

Application: ExID-25F-7297656472

sara bentbib - bentbibsara@gmail.com
UM6P Explorer Innovation Fund (MOROCCO)

Summary

ID: ExID-25F-7297656472

Last submitted: Feb 21 2026 15:53 (+00)

Labels: Mock and Full FB Review (New Applications), F25 Don't Invite to FFB, 2026 Showcase - Booth Only, S26 Invited to FFB

Eligibility Criteria

Completed - Aug 29 2025

Eligibility Criteria Form

- **Eligibility Organizations: UM6P, GEP, MASCIR, 1337, YouCode, Hassan II, Al Akhawayn, Mohammad V, Cadi Ayyad, Paset and Technopark students (undergraduate, masters and PhDs) postdocs and researchers**
- Eligible members (see **Eligibility Organizations** above) and their teams that have a startup idea that they are already working on or want to start working on are eligible to apply.
 - All business models are welcome, including non-profit, social ventures, commercialization of eligible organizations (see **Eligibility Organizations** above) research and projects.
 - This does not include internships, charities, or research that you are not actively trying to commercialize or bring to market.
- Teams can have members from any eligible department or organization (see **Eligibility Organizations** above), as well as members from outside the Eligibility Organizations. However:
- A team **must have at least one full-time** member from an eligible organization (see **Eligibility Organizations** above) in **a leadership role (if company is registered, then eligible member has to be one of the registrants)**.
- Upon graduation or terminating affiliation with any of the eligibility organizations (see **Eligibility Organizations** above), a team is no longer eligible to continue within Explorer.
 - Recruiting an eligible member to the team for the sole purpose of continuing the participation in Explorer **will not be accepted** as an eligibility criteria. Such addition to the team **must happen at least ½ a cohort in advance**. Please **consult with the Explorer staff early** about any clarifications required.
- Team members can be added/deleted anytime during the cohort (through Explorer portal).
- Team **absolutely** must be committed to their Business and Completing/Revising LBMC, Customer Segments, Customer Discovery, Early Adopters
- Teams **must disclose** prior or other sources of funding. This will not exclude you from being in the Explorer program in any way **unless your venture has raised more than 500.000. Dhs in equity funding**.

The Reviewer Panel and Funding Board reserve the right to disqualify any entry that in its judgment violates the letter

or the spirit of the guidelines, processes and rules of the Venture Explorer Innovation Fund Program.

Responses Selected:

Yes, I agree with the above terms

Confirm All Team Members Are Added

Completed - Sep 1 2025

Confirmation of Team Members (Collaborators) Form

This is to certify that all team members have been added and have filled out their biographical information.

1. All team members have been added as collaborators on this application (see "Add collaborator" button on this application's main page).

Click on "Back to application" to see add collaborators button

Responses Selected:

Yes

******Each team member should have their own SurveyMonkey account ******

2. All team members are committed to logging into their own Explorer SurveyMonkey account (not the account of the person submitting the application), and filling out their profile. This is a very important commitment. Please make sure all team members are going to do this step.

Responses Selected:

Yes

Explorer Innovation Fund Application

Completed - Sep 1 2025

Explorer Innovation Fund Application Form

Please fill out **all required information before** submitting your application. If this is a continuation application, some of your previous entries are listed. Please make sure to update where necessary.

NOTE: University Staff are only eligible to *participate* in a Team; the Team **must be led** by a student, researcher or post-doc. The lead should submit the Team application and include the university staff member as a “Collaborator” only.

Category Selection

1. Please select the level of funding you are applying for:

Explorer Innovation Fund Between 50.000 - 250.000 Dhs

Terms and Conditions

1. Terms and Conditions

1.1 Program Timeline

Applications deadline: February 27th, 2026

Cohort active: March 2026 - June 2026

Responses Selected:

I agree to the program timeline

1.2 Explorer Participation Guidelines:

I have read and understood the Explorer Participation Guidelines and by choosing yes below I agree and certify that I will abide by the Explorer Participation Guidelines and I will **ensure that my team will also abide** by the Explorer Participation Guidelines. The Explorer Participation Guidelines can be found at the link below:

[Click Here to see Explorer Participation Guidelines](#)

Responses Selected:

Yes

Project/Company Information

2. Project/Company/Team Information

2.1 Company/Project/Team Name

Locky

2.2 If your company/team name has changed since you first applied to Explorer, list any previous names

2.3 How many people are on your team?

(Please include yourself in the count. It's OK if the answer is 1)

2

2.4 Provide a URL to your project/company website if you have one

(No response)

2.5 Upload your team/company logo

This helps you be more memorable when we share your information with our sponsors. We encourage you to upload an image that represents your company if you have one.

[My logo.png](#)

Filename: My logo.png.png **Size:** 58.6 kB

2.6 Select up to three keywords that apply to your business venture.

Please place them in order of relevance where 1 is the most relevant. Please drag the numbers 1, 2 and 3 on the relevant areas. If you do not make any selections, this will impact the ability of the reviewers to review your application.

if you can't drag the numbers, then make sure you are using a laptop or contact explorer@um6pventures.com for help

1	Social Entrepreneurship
2	Environment
3	Civic Participation

Please confirm that you have made ALL three area selections above.

Responses Selected:

I have made all three selections

2.7 Proposed business model

B2B2C (Business to Business to Consumer)

2.8 Target Market

Responses Selected:

Morocco

2.9.a Did your idea come out of your institutions research or project (e.g. your thesis)?

If yes, you will need to get sign-off from the UM6P Technology Transfer Office (TTO) or your organization. Please contact the Explorer office if you have any questions.

No

Proposal Details

3. Proposal Details

Well thought out and written descriptions, in English, of the items below. One liner/sentence descriptions, or incoherent descriptions will result in immediate rejection of the application. Please make sure to put clear thought in your writing and run it by colleague(s) and/or mentor(s) beforehand.

3.1 Problem/Need Addressed by Technology

(150 word maximum)

Moroccan beaches face a recurring problem of theft and insecurity, as visitors often leave their personal belongings unattended while swimming or enjoying beach activities. This creates stress for locals and tourists, reduces the appeal of beaches, and limits safe access to leisure spaces. There is a clear need for a reliable, organized, and accessible system that allows people to securely store and monitor their belongings while enjoying the beach.

3.2 Proposed Solution

Provide a description of your proposed solution (150 word maximum)

We propose a supervised beach security service that allows visitors to safely store and monitor their belongings while enjoying the sea. The solution includes a guarded storage area with trained local staff, and optionally, secure lockers for personal items. Visitors can leave their belongings in a trusted, organized zone for a small fee, ensuring peace of mind, reducing theft, and enhancing the overall beach experience. The system is scalable, sustainable, and can be implemented on multiple popular beaches across Morocco.

3.3 Who is Your Competition?

Companies, Products and/or Technologies (150 word maximum)

Currently, there are very few organized services providing secure storage or surveillance on Moroccan beaches. Most visitors rely on informal methods, such as leaving belongings with friends or nearby vendors, which are not reliable or standardized. Potential indirect competition could include small private beach clubs that offer lockers to their guests, but these are limited to paying customers and specific locations. Our solution differentiates itself by offering a professional, scalable, and accessible system that combines both supervised security and optional lockers for all beachgoers, ensuring safety for a wider audience.

3.4 Describe your team and your team's strengths.

It is strongly recommended that you have at least one teammate (Group size of 2 or more). Please note: all teammates listed here should also be listed on the members section of the application home page (150 word maximum)

Our team combines complementary skills in law and business management, bringing both strategic thinking and operational know-how to the project. The founder is a final-year law student, experienced in legal frameworks, contracts, and regulatory compliance. The co-founder is a final-year business management student, skilled in business planning, financial management, and project implementation, ensuring efficient operations and sustainable growth. Together, we blend legal expertise, business strategy, and entrepreneurial drive to create a secure, scalable, and socially impactful beach security service. Our shared commitment to improving community safety, enhancing the tourism experience, and supporting local employment strengthens our ability to successfully execute and expand this venture across Moroccan beaches.

3.5 What do you hope to gain from participation in Explorer?

What are your goals and what do you hope to achieve with Explorer funds and resources? (150 word maximum)

Through participation in Explorer, we aim to transform our idea into a tangible, operational solution that improves safety on Moroccan beaches. We seek mentorship, guidance, and access to networks that will help us refine our business model, optimize operations, and scale sustainably. With Explorer funds, we plan to implement a pilot project on a high-traffic beach, covering secure storage infrastructure, trained personnel, and initial marketing to attract users. Our long-term goal is to expand this service to multiple beaches nationwide, enhancing the tourism experience, creating employment opportunities for local youth, and establishing a trusted brand for beach safety. Explorer's resources will enable us to test, learn, and iterate efficiently, turning a socially impactful idea into a sustainable venture that benefits both visitors and communities.

