



LBS CoFinders

What is CoFinders?

CoFinders is an initiative run by the Entrepreneurship Club at London Business School. Are you looking for cofounders to join your startup or idea? Are you keen to join a startup as a cofounder and looking for opportunities? Introducing, LBS CoFinders!

What happens now?

You are receiving this document because you have requested further information about startups looking for cofounders through the CoFinders programme. Set out on the following pages is a list of the startups that are looking for potential cofounders through CoFinders. At the end of the description for each startup, you will find the contact details of the individual who submitted the application. Each startup has agreed to have those details shared through the programme.

If you see a startup that looks interesting and would like further information, please reach out to the individual directly. None of your personal information has been shared with the startups, it is up to you to get in touch with the startups.

Keep us posted!

We would love to find out whether there are any success stories off the back of CoFinders so please do stay in touch :)

CoFinders Startups

Adesola Adebowale - Achievers.Net

Ideation; drafting a business plan (very early stage). Looking for CTOs: someone with experience building apps with a keen interest in edtech.

a.m.adebowale@gmail.com



David Redondo Diaz - Airquatic

Airquatic aims to be the leading provider of cutting-edge water generation technologies and, offering scalable solutions for clients of all sizes. Our patented technology can provide up to 50 m³/h of tailor-made water for all purposes (human consumption, irrigation, etc.) and its modular nature ensures non-stop production with minimal downtime.

Currently past MVP and we have a small working prototype and are gearing up to raise the funds needed for a 2 year runway that will see us create a large scale prototype to showcase the technology to potential clients and sign our first full-size development.

Looking for someone with experience (or high working knowledge) in Marketing, Sales or HR and who is truly passionate about sustainability so that this energy can contribute to the development of our strategy. They should also be able to analyse a Business Plan and not be afraid to defend their points of view. Working experience in the Middle East (our initial target market) is a nice plus but not a must.

www.airquatic.co.uk, dredondo@airquatic.co.uk



Yatish Patel- ALY

B2C Insurtech (pre-seed). Looking for CTO.

yatishpatel189@gmail.com



Tosin Adenuga - Aphrican.art

An online marketplace to host and sell African art internationally. Ideas Stage. I'm looking for Marketing and Technical cofounders.

tosinadenuga@gmail.com



Porscha Hill - BAD HABITS

Eco friendly gender neutral clothing brand. Looking for a cofounder who has a vast business knowledge and can help juggle that side of the business as I'm more focused on the creative and design side of the brand.

porschahl@gmail.com



Narayanan Ganapathy - Bambucorn Ltd

Equity Crowdfunding Platform enabling issuers to raise money by issuing securities tokens. Version 1 is expected to be ready by end of May 2020. A cofounder who will take on the role of a CTO.

narayanan.ganapathy@gmail.com



Dvyratn Bakshi - Bankd (tbc)

AI Enabled Personal Finance Manager, currently in the early stage of MVP development. Looking for AI/Data Scientist (PhD).

dbakshi.embalj2021@london.edu



Yatish Patel - BeeCollect

Early Stage - part of Antler (VC Backed Tech Accelerator). Looking for CTO.

yatishpatel189@gmail.com



Omar Qazi - beU

beU is the disruptive platform in the beauty industry that democratizes and brings the customers directly to the worlds largest manufacturers for total customization whilst having access to leading formulations in the world. It is at its inception stage at the moment. Looking for a web technology expert with strong digital marketing skills.

omars.sln2020@london.edu



Mark Taylor - BizNest

Prototype stage. Taken a few payments and now looking to build out an MVP. Looking for Product designer - experienced in rapid prototyping and a great eye for UX and (ideally) UI design. Should be passionate about creating a product for early stage tech startups and an interest in the investment landscape, particularly around Angels and Venture Capital.

BizNest.io, mark@biznest.io



Dror Levy - Crowbar Legal (temp name)

Legal solutions for the every SME. Looking for PR/marketing/biz dev.

dror@crowbar.legal



Jonathan lungerich - Diverium Ltd.

