



THE CONFERENCE MICROPHONE
FROM SMARTPHONES

SEBASTIAN FETT





**“Voice quality is crucial,
not the picture.”**

(vgl. Journal of the Audio Engineering Society

über Videokonferenzsysteme)



3.000€



15.000€



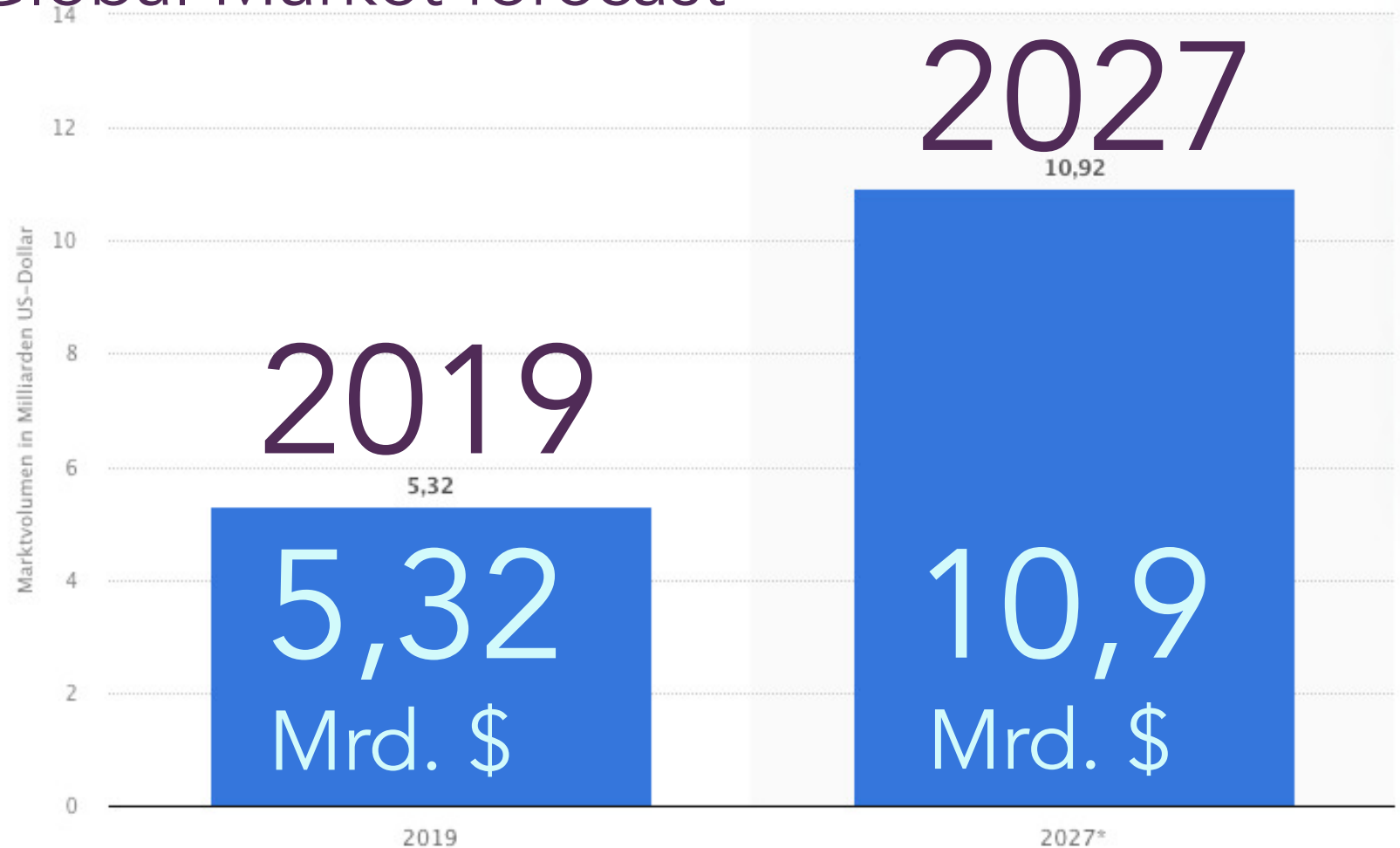
5.000€

HY
