











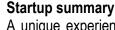
# UNWTO TOURISM TECH ADVENTURE: MIDDLE EAST Cairo, Arab Republic of Egypt 25 March 2019

# **Startup Dossier**

# Startups from the 1st UNWTO Tourism Startup Competition

# **Eco View Resort, Jordan**

Represented by Thair Ayyash, Owner and General Manager



A unique experience of living in tree houses designed in a classic country style and in harmony with the Jerash environment, the resort is an entertainment site suitable for families and individuals. It also a human development center for training and developing life skills that contribute to building the personality of the participants and gives them the opportunity to simulate nature, overcome challenges and apply leadership, teamwork and many other skills.

The resort is adjacent to the adventure and challenge forest camp in a mountainous area amidst forests and orchards and near the village of Thaghert asfour. The resort consists of 10 nature-friendly chalets and tree houses with a capacity of 40 beds, a luxury tourist restaurant, multi-purpose training rooms and parking

#### **Business Model**

The resort provides MICE service for companies and Organizations, and serves the nearby adventure camp and utilized as a training center for human development. It consists of 10 nature-friendly chalets, built of mountain stone and wood and in different sizes to accommodate 40 beds; the resort also include two meeting rooms and a restaurant of a capacity of 150 pax.

The project aims to stimulate internal tourism and provide rest and recreation services through long stay for visitors and participation in various sports, in addition to providing a special space for companies and international and diplomatic organizations to hold their meetings or hold their training courses in human development (Indoor and Outdoor Training).

#### Market

The primary and secondary target for this activity are: domestic and international tourists as well as MICE clients including companies, international and diplomatic



## Company profile

Headquarters: Amman, Jordan

Founded: 2014

Website: http://jordanranger.com/ (website will be available soon)

**Industry:** Travel / Education / Culture / Hospitality / Jobs / Talent Acquisition

## Number of employees:

11 full-time; 48 part-time/trainers

Management: 2

Source of Funding: Governorates













development fund - JEDCO and USAID -Building Economic Sustainability through Tourism

organizations

- 2. The main program messages that this activity will convey are: Creating a new MICE location in Jerash suburbs
- The communications or program materials that will be produced as a result of this activity and will be used to explain or market the program to our beneficiaries include:
- Staff capacity building trainings
- Posters and Brochures
- Website
- Promotional content development
- Radio adverts and mentions
- Press release
- customers reached to us through mouth spread they simply heard about our services from former costumers and other through our facebook page https://www.facebook.com/iordanianRanger/

## **Competitive Advantage**

The Competitive advantages of the resort is giving people the opportunity to live in tree houses that might be very common in Europe or other countries but it's first of a kind in Jordan, furthered more for other MICE and diplomatic clients it gives them many services beside accommodation in reasonable price with such as:

- 1-Outdoor training Area
- 2-Fully equipped indoor halls
- The resort adjacent to the Adventure camp which give the visitors the opportunity 3to make adventure experience
- Restaurant

#### Milestones reached

- Core business concept defined
- Company registered
- Recruiting the staff of the resort
- Start giving training for the employees
- Website has been Lunched
- Announcement for the soft opening has been made through emails to costumers
- Costumers started already to contacting us for booking
- Start applying for tenders
- Logo and branding designed
- Restaurant menu designed

#### Traction so far

A well-known international organization has booked a training day at the resort already, although the resort isn't yet opened, customers keep contacting us to get to know when we are going to open and one















## Company profile

**Headquarters:** Aswan city, Egypt

Founded: January 2018

#### Website:

https://www.facebook.com/econubia/

Industry: Travel / Tourism / Culture / Leisure / Hospitality

Number of employees: 16

Management: 3

**Funding: 300,000 USD** 

Source of **Funding:** Private

(investors)

# **Eco Nubia, Egypt**

# Represented by Ahmed Yehia, Founder & CEO

## Startup summary

Our company is a destination development company; we rehabilitate old abundant areas with good touristic potentials into the Eco-tourism field.

Our current project in Called "Eco Nubia", it's a new Ecolodge in Aswan city in the south of Egypt, based on converting old abundant Nubian houses located on an island in the middle of the Nile into an Ecolodge.