Releasing MVP to Google and Apple app store currently. Most looking for technical (coding and Machine Learning) - but frankly anyone who is excited and wants to work.

www.diverium.com, jonathan@diverium.com



Giulia Spampatti - DogSpot

Have you ever wondered how frustrating and annoying it is to take out your dog early in the morning, especially in rainy days, just because your dog needs to go to the toilet? DogSpot is a care corner for your dog's wellbeing, with a dog toilet (including a smell aspirator), a dog shower and a dog scale.

1. No more cleaning! Same as a human toilette, but for your dog. Thanks to the innovative design and connection to the sewage system, it ensures compliance with the highest standards of hygiene.
2. Versatile and customizable! Can be installed either indoor or outdoor, perfectly integrated with the house design thanks to DogSpot's compatibility with a wide range of materials.
3. Compatible and adaptable to any dog size!
4. Remote control with App to keep monitoring your dog.

MVP developed, Brand registered, logo defined, market testing ongoing through social media.

I am looking for co-funders/collaborators with strategical skills for defining a launch strategy and maybe some with technical skills for developing the website/app. No website.

Instagram: dogspot_madeinitaly, gspampatti.mba2021@london.edu



Alan Lane - ebitrate

Online arbitration application for lower economic groups and SME's. Looking for Legal expert.

ebirate.com, studio@customize.co.uk



Ankita Aggarwal - Ecoto

The hospitality industry uses disposable toiletries and dental kits adding 8 mn tons of plastic to the environment. 73% of Gen Z travellers agree to choose travel businesses that prioritise environmentally sustainable practices. Even after the willingness to bring a change, hotels have extremely limited, scattered and overpriced options. We want to build a one stop solution provider for mid segment hospitality establishments like hotels, hostels, resorts and airbnbs by developing eco friendly and sustainable alternatives to plastic packaged products which would be locally sourced promoting employment in rural areas. Hoteliers can attain their sustainability goals without compromising on profits and quality. Prefer an Indian Cofounder doing an MBA or has certain experience in entrepreneurship before.

aaggarwal.mba2021@london.edu



Nicholas Rudder - edSense

edSense is a platform that allows researchers and academics to post easily digestible summaries ("Bulbs") of their research in advance of the traditional academic publishing process. This lets researchers get their ideas out quickly and reach untapped audiences across academia, government and industry. We have spent 2 months establishing a network of academics who intend to participate in the platform and have also been exploring partnership opportunities with large academic publishers (e.g. Elsevier). We have designed a prototype and we are keen to get building.

Looking for someone with some technical experience to help put together an MVP. Additionally looking for someone with experience in the academic publishing process (could be an academic themselves or have had experience at one of the academic publishing houses).

nrudder.mba2021@london.edu



Audrey Koh - Figgy

Figgy will be the world's first platform that collects and analyses customer reviews and experiences for every method of acne care with an aim to combat existing information asymmetry on products. Figgy will have a smart recommender engine based on machine learning. We are currently building a prototype of the recommender engine. I am looking for someone with experience in building a website and a digital product, preferably someone with advanced insights in AI and ML.

akoh.mba2020@london.edu



Eido Almog - FIXED

Pension administration dashboard for employees and employers. Looking for Technical cofounder. Ability to build fintech products. No novel tech/just need to plug everything together. Also looking for someone with Sales experience-: preferably in B2B hr/accounting software sales.

ealmog.mba2020@london.edu



Dimitris Delonas - FRESH LIFE

Pre revenue stage - Healthy, Organic and Fresh meal plans for Kids & Elderly. Looking for Business Development cofounder with experience in FMCG (Food packaged products).

ddelonas@fresh-life.com



Marvin Odhiambo - Freshee (The Social Fresher Ltd)

Mobile-first platform that allows every food, drink and entertainment venue to market their offers and get discovered by loyal customers. We help users Save More & Explore their cities by giving them one platform for all venue promotional offers, loyalty programs, and high-quality venue suggestions based on behaviour-driven machine-learned models. Looking for Sales & Marketing Cofounder

www.FresheeApp.com, marvin@fresheeapp.com



Victoria Iungerich - GMESCo

Skin care products made with edible ingredients. Looking for Operations, Marketing, Sales.

victoria.iungerich@startmail.com



Harji Singh - Harji's India Ltd.