3.6 Do you plan to use any of your funds as for a summer stipend ?

- Up to two team members can request up to 2.000 Dhs/Month for a maximum of three months during the summer
- Only Students are eligible and will be employed as interns with UM6P
- The team members **MUST** be planning on making working on the project their highest priority during the summer.
- Potential interns **MUST** have authorization from their academic departments to allow them to take an internship during the summer
- Team will have to make a presentation to Explorer to justify the request
- **If you plan to request a stipend it should be clearly INCLUDED and JUSTIFIED in your budget. Separate line items should be included for each student requesting a stipend. (On Explorer Team Budget Plan)**

Yes

3.7 Do you plan to use any of your funds for international travel?

We encourage teams to find other sources of funds for international travel. However, if you do plan to use Explorer funds for international travel, please list all of the travel details below, including travelers, destination, and estimated cost.

We follow all UM6P policies.

No

3.8 Team build-out

If you are looking to augment your team, please describe what you are looking for and how you plan to do it. (150 word maximum)

not for the moment

3.9 High-level business plan and path to market

Describe how you plan to make money and what your path to market is, i.e. how you plan to engage with customers in the next 3 to 6 months. If you don't know yet, state that this is something you are looking for help with (150 word maximum)

Our business model focuses on a direct-to-consumer service where beachgoers pay a small fee to securely store and monitor their belongings. Revenue will come primarily from locker rentals and supervised storage fees, with potential partnerships with hotels and municipalities for added reach. In the next 3–6 months, we plan to launch a pilot on a popular beach, establishing a guarded storage area with trained local staff and secure lockers. We will engage customers through on-site visibility, local tourism offices, social media, and collaborations with hotels to attract both tourists and locals. Feedback from initial users will guide improvements and help scale operations. While we have a clear plan for monetization and customer engagement, we are eager to leverage Explorer's mentorship and resources to refine our market strategy and optimize operational efficiency.

3.10 Track record for the project or team

If this is a brand new project, say N/A, otherwise please let us know what progress you have made either as part of Explorer or outside (150 word maximum)

N/A – This is a brand new project. We have conceptualized the idea, conducted initial research on beach safety challenges in Morocco, and defined a clear pilot plan including budget, business model, and operational strategy. While the project has not yet been implemented, our team brings complementary skills in law and business management, providing a strong foundation to successfully launch and scale this venture.

3.11 Please upload your business pitch here (slides only in PDF format). If you are asking for over 25.000 Dhs of funding, this is a mandatory field for consideration. It is optional otherwise.

(if you do not have a business pitch, you should not be applying for over 25,000 Dhs. Remember you can apply for no funding in your first cohort and work with your mentors on your business pitch)

[Locky safe beach.pdf](#)

Filename: Locky safe beach.pdf.pdf **Size:** 7.5 MB

One Page Pitch

4. One Page Pitch

4.1 Information Release

The responses in this section are for public use. We will be sharing these with sponsors and potentially the general public. Make sure that you are comfortable sharing whatever you include here.

Responses Selected:

I give permission for the information below and the personal information (Name, Email adress, Phone number) to be shared publicly

4.2 Value Proposition

Limit your response to 20 words

SafeBeach provides secure, supervised storage for beachgoers, ensuring peace of mind, enhancing tourism experiences, and creating local employment opportunities.

4.3 Problem Addressed

Limit your response to 50 words

Moroccan beaches face recurring theft issues, as visitors leave belongings unattended while swimming. This creates stress for locals and tourists, reduces beach appeal, and limits safe access. There is a clear need for a reliable, organized, and accessible system to protect personal belongings while people enjoy beach activities.

4.4 Proposed Solution

Limit your response to 50 words

Moroccan beaches face recurring theft issues, as visitors leave belongings unattended while swimming. This creates stress for locals and tourists, reduces beach appeal, and limits safe access. There is a clear need for a reliable, organized, and accessible system to protect personal belongings while people enjoy beach activities.

Funding Details

5. Funding Details

5.1.a Have you received Explorer funds for this venture idea in the past?

No

5.2 Current Funding Request (This proposal only, must match your budget)

Please enter numerals only. Do not add any symbols or punctuation. Amount must be in Dhs.

This amount should include your remaining funds from previous cohorts (Question 5.1a - 5.1b). For example, if you were awarded 20000 Dhs previously (5.1a) and you have spent previously 8000 Dhs (5.1b) AND for this cohort you are asking for an additional 15000 Dhs, then the answer to this question is $(20000 - 8000) + 15000 = 27000$ Dhs. This amount should be in your budget that you will fill out.

250000

5.3 Potential Cumulative Explorer Funding

250000.0 Dhs

5.4 Have you received, or are you concurrently applying for additional sources of funding?

Explorer teams may have up to 500.000 Dhs in prior investment funding and concurrent investment funding to be eligible for participation. Please list all sources of funding you have received, including prior Explorer funds (if any) and any other funds on or off campus.

Please note: if you are concurrently applying for other sources of funding, please notify us at when you receive the funding decision.

No

5.5 Other Funding

	Funding Source	Name of Funding Source	Amount (Dhs)	Status	Click to add additional source
1					X
2					X
3					X
4					X
5					X
6					X
7					X
8					X
9					X
10					X

Explorer Team Budget Plan

Completed - Sep 1 2025

Explorer Team Budget Plan Form

[Explorer Team Budget Plan](#)

Team ID: ExID-25F-7297656472

Team Name: Locky Locky

1. If you do not have a budget and are applying for mentoring only and need help with creating a financial plan please click the appropriate box below (you will not be required for fill out a budget).

Responses Selected:

I want to submit a budget

2. Software

	Short Description	Amount (MAD)	Click to add item
1		0	X
2		0	X
3		0	X
4		0	X
5		0	X
6		0	X
7		0	X
8		0	X
9		0	X
10		0	X

Software Total: 0.0

3. Hardware

	Short Description	Amount (MAD)	Click to add item
1	Lockers (waterproof, secure...)	120000	X
2		0	X
3		0	X
4		0	X
5		0	X
6		0	X
7		0	X
8		0	X
9		0	X
10		0	X

Hardware Total: 120000.0

4. Web/App Development

	Short Description	Amount (MAD)	Click to add item
1			✘
2		0	✘
3		0	✘
4		0	✘
5		0	✘
6		0	✘
7		0	✘
8		0	✘
9		0	✘
10		0	✘

Web/App Development Total: 0.0

5. Materials and Services

	Short Description	Amount (MAD)	Click to add item
1	Kiosk / Guard Stand	15000	✓
2	Signage	3000	✓
3	Security Equipment	6000	✓
4	Staff Uniforms	3000	✓
5	Miscellaneous Materials	2000	✗
6		0	✗
7		0	✗
8		0	✗
9		0	✗
10		0	✗

Materials and Services Total: 29000.0

6. Advertising and Marketing

	Short Description	Amount (MAD)	Click to add item
1	Social Media Promotion	4000	✓
2	Flyers & Posters	3000	✓
3	Partnerships	2000	✗
4		0	✗
5		0	✗
6		0	✗
7		0	✗
8		0	✗
9		0	✗
10		0	✗

Advertising and Marketing Total: 9000.0

7. Travel

	Short Description	Amount (MAD)	Click to add item
1	Transportation for staff	10000	✓
2	Logistics	10000	✗
3		0	✗
4		0	✗
5		0	✗
6		0	✗
7		0	✗
8		0	✗
9		0	✗
10		0	✗

Travel Total: 20000.0

8. Other Expenses

(list stipend requests here if you are requesting any, see question 3.6 on the application)

	Short Description	Amount (MAD)	Click to add item
1	Staff Salaries (3 months)	35000	✓
2	Insurance & Permits	15000	✓
3	Contingency	10000	✓
4	Summer Stipends (3 months, 2 members)	12000	✗
5		0	✗
6		0	✗
7		0	✗
8		0	✗
9		0	✗
10		0	✗

Other Expenses Total: 72000.0

Project Total: 250000.0

In section 5.2 of your application form, you said your funding request was: 250000 (continuing team) or 250000 (new team) - as a reminder, this number must match the Project Total above. By selecting [Mark as Complete](#), you confirm these numbers match.

IF THE NUMBERS DO NOT MATCH, THIS WILL RESULT IN YOUR BUDGET NOT BEING APPROVED.

Explorer Self-Assessment and Continuation Plan

Completed - Feb 21 2026

If this is your first cohort, see instructions [HERE](#).

If this is NOT your first cohort, see instructions [HERE](#).

Explorer Continuation Application and Self-Assessment Form

Please fill out all required fields before submitting your self-assessment.

