

# inno up

## CHALLENGE DESCRIPTION



*Salzburg Wohnbau GmbH is a company that is a leading company in the building construction sector in Salzburg and repeatedly implements innovations of various technical and commercial types. Some focal points have so far been from energetic optimization to load shift models and the Smart Grid Salzburg model region as well as an intensification of activities in the field of recycling management and materials management. This time the focus is on another business area - namely administration and the expansion of the digital property manager "Alfred".*

### Category:

As part of inno up, Salzburg Wohnbau is looking for innovative startups and teams with solutions, services or technologies to optimize digital property management.

A digitization offensive was started in 2016 and a platform for communication/data exchange with tenants and owners was developed. This application is actively used by around 45% of our customers and has already been successfully sold and introduced to other non-profit housing developers, both as a license and as SaaS.

In this context, particular focus is placed on the following areas:

- Intuitive FAQ about living and using the app
- Integration of a supplier portal for contract award & tendering
- Chatbot for automated questions / answers and forwarding to the ticket system

For these tasks we are looking for further development possibilities or existing solutions for integration.

We are also aiming to set up a sales opportunity for this service in the DACH region. Target customers are commercial and non-profit property management companies. A possible cooperation can also take place via a joint sales and development company.

### **Eligibility criteria:**

To take part in the Salzburg Wohnbau challenge, your startup should meet the following criteria:

- your startup has already been founded or is currently being founded
- or you are an innovative development team with a suitable idea
- ideally a diverse team (project management, developers, technical professions)
- Willingness to integrate or work with our team

### **Offering to the winning team:**

Salzburg Wohnbau offers:

- equity-free prize money of EUR 5,000 for the winning team
- an equity-free prize money of EUR 1,000 each for the finalists
- The aim is a joint long-term cooperation to implement the winning project and other subsequent projects
- for the duration of the cooperation (max. up to 1 year) there is the possibility of using office space in the Maker Space Salzburg (city)

### **Legal Disclaimer:**

All natural and legal persons of full age are eligible to participate, provided they meet the above-mentioned participation criteria. Employees of Salzburg Wohnbau and their relatives as well as public officials are excluded from participation.

Salzburg Wohnbau defines a task (challenge) on the basis of which innovative start-ups register on an online platform via the project website [www.inno-up.at](http://www.inno-up.at). This platform is used to preselect eligible participants, which is then presented to the buddy company. The three most suitable (up to a maximum of five) startups for the final (pitch day) are then selected by Salzburg Wohnbau with the involvement of the coaches; the finalists will be informed via e-mail. In a final step, the ideas are finalized and presented. One or more winners can be chosen from the finalists. There is no legal entitlement to the conclusion of contracts or other business relationships between the participants/winners and Salzburg Wohnbau. Likewise, there is no legal entitlement to a final and/or the determination of a winner. The participants will not receive any compensation for their participation.

The conditions of participation, parts of the process or even the entire process can be changed at any time. The changes will be announced in good time and published on the [www.inno-up.at](http://www.inno-up.at) platform.

It is possible and the participants expressly acknowledge that the research, development and other activities of the participants and Salzburg Housing overlap thematically. No claims arise from this for the participants. The participant registration is considered as an express consent to this disclaimer.

