BEVINE
We make vines talk

Team

Blagoi

Nikolay

Kostadin

Ivan

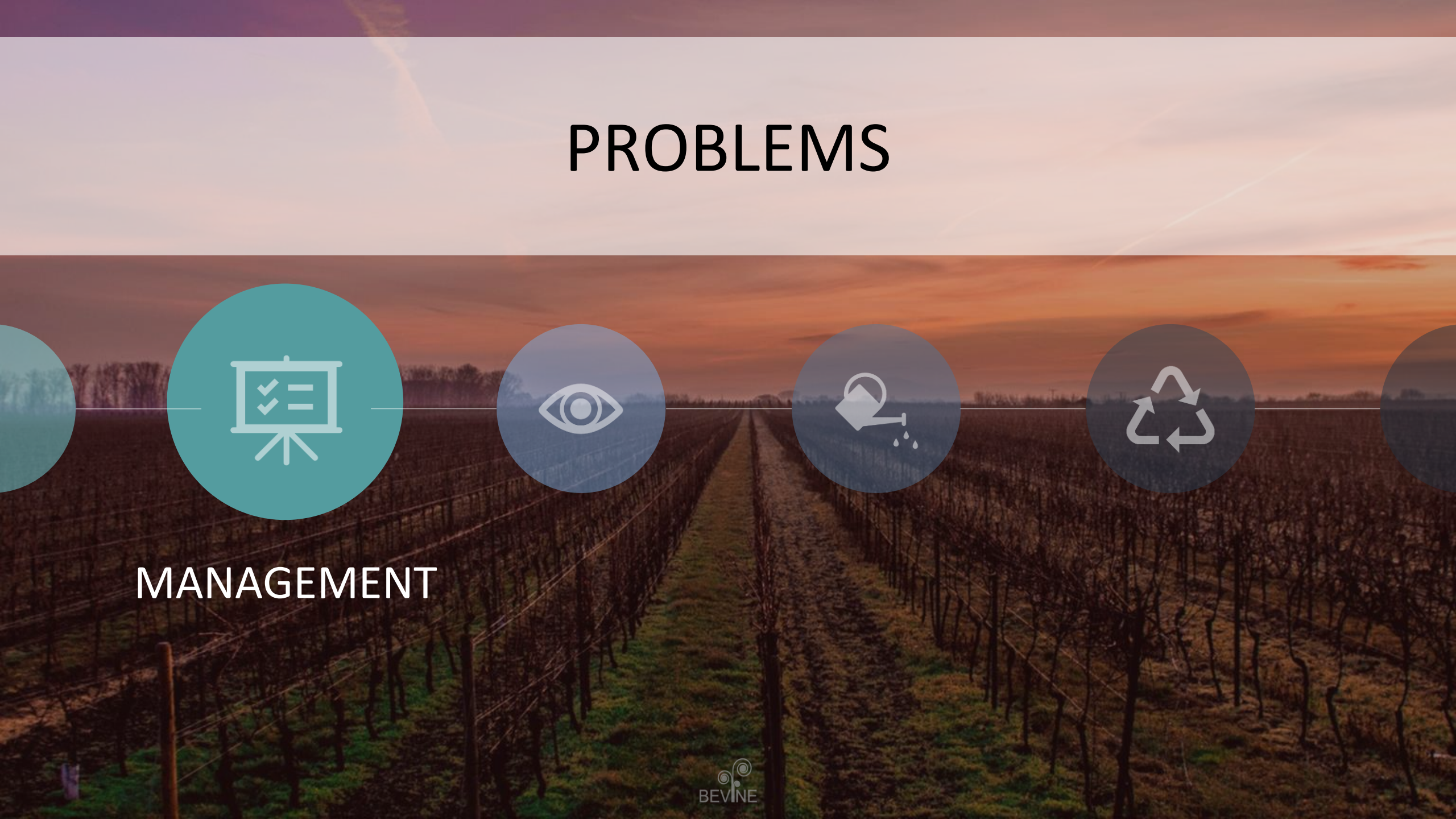
Titko

- 4 **Software Developers** + **3D Artist**
- All doing a Master Degree in Technological **Entrepreneurship** at the moment
- Know each other for **5 years** and worked on several projects **together**