The first India-specialist global travel company, website ready, launch awaiting better times! Looking for someone with interest in travel and India as a destination,

https://oriole-coconut-tjac.squarespace.com, harji@harjisindia.com



Balaji Ramakrishnan - jiNi Solutions

jiNi Solutions is a start up run by wife. I act as an adviser to grow the business. The firm was started in Sep 2018 and provides HR and UK Employment law support to SME firms in the UK. We have 8 clients and looking to expand into tech enabled offerings. Looking for someone with technical skills and business development skills. Also interest in offerings to SME from an HR standpoint is preferred.

balajir2000@yahoo.com



Jeet Poptani - JP Aumento Ltd

Cyber security products and solutions. Looking for someone with a good marketing background.

jeet1poptani@gmail.com



Guillaume Poncet - Juno Botanics Ltd

Early stage company focusing on developing and selling innovative herbal soft drinks with associated health benefits. Creative, enthusiastic, driven, related experience preferred.

gponcet.mba2020@london.edu



Maha Khawaja - Learn with OjO

Design, manufacture and sell STEAM games for children aged 2-8 years. Currently in MVP stage, launching product portfolio in USA, UK and China. Looking for a Cofounder VP Product - previous experience with early childhood education, product design, e-commerce and/or subscription businesses would be helpful.

www.learnwithojo.com, maha@learnwithojo.com



Matthew Brooke-Hitching - Meet

Meet is an AI-driven B2B SaaS communications and collaboration platform built to solve the frustrations experienced by members and administrators of large organisations in the two key areas of networking and communication. Meet's proprietary features allow its users to tap into the intrinsic value of their community, to tackle the challenge of identifying and establishing goal-orientated connection opportunities and to reduce the friction of communication across an organisation. Meet is initially focusing on the £130m business school market by providing a "Virtual Campus" to bring together the school's community onto a single platform tailored to each school. Meet currently has a pilot underway with London Business School and is speaking to

a number of other top business schools and universities to support their virtual freshers weeks and beyond. The founding team (LBS MBA and Berkeley MBA) is looking for a cofounder with international sales and marketing experience, preferably in the education sector, as well as a technical cofounder, preferably full stack with experience in python and django. We're always on the lookout for new folks to join our team so if you have different skills and strengths and would still like to know more please don't hesitate to get in touch for a chat with the founders.

www.meet.mba, matt@meet.mba



IRINA BACA ESPINOZA - MeStar

AI Coaching and Advisory platform. App is ready - MVP stage. Looking for mostly technical, able to handle the Back-end part.

http://mestar.ai, irina.bacaespinoza@gmail.com



Ayodeji Alaran - MyMBAApplication

Community of current MBA students paid to offer advise and coaching to aspiring applicants seeking admission to Ivy League business schools. Looking for current MBA student in LBS, HBS, or Wharton with a passion for helping and coaching others. Competent in web content development, A/B testing, and digital marketing.

aalaran.embalj2020@london.edu



Jason Jeffery & Gal Maller

This is an early stage start-up that focuses on providing joined up digitized IT solutions for SME's. We will give a more detailed description upon being contacted by a potential cofounder.

We are looking for a cofounder with the following background:

1. Very strong IT services - essential
2. Software engineering - preferred
3. Programming ability - preferred

j.m.jeffery24@gmail.com



Arjun Mehta - OCCO (SHARED ELECTRIC MOBILITY)

OVERVIEW: Our mission is to reduce urban congestion and pollution. We work with cities to deploy and operate electric vehicle sharing schemes. We supply the vehicles and provide the underlying hardware/software technology systems and operational capability required to run the service.

