

A low-angle, upward-looking perspective of several modern skyscrapers with glass facades. The buildings are arranged in a way that they appear to converge towards the top center of the frame, creating a strong sense of height and architectural grandeur. The sky is a pale, clear blue, providing a clean background for the text.

EUROPING

We love Europe

europing **pitch**

We help small and medium [enterprises](#) solve the challenge of [effective online distribution](#) of their goods by managing visibility of products on key European ecommerce platforms.

We guarantee success, because we have [a powerful network](#) and we apply our advanced [sales algorithm](#).

europing **customer's** pains

I'm not sure **which ecommerce platform** is the best for selling my products.

14.5%

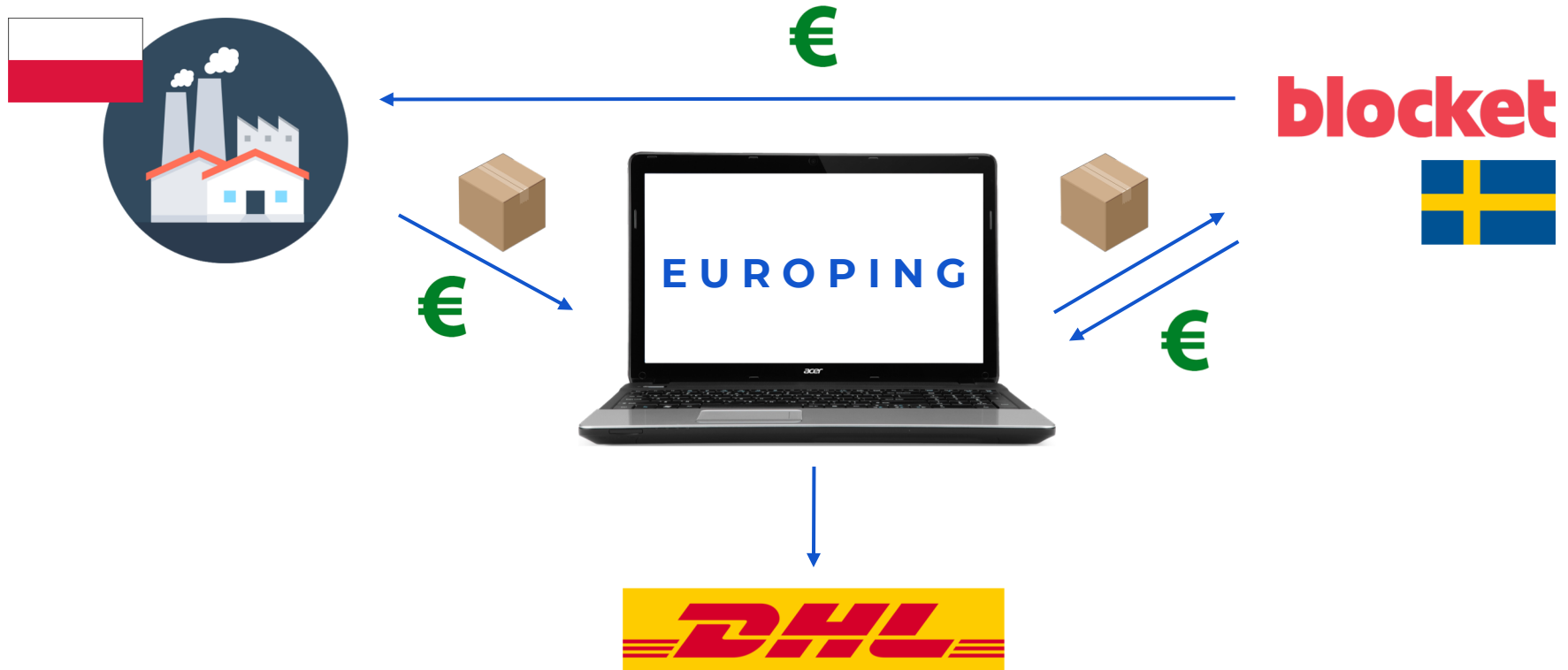
Selling online **requires dedicated people** to manage it.

12.5%

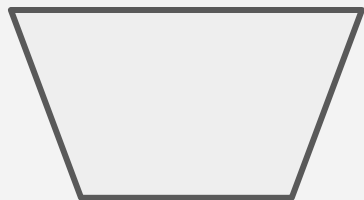
It is **hard to sell abroad**.

10.5%

europing solution



europing **market size**



TAM: total market size of **€46 billion**.

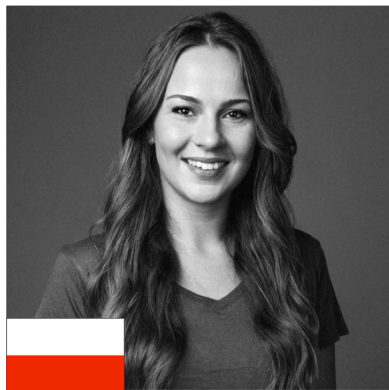


SAM: market size of around **€1 billion**.



SOM: revenues of around **€300 million**.

europing team



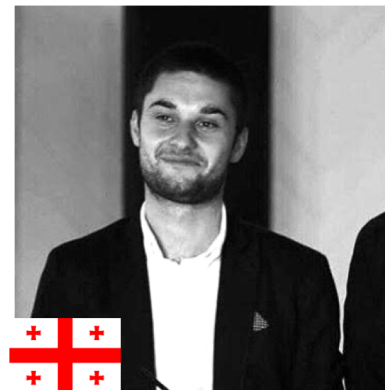
#sales
#partnerships
#energybomb



#strategist
#consultant
#entrepreneur



#networking
#CRM
#innovative



#logistics
#researcher
#developer

thanks for your attention!



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appendix: BMC

KEY PARTNERS

Platforms
International (Amazon, eBay, Alibaba) and local (OLX, Allegro, etc.)

Delivery companies
use market power to
reduce selling costs

eCommerce associations

KEY ACTIVITIES

Marketing
Customer Acquisition

Integration of APIs

Consultancy

KEY RESOURCES

Algorithm
Market data
sales, trends,
macroeconomic data
Brand
Customer base
People

VALUE PROPOSITION

Platform to manage
online sales

Consultancy

Market power
Partnerships with
platforms, delivery
companies

User-friendly platform
intuitive, accessible
software

CUSTOMER RELATIONSHIP

Personal
Consultancy

Automation
Algorithm, Platform

CHANNELS

Social media
Webpage
Google Ads
Local Newspaper
Startup Ecosystem
Recommendations
We love Europe

CUSTOMERS

SMEs
Small and medium
enterprises, which
operate in B2B and B2C
model.

COST STRUCTURE

Platform Maintenance
IT
Marketing Activities

REVENUE STREAMS

Consultancy fees
Platform subscription
Fee from product sales

appendix: competition

	Giant Platforms <i>Amazon, Alibaba</i>	Small Platforms <i>Shopify</i>	Consulting Firms <i>Accenture</i>	Youtubers <i>Online knowledge</i>
Consultancy Service	+	+	+	+
Ecosystem	+	+	-	-
Price	+	+	-	+
Traffic/Internationalization	+	+	-/+	-
Perceived Quality	-	-	+	-
Accessibility	+	+	-	+
Degree of Personalization	-	-	+	-
Convenience	-	-/+	-	-