THE STORY BEHIND

PROBLEMS

PROBLEMS



MANAGEMENT

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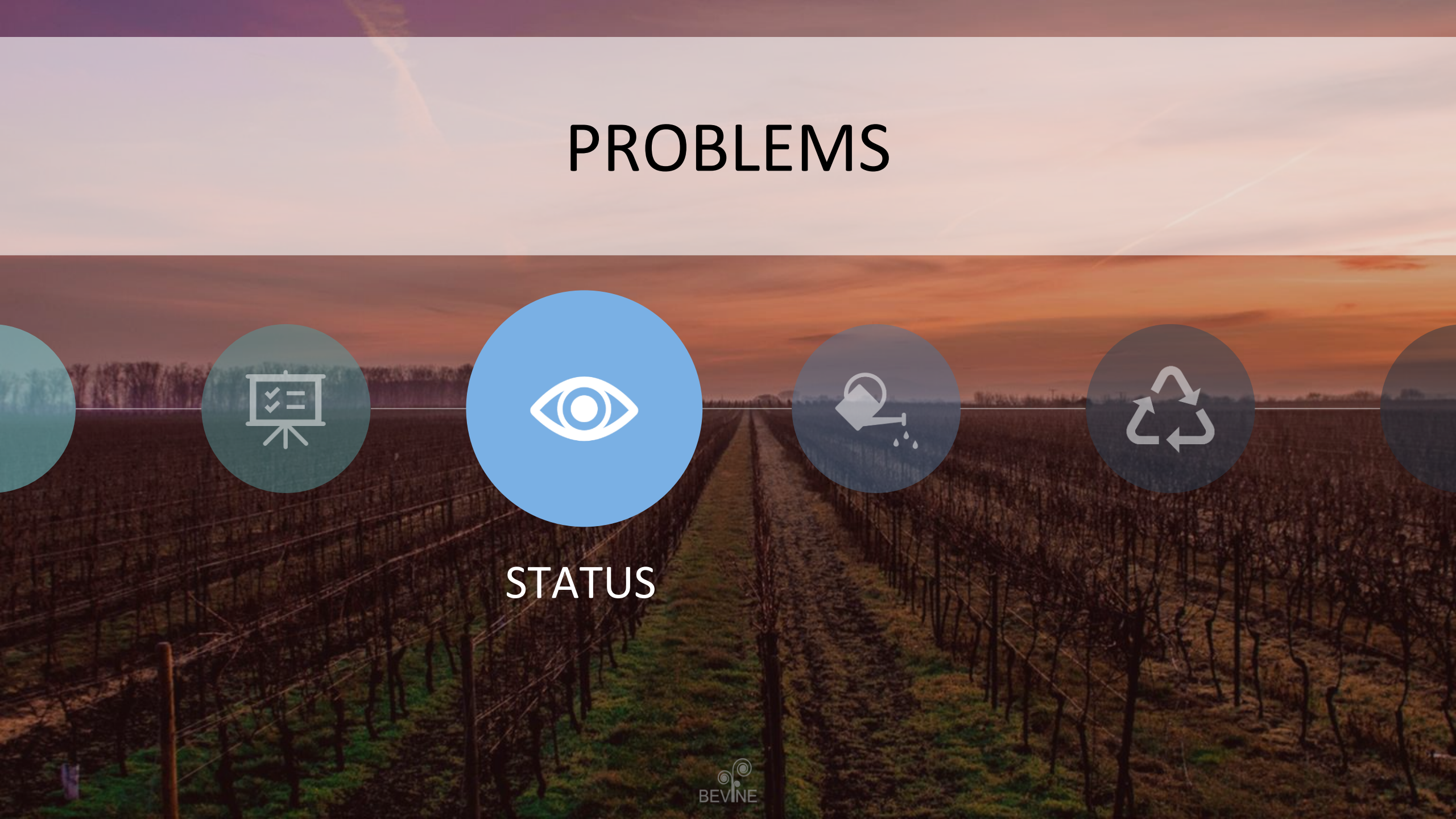
PROBLEMS