MEETING



Companies
Authorities
Associations
Education

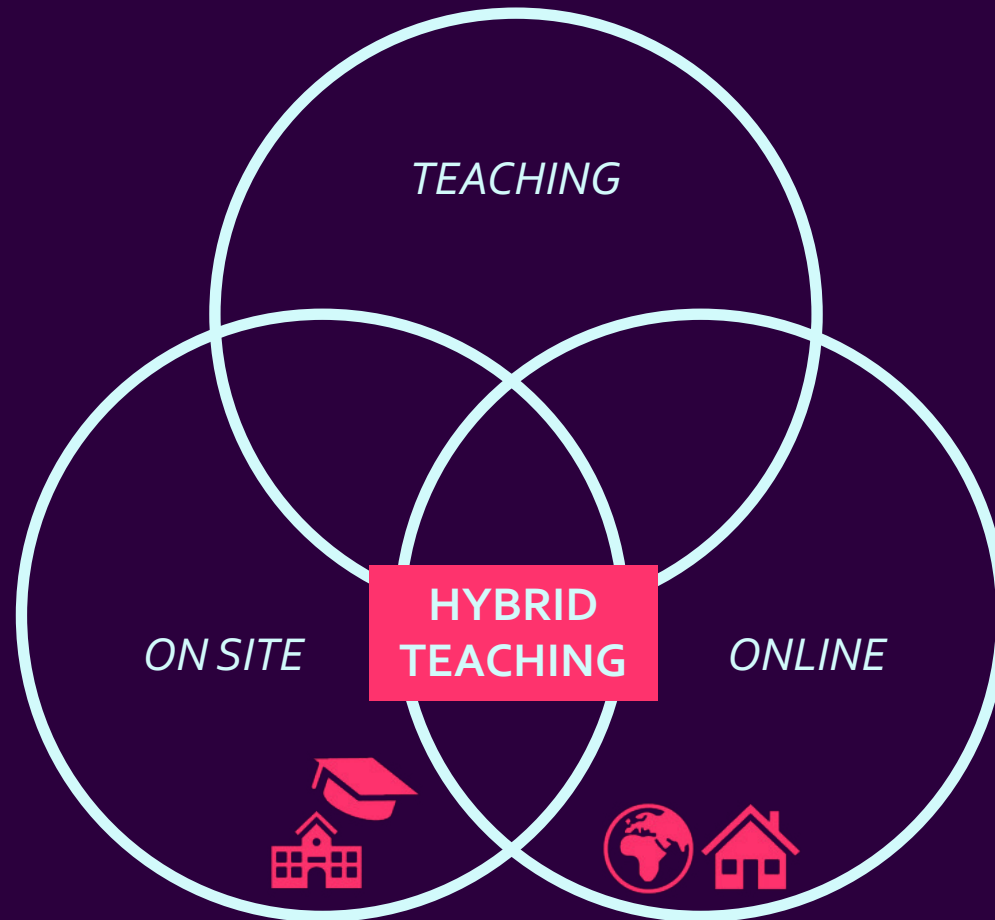
Global Market forecast



Source: [Statista](#) vom 02.01.2024

“The future of teaching is hybrid.”

(Conference of Ministers of Education and Cultural Affairs, GER, 2021)