#### **Business Model**

Promoting Eco-Tourism & Eco-friendly hospitality, through rehabilitation of old abundant Nubian houses on an island in the middle of the Nile – directly on front of Philae temple (Aswan city) – and convert it into an Ecolodge:

- Value propositions: Eco-friendly experience / disconnection / Awareness about Nubian heritage / view of Philae temple / local community interaction
- Target customer segments: National & International tourists visiting Aswan City in Egypt, individuals or groups.
- Distribution channels: Social Media / Travel websites / Influencers / Word of mouth
- Partner network: travel companies / ecofriendly enthusiasm organizations / yoga & meditation retreats organizers / Events organizers
- -Cost structure: rehabilitation of old houses /all utilities network / rentals for local community / Salaries and operational cost / furniture
- Revenue model: Food & Beverage / Accommodation / Day-use / Hall rental / Activities

#### Market

National & International tourists visiting Aswan City in Egypt.

#### **Competitive Advantage**

- Authentic Nubian experience through Food & Beverage and using Nubian architecture.
- View (our project enjoy a superior view of the most important Ancient Egyptian temples in Aswan – Philae Temple)
- Local Community interaction
- Eco-friendly experience
- Awareness of Nubian Heritage

#### Milestones reached

- All project utilities network (Electricity Water network Sewage & waste management network - recycling station for sewage)
- Build and operate Nubian Restaurant
- Build and operate Nubian houses
- Build and operate Island beach
- Build and operate Community center and events hall













## Coming soon:

- Build and operate Nubian handcraft workstations
- Build and operate show room for Nubian handcrafts

## Traction so far

In 1 year time, we managed exceed all forecasted numbers in project feasibility study; we signed agreement with 4 tourism companies, we are becoming the best authentic experience in Aswan for visitors who would like to have the Nubian experience (based on quest feedback). Our reviews on social media and travel websites are the best we can ask for!

# Fujtown, UAE

# Represented by Navas Usman. A, Tour Operation Manager

## Startup summary

We are a tourism consultancy company based in Fujairah, United Arab Emirates. We schedule and organize inbound tours to the East Coast region and all of our tours are centered on authentic and unique experiences. We organize different tour packages at the moment: Historical and Cultural Tour; Adventure Tour and Tours for water-sport enthusiasts. We also offer corporate/incentive tours and educational field trips for local organizations.

If you're not ready to leave the East Coast after a full day of fun and adventure, we provide overnight packages - accommodation provided can range from city hotels, resorts to private farms (camping sites). Aside from the planned itineraries, we are open to receiving requests from clients about specific routes they have in mind!

For our international guests, we arrange transportation from the other Emirates (Dubai or Abu Dhabi, etc.) and we also an airport Meet and Greet service.

We at Fultown look forward to welcoming you and your guests to the East Coast region!

#### **Business Model**

**Destination Management Inbound Tourism** 

#### Market

Local and International

### **Competitive Advantage**

We provide the most authentic experience by bringing in local folklore, and having the tourists participate in certain activities (such as a (fake but super real) wedding)



Company profile

Headquarters: Fujairah, UAE

Founded: 2016

Website: https://www.fujtown.com/

Industry: Travel & Tourism /

Sustainable Tourism / Inclusive

**Tourism** 

Number of employees: 8

**Funding:** Self-Financing Company

Source of Funding: Personal

funding













## Milestones reached

Selected as Best Startup company in UAE by Sharjah Government year 2018 - 2019

# Lebanese Wanderers, Lebanon

# Represented by Sari Haddad, Founder



## **Startup summary**

Lebanese Wanderers is a startup social enterprise promoting sustainable rural tourism in Lebanon. We are content creators creating marketing campaigns for rural destinations online, forming an accessible database of mini guides with focus on SMEs, culture, environment, adventure and the locals. We work with individuals and tour operators to provide alternative tours to these rural destinations in what is called experiential travel.

## Company profile

Headquarters: El Kfour Keserwan, Lebanon

Founded: April 2017

#### Website:

www.facebook.com/lebanesewanderers www.Instagram.com/lebanesewanderers

Industry: Travel & Tourism / Sustainable Tourism / Rural Tourism

Number of employees: 8 on a parttime basis

Funding: Projects worth 25,000 USD

Source of Funding: NGOs working in rural development such as Mercy Corps

Moreover we work with NGOs, municipalities and ministries to provide consultancy services and training on tourism development and destination management. We work under sustainable practices and incur a social impact in every project.

