



# The intelligence which enriches mobility

Shared calendar  
of co-locations

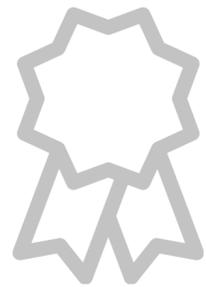
**# AU BON** ENDROIT  
MOMENT

JANUARY 2019

## hubtobee voted winner of the « Quality of life at work » Trophy as best developer & space processor



Without affecting architecture, hubtobee offers an open international meeting space for all colleagues.



hubtobee surfs the entire daily commute of employees to point to rewarding opportunities for networking, otherwise invisible and left to chance (travelers between them & travelers with sedentary).

hubtobee strengthens the collective and the human bond in the company, such as the coffee machine at the end of the corridor at the end of the world.

# our vision

Create value for any mobility in hidden time:  
« **The presence becomes a present** »

*Our solution strengthens the agility of organizations. It allows the company's internal network to be used naturally to save time, energy and actively contributes to the growth of collective intelligence, the development of employees and the reduction of CO2 & Travel Budget.*

*OuiSNCF has selected hubtobee in its accelerator to provide networking for business travelers, on board trains and at train stations.*

*ADP also chose hubtobee for networking at the airport.*

*hubtobee plans to be deployed at any location where VIPs might enjoy the random presence of valuable contacts for them in hidden time.*

*(Transport companies, Hotels, Events concerts-sport-etc, coworking spaces)*

**# AU BON ENDROIT  
MOMENT**

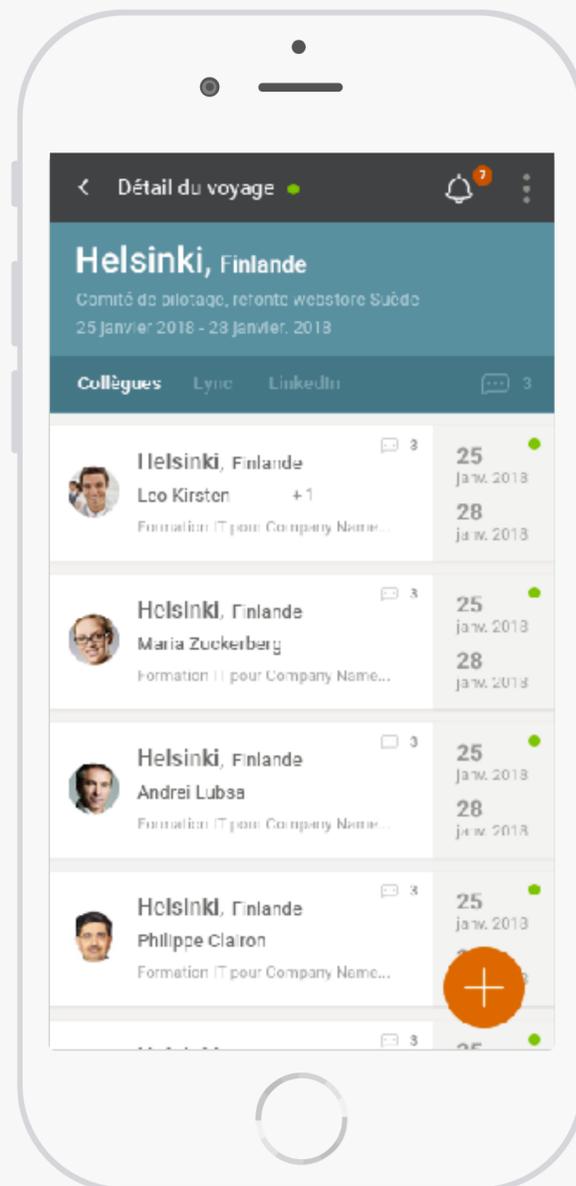
B2B

B2C

# an aberrant finding

A photograph of a KLM airplane wing and engine against a sunset sky with clouds. The engine is prominently featured, with the KLM logo and GE logo visible. The sky is a mix of orange, purple, and blue, with white clouds below the wing.

