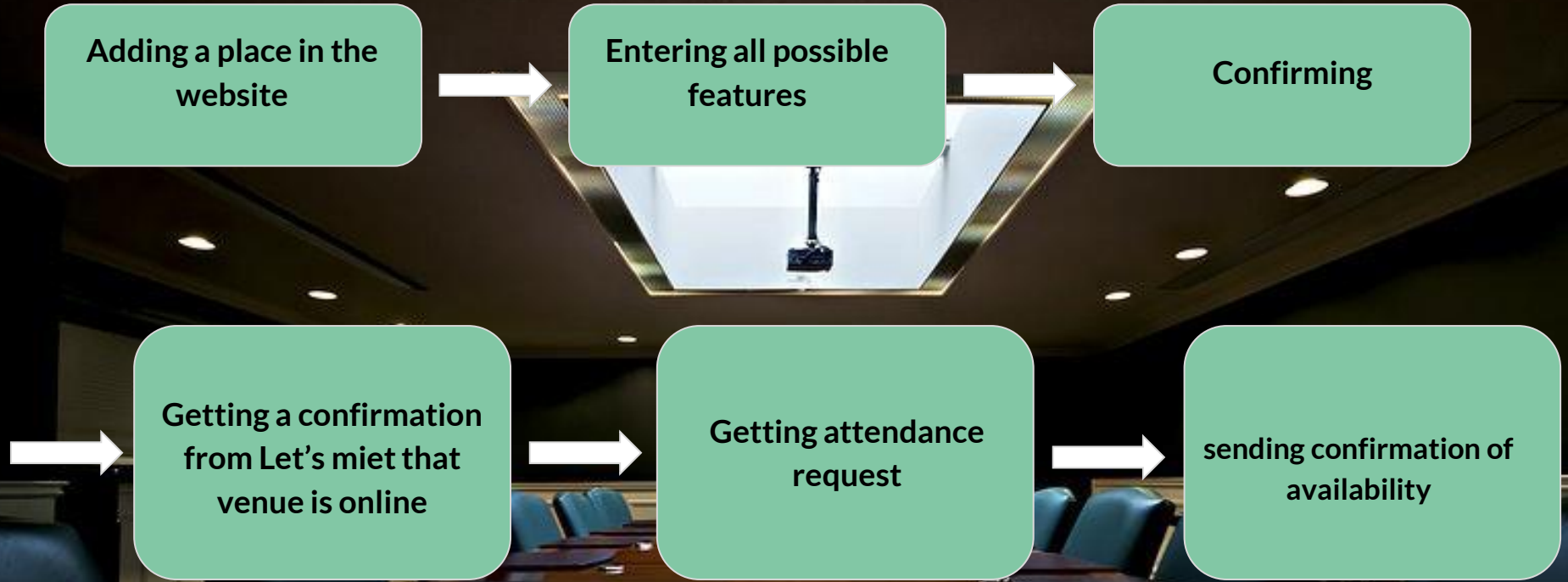
# Let's miet! the website

“Let's miet, find a place tailored to your events”

**Venues can post their space**

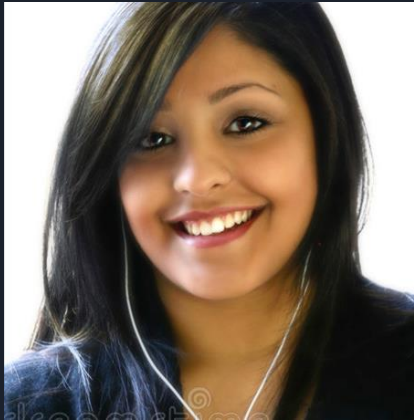
**Customers (individuals, project managers, entrepreneurs,...) can find the perfect place to rent**

# Venues - we are giving them online visibility

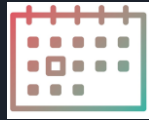


# Who would benefit from the website?

This is Sara!



- 29 yo
- Events organiser
- Tech Savvy



She is an event organiser in a start up



Her budget is tight



She is looking for ways to always be more efficient



She needs to be creative in finding new venues and new experiences

# Create Customers and Fans out of Leads

First Contact to Sara

Brand Image  
Vision  
Mission

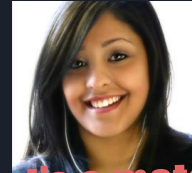
via E Mail Automation  
Google Analytics  
Homepage  
Landing pages

Interest & Motivation

Explaining benefit  
Free Ebook  
(on events and corona)  
Affiliate marketing  
Discounts for sending  
info to friends  
via

Call to action

Selling process  
via  
E Mail Automation  
Landing page



**That's a match!**



# Sara's customer journey

Let's meet!