Self-Assessment

Team Information

Team ID: ExID-25F-7297656472

Team Name: Locky

Team Members: sara bentbib Khadija Goun, Hiba Daoudi

Team Members Emails: bentbibsara@gmail.com goun.khadija2@gmail.com, hibakinan123@gmail.com

General Explorer Participation

Please answer these on behalf of your entire team.

1. Did you change team members during the cohort (added or deleted team members)?

Yes

2. How often has your team met with your mentor(s)?

3

3. If you have not met with your mentors(s), please explain why?

We were unable to meet with our mentor earlier due to a scheduling conflict caused by our university examination period, which coincided with the originally planned session date. We communicated this in advance and requested a rescheduling to ensure we could fully participate and benefit from the session.

4. Has your team found your Explorer mentor(s) to be beneficial?

Somewhat

5. What is the one thing (ONLY ONE please) you found most helpful about your mentor(s)?

understanding

6. What is the one thing (ONLY ONE please) that you would like to change about your mentor(s)?

Clarity

7. How many unique workshops/webinars/pitch-a-thons offered by Explorer did your team attend (if two or more attended the same one, count it as 1)?

1

8. Did your team find the Explorer workshops/Webinars helpful?

Yes

9. Did you use the Explorer Expert office hours and if so, did you find them helpful?

No, we did not attend any

Team Progress

Please tell us about your progress and achievements.

These questions are merely key milestones in the commercialization activities and our objective is to understand where you are in that process.

Entrepreneurship is not linear and every idea/company needs to focus on what is most important/critical with regards to the technology and market development.

10. Did you have a major pivot?

No

11. Please describe the nature of the pivot in 500 characters or less.

(No response)

12. What would you say is your team's major challenge?

Customer Discovery

13. Is your current value proposition still valid?

SafeBeach provides secure, supervised storage for beachgoers, ensuring peace of mind, enhancing tourism experiences, and creating local employment opportunities.

Yes

14. How many times did you revise your Lean Business Model Canvas AND share those revisions with your mentor(s)?

1

15. How much primary market research have you completed?

A moderate amount

16. Do you have well defined customer segments?

Somewhat

17. Have you identified an initial target market or customer type?

Yes

18. Have you identified an early adopter?

No

19. Do you have an estimate of the size of your initial market?

1 000 000 tourists

20. Do you have an estimate of the total addressable market for your product/solution?

No

21. How many prospective customers has your team interviewed by phone or in person?

11-49

22. Have you run online or written customer surveys and/or focus groups and if so how many responses have you received?

We did not run any online or customer surveys

23. Do you have a working prototype (e.g. MVP)?

No

24. Do you have paying users/customers?

No

25. Is your idea patentable?

Yes, and we have not filed yet

26. What core skills does your team still need to develop the technology?

None, our team is good for now

27. Are there any other achievements you would like to share (e.g. revenue, partnerships, licensing deals, etc.)?

(No response)

27.1 In the past cohort (or any previous cohorts) have you put in a request to Explorer to spend some or all of you allocated funding (regardless if it was allowed or not)?

We submitted a funding request for customer discovery travel. The main challenge was understanding the exact approval process and how to clearly present the request. Clearer examples or templates for funding requests could help teams communicate requests more efficiently.

28. Do you have a pitch deck? (if so, please include a link to it here)

https://drive.google.com/file/d/1X8dqrS8owy20PVGf3OGbc0_leFZMB9M5/view?usp=sharing

29. Do you have a website? (if so, please include a link to it here)

No

Next Cohort Plans

Please tell us about your plans for the next cohort.

30. What are your plans for Explorer in the next cohort?

Reapply for next Cohort and continue with a request for additional funding

31. Will your team meet the eligibility criteria (i.e. at least one member of the team has to be a full-time student, researcher or post-doc at UB/ BIUST) ?

NOTE: Due to UM6P policies, Explorer [no longer accepts eligibility from staff](#) (only students, researchers and post-docs). If you are a continuing team, you may continue filling this application, but you no longer are able to request additional funding. Please contact explorer@um6pventures.com with any questions. Note that a staff member can be on a team where the main applicant is a student, researcher or post-doc from an eligible institution.

Sara Bentbib . Hiba Daoudi . khadija Goun

Continuation Explorer Innovation Fund Application

Completed - Feb 21 2026

Explorer Innovation Fund Application Form

Please fill out **all required information before** submitting your application. If this is a continuation application, some of your previous entries are listed. Please make sure to update where necessary.

NOTE: University Staff are only eligible to **participate** in a Team; the Team **must be led** by a student, researcher or post-doc. The lead should submit the Team application and include the university staff member as a "Collaborator" only.

Category Selection

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1. Terms and Conditions

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Cohort active: March 2026 - June 2026

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Responses Selected:

Yes

Project/Company Information

2. Project/Company/Team Information

2.1 Company/Project/Team Name

Locky

2.2 If your company/team name has changed since you first applied to Explorer, list any previous names

2.3 How many people are on your team?

(Please include yourself in the count. It's OK if the answer is 1)

3

2.4 Provide a URL to your project/company website if you have one

(No response)

2.5 Upload your team/company logo

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[My logo.jpeg](#)

Filename: My logo.jpeg.jpeg **Size:** 6.1 kB

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B2C (Business to Consumer)

2.8 Target Market

Responses Selected:

Morocco

2.9.a Did your idea come out of your institutions research or project (e.g. your thesis)?

If yes, you will need to get sign-off from the UM6P Technology Transfer Office (TTO) or your organization. Please contact the Explorer office if you have any questions.

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Provide a description of your proposed solution (150 word maximum)

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- Only Students are eligible and will be employed as interns with UM6P
- The team members **MUST** be planning on making working on the project their highest priority during the summer.
- Potential interns **MUST** have authorization from their academic departments to allow them to take an internship during the summer
- Team will have to make a presentation to Explorer to justify the request
- **If you plan to request a stipend it should be clearly INCLUDED and JUSTIFIED in your budget. Separate line items should be included for each student requesting a stipend. (On Explorer Team Budget Plan)**

Yes

3.7 Do you plan to use any of your funds for international travel?

We encourage teams to find other sources of funds for international travel. However, if you do plan to use Explorer funds for international travel, please list all of the travel details below, including travelers, destination, and estimated cost.

We follow all UM6P policies.

No

3.8 Team build-out

If you are looking to augment your team, please describe what you are looking for and how you plan to do it. (150 word maximum)

not for the moment

3.9 High-level business plan and path to market

Describe how you plan to make money and what your path to market is, i.e. how you plan to engage with customers in the next 3 to 6 months. If you don't know yet, state that this is something you are looking for help with (150 word maximum)

Our business model focuses on a direct-to-consumer service where beachgoers pay a small fee to securely store and monitor their belongings. Revenue will come primarily from locker rentals and supervised storage fees, with potential partnerships with hotels and municipalities for added reach. In the next 3–6 months, we plan to launch a pilot on a popular beach, establishing a guarded storage area with trained local staff and secure lockers. We will engage customers through on-site visibility, local tourism offices, social media, and collaborations with hotels to attract both tourists and locals. Feedback from initial users will guide improvements and help scale operations. While we have a clear plan for monetization and customer engagement, we are eager to leverage Explorer's mentorship and resources to refine our market strategy and optimize operational efficiency.

3.10 Track record for the project or team

If this is a brand new project, say N/A, otherwise please let us know what progress you have made either as part of Explorer or outside (150 word maximum)

N/A – This is a brand new project. We have conceptualized the idea, conducted initial research on beach safety challenges in Morocco, and defined a clear pilot plan including budget, business model, and operational strategy. While the project has not yet been implemented, our team brings complementary skills in law and business management, providing a strong foundation to successfully launch and scale this venture.

3.11 Please upload your business pitch here (slides only in PDF format). If you are asking for over 25.000 Dhs of funding, this is a mandatory field for consideration. It is optional otherwise.

(if you do not have a business pitch, you should not be applying for over 25,000 Dhs. Remember you can apply for no funding in your first cohort and work with your mentors on your business pitch)

[LOKEY SAFE EACH.pdf](#)

Filename: LOKEY SAFE EACH.pdf.pdf **Size:** 1.6 MB

One Page Pitch

4. One Page Pitch

4.1 Information Release

The responses in this section are for public use. We will be sharing these with sponsors and potentially the general public. Make sure that you are comfortable sharing whatever you include here.

Responses Selected:

I give permission for the information below and the personal information (Name, Email adress, Phone number) to be shared publicly

4.2 Value Proposition

Limit your response to 20 words

SafeBeach provides secure, supervised storage for beachgoers, ensuring peace of mind, enhancing tourism experiences, and creating local employment opportunities.

4.3 Problem Addressed

Limit your response to 50 words

Moroccan beaches face recurring theft issues, as visitors leave belongings unattended while swimming. This creates stress for locals and tourists, reduces beach appeal, and limits safe access. There is a clear need for a reliable, organized, and accessible system to protect personal belongings while people enjoy beach activities.

