

Revelator

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Music's
everything.

About Revelator

Revelator solves today's music business challenges by providing an all-in-one solution for collecting, processing, reporting, and analyzing data with scale, transparency, simplicity for all digital rights owners

- Founded by Bruno Guez in 2012, raised \$4m over the last 24 months
- Based in Jerusalem with 12 FTEs
- Cater to 53k right owners world wide and handle 400k digital assets

Engagement

1. Define business model and financial forecast
2. Identify future growth verticals
3. Perform primary market research to test market for new product
4. Analyze M&A opportunities

Recommendations

1. Focus on fragmented USD15bn music industry
2. B2B offers higher willingness to pay than artists and allows for scale
3. Make pure data meaningful by introducing insights on user behavior
4. Dismiss all M&A opportunities and focus on core business
5. Pursue partnerships with incumbents to gain attention and credibility



Our Engagement

Our Founder

