

Hot DesQ Mentor matching

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Answer.ky <http://answer.ky>

Answer.ky is an automated grading tool for student assignments. It uses AI and machine vision to read and grade student responses that range from words, numbers, equations, and even graphs.

Host location: [QUT Bluebox](#), Brisbane - *Attracted to Queensland from Silicon Valley*

Answer.ky is Michael Xia, Yotam Rosenbaum, Erik Nilsen

Team Experience:

- Y-Combinator 2011 and 2015
- experienced founders with 1 acquisition
- we've raised ~\$2M USD for prior startups
- collectively have 10 years of startup experience (and all the mistakes with it)

Ask us about:

- executive coaching
- lean methodology / finding product market fit
- managing risk and return
- technology stacks for moving fast
- understanding what matters

Covercard - www.covercard.com.au

CoverCard is an online tool connecting blue collar workers to employers, service providers, colleagues and friends based on the tickets and licences they hold.

Host location: [River City Labs](#), Brisbane - *Attracted to Queensland from Victoria*

CoverCard is Matt Tomlins

Team experience

- expertise in mining and recruitment
- worked with and for both large and small organisations across Australia, Africa and South East Asia
- started out in management consulting and is the Co-Founder and CEO of CoverCard

Ask me about:

- strategy and business model (planning and prioritisation)
- revenue generation model and business development
- financial modelling and the R&D tax concession

CRiskCo - www.criskco.com

CRiskCo is revolutionizing the Credit Approval Process by helping credit providers evaluate and streamline live data for approvals.

Host location: [Collaborate](#), Brisbane - *Attracted to Queensland from Israel*

CRiskCo is Erez Saf

Team experience

- AI,
- Fintech,
- Business Plan,
- Funding strategy,
- coding architect,
- DB's design and performance.

Ask me about:

- Building a startup/ company
- raising money,
- getting the first customers,
- B2B sales,
- system architecture,
- outsourcing dilemma and establishing it,
- international business and silicon valley,
- accelerator or incubators
- Future of AI and machine learning.

FlowPay Australia

FlowPay is commercialising a new payments technology, Flow Payments (FP) which allows money flow continuously.

Host location: [River City Labs](#), Brisbane - *Attracted to Queensland from Silicon Valley*

FlowPay is Manfred Neustifter

Team experience

- fintech
- design principals
- R&D
- accounting/bookeeping
- quality audit ready systems/process

Ask me about:

- (fintech) Knowledge of US financial system (go to market related regulations)
- (all types of startups) designing and testing prototypes

- (all types of startups) how to prepare to get R&D for your dev of software / apps
- (all types of startups) the numbers tell a story, can help you get this A1
- (all types of startups) how to get systems and process working for your biz

Iridium Dynamics - <http://iridiumdynamics.com>

Iridium Dynamics is developing a novel unmanned aircraft: a hybrid airframe which combines efficient hover with efficient forward-flight, developing UAVs which are perfectly suited to observation and inspection missions in remote locations.

Host location: [QUT Bluebox](#), Brisbane - *Attracted to Queensland from New South Wales*

Iridium Dynamics is Ian Conway Lamb

Ask me about:

- Hardware and mechanical design
- Machining and 3d printing
- Composites
- embedded systems
- electrical
- PCBs
- electronics test-and-measurement equipment

Krak - <https://skatekrak.com>

Krak is on a mission to build a better way to experience skateboarding through the KrakBox (a monthly subscription box) and the KrakApp (online and mobile based skateboarding community).

Host location: [Little Tokyo Two](#), Brisbane - *Attracted to Queensland from Berlin*

Krak is Kevin, Mathilde, Max and Seiji

Team experience

- Mathilde: customer support, operations, international logistics, print design, HR
- Max: iOS dev, backend, Docker Container, Cratejoy
- Seiji: Android dev, backend, admin sys
- Kev: fundraising, strategy, sales, product management

Ask us about:

- pitching, accelerators, fundraising
- customers management, support, happiness, turning your customers into your best ambassadors, community engagement etc.
- international markets, logistics around the world, remote team on different time zones
- product management
- coding on different platforms
- how to create your own ecosystem from the backend to your desktop + mobile version etc.

Much Better Adventures - <https://www.muchbetteradventures.com>

Much Better Adventures is an award-winning platform making it easy to book active experiences with expert local guides and hosts. They save customers hours and uncovers hard-to-find options, while our SaaS platform gives local operators providing awesome experiences all the tools they need to power their sales and marketing.

Host location: [Bond Business Commercialisation Centre](#), Gold Coast – *Attracted to Queensland from London*

Much Better Adventures is Guido Zanetti

Team experience

- business development
- sales
- strategy

Ask me about:

- Scaling
- lead generation
- structuring sales pipeline
- business planning.

OpenRevs - <http://openrevs.com>

OpenRevs aims to produce electric motorcycles as sustainable, cost effective and enjoyable means of transport for a wide range of consumers. REV1 will be the most affordable electric motorcycle yet, with a commitment to safety and riding experience.

Host location: [Collaborate](#), Brisbane - *Attracted to Queensland from New South Wales*

OpenRevs is Peter Ward and Trevor Ward

Team experience

- Peter:
 - Bachelor in Mechatronics and Masters in Engineering.
 - 7 years experience in designing and building autonomous robotic solutions with a particular focus on inspection and maintenance applications.
- Trevor:
 - Professional Technology Development Manager (B.Sc. Hons and PMP® certified) with over 35 years of Technical Project Management
 - Systems Engineering and Business Development experience
 - established with the successful development, production and introduction of a wide range of innovative new technologies
 - products and services into the Defence, maritime, offshore and resource industries worldwide.

Ask us about:

- Rapid Prototyping
 - 3D CAD modelling in Solidworks
 - 3D Printing and Laser Cutting
 - Embedded systems and programming (Arduino, mbed)
 - Electronics and soldering
 - Sensor selection, design and integration
- Developing and Managing Engineering Requirements
- Project Management lifecycle from 'kick off' to 'closure'.

Touriocity - <https://touriocity.com/#!>

Touriocity is the world's first online and mobile platform for booking custom private tours in the world's greatest cities.

Host location: [River City Labs](#), Brisbane - *Attracted to Queensland from London*

Touriocity is Mallek Aminullah

Team experience

- Head of Expansion for Touriocity
- Experience in Financial management of company.

Ask me about:

- Project Management
- Financial Management
- Business Development

Pixc - <https://pixc.com>

Pixc provides a product listing optimisation service for eCommerce stores including photo editing.

Host location: [River City Labs](#), Brisbane - *Attracted to Queensland from Silicon Valley*

Pixc is Holly Cardew

Team experience

- CEO available for mentoring

Ask me about:

- Pitching
- relocating to the US
- building an MVP
- building a distributed team
- growth marketing