#### **Business Model**

We work on 3 different levels, video production, tours and event management, and consultancy.

Individuals:

We provide guided tours for individuals and travelers whom we reach out to through social media and soon through magazines and hotel deals.

Groups:

We provide public tours promoted on our social media platforms. Our public tours attendance range from 50 to 150 depending on the area and activity

Corporations:

We provide outings for employees or foreigners with team building activities when requested.

Local Event planners:

We partner with local event companies to create and promote outdoor events in rural areas. Our biggest event was a camping event and festival with over 2500 attendees.

NGOs:

We offer video production, marketing campaigns and workshops to NGOs working in the rural development field

Schools:

We offer presentations and workshops to students as well as field trips.

Municipalities and the Government:

We partner with ministries and municipalities to promote rural tourism. We support













municipalities in building a tourism strategy for small villages along with setting up trails and attractions in their areas. We train locals on ecotourism principles and support investments in the tourism field.

Small businesses:

We offer marketing campaigns and production to MSMEs as well as training in social media, hospitality and business management.

## Competitive Advantage

At Lebanese Wanderers we are the leading content creators for rural tourism in

Using our platforms we are creating campaigns promoting villages and rural areas through practical mini guides as well as manage events bringing direct benefit to the local communities.

### Traction so far

Our total traction so far is around 40 thousand dollars in business over the course of 2 vears.

#### Milestones reached

Being the leading content creators for rural tourism in Lebanon is a huge milestone with total view count of more than 4 Million views.

Seeing places and SMEs we have promoted become destinations and hotspot for local tourists is a very important milestone.

Witnessing our work translating to direct economic benefit to a local individual and a whole area is very important, with sales increasing more than 500% in some SMEs.

# **National Startups from the Ministry of Tourism of Egypt Competition,** Powered by Rise Up

# **BokDoc**

Represented by Ahmed Elawady, Founder & CEO

# Startup summary

BOKDOC is American digital corporation that provides the first online healthcare platform that collects most of healthcare services in one place :

- **Book surgeries** 1.
- 2. Book medical tourism
- 3. Telemedicine (video, audio, text) (encrypted)
- 4. Book clinic appointments

**Business Model** 



Company profile

**Headquarters:** Cairo, Egypt













Founded: February 2018

Website: www.bokdoc.com

Industry: Healthcare / Medical

Tourism

Number of employees: 21

**Funding: 200.000 USD** 

Source of Funding: self-funding

Commission from healthcare providers.

## **Competitive Advantage**

- o Top Hospitals
- o Top eminent Doctors & Centers
- o 1st Medical Tourism Application
- o Surgeries Installments
- o Encrypted telecommunications (telemedicine)
- o Assistants accounts
- o Integrated services
- o No subscription fees
- o Reasonable Commissions
- Multiple payment methods
- o Friendly application & website

### Management

- o Dr. Ahmed Elawady: founder & CEO
- o Dr. Kareem Sallam : co-founder & Medical Director
- o Dr. Mahmoud Zayed : Sales director
- o Mr. Rakan mounir : Marketing director
- o Eng. Reda Drehim: CTO
- o Consultants & advisors:
- Kareem Tawfik, Finance Consultant

Careem Head of Egypt Finance

Dr. Khaled Samir, Healthcare Consultant

HealthCare Providers Chamber

Ramy El Askary, HR Consultant

HR Director @ Wasla outsourcing

#### Traction so far

- o 18 top hospitals
- o + 800 Doctors & medical centers
- o Website Traffic:
- 25,000 Users
- Growing 30% Monthly.
- o Leads:
- International: +2000
- National: + 300
- o Cost Per Lead:
- National: 0.32\$
- International: 0.10\$
- o Apps Downloads: 600+
- o Social Media Engagements: 300,000 +













Patients Requests: 35 0

### Milestones reached

- Healthcare Providers app launch: November 2018
- Patients app launch: mid-February 2019 0

# **Go-V Studios**

# Represented by Ahmed Hussien, CEO

## Startup summary

Go-V Studios is a startup promising to rejuvenate the Egyptian tourism scene with a by introducing disruptive technologies to the field. We are using 360-degree imagery, videos, Google 360-View and Virtual Reality technology to bring a unique experience to those wishing to visit Egypt.