STATUS: Service development complete and supply partnerships in place. Ready for sales & operational launch.", Looking for someone with a proven track record (>5 years) in operational management and business development. Has prior experience working (in a senior role) on a startup based in the UK. Is interested in the area of smart cities and urban mobility solutions (prior experience in this area would be a plus).

arjun@occonow.com



Marianna - Old Friends

Social app to help elderly people to make friends without leaving their houses. I'm looking for someone to solve the loneliness among elderly people. Ideally, the person will have a different background than mine, so we can complement each other. I'm a marketing professional, with expertise in the beverage industry.

marianna.magnoni@gmail.com



Ruth Jakobsen - Paymoo Limited

Paymoo is an open banking enabled app that brings genuinely low cost (up to 10x savings*), instant cash in bank, touch free payments to the UK's retailers. We are a pioneer of Open Banking's Payments API that went live in September 2019. We aggregate merchant accounts for an open banking initiator driving cost savings whilst providing customer support, easy integration with your EPoS and value add solutions on demand. *compared to 1.5% card payments fee

Paymoo has a fully functioning app ready to go live. It is currently approaching prospective customers to trial their product. I am looking for a cofounder(s) that have experienced in retail and hospitality sectors ideally in marketing or business development and also cofounders who have tech and product background in apps and platforms.

<https://www.paymoo.co.uk>, team@paymoo.co.uk



Ayodeji Alaran - Pharma Business Review

Real World Data Analytics, Insight, and Consulting to Pharmaceutical companies in Emerging markets. Looking for someone passionate about life sciences, real world data and analytics, and market research. Competent or experience in web content authoring and development, digital analytics, emerging market, market research, and business development.

<http://pbrinsight.com/request-access>, aalaran.embalj2020@london.edu



Enzo Ottens - Propel

Helping people find their perfect home, from search to exchange. Looking for someone with consumer real estate experience (ideally someone that has worked at Zoopla or Rightmove).

enzo.ottens@gmail.com



Raluca Dantis - Reazzon

Idea stage- online coaching platform. Looking for people with experience working as a coach, or therapist.

Reazzon.com, raluca.dantis@reazzon.com



John Fowler - Refyrm

Very early stage - designing and testing MVP. It is focused on the future in the professional services space. I'm open to anyone who is very interested in the future of work. Ideally I'd love a technical cofounder with experience building platforms.

jfowler.mba2021@london.edu



Iain Shirlaw - Renewable Hydrogen Technologies

Seed stage with desk feasibility pre FEED. Looking for some with commitment to Green Hydrogen and sustainability with an international dimension,

www.renewablehydrogentechnologies.uk, iain.shirlaw@renewablehydrogentechnologies.com



Elliot Warren - Sellers With A Story

"Sellers With A Story" showcases British designers (and brands) that MUST have a truly authentic story behind each item. We focus our attention on ethical designers/sellers.

Stage:

- Pre-revenue.
- Accepted into CommonVC's social cohort (completed and passed).
- Looking for first (early) sales.
- Outside investment has been discussed with prospective angel investors.

To keep it simple, we are looking for the following background(s):

- Marketing, CMO, Digital Marketing, SEO & PR/Media
- Technology, CTO, Developer & Full Stack Developer

Happy to add more if you're interested in the venture. Priority will be given to those interested in ethical, sustainable and eco-friendly practices.

www.sellerswithastory.com, elliot@sellerswithastory.com



Piyush Dhir - Source8rit

Children book selling at deep discount. Looking for someone with tech background preferred.

pahir.embalj2020@london.edu



Chloe Burles - Still under consideration

A lettings service that focuses on serving LBS students in their search for accommodation and housemates in London. Building an online platform that students can register for upon accepting a place at LBS, search for other students to buddy up with and view houses/flats to rent. All the properties are to be managed by the service so students know it is credible. This also provides the main revenue stream. Business plan already developed. Two challenges identified: (a) onboarding landlords (b) building the platform.