STATUS

PROBLEMS

WATER AND SPRAY CONTROL

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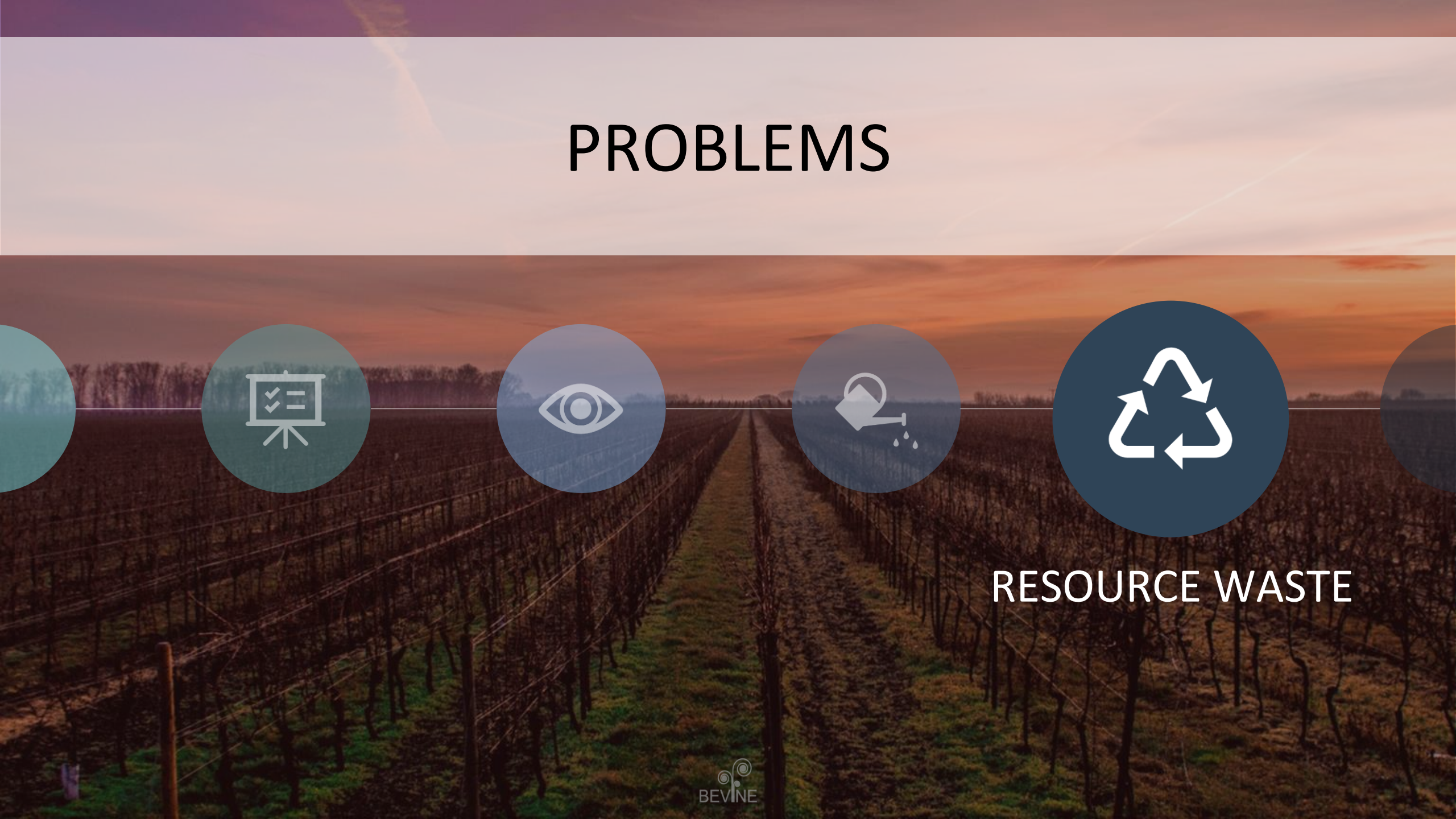
PROBLEMS



