

# INNOVATION TO COMPANY

Die Startup Challenge der WK Wien

## CHALLENGE DESCRIPTION



Österreichische Post is the leading logistics and postal services provider in Austria. Its main business activities include the transport and delivery of letters, direct mail items, print media and parcels. The branch network of Austrian Post ranks among the largest private customer networks in the country, offering high-quality postal, banking and telecommunications products and services to its customers throughout Austria. The company makes an important contribution to safeguarding the nation's communications and logistics infrastructure based on its nationwide and reliable supply of high quality postal services on behalf of the Austrian population and economy. Moreover, Austrian Post is also represented by subsidiaries in twelve European markets, particularly in the parcel and logistics segment as well as in unaddressed direct mail items.

An important goal for Österreichische Post is to increase the first-time delivery rate (delivery to the addressee at first attempt) – a delivery that is flexible in terms of location and time leads to an optimal customer experience.

### Category:

#### Business model and solution for “last mile” delivery

In the context of increasing its first-time delivery rate, Österreichische Post is looking for startups with intelligent software solutions in the area of “last mile – delivery to customers”. Startups may offer complete solutions or parts of it in a variety of areas:

- Alternative service for smart drop-off/pick-up locations

- Optimized route guidance (pattern recognition, prediction algorithms/routing)
  - Bundling of deliveries; short/quick and efficient tours
  - Flexible delivery sequence
  - Flexible/need-based delivery
  - Timing/coordination
- Possibilities for interaction between end customers and delivery staff using modern communication channels

We prefer business models and solutions that can be integrated into our existing solutions – logistically, technically or economically – (API, IoT) or can be used independently as stand-alone systems.

### Eligibility criteria:

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We are looking for:

- Startups (national or international) with existing solutions for some or all of the challenges – minimum prototype
- Already established startups
- Openness to collaborate with Österreichische Post in Vienna and
- Other service providers (open solution architecture)

### What is in it for you?

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Österreichische Post offers the following services to the winner:

- An equity-free prize of EUR 8.000.-, *and*:
- The goal is the integration of solutions into the existing delivery solutions of Österreichische Post
- Inclusion in Österreichische Post's partner and delivery ecosystem
- Involvement in Österreichische Post's communications and public relations
- A future partnership or investment is possible

### Disclaimer:

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All persons who fulfil the above-mentioned participation criteria are entitled to participate. Participation is barred to employees of Österreichische Post and their families, as well as to public officials.

Österreichische Post defines an assignment, on the basis of which innovative start-ups are registered via the project web site [www.innovation2company.wien](http://www.innovation2company.wien) on an online platform ([www.dealmatrix.io](http://www.dealmatrix.io)). The participants in question are pre-selected via these platforms, and are subsequently presented to the buddy company. The most suitable three start-ups are then selected for the final by Österreichische Post with the assistance of the coaches; the finalists are notified by email. In the final stage the ideas are finalised and presented. A winner may be selected from the finalists.

No legal claims may be made in connection with the contracts concluded between the start-up and Österreichische Post. Similarly, no legal claim may be made in connection with the final selection and/or nomination of a winner. The conditions for participation, parts of the process or even the entire

process may be amended at any time. The amendments will be notified in a timely manner and publicised on the platform [www.innovation2company.wien](http://www.innovation2company.wien).

There is a possibility, and participants expressly acknowledge, that the research, development and other activities of the participants and Österreichische Post may overlap thematically. No claims of any kind may be made by the participants in connection herewith.

In registering for the competition, the participant gives his full consent to this disclaimer.