Spot Vibez

PRE-SEED · €500K · WEB SUMMIT 2026
GOING LIVE 10 JANUARY 2027

A region's tourism, live on one platform.

Spotvibez turns a region's restaurants, spas, routes and events into bookable products on one platform — and providers onboard by talking to an AI agent.

PROBLEM

Regional tourism is sold as fragments: a hotel site, a restaurant PDF, a route on komoot, a spa's phone number. Destination organisations must package a journey but hold none of the operational data; it sits with a hundred small providers who update nothing.

Field note: a Pomurje municipality lists 65 providers and had no list of their opening hours.

PRODUCT

Providers keep menus, opening hours, experiences with slots, reservations and gift vouchers current on their own page.

Destinations compose routes, stages, posters and stamp cards from that live data, under their brand, in five languages. **Visitors** discover, plan and book.

Onboarding agent: menu photo + address in one chat → profile, hours, menu, booking. In development, ships with the launch.

PROOF

28
providers paying for 2026, paying directly

~100
more on year-one subscriptions funded by EU destination projects

45 / day
providers imported from one partner spreadsheet

2 + 1
EU programmes delivering, 1 municipality signed

Built by two founders on project income; **no venture money spent**. RRA Podravje regional lighthouse at LOI stage.

January and February 2027: five anchors go live

one platform, four tenant types

10 JANUARY 2027
Bike & Spa
Interreg SI-AT route, ~100 providers; Slovenian first, AT and HR later.

10 JANUARY 2027
Hiša gibanice
Tastings and workshops with slots, vouchers (Phoenix 4.0).

10 JANUARY 2027
RG Bistro · Radgonske gorice
Initiated the launch: bistro, cellar tours, tastings.

FEBRUARY 2027
Občina Ljutomer
First municipality: 20–40 providers, seasonal pages.

FEBRUARY 2027
Gostilna Šiker
Menus, daily lunch, reservations, vouchers.

BUSINESS MODEL

EU destination projects are our acquisition channel. They fund each provider's first year and bring the network; destinations and providers pay from year two.

Destination subscription	€15–50k / year (hypothesis): municipality, DMO or region; branded visitor layer, provider tools, analytics.
Implementation	€5–25k one-off: configuration, import, onboarding.
Provider modules	€29–199 / month, or a commission on bookings and vouchers.
Co-funded modules	A tenant funds a module once; every tenant can switch it on.

BUILT WITH THE NETWORK

Providers and destinations propose or co-fund changes; routes, posters, stamp cards, vouchers and daily menus all came that way. **We build modules, not projects**: the first customer funds it, the network reuses it.

WHY NOW · WHY NOT GOOGLE

Travellers plan with AI, and agents can only book structured supply. Nobody else is on the ground structuring the long tail of small providers; we build to be the supply layer their agents consume.

THE ASK

€500k

pre-seed · 18 months · ~€28k / month
Lead angel at €250–400k, hands-on. Makes the founders full-time and funds an engineer and a destination-success lead.

USE OF FUNDS

40% Product & engineering: onboarding agent, deployment under 4 weeks

30% Go-to-market, pilots, partnerships

20% Onboarding & integrations

10% Operations, 18 months of runway

MILESTONES AT 18 MONTHS

- 3 paying destinations
- 150–300 active providers
- Deployment < 4 weeks
- €100–200k contracted ARR
- 2 international distribution partners

Also looking for lighthouse destinations and distribution partners.

Janja Viher, CEO — destination development and provider networks in Pomurje and Podravje · **Branko Kmetec**, CTO — 20+ years of workflow and process-automation platforms
Smartomate d.o.o. · brane@smartomate.eu · Co-funded EU programmes: Interreg SI-AT Bike & Spa, Phoenix 4.0

Investor page, teaser, data room access
spotvibez.eu/en/investors