RESOURCE WASTE

Validation

- **First hand** experience - own vineyard
- Winery **visits and interviews** with specialists - **~70%** face similar problems
- 8 **wineries ready to test**
- Only in France, vine diseases cost **€1B+** of losses to the wine industry **each year**

OUR SOLUTION
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DATA PROCESSING

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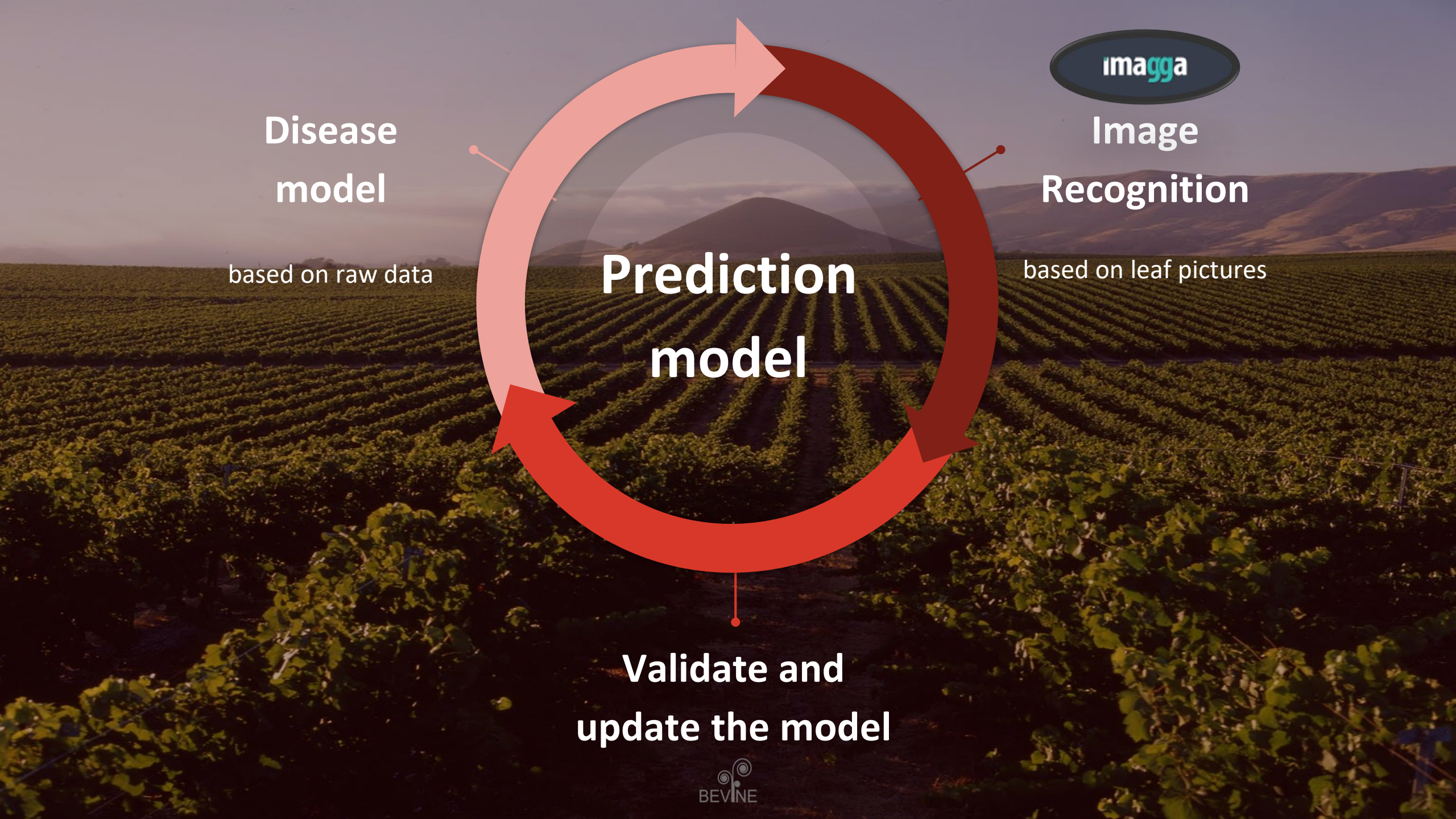
Località S. Cresci
Località S. Cresci

