



C A S E S T U D Y

S P O R T S

Scoutency - The Handball Platform

Big Headlines

“2 Swiss want to revolutionize
the transfer market.”

Blink.ch

SCOUTENCY

THE INNOVATIVE PLATFORM FOR
TRANSFERS IN HANDBALL

KEY FACTS

In the first 24 hours of its launch on March 1st 2021, the connected User-base grew to:

Players: 100+

Agents: 13

Clubs: 15

This was achieved without any Paid Advertisements, only a highly positive 'Word of Mouth' on the Social Media.

By the end of 2021, the platform connects:

Players: 500+

Agents: 45

Clubs: 77



Founder's Note

“WebMob has developed a digital transfer platform for handball on our request. WebMob supported us optimally in all project phases and was able to provide us with valuable input in the creation of the platform. The collaboration and communication with the project team was very pleasant and professional at all times. Webmob Software continues to accompany us as a competent tech partner in all IT matters. We can recommend Webmob Software 100%.”

Filip & Stefan

Scoutency Co-Founders & National Players

Problem

The handball transfer market is opaque and is geographically limited.

Currently, only large clubs have the opportunity to look for players on a national, national and even global level. At the same time, the players from rural regions are usually very limited in their transfer options,” says co-founder Filip Maros, describing the current situation on the handball transfer market. In times of global networking, the two founders wanted to enable transfers that come about through more than word of mouth and personal contacts. Thus, the handball transfer market as we know it is outdated and non-transparent.





Solution

The two Swiss handball players Stefan Freivogel and Filip Maros become entrepreneurs and develop a revolutionary tool for handball transfers. An idea becomes reality and with Scoutency an online platform is created that can connect players, clubs and agents from all over Europe. From March 1, 2021, digital transfer brokerage is available to interested parties.

Scoutency is an innovative digital platform which offers Players, Agents and Clubs the opportunity to benefit from one another and experience the new era of competitive handball for themselves through transparent digital presence and easy of exchange!

Scoutency revolutionizes, optimizes and professionalizes the international handball transfer market

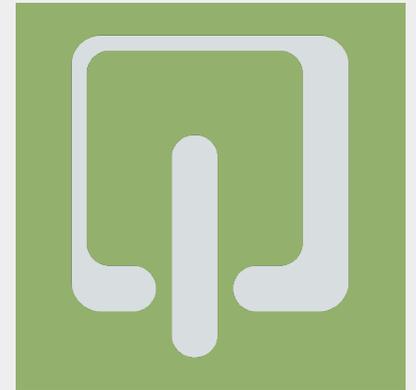
Platform bring players, agents and clubs together for endless possibilities. This saves clubs and agents a lot of time, energy and costs. Players can concentrate above all on what they like to do best – playing handball!

Increases the visibility and independence of players, agents and clubs' benefit from direct contact

Players are able to do the following:

- Showcase skills & expertise
- Discover, Connect & Contact
- Explore the Possibilities

Some key features of the platform include Handball-CV, Networking, job Offers, Search Engine, Notofications and Portfolio management.



About Webmob

Webmob has emerged as a service delivery pioneer in this dynamic Fintech industry. Served a legion of laurelled clients in Europe & the Middle East.

With AI, ML-powered, Cloud-native, and Blockchain in our stack, Webmob provides cutting-edge solutions to fulfill the customer's advanced & disruptive requirements.

Particularly for the FINTECH industry, Webmob offers unparalleled robust solutions in Trade Finance, Money Market, Fiduciary, Commercial Real Estate Loan Tokenization and NFT Marketplaces on top Blockchains.



Results

The idea for this transfer platform flourished a year ago during the first corona lockdown, says Filip Maros: “We wanted to create an innovation for handball and thought about what needs there were. While there are already similar models in football, they are breaking new ground in handball.” The platform is not primarily intended for top stars, but should also be used by clubs and players in lower leagues, explains Maros.

The first two days since the launch, in which more than 160 players have registered, show that there is actually a demand. The feedback from the scene has also been positive so far.

The platform becomes really interesting when it leaves the manageable Swiss transfer market and grows beyond national borders. According to Maros, players from Croatia, Romania and even Argentina have already registered. With their Croatian ex-teammate Ante Kuduz, Maros and Freivogel have a testimonial for the Balkans in their ranks. They also hope for the organic growth of their platform. Scoutency would not be the first social network to achieve a large reach in this way.

Scoutency is as quick and easy to understand as possible for all users with simple functionality and clear structures. “Players can quickly create a profile on our platform and highlight their own skills, competencies and experience. The personal profile is like a handball CV. As a result, players will not only be discovered by clubs, but also by agents and one will receive offers that can initiate completely new career opportunities,” says Stefan Freivogel, explaining the possible uses for handball players.

Because the processing of transfers can be made more efficient in Swiss handball. Up until now, much has been based on word of mouth. Unlike in the 1990s, the clubs can hardly afford agent fees or even transfer. Accordingly, profiles with information on position, throwing hand, contract duration and scouting videos are useful when looking for reinforcements. Direct contact with the potential contractual partner can be established via a premium account.



SCOUTENCY