4.4 Proposed Solution

Limit your response to 50 words

Moroccan beaches face recurring theft issues, as visitors leave belongings unattended while swimming. This creates stress for locals and tourists, reduces beach appeal, and limits safe access. There is a clear need for a reliable, organized, and accessible system to protect personal belongings while people enjoy beach activities.

Funding Details

5. Funding Details

5.1.a Have you received Explorer funds for this venture idea in the past?

No

5.2 Current Funding Request (This proposal only, must match your budget)

Please enter numerals only. Do not add any symbols or punctuation. Amount must be in Dhs.

This amount should include your remaining funds from previous cohorts (Question 5.1a - 5.1b). For example, if you were awarded 20000 Dhs previously (5.1a) and you have spent previously 8000 Dhs (5.1b) AND for this cohort you are asking for an additional 15000 Dhs, then the answer to this question is $(20000 - 8000) + 15000 = 27000$ Dhs. This amount should be in your budget that you will fill out.

250000

5.3 Potential Cumulative Explorer Funding

250000.0 Dhs

5.4 Have you received, or are you concurrently applying for additional sources of funding?

Explorer teams may have up to 500.000 Dhs in prior investment funding and concurrent investment funding to be eligible for participation. Please list all sources of funding you have received, including prior Explorer funds (if any) and any other funds on or off campus.

Please note: if you are concurrently applying for other sources of funding, please notify us at when you receive the funding decision.

No

5.5 Other Funding

	Funding Source	Name of Funding Source	Amount (Dhs)	Status	Click to add additional source
1					X
2					X
3					X
4					X
5					X
6					X
7					X
8					X
9					X
10					X

Continuation Explorer Team Budget Plan

Completed - Feb 21 2026

Explorer Team Budget Plan Form

[Explorer Team Budget Plan](#)

Team ID: ExID-25F-7297656472

Team Name: Locky Locky

1. If you do not have a budget and are applying for mentoring only and need help with creating a financial plan please click the appropriate box below (you will not be required for fill out a budget).

Responses Selected:

I want to submit a budget

2. Software

	Short Description	Amount (MAD)	Click to add item
1		0	X
2		0	X
3		0	X
4		0	X
5		0	X
6		0	X
7		0	X
8		0	X
9		0	X
10		0	X

Software Total: 0.0

3. Hardware

	Short Description	Amount (MAD)	Click to add item
1	Lockers (waterproof, secure...)	120000	✘
2		0	✘
3		0	✘
4		0	✘
5		0	✘
6		0	✘
7		0	✘
8		0	✘
9		0	✘
10		0	✘

Hardware Total: 120000.0

4. Web/App Development

	Short Description	Amount (MAD)	Click to add item
1			X
2		0	X
3		0	X
4		0	X
5		0	X
6		0	X
7		0	X
8		0	X
9		0	X
10		0	X

Web/App Development Total: 0.0

5. Materials and Services

	Short Description	Amount (MAD)	Click to add item
1	Kiosk / Guard Stand	15000	✓
2	Signage	3000	✓
3	Security Equipment	6000	✓
4	Staff Uniforms	3000	✓
5	Miscellaneous Materials	2000	✗
6		0	✗
7		0	✗
8		0	✗
9		0	✗
10		0	✗

Materials and Services Total: 29000.0

6. Advertising and Marketing

	Short Description	Amount (MAD)	Click to add item
1	Social Media Promotion	4000	✓
2	Flyers & Posters	3000	✓
3	Partnerships	2000	✗
4		0	✗
5		0	✗
6		0	✗
7		0	✗
8		0	✗
9		0	✗
10		0	✗

Advertising and Marketing Total: 9000.0

7. Travel

	Short Description	Amount (MAD)	Click to add item
1	Transportation for staff	10000	✓
2	Logistics	10000	✗
3		0	✗
4		0	✗
5		0	✗
6		0	✗
7		0	✗
8		0	✗
9		0	✗
10		0	✗

Travel Total: 20000.0

8. Other Expenses

(list stipend requests here if you are requesting any, see question 3.6 on the application)

	Short Description	Amount (MAD)	Click to add item
1	Staff Salaries (3 months)	35000	✓
2	Insurance & Permits	15000	✓
3	Contingency	10000	✓
4	Summer Stipends (3 months, 2 members)	12000	✗
5		0	✗
6		0	✗
7		0	✗
8		0	✗
9		0	✗
10		0	✗

Other Expenses Total: 72000.0

Project Total: 250000.0

In section 5.2 of your application form, you said your funding request was: 250000 (continuing team) or 250000 (new team) - as a reminder, this number must match the Project Total above. By selecting [Mark as Complete](#), you confirm these numbers match.

IF THE NUMBERS DO NOT MATCH, THIS WILL RESULT IN YOUR BUDGET NOT BEING APPROVED.

S26 Continuing Funding Board Review (Continuing Teams) for: Mohamed Ismail Etabi

Completed - Mar 30 2026
Score: 57% (4/7)

F25 Continuing Funding Board

FUNDING BOARD MEMBER (your name): Mohamed Ismail Etabi

email: mohamedismail.ettabi@emines.um6p.ma

Team ID: ExID-25F-7297656472

Team Name: Locky

Applicant: sara bentbib

Team Members: Khadija Goun, Hiba Daoudi

Value Proposition: SafeBeach provides secure, supervised storage for beachgoers, ensuring peace of mind, enhancing tourism experiences, and creating local employment opportunities.

Problem Addressed: Moroccan beaches face recurring theft issues, as visitors leave belongings unattended while swimming. This creates stress for locals and tourists, reduces beach appeal, and limits safe access. There is a clear need for a reliable, organized, and accessible system to protect personal belongings while people enjoy beach activities.

Proposed Solution: Moroccan beaches face recurring theft issues, as visitors leave belongings unattended while swimming. This creates stress for locals and tourists, reduces beach appeal, and limits safe access. There is a clear need for a reliable, organized, and accessible system to protect personal belongings while people enjoy beach activities.

Project Total:

PREVIOUS FUNDING VALUES:

F20 Funding Decision:

S21 Funding Decision:

F21 Funding Decision:

F21 Amount Spent :

F21 Amount Approved BUT NOT Spent :

S22 Funding Decision:

S22 Amount Spent :

S22 Amount Approved BUT NOT Spent :

F22 Funding decision :

F22 Amount Spent :

F22 Amount Approved BUT NOT Spent :

S23 Funding decision :

S23 Amount Spent : 0

S23 Amount Approved BUT NOT Spent : 0

F23 Funding decision (Custom Awarded Amount) :

F23 Amount Spent :

F23 Amount Approved BUT NOT Spent :

S24 Funding decision (Custom Awarded Amount) :

S24 Amount Spent :

S24 Amount Approved BUT NOT Spent :

F24 Custom Awarded amount :

S25 Custom Awarded amount :

F25 Custom Awarded amount : 10000

MENTOR REVIEWERS RECOMMENDED AMOUNT(S) AND JUSTIFICATION:

F25 Mentors :

- Vyda Bielkus

F25-->S26 Mentor Continuation Feedback (External):

- Congratulations on working diligently through the semester! As you continue your effort, you might start to think about how you could potentially get your business started with the smallest amount of money. What are some things that you could do now to continue to test your concept and idea? It is important that you also try to assess if there are any government restrictions or obstacles to start your business and how would you find the space on the beach or near the beach to put your business. It was a pleasure working with you. Good luck!

F25-->S26 Mentor Continuation Feedback (Internal):

- nice team seem very committed to their project, it does seem like it might be challenging to get this started and not sure they have fully evaluated the obstacles that might get in their way. but at least they are doing their homework

F25-->S26 [Mentor Continuation More Funding \(Did the team present a 5-minute pitch to you?\)](#):

- Yes

F25-->S26 [Mentor Recommended Funding \(If they request more funding would you support their request?\)](#) :

- Yes

F25-->S26 [Mentor Continuation Pitch to FB \(over 50K\) \(Do you think they are ready to pitch to the Funding Board for a cumulative amount over 50.000 Dhs?\)](#):

- Yes

F25-->S26 Has the team shared with you/presented/achieved these mile stones (NOTE IF YOU SEE THE SESSION MENTIONED THAT MEANS MENTOR INDICATED THAT THEY ACHIEVED THAT MILESTONE, IGNORE THE "?"):

- Session 1 deliverable - Problem, Solution and Customer Segments in LBMC ?, Session 3 deliverable - Conducted customer interviews ?, Session 4 deliverable - Business Pitch ?

<>

Invite to Mock Funding Board?