65%
Risk of Black Rot
It is a good idea to spray with Mancozeb
27°C
43%
11%
6km/h
6.9
PH

BEVINE

78%
Risk of having Black Rot disease


Disease model
based on raw data
Prediction model
imagga
Image Recognition
based on leaf pictures
Validate and update the model
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CUSTOMERS

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VALUE PROPOSITION

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REVENUE MODEL

ECONOMY
€499/year

HARDWARE KIT

DISEASE MODEL

POPULAR
€749/year

+

UPDATE OF THE MODEL BASED ON IMAGE RECOGNITION *

COMPLETE
€899/year

+

INTEGRATION WITH OTHER SYSTEMS

SMART ASSISTANT

****every uploaded image for update of the model will decrease the price***

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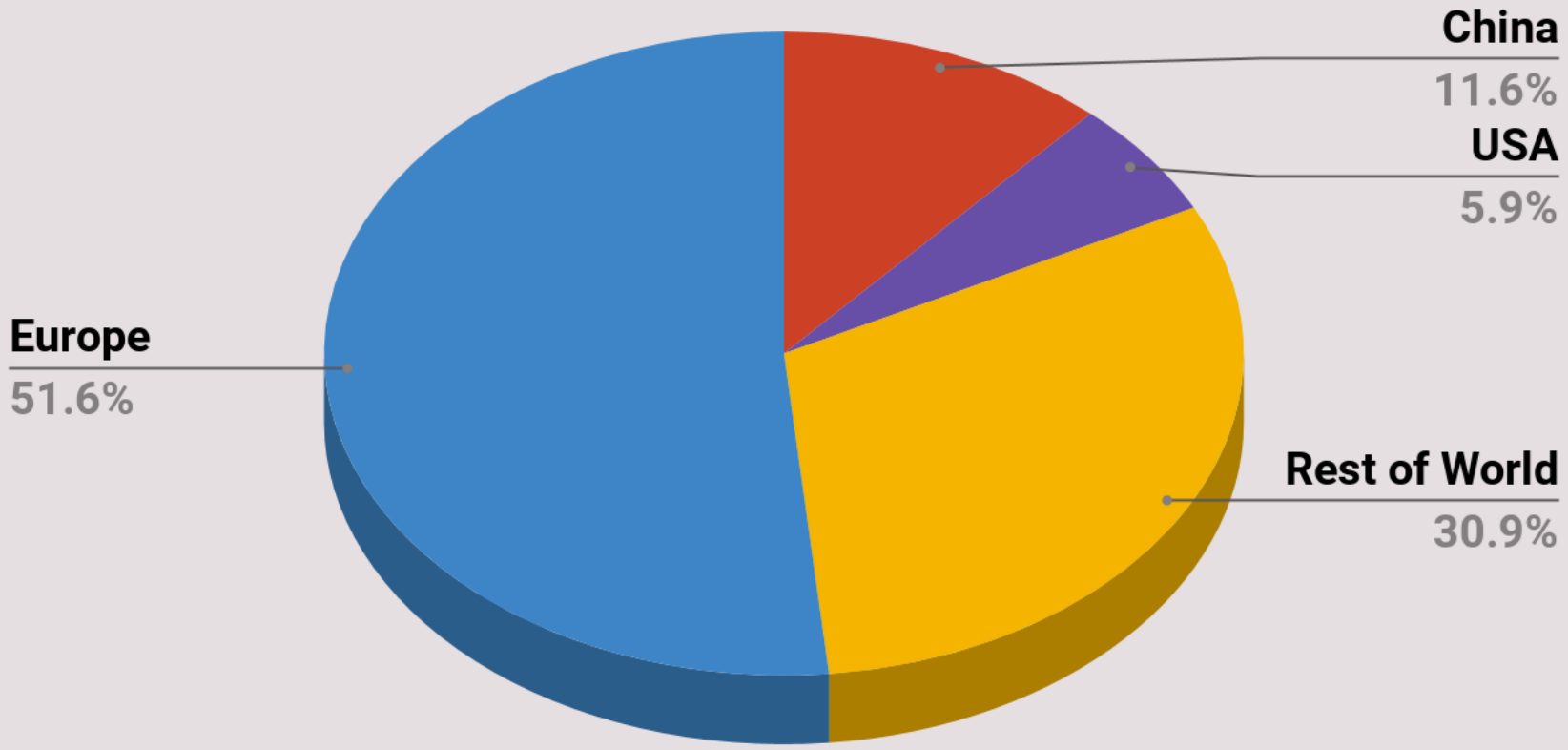