#### **Business Model**

B2B - Selling business profiles on IOS and Android apps to hotels and tour operators.

Partnering with a Sponsor.

Video Advertisements.

Affiliate marketing programs.

## **Competitive Advantage**

Google Street View trusted Company in Egypt, relationships with existing hotel chains,

Red Bull, (stakeholders).

Deep technical knowledge of VR, 360-degree and video content, VR and 360-degree Data

for many places around Egypt.

Video, VR & 360-degree production assets with passionate team.

#### Traction so far

15+ Paying customers.

## Milestones reached

3000+ VR and 360-degree place scanned.

1M+ Views on Google Street View profile.

Core business concept defined.

Collecting database.

Company registering.

Recruiting the staff for the Application and website.



## Company profile

**Headquarters:** Cairo, Egypt

Founded: 2018

Website: www.govstudios.com

Industry: Technology / Tourism /

Travel / Hospitality / Culture

Number of employees: 8

Funding: Self-funded

Source of Funding: Personal

funding















# Represented by Samir Tal'at Beshry, Co-Founder & CEO



## Company profile

**Headquarters:** Alexandria, Egypt

Founded: September 2018

Website: To be launched by August

2019

https://www.facebook.com/Ithaka.Alexandria/

Hospitality, Industry: Tourism. Accomodation, Budget Culture. Community, Events, Tours, Services, Experiences, Tech, Travel

Number of employees: 7 full-time; 4 part-time & up to 50 community engagement opportunities (per hostel)

**Funding: 300.000 EGP** 

Source of Funding: Self-funded, Bootstrapping

## Startup summary

We are an innovation in the hosteling service that comes to meet emerging demands and new profiles of tourism in Egypt by disrupting current accommodation markets with innovation & utilization of tech, culture and community to empower our quests' experiences.

We achieve so through:

- Creating quality cheap hostels that expand locally, nationally in Egypt and internationally to create pipelines to/in Egypt.
- Empower & integrate local communities and city/country culture to hostel's/staff's values, operations, events and services
- 3. Creating and/or partnering for event/tour creation that meets travelers' interests.
- Creating a website & mobile app that will serve as a consultancy & supporting 4. tool for foreigners providing information, trip consultancy, inbound stories and TIC (Tourist Information Center) contact.

#### **Business Model**

We envision to become the main point of contact with all travelers to Egypt, becoming the gateway from which foreigners discover Egypt and enable them to achieve their best possible experiences.

Our main products & services:

- 1. Accommodation in our Hostels
- Quality, clean & cheap service provider i.
- ii. High caliber of staff
- Culture & community integration
- 2. Events & services
- i. Small to medium scale
- Created by the hostel to meet guest interests (indoor or outdoor events)
- Mega Scale Events ii.
- Created for exposure & empowerment of the country's touristic state and of all tourism stakeholders in Egypt
- City-related Events
- Creating/cooperating to facilitate/creating events/tours that relates to the unique points of interest of each city in Egypt.
- Hosting & B2B modeled events/tours ίV.
- From hosting conferences to facilitating different types of tours from MICE to ecological tours that meets the interests of the tourist.
- Website/App 3.
- i. Trip consultancy
- Creating tailored experiences that meets the individual's traveler's interests
- ii. Bookings to our hostel
- Facilitating reservation for another service in need "transportation, tours, etc." iii.













- iv. TIC (Tourist Information Center)
- v. All other needed information from traveler's stories to maps/important numbers for services and so on.

## **Competitive Advantage**

- 1. Tech and marketing utilization
- Most accommodation services in Egypt are stagnated, we are opening room for new markets increasing overall traffic of tourists to choose Egypt.
- 2. Community & culture integration
- Making way for authentic and powerful experiences for tourists that enhances their stay and makes Egypt unique and lucrative to visit again and refer to others
- 3. Quality cheap service provider
- Meeting the increasing demand of new travelers profiles

#### Traction so far

- 1. Achieved an average rating of 9.5/10 on all channels where our hostel is listed with excellent reviews on all channels from our dear guests
- 2. We've had 564 individual from all over the world booking in our pilot period, top 10 countries being: Egypt, USA, Germany, Australia, France, Canada, China, Brazil, South Korea and India.
- 3. Operating up to 70% efficiency in beds booked having 1361 nights sold and achieving total revenue from September 2018 to January 2019 of 263,250 EGP with the total number of assets of 22 beds (11 bunk beds) of our pilot.