Sara can choose :

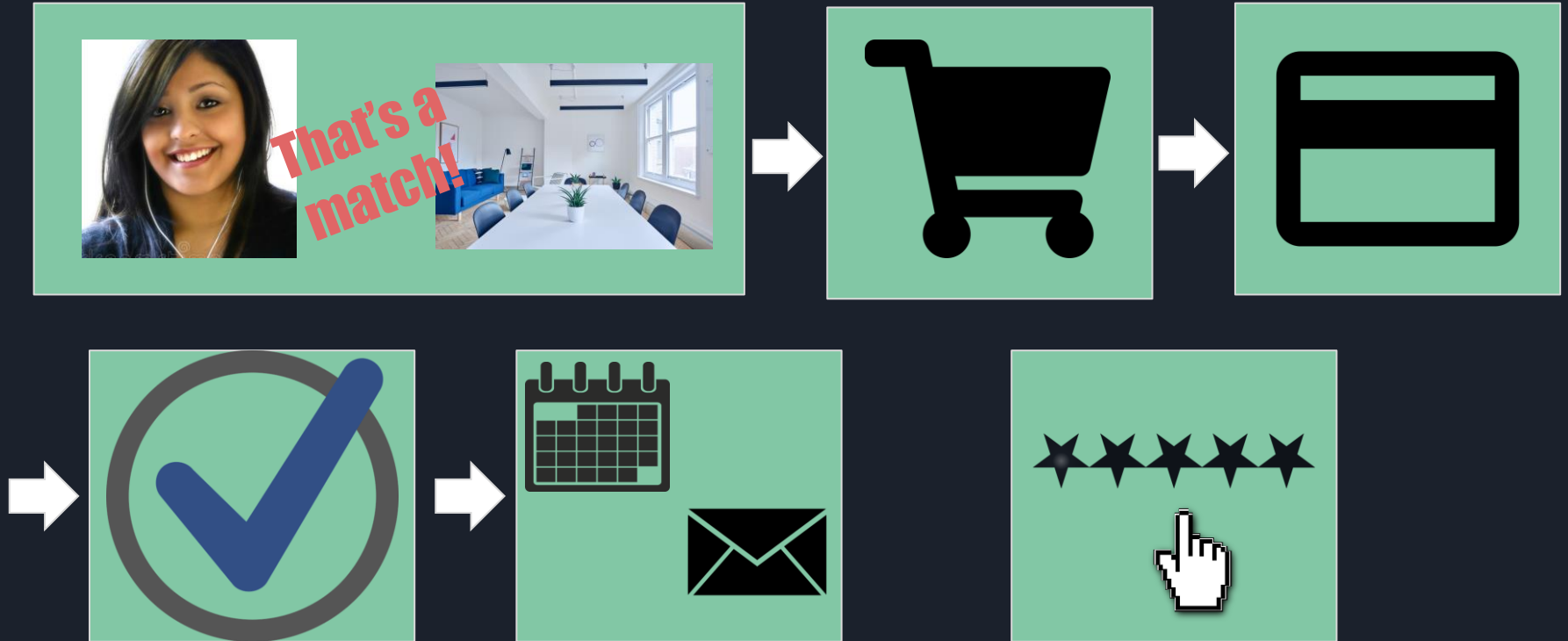
- the type of event she wants to organize (meeting with clients, company events, afterwork)
- the number of people she wants to host
- the location
- the type of material she can get
- The catering if needed



Sara gets :

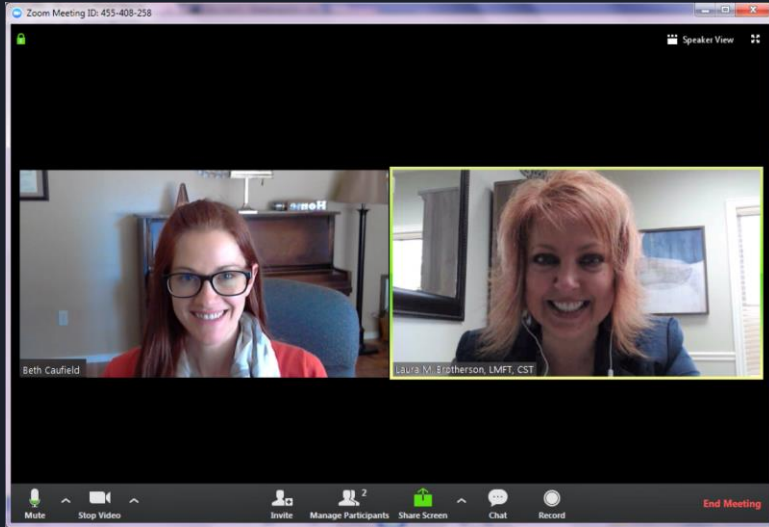
- A large number of responses
- the availability in real time
- the price without surprise
- just the places which get the material she needs

