COOPERLINK

One line pitch:
Leverage your partnerships. As an example, a construction project may require up to 40,000 documents to be exchanged. Cooperlink allows end users to manage all these interactions simply and in one place (unified workplace) even with external partners.

Addressed market and international ambitions:
Cooperlink currently focuses on construction, engineering, R&D and ICT industries. Our buyer personas are: Mid-size: CEO, BIM/Project manager Large corporate: CIO/CDO, CTO, COO, Chief PM, Chief IS/DMS. Cooperlink is also currently exploring the logistics market (early stage analysis). Cooperlink is mainly operating in Belgium. Our international go-to-market strategy should start from the countries bordering Belgium (France, UK, Netherlands, Germany) as well as the US.

Your team:
• Axel, CEO: Civil Engineer + MBA, 13 years of experience (Philips/NXP, Melexis and the ARCEP equivalent in Belgium).
• Thomas, CTO: Software Engineer, 11 years of experience (Bureau Van Dijck, a Moddy’s analytics company).
• Steven, SW Architect: Industrial Engineer, 18 years of experience (Bureau Van Dijck, a Moddy’s analytics company).

Value proposition:
B2B collaboration is becoming more and more important and companies are using different, not compatible pieces of software. Cooperlink addresses a real challenge that companies face today, taking into account the reality of the field in terms of data access, e.g.: on-premise data still remains significant and legacy will not disappear in short terms single-vendor products lead to undesired vendor lock-in companies have given up one-fits-all solutions but seek to integrate their dedicated solutions.

Business model:
Cooperlink is offered as an annual SaaS / PaaS license. For SMEs, it is declined in 5 sales plans defining the maximum number of (internal) users, volume of transactions and access to (premium) features. For larger businesses, tailor-made offers are available.

Company Profile:
Website:
www.cooperlink.io
Category:
Digital Services & Products
Contact:
Axel Palmaers
axel.palmaers@cooperlink.io
Location:
Belgium
Founded in:
2017-10-22
Employees:
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Financial information (€):
• Stage: Mature
• Capital raised to date: 1.1M€
• Annual revenue:
  2018: 30k€
  2019: 150k€