



<https://webflow-dental.com>

Webflow Kft.

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Financial Information

Company Stage:

Full commercial application

Previous Capital: 9700 EUR

Founder

Czeglédy István

MSC in Electrical Engineer

- 18 years CEO at Cam-EI-Com Kft.

- 6 years CEO/CTO at Webflow Kft.

- co-founder of a private medical center (Madách 11 Rendelő, <http://madach11.hu>)

Advisors

Dr. Robert Dobay

business developer (Menedzsmentor)

Balogh Tivadar

business developer (Businessdoki)

Soltész Andrea

financial controller

Summary

The webflow.dental system is a comprehensive practice management solution for the whole clinic including effective management tools, aid for dentist, platform for the front and back office.

Problem

Lack of sophisticated, complex, e-health management system.

Solution

The webflow.dental system provides a web-based platform for the daily operations of multi-located or single dental offices to increase transparency and profitability, monitor performance and reduce costs.

Target Market

The incoming changes in the German e-health law is going to open the possibility to target about 10% of the 60.000 dentists in the country with an on-line solution.

Competitors

There is no previous online practice management software currently in the German market because of the previous strict regulations of data protection. The German competitor softwares are in development phase.

Competitive Advantage

The webflow.dental system is up and running in several European countries already and prepared to handle the freshly opening German market.

Marketing Strategy

Primarily B2B, trade show marketing supported with on-site and social media tools.

Revenue Model

One time installation fee + monthly subscription

Funding

Initial 260.000-320.000 EUR to set up the necessary team and infrastructure to support the expansion.

Financials (EUR)	2013	2014	2015	2016
Revenues	84.000	105.000	130.000	141.000
Expenses	82.500	96.000	109.500	128.000
Net	1.500	9.000	20.500	13.000