75 Million
decares in the world

39 Million
decares in Europe (52%)

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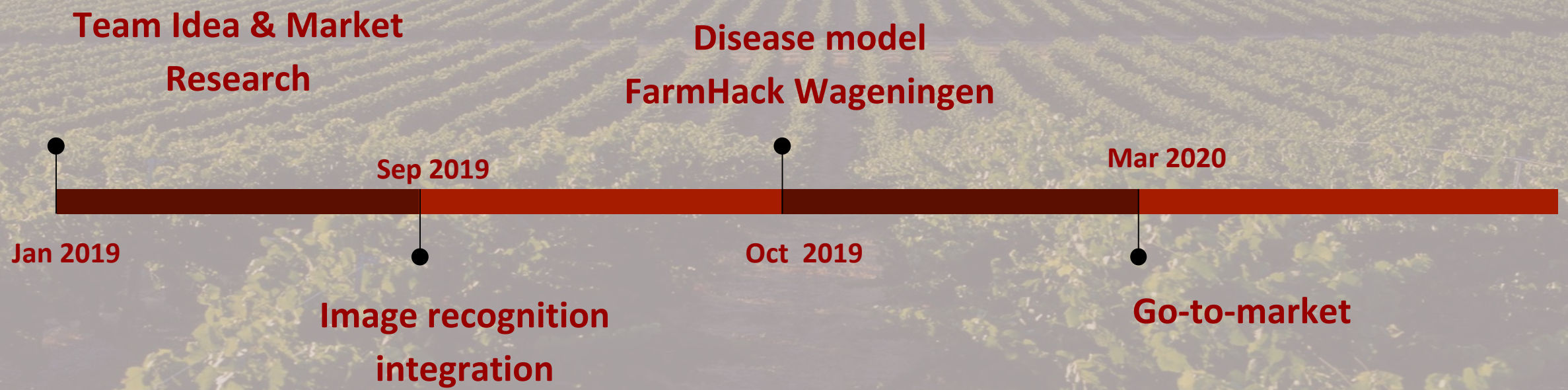
Traction


Team Idea & Market Research
Jan 2019
Sep 2019
Image recognition integration
Disease model FarmHack Wageningen
Oct 2019
Mar 2020
Go-to-market