YES

RECOMMENDED FUNDING LEVEL:

Requested Amount : 250000

250000

Internal Feedback (if any, to EXPLORER Administration):

nice team seem very committed to their project, it does seem like it might be challenging to get this started and not sure they have fully evaluated the obstacles that might get in their way. but at least they are doing their homework

Keep in Group Format?

1 on 2

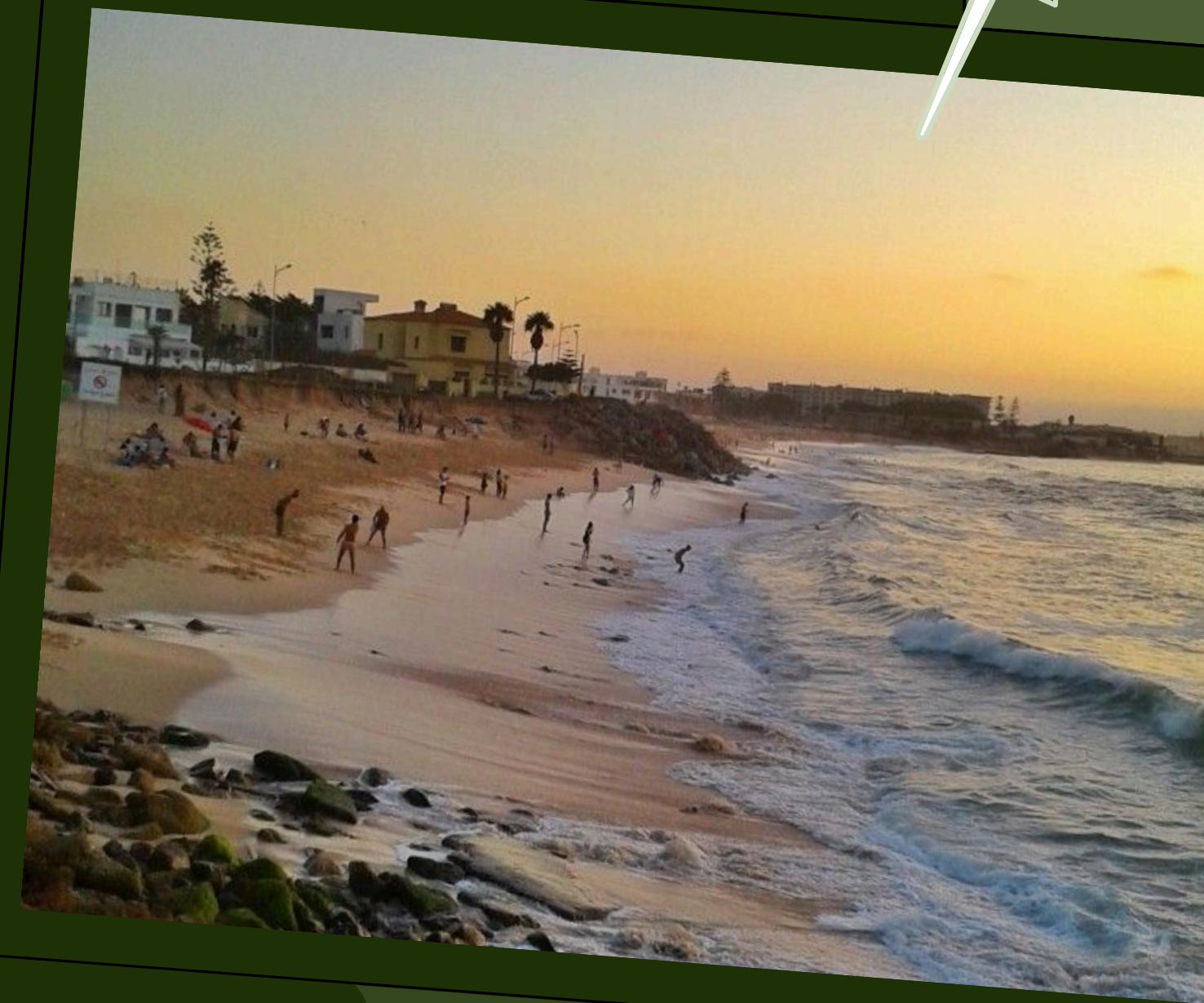
External Feedback (TO CANDIDATES):

(Use external feedback from mentors included above to fill out plus add any specific additional comments regarding budget and/or slides submitted)

Congratulations on working diligently through the semester! As you continue your effort, you might start to think about how you could potentially get your business started with the smallest amount of money. What are somethings that you could do now to continue to test your concept and idea? It is important that you also try to asses if there are any government restrictions or obstacles to start your business and how would you find the space on the beach or near the beach to put your business. It was a pleasure working with you. Good luck!

Locky: Beach Security Solution

A reliable beach security service for a worry-free experience in Morocco



Current Beach Security Gaps

Every summer, thousands of beachgoers in Morocco worry about their belongings being stolen while swimming.

No reliable, safe, and accessible solution currently exists.

This insecurity reduces the attractiveness of Moroccan beaches for locals and tourists.

Solution: Locky Safe Beach

A supervised beach security service:

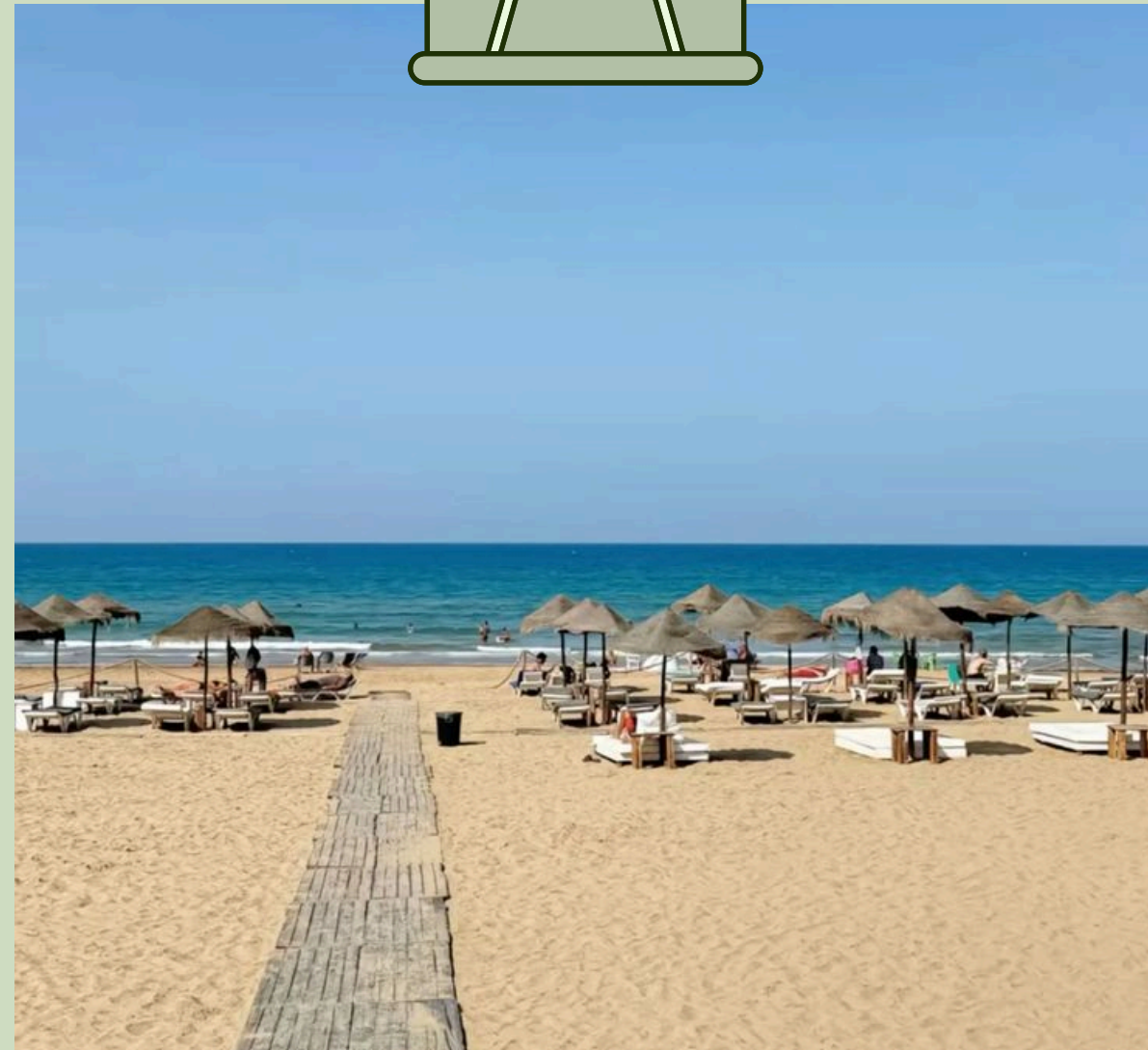
- Guarded storage areas with trained local staff.
- Optional secure lockers for personal belongings.
- Affordable, simple, and accessible to all visitors.



