

# **Success stories**

## *SMEs from JOSEFIN regions*

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**DIZGUT** freestylecenter , Co-owner, Poland  
**Internetowy Kantor, Owner, Poland**



## A JOSEFIN Success Story: YOGA



<b>Date of foundation</b>	2008
<b>Sector</b>	IT, energy efficiency
<b>Business Model</b>	Development and distribution of a versatile and intelligent control system for managing energy efficiency in buildings.
<b>Innovation aspect</b>	Yoga IB is the first self-learning solution in the world that is flexible, simple to use and gives you total control over your premises anywhere anytime.
<b>Market perspective</b>	<p>Actual Markets: Sweden, Finland, Germany, Latvia.</p> <p>Plan to enter worldwide markets. Today we are entering Europe, UAE, India and North America.</p>
<b>Success thanks to JOSEFIN</b>	Realising a proof of concept project in Germany (Mecklenburg-Vorpommern). Finding partners to enter the German market.



## A JOSEFIN Success Story: DIZGUT



<b>Date of foundation</b>	2010
<b>Sector</b>	Sport services; technical consulting
<b>Business Model</b>	Designing and construction vertical wind tunnel „FreeFlyCenter”
<b>Innovation aspect</b>	First such investment in Poland that will allow to develop parachute sport in Poland
<b>Market perspective</b>	From our calculations about 50% of all clients will be from different countries. It will help to share our experience with other skydivers in Europe
<b>Success thanks to JOSEFIN</b>	Provided Coaching – helps us to understand our issues and provide personal development. It help us to reach our goal by identification lacks in personal skills.



## A JOSEFIN Success Story: Internetowy Kantor

ik > internetowykantor.pl

<b>Date of foundation</b>	2011
<b>Sector</b>	IT
<b>Business Model</b>	Online foreign money exchange
<b>Innovation aspect</b>	We provided a completely new way of money exchange alternative to banks and money exchange shops. Safe, comfortable, cheap and fast one.
<b>Market perspective</b>	2012 – stimulating growth of the polish market and securing leadership position 2013 – opening branches in prospective markets for online money exchange
<b>Success thanks to JOSEFIN</b>	We were able to secure financing of marketing expansion which will transform us from a successful start-up to a country-wide money exchange brand number one



# ***BOOST YOUR REGION***

## ***JOSEFIN FINAL CONFERENCE***

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**JOSEFIN**  
Joint SME Finance for Innovation