# Sara's customer journey

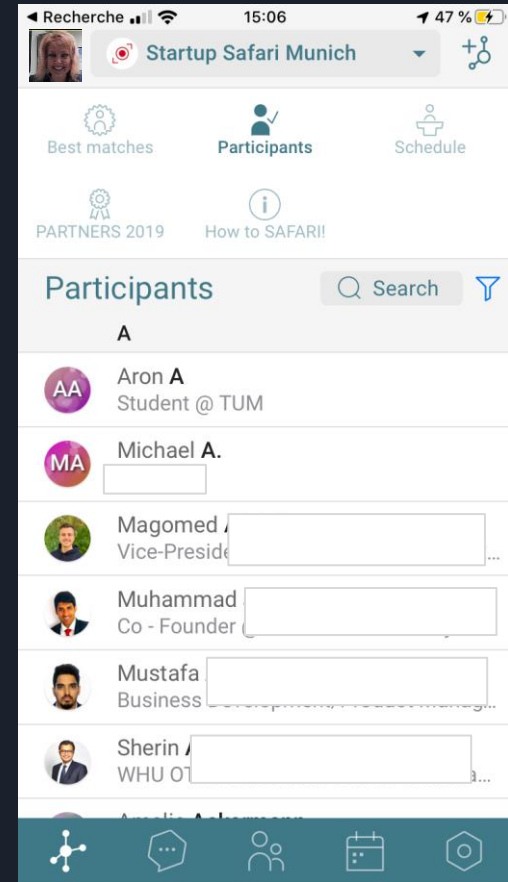


# Let's meet! the API

- We are adding a service for people attending events



Make your virtual leads become real



Meet your contacts in a more relaxed place

# Let's meet! the API

- Where can we connect Let's Miet!

## Virtual meeting rooms

- Zoom
- Webex
- Vfair
- 6connex...

## Fair trade apps

- Talque
- Pathable
- Guide book...

<https://www.eventbrite.com/blog/best-event-apps-ds00/>

# Who would benefit from the solution?

This is Laura!