Keeping our beaches safe for your
enjoyment

Value proposition

- Peace of mind for beachgoers.
- Stronger tourism image for Morocco.
- Seasonal jobs for local youth.
- Scalable and sustainable model for multiple beaches.



SafeBeach Business Model Overview

Exploring diverse **revenue streams** and tailored **service packages** to enhance beach safety and customer satisfaction in Morocco.

Revenue Streams

Our primary revenue will come from Locker rental for regular visitors + supervised storage fees. ensuring continuous beach safety and security.

Service Packages

We will offer **customizable service packages** that cater to families, tourists, and local businesses to meet their specific safety needs.

Partnership Opportunities

Collaborating with local hotels and resorts will create a **win-win** situation, enhancing guest safety while boosting our service reach.

Path to Market Strategy

- Phase 1 (Pilot, Summer 2026): 1 high-traffic beach (Agadir/Casablanca).
- Phase 2 (2027–2028): Expansion to 5–10 beaches.
- Phase 3 (2029): National rollout with franchise model.



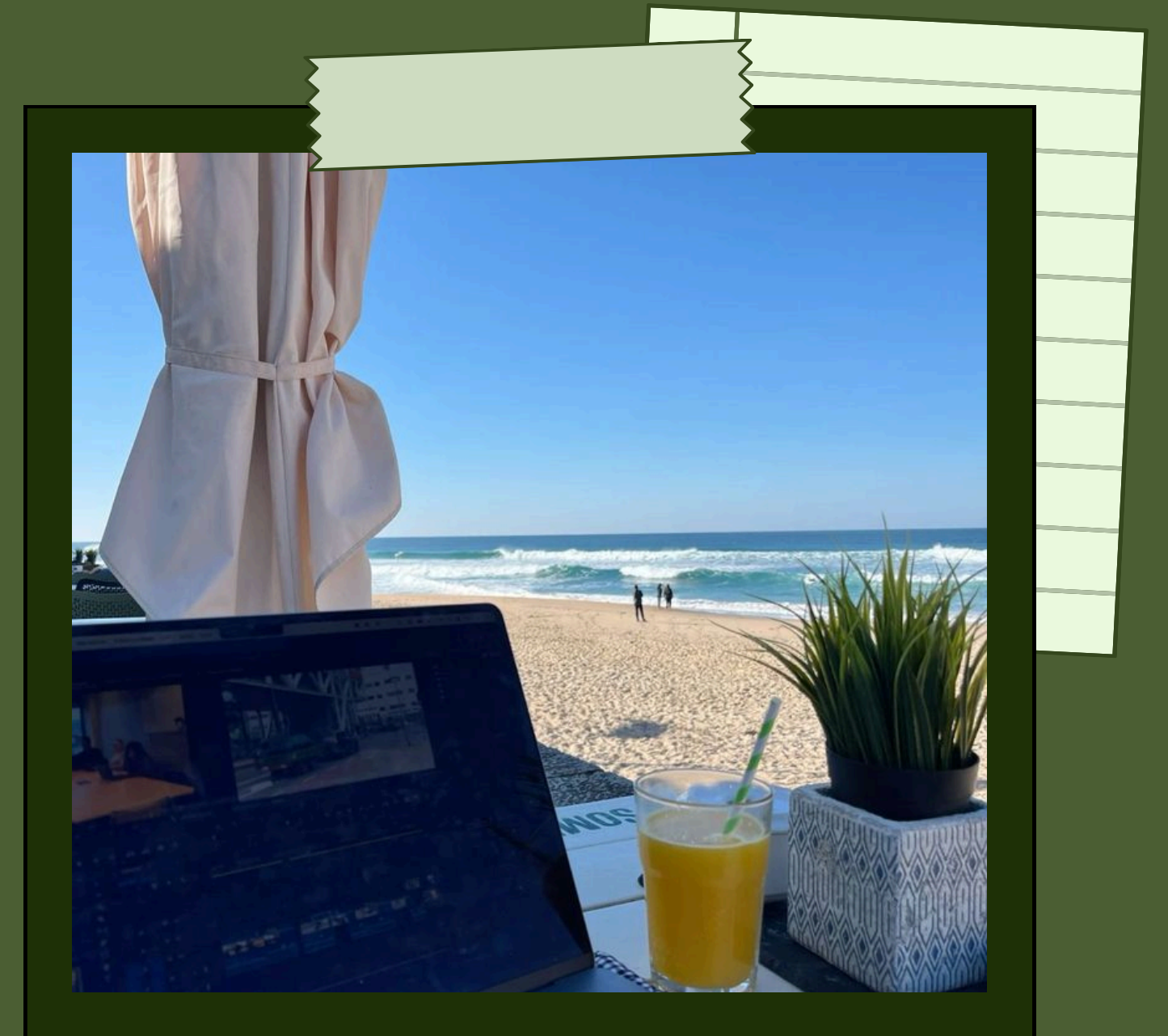


Budget & Funding Needs

- Setup & Operations (Pilot): ~230,000 MAD.
- Funding Requested: 250,000 MAD.
- Covers lockers, kiosk setup, staff salaries, insurance, marketing, and buffer for unforeseen costs.

Meet Our Passionate Team

- Founder (Law Student): Expertise in legal frameworks, compliance, and contracts.
- Co-Founder (Business Student): Skills in business planning, finance, and operations.
- Together: a motivated team combining legal, business, and entrepreneurial skills.

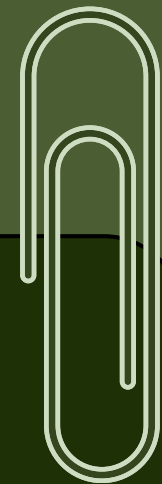


The positive impact of SafeBeach on our community

Highlighting how we enhance safety and wellbeing

- Safer, more enjoyable beaches.
- Enhanced tourist confidence in Morocco.
- Job creation for local youth.
- A sustainable service that grows nationwide.

elle





Locky: safe beach

Smart lockers & beach facilities for safer, cleaner Moroccan beaches



Our team



S

Sara Bentbib

Founder & Project
Lead

Law student, University Cadi
Ayyad Marrakech



H

Hiba Daoudi

Co-Founder & Public Relations
Lead

Master student in géographie,
University Cadi Ayyad
Marrakech




K

Khadija Goun

Co-Founder & Sustainability
Lead

Biology student, Semlalia
Faculty Marrakech






Introduction



Our project

Locky: safe beach provides secure, solar-powered locker and shower facilities on the beach. We solve the critical problem of safety and comfort for tourists, enhancing their experience and supporting local sustainable tourism.



01 Problem vs solution

02 Market & competition

03 Implementation Plan & Timeline

04 Customer Discovery

05 Budget & Funding Justification

06 Revenue Model & Sustainability



01

Problem vs solution



Problem

The Vicious Cycle: Impact on Essaouira Tourism



Solution



Our solution is the BeachSafe kiosk: a modular, solar-powered unit providing secure lockers, private changing cabins, and fresh-water showers. This integrated facility directly answers the market's needs, offering peace of mind and essential comfort to transform the beach experience.



02

Market & competition



Market & competition

Essaouira: Coastal Profile



**30+ major
beaches**



**12M
tourists/year**



**strong surf
community**



03

Implementation Plan & Timeline



Project Timeline



1. Setup

Nov–Dec 2025

Site agreement, kiosk & cabins fabrication



2. Pilot Launch

Jan–May 2026

Installation, operations, data collection



3. Scale-Up

Summer 2026+

Expand to 2nd beach if KPIs met

A decorative graphic on the left side of the slide. It consists of a large cyan horizontal bar at the bottom. Above it, there is a dark blue horizontal bar. On top of the dark blue bar, there is a dark blue circle on the left and a light blue circle on the right. To the right of the cyan bar, there is a dark blue circle containing the white number '04'.

04

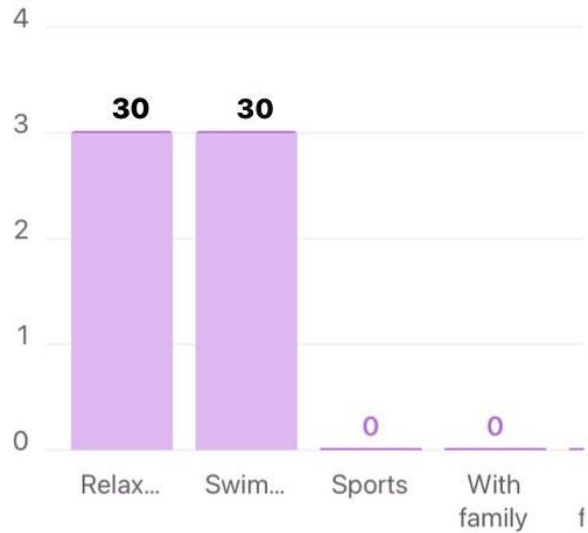
Customer Discovery



What is your main reason for visiting the beach?