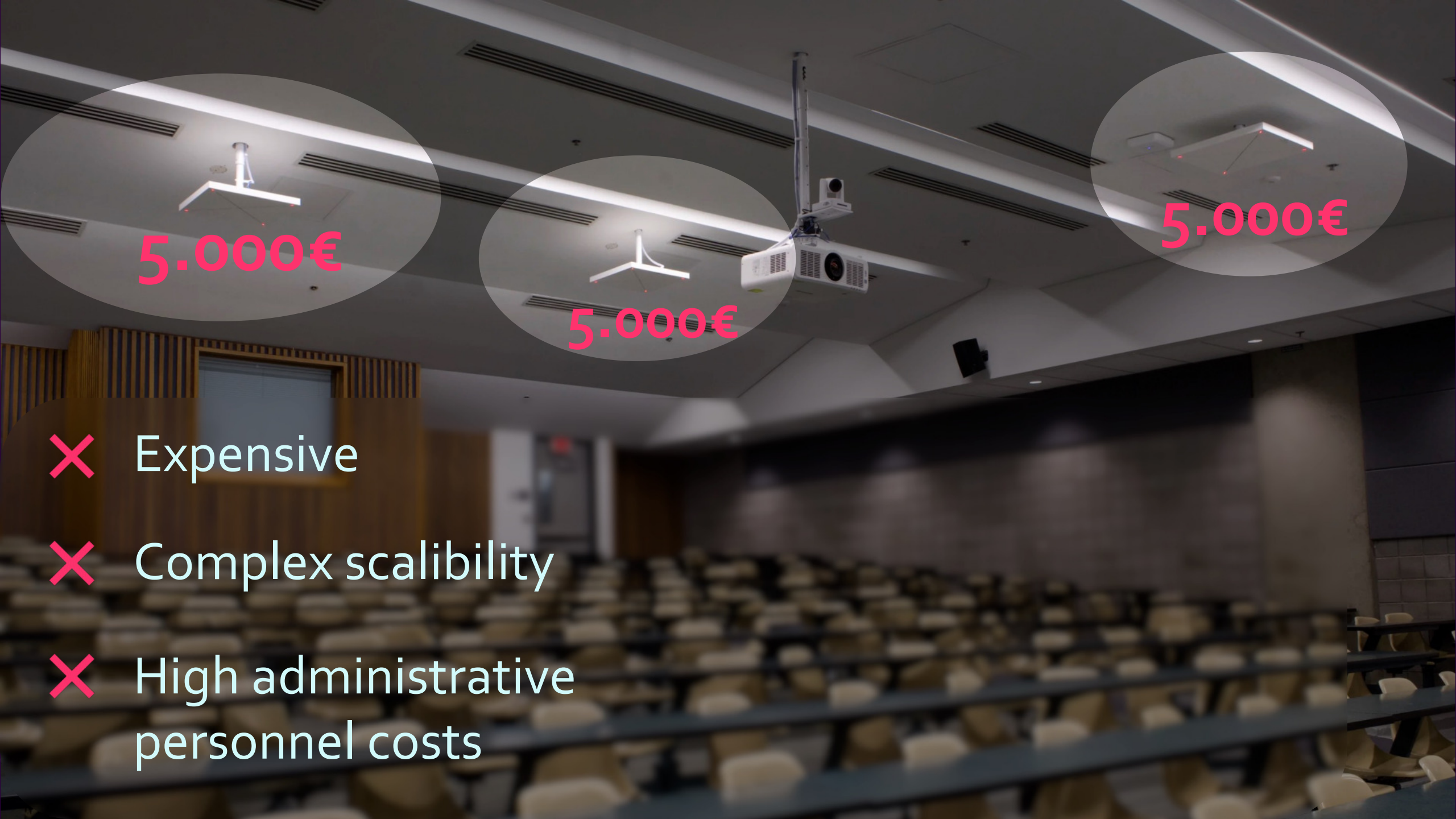




5.000€

5.000€

5.000€



5.000€

5.000€

5.000€

- ✗ Expensive
- ✗ Complex scalability
- ✗ High administrative personnel costs



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Smartphones become microphones.



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ORDER



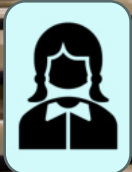
The participants' smartphones on site are the microphones.







