



Hilfsgemeinschaft
der Blinden und Sehschwachen Österreichs

Bringing Solutions and stakeholders together

Hybrid Pitch-Events as a Role Model

**ENVITER General Meeting, Conference & Multiplier Event
Ascoli Piceno, May 9th - 11th, 2023**

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The Problem



one problem
and many solutions





The Problem: Which solutions are accessible and acceptable?

- Many existing solutions on the market
- Time consuming to look for and to compare the solutions
- Lack of knowledge
- Lack of information
- Difficult to find a fitting solution for the company *and* the disabled community





The Solution: Bring providers and stakeholders together

Hybrid Pitching Day





The solution: Bring providers and stakeholders together

Many solutions



Startups and companies with existing accessibility solutions are invited to pitch their solution to local companies.



Time consuming



This format enables an easy bidding process

Lack of Knowledge



Enable skill- and knowledge-sharing beyond borders





The solution: Bring providers and stakeholders together

Lack of information



Accessibility experts can provide this information bridge. The format assures that the solutions presented have been approved by the community that will finally need it.



~~Fitting solution?~~



This format makes the search for the most fitting solution easier.

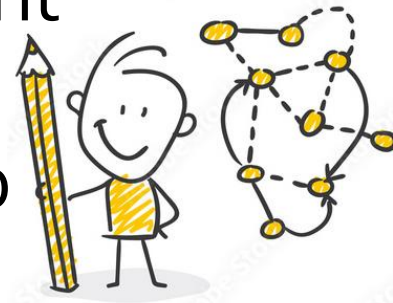




Case Study: Austrian Association Supporting the Blind and Visually Impaired

WAYS4VIPs – Hybrid Pitching Event

- Event for transport companies in Austria to make transport in Austria more accessible
- Because of the current legal situation, it is essential to improve their accessibility
- Introduce the right parties with each other and help contribute to the decision-making process of which measures to implement
- Seven different national and international companies were invited to present their technical solutions





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WAYS4VIPs – Hybrid Pitching Event

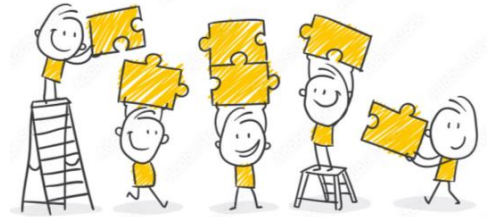
- Decision makers of Austrian transport companies were invited as guests to listen to pitch-presentations and to ask questions
- Participation possible online or at location
- Was recorded
- After the pitch-event it is up to the transport organisations to decide any further measures that will be taken





Case Study: Austrian Association Supporting the Blind and Visually Impaired

The Solutions presented



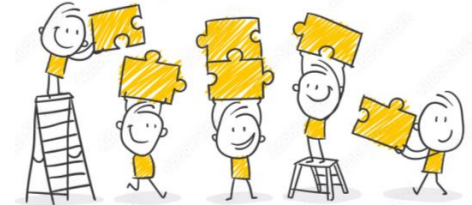
- **Dreamwaves (See the world through your ears)** - An audio augmented reality navigation app. Sound cues are placed “virtually” along the user’s route.
- **Guide-Me (Video-Guiding System)** – Realtime guiding (An employee is able to provide assistance or guidance. The App uses GPS and the camera to make this service possible.





Case Study: Austrian Association Supporting the Blind and Visually Impaired

The Solutions presented



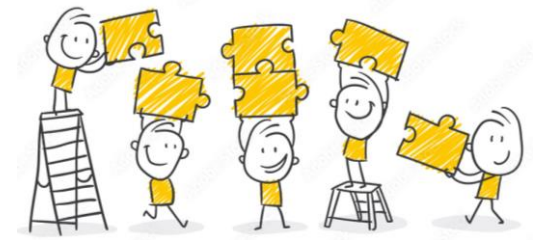
- **Navilens (an artificial marker)** – A real-time detection system much superior to QR codes. It allows people with disabilities to read it with total autonomy, at a great distance and without the need to focus or frame or know exactly where they are placed. Usable through the camera of any mobile device.
- **SCEN (LETIsmart)** – A device of the innovative LETIsmart system that allows communication between buses and the white cane, using beacons, integrated with LETIsmart VOCE.





Case Study: Austrian Association Supporting the Blind and Visually Impaired

The Solutions presented



- **Siut GmbH (Illuminated Platform Edge)** - Managing passenger flows by providing real-time orientation
- **Step-Hear (APP)** - Accurate Wayfinding. Public Transport – Find and automatically open tram doors, stop request, Indication to the driver that a person with disability wishes to board. And more.
- **Trapeze (INTROS APP)** – barrier free rout planner (Switzerland, Germany, Austria), automatically opens doors of Local Public Transports, voice output to find vehicle and entrance easily, stop request. And more.





Hybrid Pitching Event

- Enhance the chances that measures in relation to accessibility will be taken
- Ensure that acceptable solutions will be offered
- Present an easy bidding process
- Enables the organisations to compare immediately





Conclusion

Hybrid Pitching Event

- Enables the organizations to ask questions and to network
- With the use of an expert intermediary it is an efficient way and leads to accessibility in the interest of all parties
- Enhances “skill- and knowledge-sharing” with other countries





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Thank You!

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