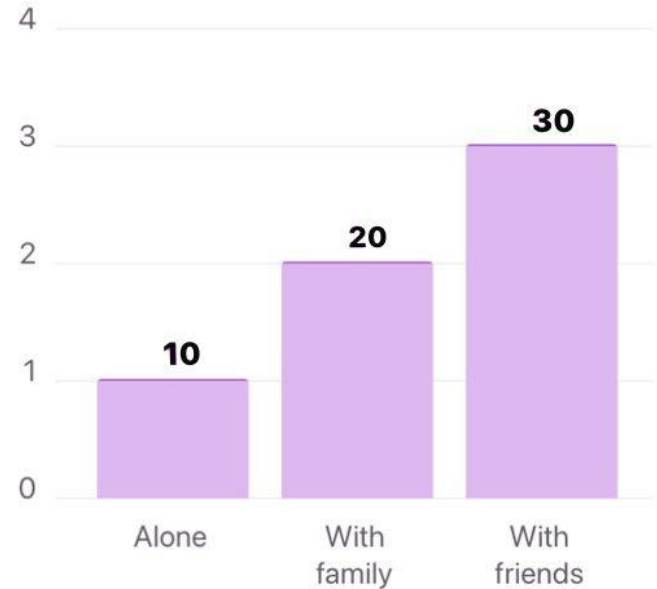
A= 1
B=



How do you usually come to the beach?

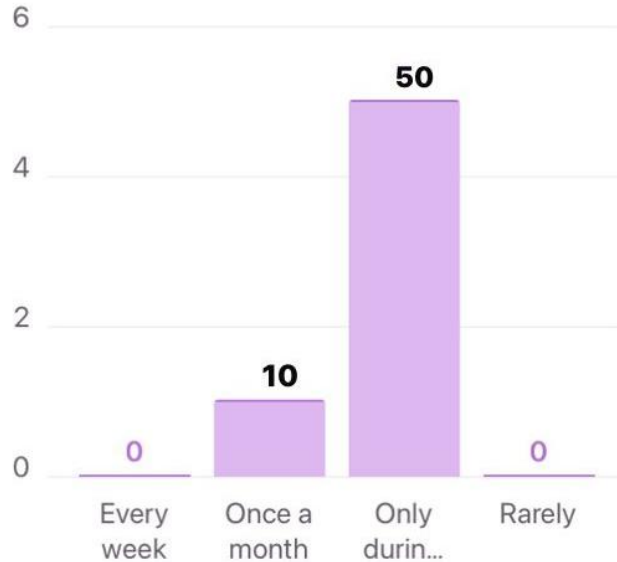


A= 2
B=



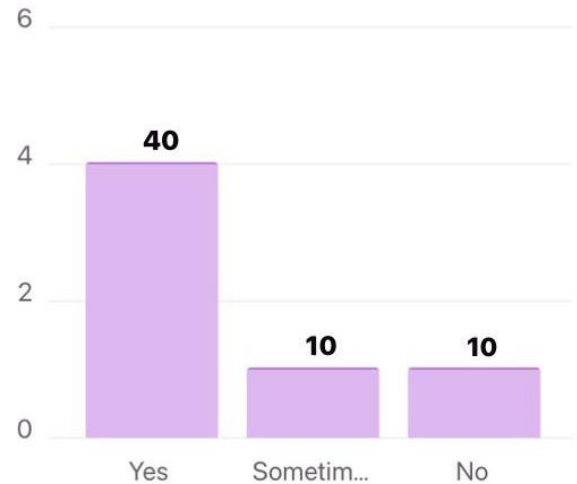
How often do you visit the beach?

A= 3
B=



Do you feel uncomfortable leaving your belongings unattended at the beach?

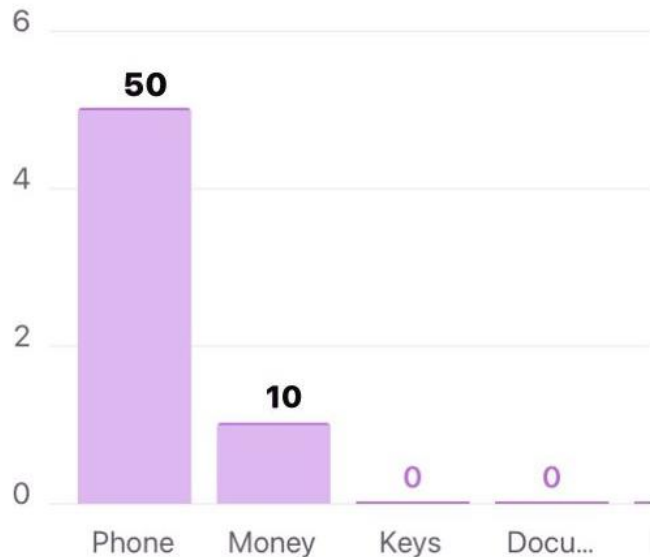
A= 4
B=



What items worry you the most?



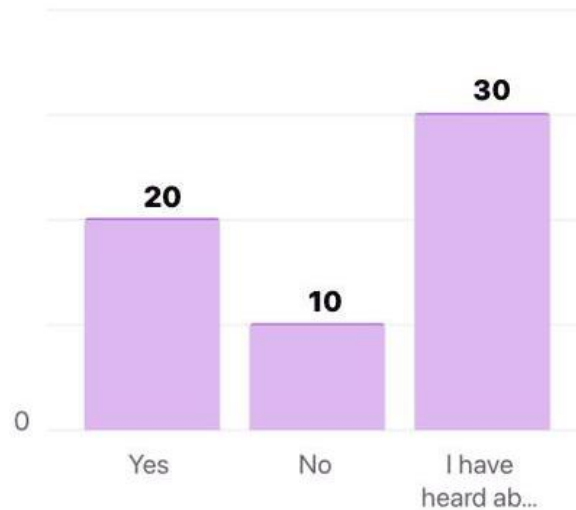
A= 5
B= 5



Have you or someone you know experienced theft at the beach?



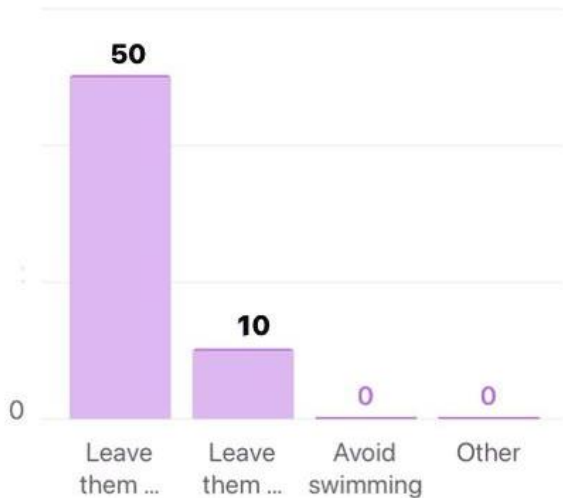
A= 6
B= 6



What do you usually do with your belongings when swimming?



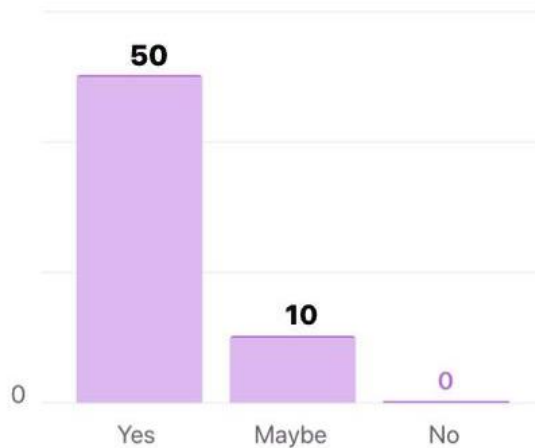
A= 7
B= 7



If there were a safe and organized service to keep belongings, would you use it?