#### Milestones reached

- 1. Pilot Period from September 2018 to January 2019
- i. Established a seaside hostel in Alexandria 11 bunk beds (22 beds) 150 m2
- ii. Created hostel channels on Airbnb, Hostelworld, booking.com, Tripadvisor, Expedia & Facebook
- iii. High caliber staff recruited & trained
- iv. Integrated a leading (PMS) hostel project management software (Cloudbeds) that facilitated all hostel operations.
- v. Hosted an Erasmus+ conference for the first time in Egypt, Alexandria that had 50+ youth and team leaders from 4 different EU countries and Egypt for 3 weeks.
- vi. Standardized hostel small & medium scale events the indoor and outdoor events.
- Core business concept validated
- 3. Business plan optimized with 5Y projections
- 4. Logo & Branding material finalized













# Safaria

# Represented by Ahmed Hashish, Founder & CEO

## Company profile

**Headquarters:** Cairo, Egypt

Founded: 2017

Website:

https://www.facebook.com/SafariaEG/

**Industry:** Tourism, marketing

Number of employees: 9

Source of Funding: Self-funded

## Startup summary

Startup Summary: Safaria is the 1st ever extreme activities and treasure hunt tour in Egypt. It is 100% cost free travel; based on a selection for applicants' personality traits (taking 5D scientific personality test).

### **Business Model**

Cross marketing platform + Crowd funding

## **Competitive Advantage**

Zero competitors in the Middle East

#### Traction so far

250,0000 Registered Members – 7.5 Million tickets sold through TAZCARA Platform

# **TAZCARA**

# Represented by Aley El-Dean Adham, CEO

# Startup summary

TAZCARA is intercity bus tickets booking platform, we combine all Bus Operators in one online place to allow passengers to book their tickets, select bus seats and using Visa or Cash through Fawry.

## **Business Model**

Pay as You Go Model from Bus Ops. and % from passengers.

#### **Competitive Advantage**

All Buss Ops. In one place, save passenger money and time wasted in offline tickets **Booking** 

#### Traction so far

250,0000 Registered Members – 7.5 Million tickets sold through TAZCARA Platform

#### Milestones reached

Top 4 Bus Operators in Egypt.



## Company profile

**Headquarters:** Smart Village, Fawry Building, Cairo, Egypt

Founded: 2017

Website: Tazcara.com

**Industry:** Transportation, Travel











Number of employees: 7

**Funding:** From Fawry with Minority

share

Source of Funding: Fawry

# **Tripdizer**

## Represented by Ziad ElAdawy, CEO & Co-founder

## Company profile

Headquarters: Cairo, Egypt

Founded: 2017

Website: www.tripdizer.com

**Industry:** Travel

Number of employees: 12

Funding: 100.000 USD pre-seed funding; 250.000 USD seed round

Source of Funding: Pre seed round has been raised from Innoventures and Jamal el Dabal Management (Saudi Angel Investor)

## Startup summary

Travel Tech company, leveraging AI technology to create and book curated travel plans to match the personality, budget and taste of the travelers

### **Business Model**

We have B2B deals with the top travel vendors, securing competitive prices and adding a commission / Mark up then sell it to the end customer with the added value of the personalization of the travel plan.

## **Competitive Advantage**

We developed our algorithm in house and integrating it with AI to ensure that travelers are getting a curated travel plan, using data points from thousands of travelers, and designing the trip in a way that resonates with the personality and taste of each traveler.

We also have a very strong social media presence, we have a travel channel that produced videos that have been viewed more than 10 million times. The travel channel has helped us to get to the market really guickly and reduced significantly the customer acquisition cost.

We have a range of expertise that brings on the table a strong management team and 8 outstanding employees.

Mostafa, our CTO, has more than 15 years of experience in IBM working as a solution architect on very complex projects.

Yara, our VP of operations & MD, has been to more than 40 countries and a very experienced traveler and social media influencer.