She is an entrepreneur



She sells coaching solutions for individuals and companies

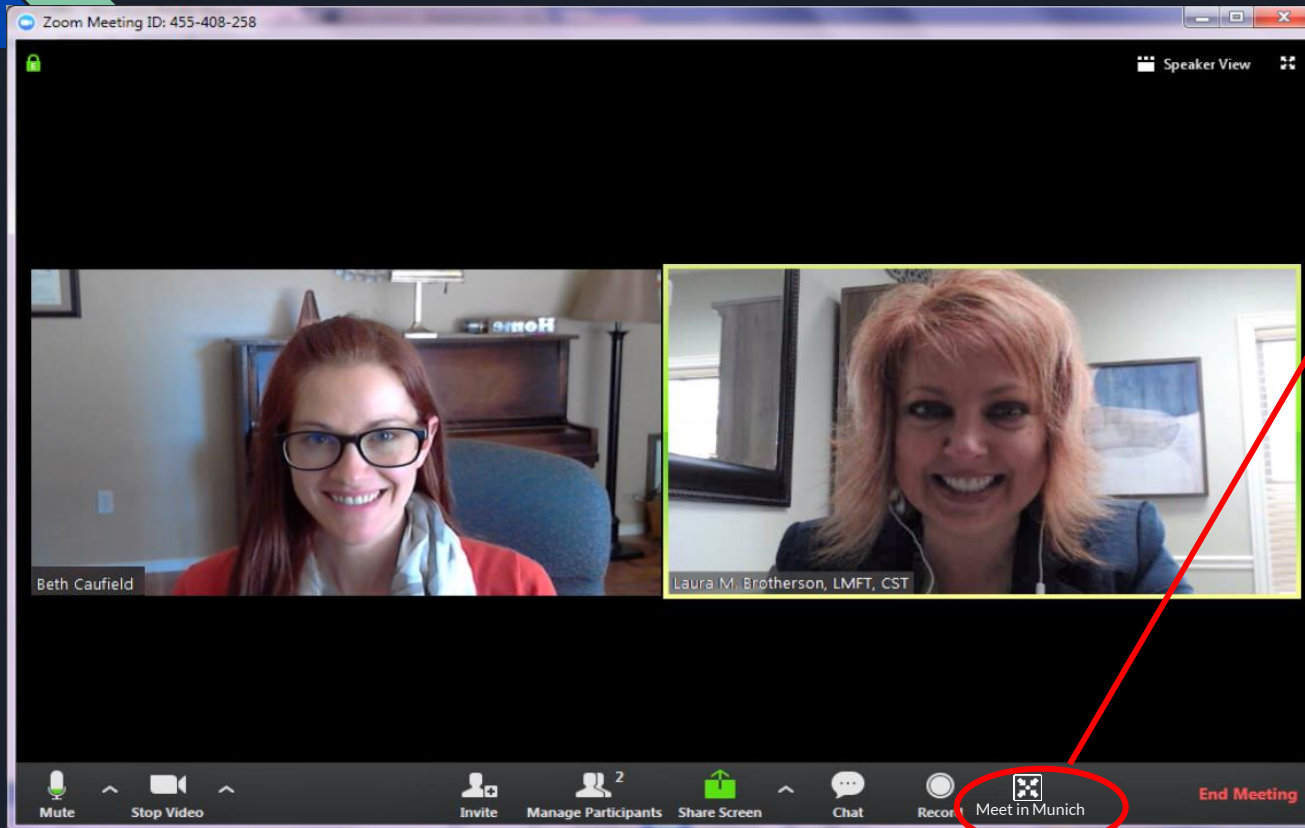


She is often participating to events, to find prospects.



She is trying virtual events but need to meet potential customer face to face to gain trust

# Laura is participating to a virtual trade show...



Meet in Munich

API is using the participants current location to give the best meeting possibility



Meet in Munich



**Laura gets :**

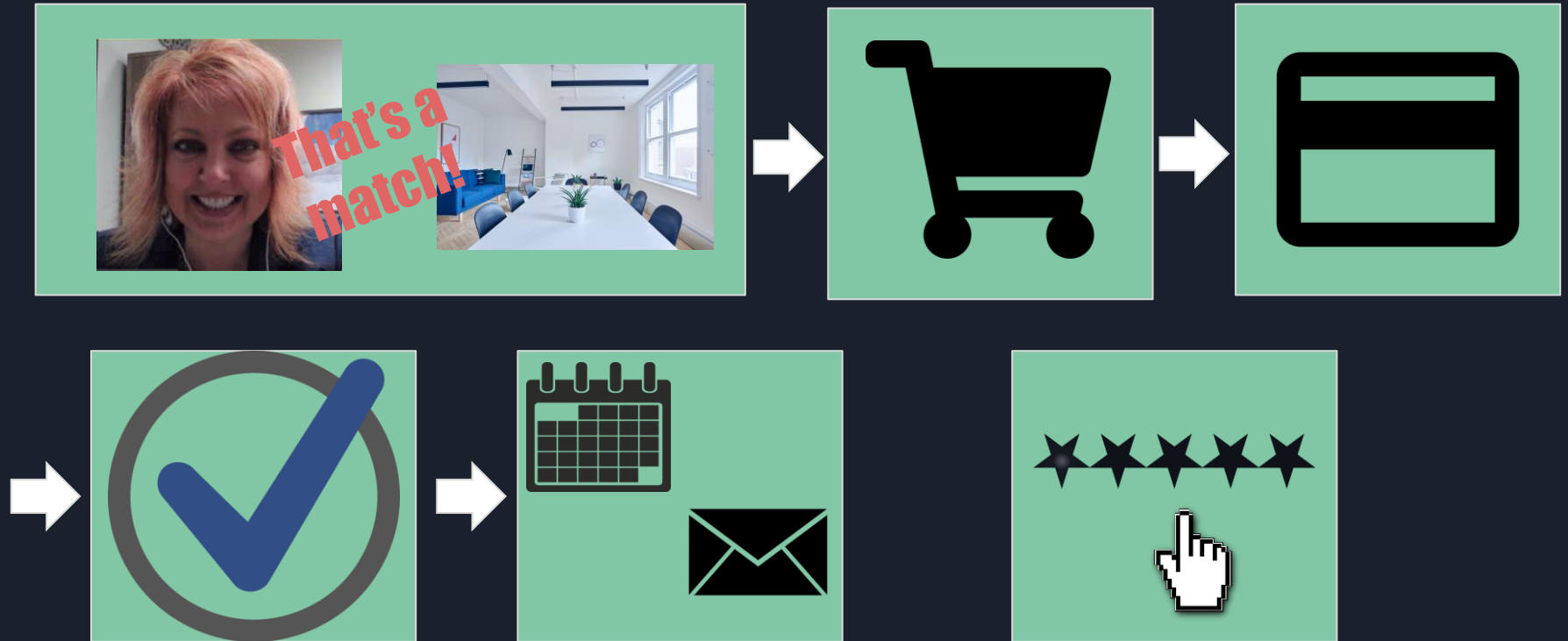
- Potential venues in Munich for one to one meeting (according to the number of participants)



**Laure can :**

- choose with more details what can of place she wants to rent

# Laura's customer journey







Demo time!





# Business Model

Companies as it is.

Adding features and expanding clients



# TEAM



Anne Laure Zouater



Mohamed Aymane Zizi  
Msc Computer science



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