Students ONLINE





Dieter the lecturer



Students ONLINE





Dieter the lecturer





Students ONLINE





Dieter the lecturer







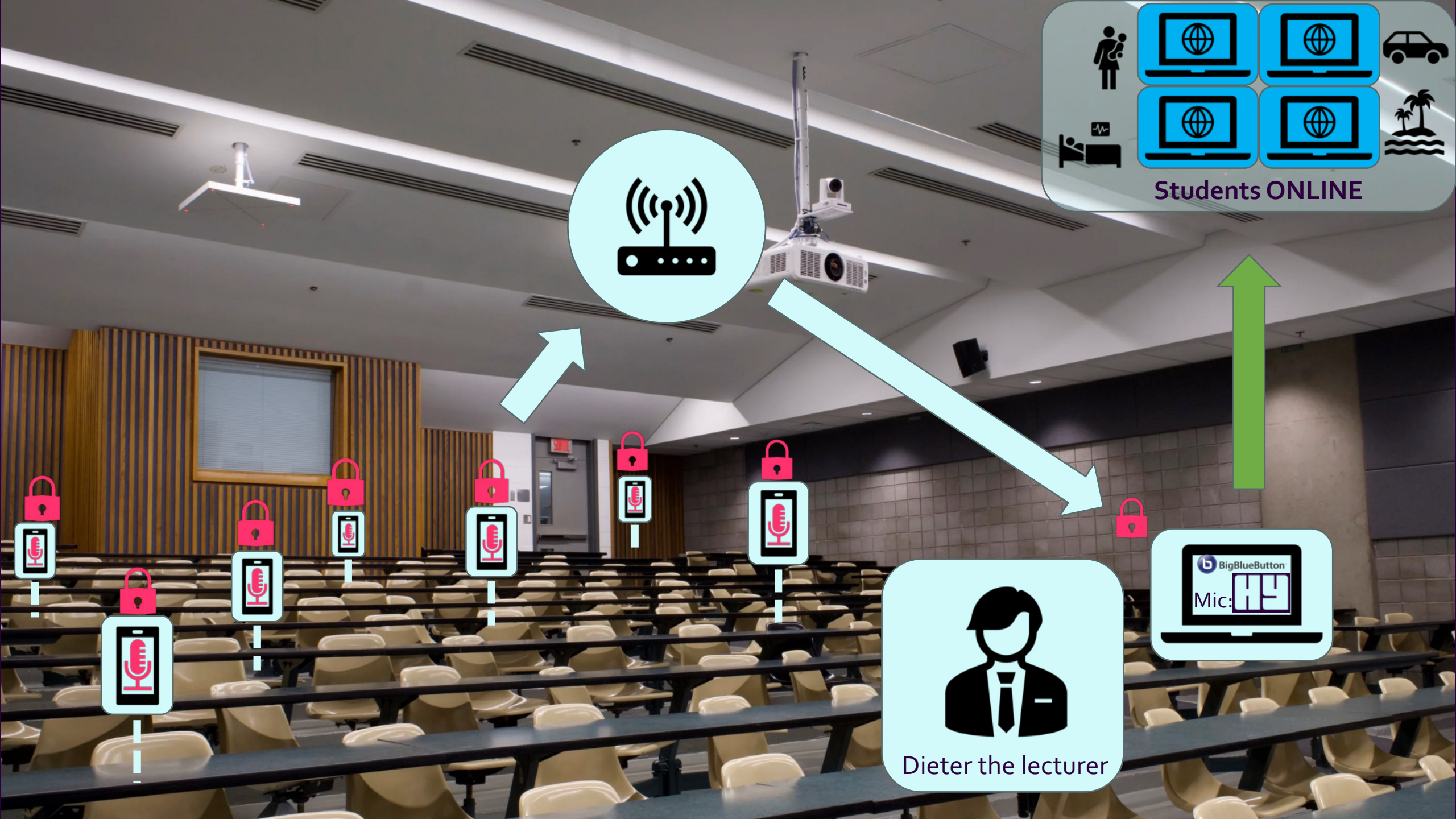
Students ONLINE





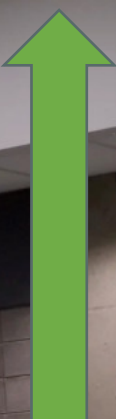
Dieter the lecturer







Students ONLINE



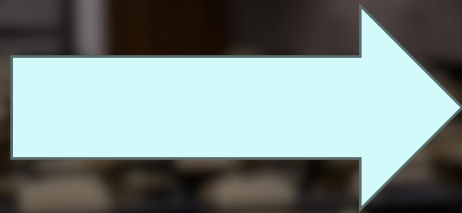
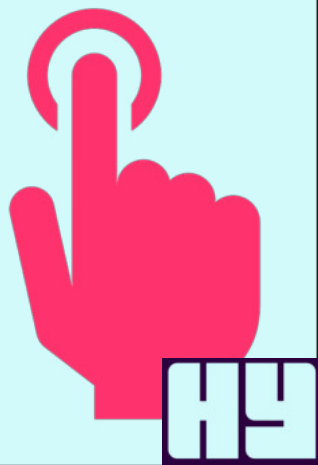