Looking for Open minded but preferably you can help with the challenges identified above. General business skills: planning, forecasting, growth, acquisition. Design skills would be good too. Easy to work with and share vision most important. Primary model exists but it is still under development.

cburles.mba2021@london.edu



Rahul Sikka - Sustainable children clothing

Research stage. Looking for a cofounder with a technology background

sikka.rahul85@gmail.com



Andrew Holgate

A good friend of mine is quitting his job in PE to start a company in the ""newborn baby kit"" space. They are partnering with leading providers and launching a subscription service. Looking for someone with consumer marketing experience.

andrew@lexanacapital.com



Mattia Pastore - (Ideas: EU-NIVERSITAS; Juvo).

EU-NIVERSITAS is an AI-enabled marketplace which connects the over 3.2M international students who study in European universities in the almost 4,000 universities present in Europe. It finally provides a single platform and a single application for students to research and apply to universities in Europe. EU-NIVERSITAS saves students and recruiting agents time and money: It enables them to apply with confidence, by suggesting the best university matches based on the student, academic interest, potential, and budget by using AI. It provides a straightforward application experience: one centralized application, endless opportunities.

EU-NIVERSITAS provides a clear value proposition to European universities: It provides them with a platform to showcase their institutions; It allows them to receive quality and complete applications; It increases the number of applicants and student diversity

The revenue model will be based on: revenue-share agreements with universities for students who successfully enroll (average fee paid is 1,000 euros); a subscription fee paid by universities to be on the platform; advertising fees paid by universities.

EU-NIVERSITAS comes at a time when universities are desperate to meet enrollment standards to survive during the COVID-19 pandemic, and where online programs want to successfully showcase their offerings to students. It also comes in a time where the European Union has been taking steps to increase students' mobility across European Universities (https://ec.europa.eu/commission/presscorner/detail/en/IP_19_3389).

The platform is inspired by platforms already present in the UK (UCAS) and overseas (Common App, Coalition) as well as from the Canadian Unicorn Apply Board, currently valued at \$1.4B.

I am looking for a passionate CTO to join the project as a cofounder and help us in our mission to build a stronger and more unite European Union starting with the most fundamental pillar - facilitate international students' mobility within the Union. The CTO should be excited about the creation of an AI-enabled marketplace and ideally will have prior experience with that

About myself: I have been working in the education management industry for 7 years. I started my company - USA Student Advisors - in 2014 and since then have assisted about 100 students in the admission process to universities abroad. I have been able to appreciate the difficulties with the admission process to universities abroad for international students. I have also created ties and already have partnership agreements in place with numerous universities abroad.

mpastore.mba2021@london.edu

Rachel Vrabec - The Canary,

Kanary is a personalized privacy company. We've launched a beta app and are working on the launch of the paid product. Looking for someone who is passionate about the future of individual data privacy and creating a transparent system where individuals have control over their online identities. Must also have some software development experience.

<https://www.thek Canary.com>, rhvrabec@gmail.com

Mattia Pastore - USA Student Advisors

USA Student Advisors is your trusted mentor and guidance counselor since the beginning of your high school career up until the beginning of your professional career. We offer a number of services for high school and university students as well as early professionals. Our core business is College Counseling. We guide you for the admission process to undergraduate, master, MBA and PhD programs abroad and helps athletes obtain sport scholarships in the US. To date, our consultants have supported over 350 international students from more than 30 countries in the admissions process to colleges around the world, maintaining a 100% success rate for our clients. We were founded in Italy in 2014. We have achieved profitability within 2 months and have grown revenues anywhere between 30% and 200% every year since inception, achieving net profit margins well above 50% every year.

We are now looking to expand the company abroad and are looking for equity partners to help us in our mission to help students achieve their full potential as well as engage with a company at a later stage of development which can provide steady earnings even without a full-time commitment on the cofounders part.