Investment & Looking For

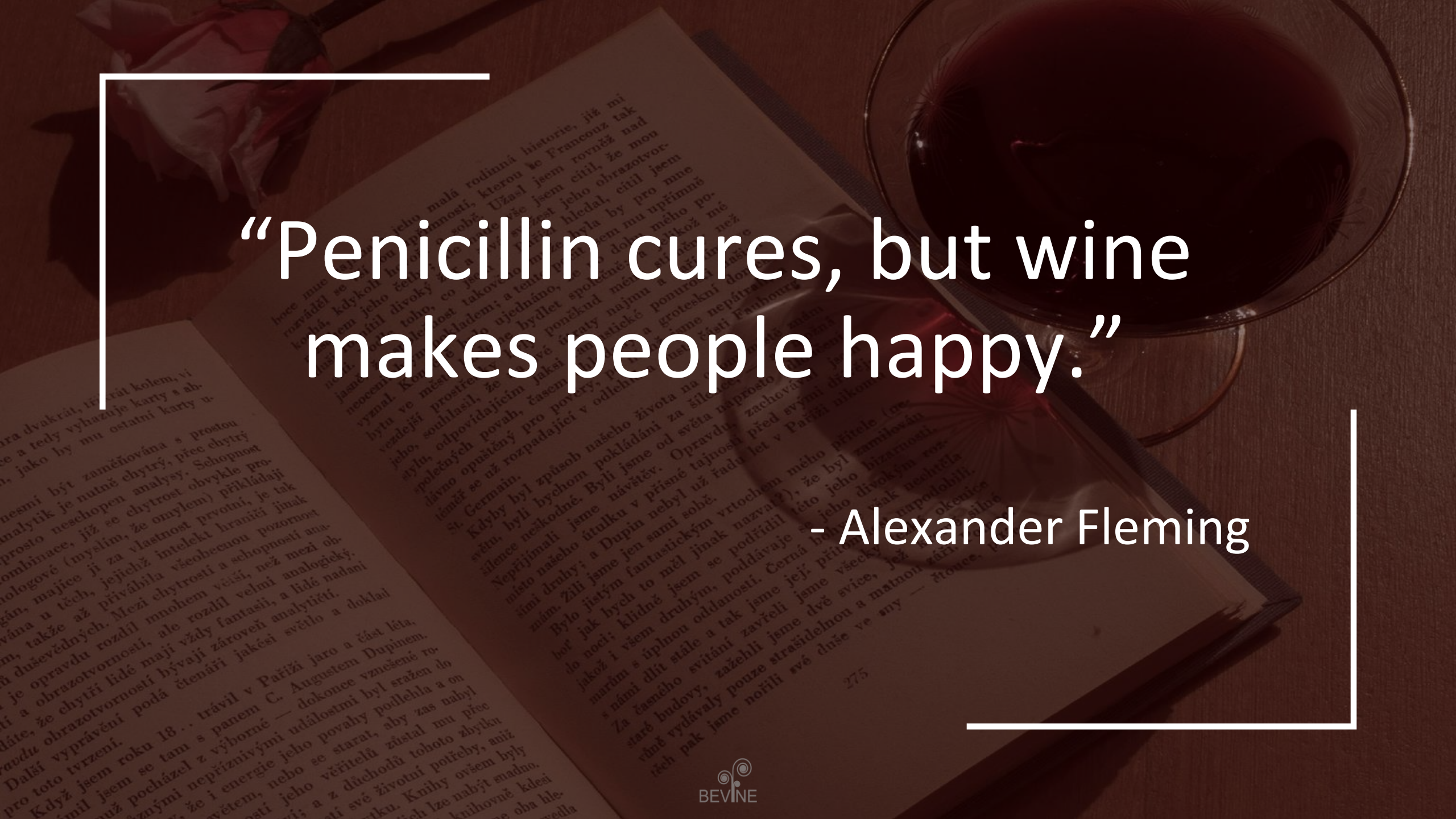
Raising 50,000 €

Partnership with industry player

Strategic partner

Goals:

- Build and test **more stable prototype,** create **MVP**
- Reach **more potential customers**
- **European market** access



“Penicillin cures, but wine makes people happy.”

- Alexander Fleming

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QUESTIONS?