Hatem, our CMO, has worked as regional marketing manager for some of the top companies in the world like Yahoo & Microsoft.

Ziad, the CEO, has worked on a multibillion dollar projects in Europe, Australia and Africa within the oil & gas industry.













## Traction so far

We have generated more than \$300,000 in our first year of operations, achieving a growth rate of 54% guarter over guarter.

#### Milestones reached

We have deployed a state of the art features on our website like the destination recommendation feature, if you don't know where you should go, we ask you some questions on the website and we generate recommendation for the destinations that match you personality and taste.

You can also get an instant estimate on the budget needed for your whole trip just by a press of a button before embarking on the trip.

We have reached more than 10,000 Signups.

# The Untold

## Represented by Radwa Hamed, CEO

## Startup summary

under

Our solution transfers Egypt into open air museum where visitors integrate directly with the touristic ecosystem using simultaneous localization and mapping as well as bone conduction to bring them to life. We created a product that integrates hardware and software to create a seamless experience for the tourists from the information retrieval process till the payment for souvenirs and other local products. The tourists have a onestopapp that they use to register their visit and subscribe for their stay in Egypt as well as use our cashless payment solution for connected vendors. During this stay, any touristic venue registered with our app that they visit is basically eligible for their audio guide program. Using BLE Bluetooth connection, the audio guide automatically connects to the beacons installed next to the monuments to play the stories of these monuments. Another way of humanizing the interactions between the tourist and the monument is that we use cutting edge bone conduction technology to allow the users to record and listen through a different interface (basically through their skull bones rather than through their eardrums). Finally, to resolve the cash-based payment in Egypt which is not necessarily tourist friendly, we utilize the nfc technology in wearable bracelets to pay seamlessly and without any hassle.

#### **Business Model**

We have 4 channels: 1. Tourists: Through Online Booking Websites; in touristic venues as part of the ticket; via online campaigns. Tourists pay a subscription fee for the services they consume as well as a flat fee from every transaction they do through our cashless payment solution 2. Government: Through establishing partnership with interested establishments. The government gets access to data dashboards that we

## Company profile

Headquarters: Cairo, Egypt

Founded: 2018

Website: Currently

construction

**Industry:** IOT / Tourism

Number of employees: 4

Funding: 7.000 USD

Source of Funding: Bootstrapping













collect to analyze the touristic trends as well as the routes taken and monuments visited. Government pays a fee to establish the dashboard and access/maintain its content. 3. Touristic Vendors: Through banks, ministry of tourism and ministry of trade. Vendors pay a fee for the installation of the payment outlets. 4. Partnerships with tourism market players to influence users to use the system (ex: hotels, airlines)

## Revenue streams

Beacons and app only:

- Setup fees for the each site using the hardware
- Users subscription model per visit per site
- Offering users bundles per time periods for one or many sites, according to the model
- Advertisements on the app
- · Sponsorship (ads) deals for each site

Adding payment through RFIDs will allow us to have extra transactional fee for each transaction made by users.

## Competitive Advantage

First players in the market

#### Traction so far

We are still in the prototyping phase so we haven't launched yet.

However, we aspire for a market segmentation of around 165K Subscriptions for the first 2Qs.

#### Milestones reached

Prototype Development

# **VRTEEK**

# Represented by Mohamed El Eryan, CEO & Co-founder

#### Startup summary

VRTEEK is award-winning VR/AR company creating custom VR/AR products & experiences to help companies like Coca-cola, Allianz, Nestle, P&G, Ferrari and many more to be more engaged with their customers.

#### **Business Model**

B<sub>2</sub>B

## **Competitive Advantage**

Merging laser scanning for physical places and volumetric video capture for people.

#### Traction so far















Company profile

Headquarters: Cairo, Egypt

Founded: 2017

Website: https://vrteek.com/

Industry: VR / AR

Number of employees: 15

Funding: 50.000 USD

Source of Funding: Self-funding

40+ Brands and 2 million Mobile App downloads

## Milestones reached

We reached the first place in the Samsung Entaleq Competition with El Muizz VR application and won the Super Arabia Competition. VRTEEK's CTO Rania Helal to be the face of the new global female empowerment initiative to represent Middle East, Africa and Central Europe by Visa Everywhereinitiative!