Dieter the lecturer



Participants on site

PUSH TO TALK



Meeting-Host

 BigBlueButton™

Mic: 

Dieter's Laptop







Students ONLINE





Dieter the lecturer



HY

MEETING



Auditorium-Microphone compatible



Bluetooth Micro / Headset compatible



Konventionell



✗ Expensive



99€ / year per teacher

✗ Complex scalability



Easily scalable

✗ High Administrative personnel costs



Minimal administrative personnel costs



CO₂ saving

MARKET

Possible turnover per year / Germany

Company-Size	Employees	Achievable Market	Turnover per year
Micro-enterprises	6.640.200	0,10%	657.380 €
Small companies	7.425.600	1,00%	7.351.344 €
Medium-sized companies	5.926.200	1,00%	5.866.938 €
Large companies	15.708.000	0,10%	1.555.092 €
Total			15.430.754 €

*Source: Statistisches Bundesamt

TAM

Possible turnover in Germany / year

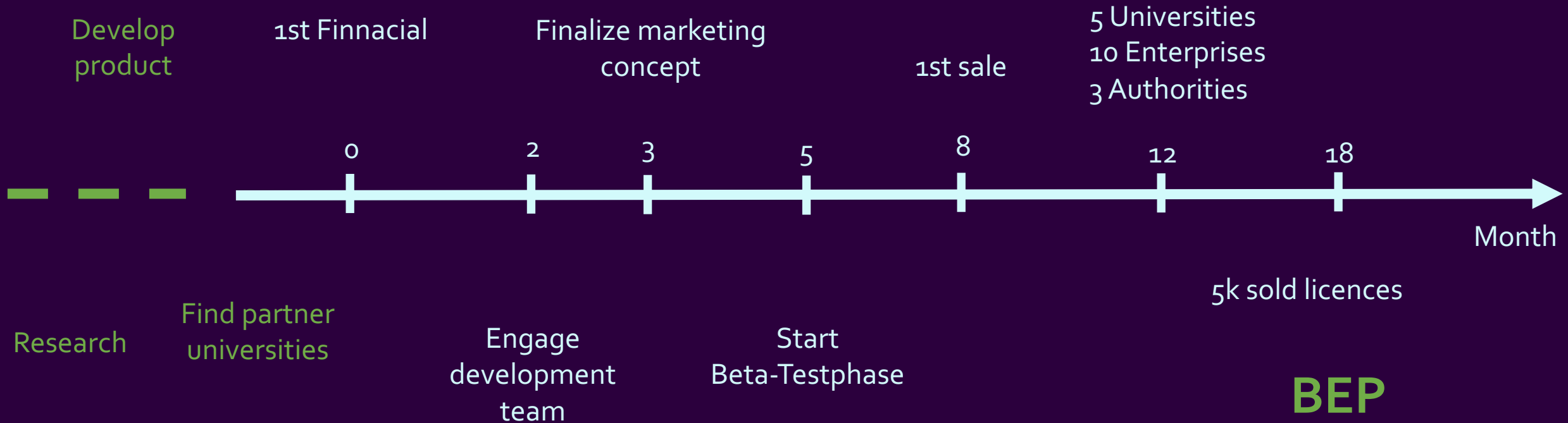


Enterprises:	15.430.754	€
Authorities:	1.795.266	€
Associations:	609.601	€
Education:	25.146.000	€
Total:	42.981.621	€ per year

