

71-75

out of 100

Rated by **Early**

October 2020



[Hegias](#)



September 2017



Switzerland



PropTech



Stable and industrialised



Turnover > 250k or significant number of users



Ongoing fundraising: CHF 5m



MANAGEMENT



Patrik Marty [in](#)

Marketing, admin., finance



Tuan Nguyen [in](#)

Technical development, VR



Andreas Schmeil [in](#)

Engineering, VR



PROJECT

Hegias has developed a VR content management system allowing architects, real estate companies and building companies to create virtual properties for client presentations. This cloud-based platform allows the architect to directly upload their 3D file and customise their virtual property to fit final client's taste. At the end, clients can use a VR headset to walk through their future home and project themselves before buying the property.

TARGET

PROMISE

REVENUE STREAMS

TARGET	PROMISE	REVENUE STREAMS		
Architects	Offer an immersive experience to clients and increase sales	Annual subscription: Basic CHF 950 Medium CHF 4950 Large CHF 9500	CHF 880k	Turnover 2019
Real estate companies and building companies	Enable collaboration of real estate companies and building companies			30
Final users: real estate property buyers	Project oneself in future home before buying it	Free	29	Staff: partners and employees



MARKET

[Archilogic](#)

[IrisVR](#)

[The Wild](#)

STRENGTHS

Highly qualified team technically thanks to previous experiences in VR and general software development

Strong experience of all three partners on the VR market, leading to a true market expertise

Competitive market but no large corporate in very direct competition with Hegias as of today

CHALLENGES

Highly diluted founders due to last fundraisings: risk of financial pressure

Risky short-term cash situation: the startup's survival heavily depends on the next fundraising round

No financial, legal or commercial barriers to entry, despite a significant technical advance