3<sup>rd</sup> expense item but  
1<sup>st</sup> frozen budget...  
because travel flows are totally  
**invisible**, without management  
intelligence



# our B2B solution

An integrated application to consult, plan, share business trips and promote connections between employees (travelers & sedentary)

# a simple, secure and totally integrated solution

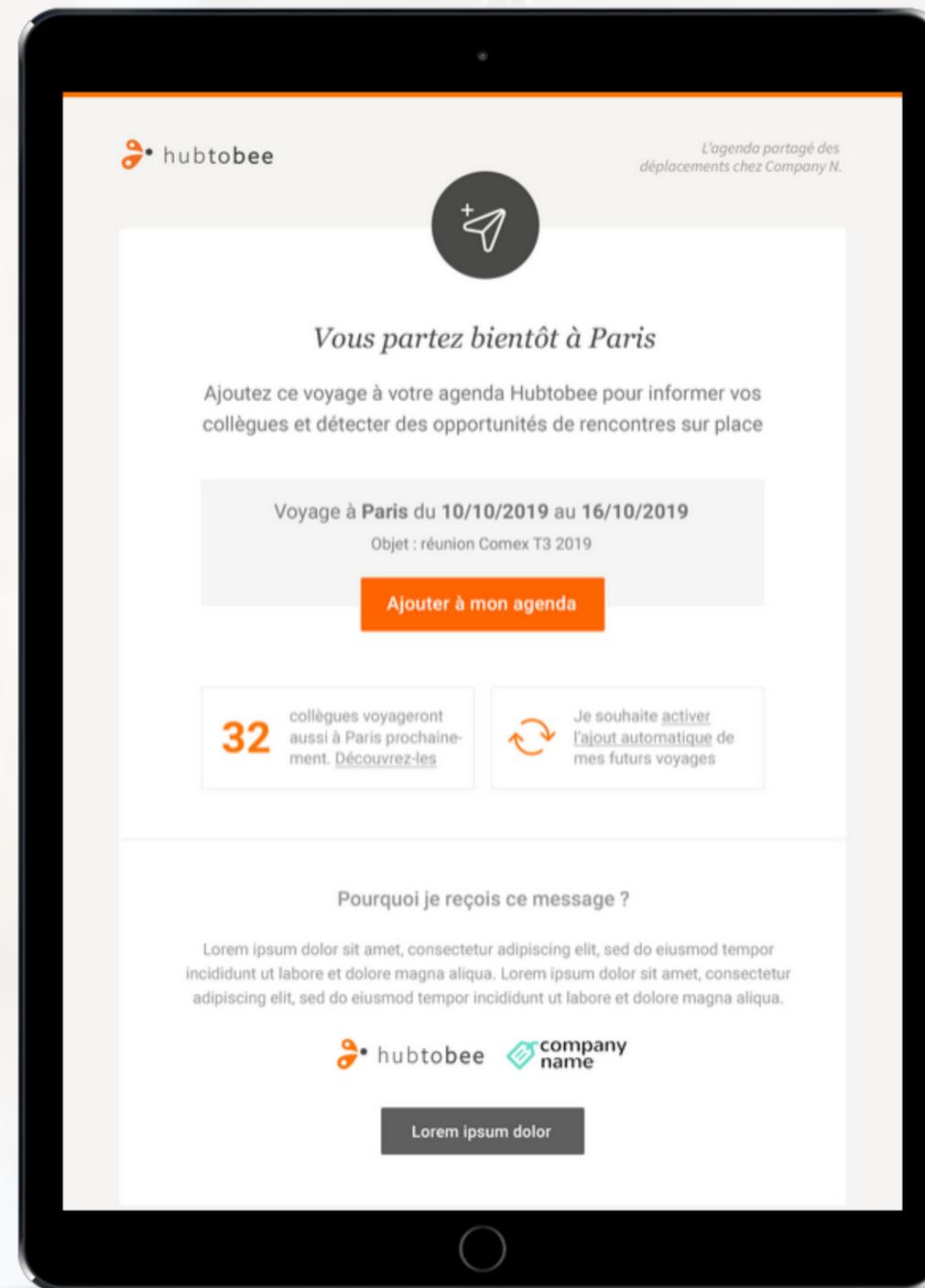
Hubtobee is a turnkey SAAS application, 100% system-integrated and secured, with no installation or deployment cost.

The solution is GDPR certified by VirtualDPO®.