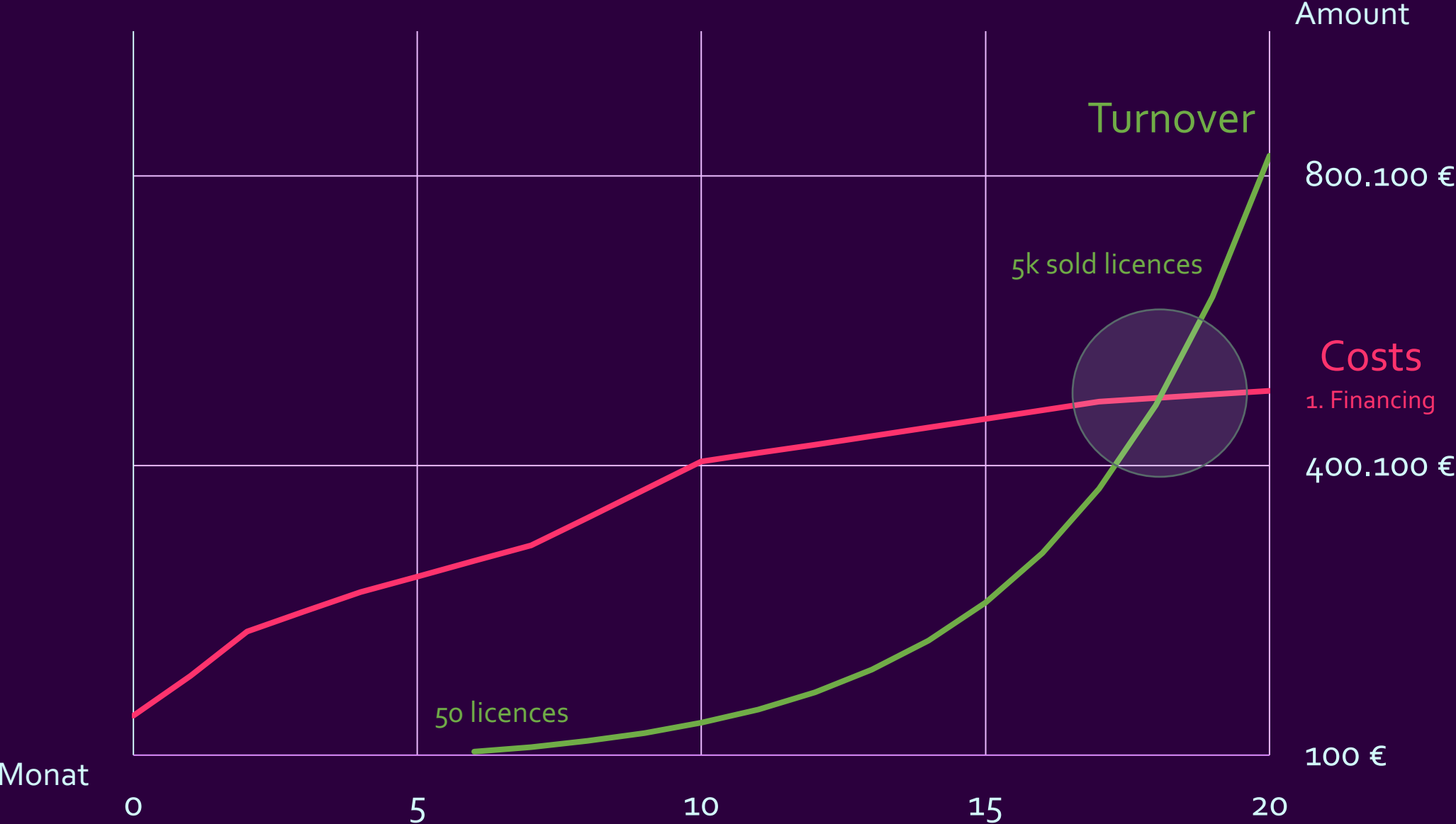
FINANCING REQUIREMENTS

Categories	- 30%	Amount	+ 30%
Software-Development inkl. ext. Debugging and ext. Security tests	230.769€	300.000€	390.000€
Marketing & Distribution	50.000€	65.000€	84.500€
Legal advice inkl. Notary, tax consultancy, EU patenting	38.462€	50.000€	65.000€
Cost of living Contribution CEO & CMO 4.000€/Month f. 1,5 years	36.923€	72.000€	62.400€
Buffer	28.462€	13.000€	48.100€
Summe	384.615€	500.000€	650.000€

TRACTION



BREAK EVEN POINT



COMPETITION



MobileConnectApp



CROWD MICS



Bring your own device

Hardware

Software



Buy a new device

TEAM



Sebastian Fett
CEO

- 15 years experience prof. audio
- Master of Education
- Engineer communication systems



Christian Ben Daamech
CMO

- 5 years experience in marketing & IT consulting
- Business economist



Dipl. Ing. Michael Kröning
Technical Advisor

- Hardware and software developer
- Retired university lecturer

FINANCING



info@hy-meeting.com

Fund:

500.000 €

30%

TAM GER:

42,9 M€

per year

BEP:

18 Month