We are looking to expand the company abroad and are looking for equity partners to help us in our mission to help students achieve their full potential. Cofounders would be taking the role of equity partners and help us expand the company in key geographies, including Africa, Middle East, Latin America, and Asia. The cofounders we are looking for are passionate about education and helping students achieve their full potential.

They would not need to be involved with daily client facing activities, as we have a team of mentors and counselors available already.

Rather they would be key in helping us develop the business abroad, by securing partnerships, providing know.-how on their respective countries and regions, and help us with overall strategy. The ideal cofounders enjoys a high level of freedom and is passionate about growing a business.

www.usastudentadvisors.com, mpastore.mba2021@london.edu



Kosuke Fukagawa, uvu

Vision: Do you have an experience that your friends uploaded your photos to social media without asking you? (e.g. Zoom screenshot.) We want to make a world where everyone's privacy preference is respected. Idea: Platform where everyone can share own privacy preferences (e.g. what type of person you want to connect on social media, how your face want to be treated when uploading an image online) and can track own information online (even the one uploaded by others.)

What we have done already: We started this project 1.5 months ago, and already have done a survey (<https://forms.gle/wJGv4FU1NU6emCmf7>, got 400+ responses), interviewed 15+ potential customers, developed demo site/video (WIP), and currently doing initial coding work for MVP. In summary, we are at a very early stage, but moving very fast.

Other members include lawyer (LBS), ex VC (LBS), machine learning researcher (UCL & Microsoft), etc. We are eagerly looking for a member with strong engineering background (potential CTO.).

kfukagawa.mba2021@london.edu



Gianluca Bisceglie - Visyond

Visyond is a secure spreadsheet analysis and reporting solution compatible with Excel and top ranked on Gartner because it lets financial modelers, analysts and decision makers achieve results no other software solutions or technology stack can, with focus on data security, digital innovation and interactive remote work. Looking for a Chief Revenue Officer (B2B Sales)

www.visyond.com, gianluca.bisceglie@gmail.com



David Tshulak - WeJam

WeJam is the hour-long rock star experience - a tech-enabled group activity letting you start your own band, even if you've never picked up an instrument before. We are gearing up to launch once the lockdown is relaxed. I'm looking for a doer. Somebody who can hustle.

http://wejam.studio, david@wejam.studio



Tracy DiPetrillo

An e-commerce platform offering personalized hair care products via a subscription model. Currently at concept stage, conducting user research & testing concept. Ideally looking for someone with experience such as FMCG, consumer brands, e-commerce, sales, marketing.

tdipetrillo.mba2020@london.edu



Vasilios Mavroudis

We solve the problems that prevent cryptocurrencies from being used for retail payments. We are a small team of CS researchers commercializing our research. Our design has been peer-reviewed, accepted, and presented at one of the top-4 computer security conferences.

We have a prototype and have received a decent grant with no strings attached. We are picky with the funding we accept so as to maximize our flexibility. Having said that, there are various funding sources that we are currently aiming for and seem within reach.

We believe that our product has a lot of potential, as it goes several steps further than the few competitors in the market right now.", "Looking for a CTO/VP Technical Execution/VP of Engineering.

We are a small team of technical people, who know how to write code, unit-test, and structure projects. We also handle the business side of things but as a CTO, you won't have to do non-technical tasks if you don't want to.

We are looking for someone who is experienced in Dapps, Node.js, solidity. If you're not an expert in one of these areas that's not a deal-breaker, let's talk regardless. However, we care a lot about proper coding practices and code quality, so experience on that front is needed (security audits are a plus).

We are all participating in the building process, so you won't be the only person coding, we'll keep being part of that. Once our finances permit, we can also hire extra hands (e.g., for areas our team has less expertise on) but that will be mainly your decision as the CTO.

mavroudisv@gmail.com



Deadline of this LBS CoFinders Round was on 31st May 2020

CoFinders is programme run by the Entrepreneurship Club at London Business School