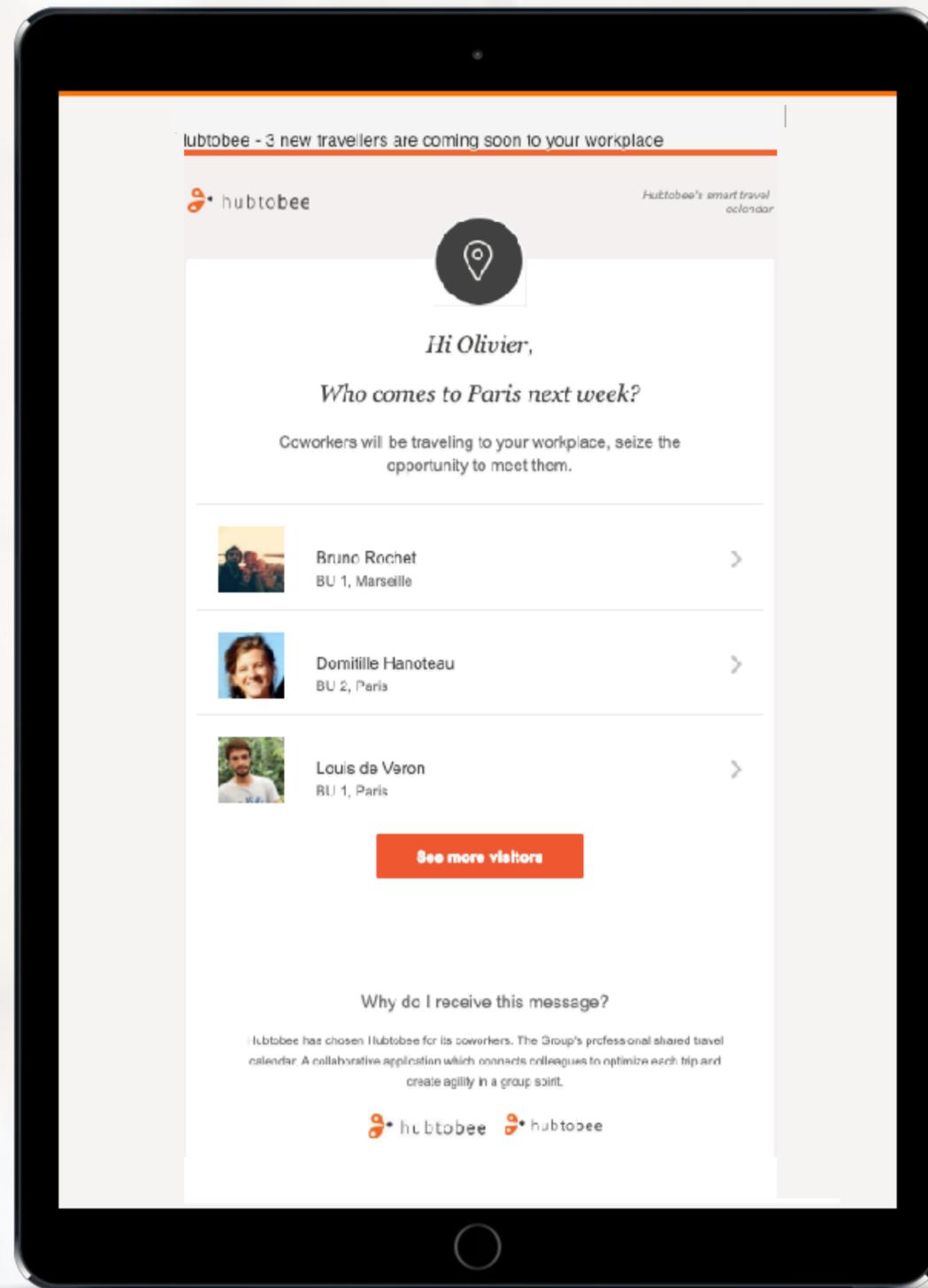


Simplified use for users via personalized mails and just 1 clic in these mails. This is not an additional tool but a networking assistant. Screening possible contacts by keywords. By default, hubtobee communicates custom contacts with « readmail »

**A tool fully integrated with Microsoft and travel agencies**



**Sharing ones' trip on hubtobee easily to become visible without effort**



**Knowing which colleague will come to where I work thanks to Push mails sent to executives every Thursday**

The screenshot displays the hubtobee.com website interface. On the left, a sidebar contains navigation options: 'Tous les voyages', 'A Paris' (34 items), 'Mes voyages' (2 items), 'Mes favoris' (14 items), and '+ Ajouter un filtre'. The main content area shows a list of travel events for Paris, France, organized by date. Each event card includes a profile picture, the location 'Paris, France', the event name, and the dates. A calendar view on the right shows the months from 2015 to 2017, with December 2017 selected. A large orange plus sign is visible in the bottom right corner of the main content area.