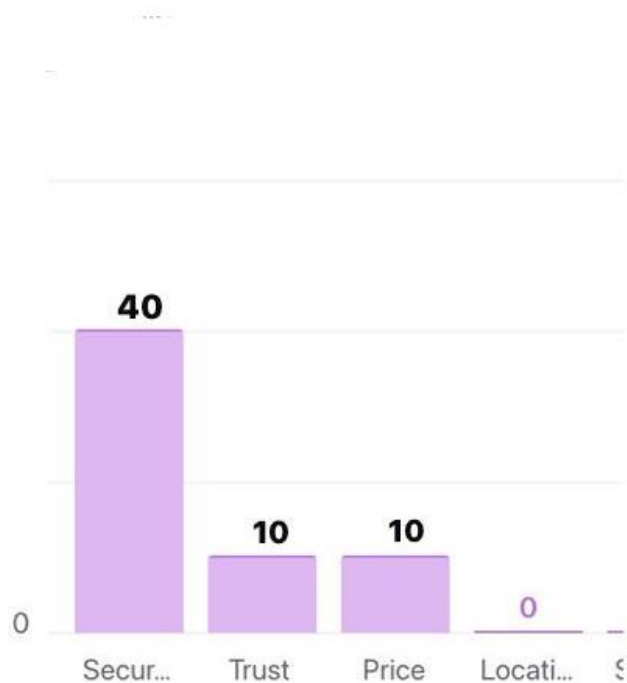


A= 9
B= 9



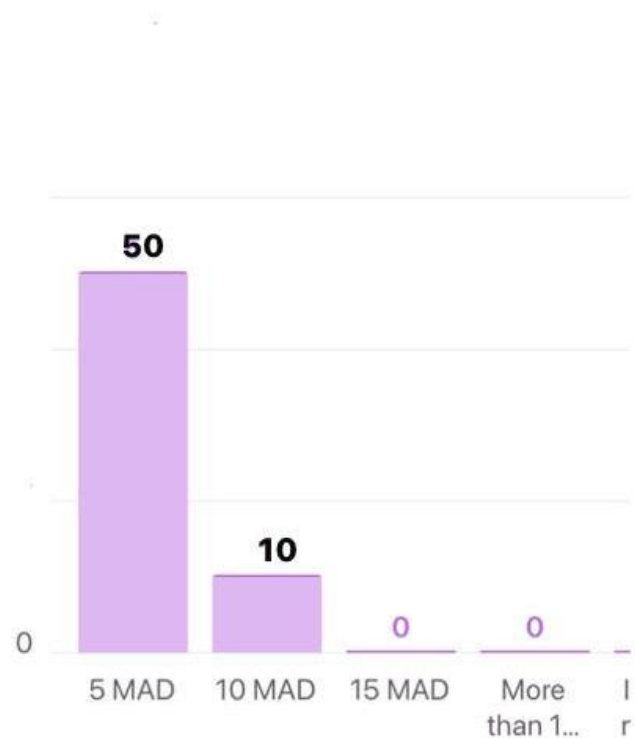
A = 10
B =

What matters most to you in such a service?



A = 11
B =

How much would you be willing to pay for 1 hour?





05



**Budget &
Funding
Justification**

Detailed Budget Breakdown & Justification

Category	Description	Estimated Cost (DH)
Kiosk Structure	PVC kiosk (5×4 m), roof, floor, shutters	35,000 – 45,000
PVC Lockers	Standard lockers (phones/bags) + 4–5 large surfboard lockers	35,000 – 40,000
Chemical Toilet	1 unit (1×2 m) + installation	5,000 – 10,000
Toilet Maintenance	Emptying, cleaning, chemicals (annual)	4,000 – 6,000
Water System	500–1,000 L water tank + refill service	2,000 – 4,000
Solar System	5 kW panels + inverter + batteries + installation	55,000 – 75,000
Security System	CCTV (4–6 cams), NVR, hard drive, alarm	6,000 – 10,000
Authorisations	Commune permits, sanitary approval	4,000 – 7,000
Insurance	Professional civil liability (annual)	2,000 – 4,000
Land Rent	Beach-adjacent land (annual)	18,000 – 30,000
Staff Salaries	2 staff + CNSS (initial period buffer)	25,000 – 30,000
Signage & Branding	Price board, rules, basic branding	3,000 – 5,000
Fire & Safety	Fire extinguisher, first-aid kit	1,000 – 2,000
Internet & POS	4G router, SIM, cash/POS system	1,500 – 3,000
Maintenance Buffer	Repairs, replacements, contingencies	8,000 – 10,000

A decorative graphic on the left side of the slide, consisting of a cyan horizontal bar at the bottom, a dark blue horizontal bar above it, and several overlapping circles in dark blue and cyan. A large dark blue circle containing the white number '06' is positioned on the cyan bar.

06

Revenue Model & Sustainability





LOCKERS KIOSK – REVENUE MODEL & SUSTAINABILITY

(Monthly Projection – Lockers Only)

Pricing Strategy

Offer	Price (DH)	Rationale
Hourly	5 DH / hour	Low barrier, attracts everyone
Half-day (5 hrs)	20 DH	Incentivizes longer use
Full Day (10–12 hrs)	30 DH	Ideal for beachgoers
Unlimited Day Pass	35 DH	Stress-free premium option
Weekly Pass	180 DH	Locals, surfers
Monthly Pass	600 DH	Stable recurring revenue



Capacity & Usage Assumptions

- Total Lockers: **120**
- Avg. Usage: **60%** (≈72 lockers/day)
- Avg. Revenue: 25 DH / locker



Monthly Net Profit

- Gross Revenue: **54,000 DH**
- Operating Costs: **– 10,000 DH**
- Net Profit: **≈ 44,000 DH**



Monthly Gross Revenue

- Daily Revenue: $72 \times 25 \text{ DH} = \mathbf{1,800 \text{ DH}}$
- Monthly Revenue: $1,800 \text{ DH} \times 30 \text{ days} = \mathbf{54,000 \text{ DH}}$

≈ 54,000 DH / Month



Payback Period

- Initial Investment: **≈ 240,000 DH**
- Net Profit/Month: **≈ 44,000 DH**

Payback Period: ≈ 5 – 6 Months



Sustainability Highlights

- Low prices → High volume
- Deals → Longer usage & loyalty
- Solar energy → Minimal fixed costs
- Monthly passes → Income stability
- Scalable to Other Beaches



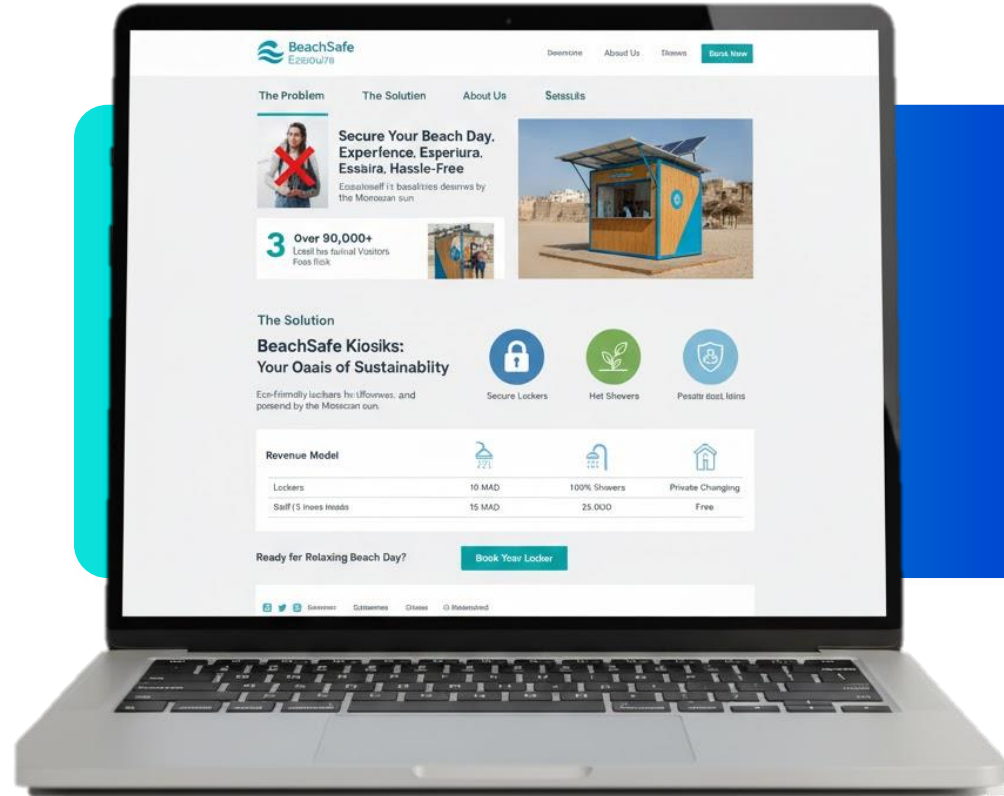
No one stays behind.

Secure your belongings, enjoy the waves!



website demo

Our website demo provides a live preview of the BeachSafe user experience. It allows potential customers to visually navigate our solar-powered kiosk services, from locating a locker to securing a rental. This functional prototype demonstrates our market-ready solution and immediate value to the funding board.



Logo ideas





BeachSafe

Secure your belongings,
enjoy the waves!

**Thank you for
your attention**

