

MYFLEXBOX



DESCRIPTION

myflexbox operates smart-city infrastructure by offering sustainable last-mile logistics solutions like 24/7 smart locker networks.

FOUNDED

2018

EMPLOYEES

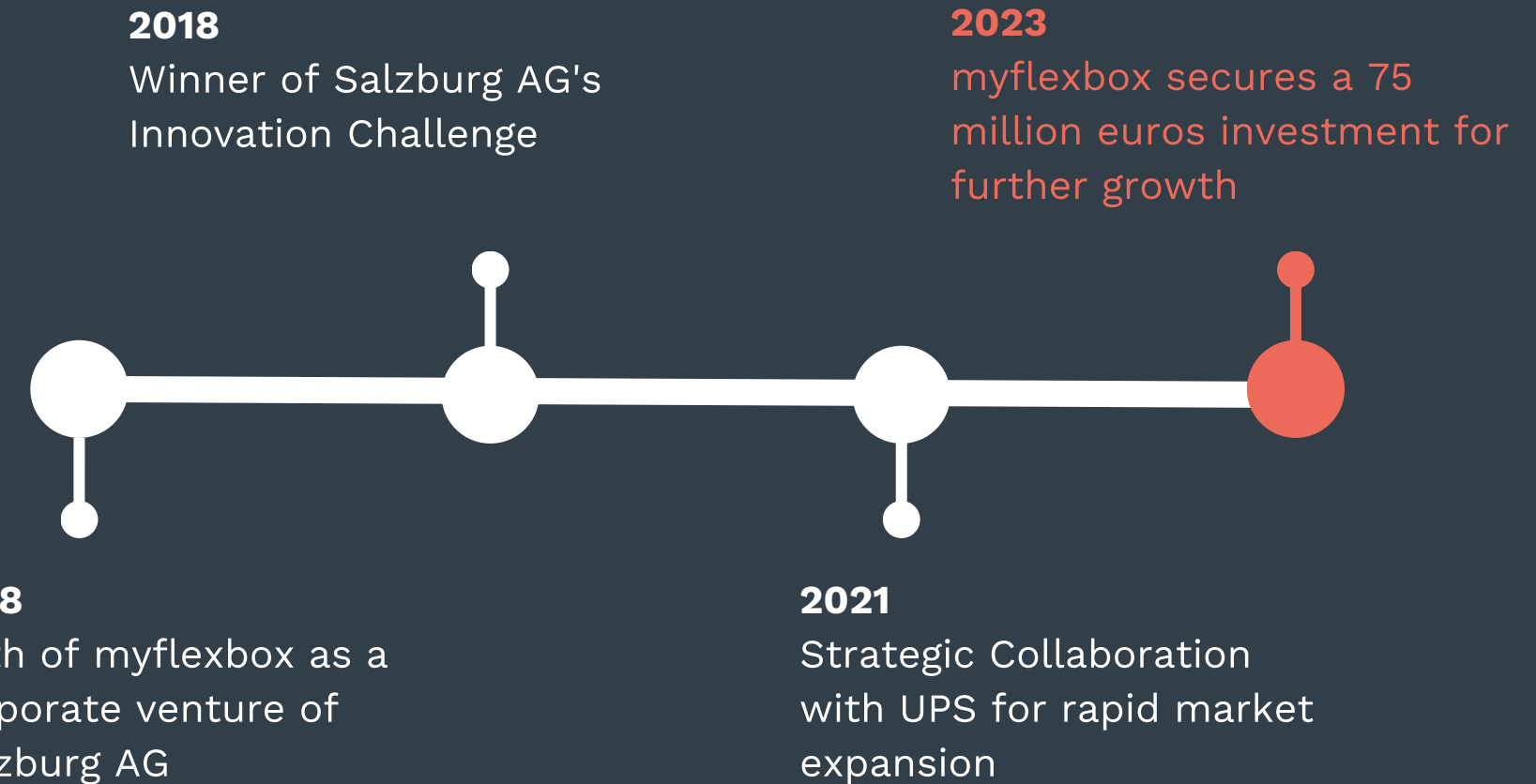
85+

LOCATION

Salzburg

WEBSITE LINK

<https://www.myflexbox.com>



"We've always considered ourselves like a professional sports team, where daily performance matters. This attitude fueled each other, allowing us to optimally use our strengths."

**Lukas and Jonathan,
Co-founders myflexbox**

4 KEY LEARNINGS

myflexbox



1.

LEVERAGING CORPORATE ASSETS

Utilizing existing corporate assets, such as physical infrastructure, customer base, and internal expertise is crucial for building and scaling innovative ventures.

2.

USE CASE VALIDATION TO FIND FOCUS

Thorough testing and validation of 50+ use cases was crucial in the initial selection process to find the right focus and market potential around smart locker systems.

3.

STRATEGIC PARTNER- SHIPS AS LEVERAGE

Early partnerships with major players like UPS were pivotal for gaining market trust and demonstrating the solution's viability.

4.

INVESTMENT FOR MARKET EXPANSION

Securing the substantial 75 million investment showcased their commitment to long-term infrastructure development and market expansion.