Date	Name	Event Description
12 déc. 2017	Lisa Paoli	Comité de pilotage Europe
15 déc. 2017	Mark Zuckerberg + 1	Formation IT pour Company Name
25 déc. 2017	Morgan Tupler	Cadrage chantier DATA
28 déc. 2017	Guillaume Sacremond	Formation sales pour Company Name
05 jan. 2018	Christian Martin	Kickoff projet ECAMAC
15 jan. 2018	Sophie Clauffish	Séminaire BASF
12 jan. 2018	Philippe de Brachet	Comité de direction digital ASIA
13 jan. 2018		
22 jan. 2018		
26 jan. 2018		
22 jan. 2018		
28 jan. 2018		
29 jan. 2018		
30 jan. 2018		

An intuitive and personnalise flow to know who travels where and when

The screenshot displays the hubtobee.com interface. On the left, a sidebar lists travel categories: 'Tous les voyages', 'A Paris' (34), 'Mes voyages' (2), and 'Mes favoris' (14). The main content area shows a calendar for Paris, France, with a highlighted date of December 12, 2017, for a meeting titled 'Comité de pilotage, refonte webstore France'. Below this, a list of meetings is shown for January 2018, including events for Mark Zuckerberg, Morgan Tupler, Guillaume Sacremond, Christian Martin, Sophie Clauffish, and Philippe de Brachet. On the right, a profile for Lisa Paoli, Hubtobee's marketing director in Paris, is displayed with contact information and a 'Proposer un rendez-vous' button. Below her profile, there are sections for '+ 3 invités' (Guy Smith, Pierre-Antoine Beaucarnot, Claire Robinwood) and 'Au même moment' (Mark Zuckerberg, Charlotte Weinberg, Filip Tosh).

**hubtobee quickly identifies new meeting opportunities and proposes appointments in 1 clic**

# the ROI

For the USER

travel flows  
visible and exploitable



Decompartamentalize the  
business **connecting**  
travelers and sedentary

+

**Plan appointments**  
between colleagues  
during travel or at the  
workplace

+

**Optimise travel**  
**dates** based on  
travel by other  
employees

+

**Eliminate missed**  
**opportunities** :  
« If I had known you  
were here... »

# the ROI

## FOR the ORGANIZATION

travel flows  
coordinated and optimized



Manage the influx on subsidiaries and avoid peaks

+

**Reduce travels by eliminating redundancies**  
*Travel smarter, meet more, travel less !*

+

**Improve the anticipation of ticket taking**

+

**Mutualize travel expenses** : taxis, courier fees...

between **2% & 5% savings on the travel budget**

# *our* ROI

We create the intangible value of collective intelligence that also generates new savings

**Win/Win Business - Travelers:**  
the big travelers dream of traveling less, they represent 80% of the Travel budget, they support thoroughly the cancellation of journeys allowed by hubtobee.

**ROI in less than 3 months:**  
the DHL saved + the shared taxis + cancelled trips amortize the hubtobee annual fixed price for the Group in one quarter!

# USE CASES



## Group strengthening

The Brazilian HR uses it so that his local teams have a stronger sense of belonging to the Group, especially when they go to the French HQ.



## Productivity and Group strengthening

The Group is deploying hubtobee to decompartmentalize the group and increase meetings between employees during travel. The objective is to foster teamwork on complex project management.



## Reduction of CO2 emissions

The HR is preparing hubtobee deployment to streamline group-wide travel and reduce CO2 emissions. Currently their trips emit more CO2 than their plants.



## Coordinate the flow on the subsidiaries

25% of trips resulted in a request for an appointment on some hubs. Positive feedback from the Abidjan Management who organized the flow on his subsidiary differently, thanks to hubtobee



## Decrease in international recommended packages

Danoners of R&D have passed their samples from one country to another via travelers and no longer Fedex.



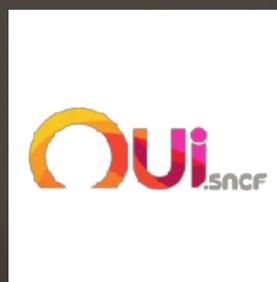
## Deleting declared trips

Coordination of international team travel

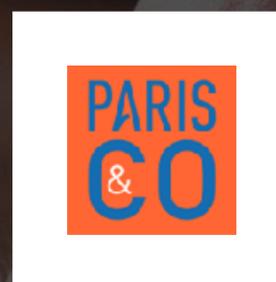
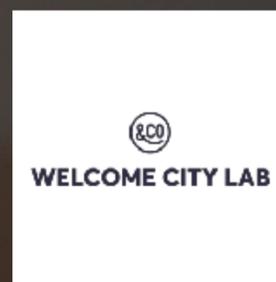
Intelligence that enriches mobility

# they have selected us

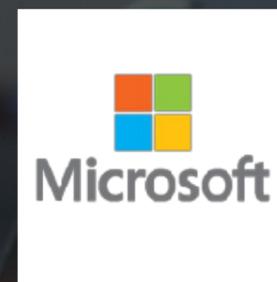
## ACCELERATORS



## INCUBATORS



## PARTNERS



## AWARDS



**thank  
you**