



[www.isaacantisismica.com](http://www.isaacantisismica.com)

# ISAAC

Innovative technology  
for structural protection



# ISAAC



Deeptech. Polimi.



Smart Structural Safety.



Team – 31 Talents.



Raised € 22M.



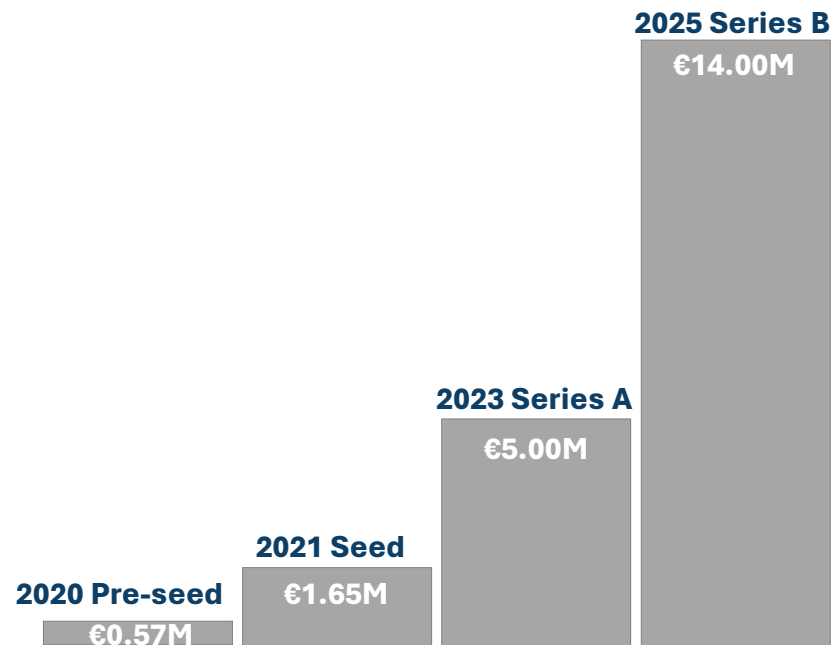
**Global benchmark  
in structural safety**



**Make structural safety  
accessible & smart**



**Passion. Innovation.  
Ownership.**



## Anchor investor





# Traditional retrofit methods



# Hospitals







# Schools



# Private buildings



# Hospitals



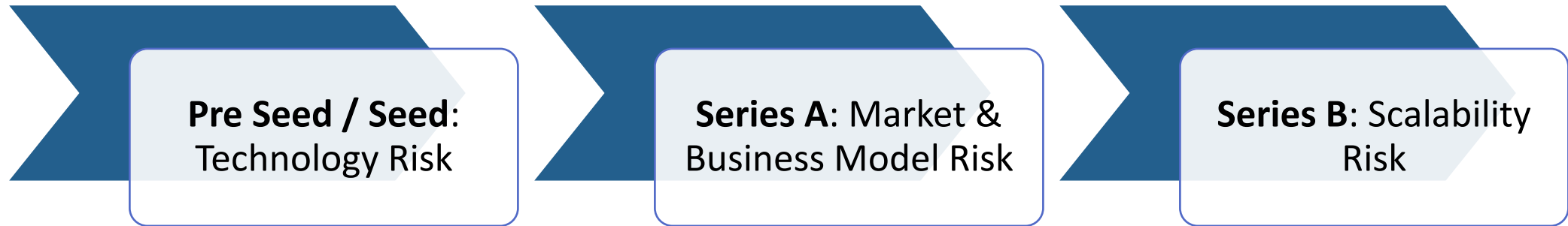


# The ISAAC Experience



# Every funding round removes a different risk

Investors at each stage are asking one core question. Make sure you have the right answer.



**Key takeaway:** Know exactly where your company stands — and focus your energy on the milestones that matter most to investors *at your stage*.

# Great Technology is not enough

Fundraising rewards the best prepared team — not just the best idea



## Equity Story

Build a clear, memorable narrative investors can repeat to their partners.



## Sharp Materials

Concise, high-impact deck. No fluff. Every slide earns its place.



## Solid Numbers

Know your milestones, KPIs, and use of proceeds by heart.



## Team Presence

Show up sharp, confident, and in control. Investors back people first.

# Treat Fundraising like a sales process

Manage every round with the same discipline you apply to a commercial pipeline

## Target List

Right investors by stage, thesis, and ticket size.

## CRM Discipline

Track every fund: meetings, next steps, deadlines.

## Two Decks

Early funnel → visual & engaging. Later stage → data-driven & detailed.

## Regular Updates

Keep investors warm between formal interactions.



**A structured process dramatically improves your conversion rate and shortens the round**

# Choose Your Investors Carefully

Investors are not just providing capital — they become long-term partners. You are choosing them too.



## Invest in Relationships Early

Attend events, build your network before you need it. Some of the best connections come from unexpected places.



## Look for Fit, Not Just Money

Thesis alignment, sector expertise, and support style matter as much as the cheque size. The wrong fund can create friction for years.



## Be Selective

A smaller cap table of the right partners is worth more than a large one filled with misaligned investors. Prioritise quality over quantity at every stage.

**Key takeaway: the best cap table is built with intention — smart money, aligned incentives, and partners who add value beyond the wire transfer.**

# ISAAC.

## Protect Values

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ISAAC



UCENTRE  
FOR YOUR SAFETY

