European Commission

GovTech
Connect

Transforming Government, Together

Inteligg

**Inteligg
Presentation**

Key Info

Inteligg

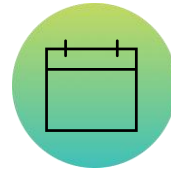https://www.inteligg.com/about
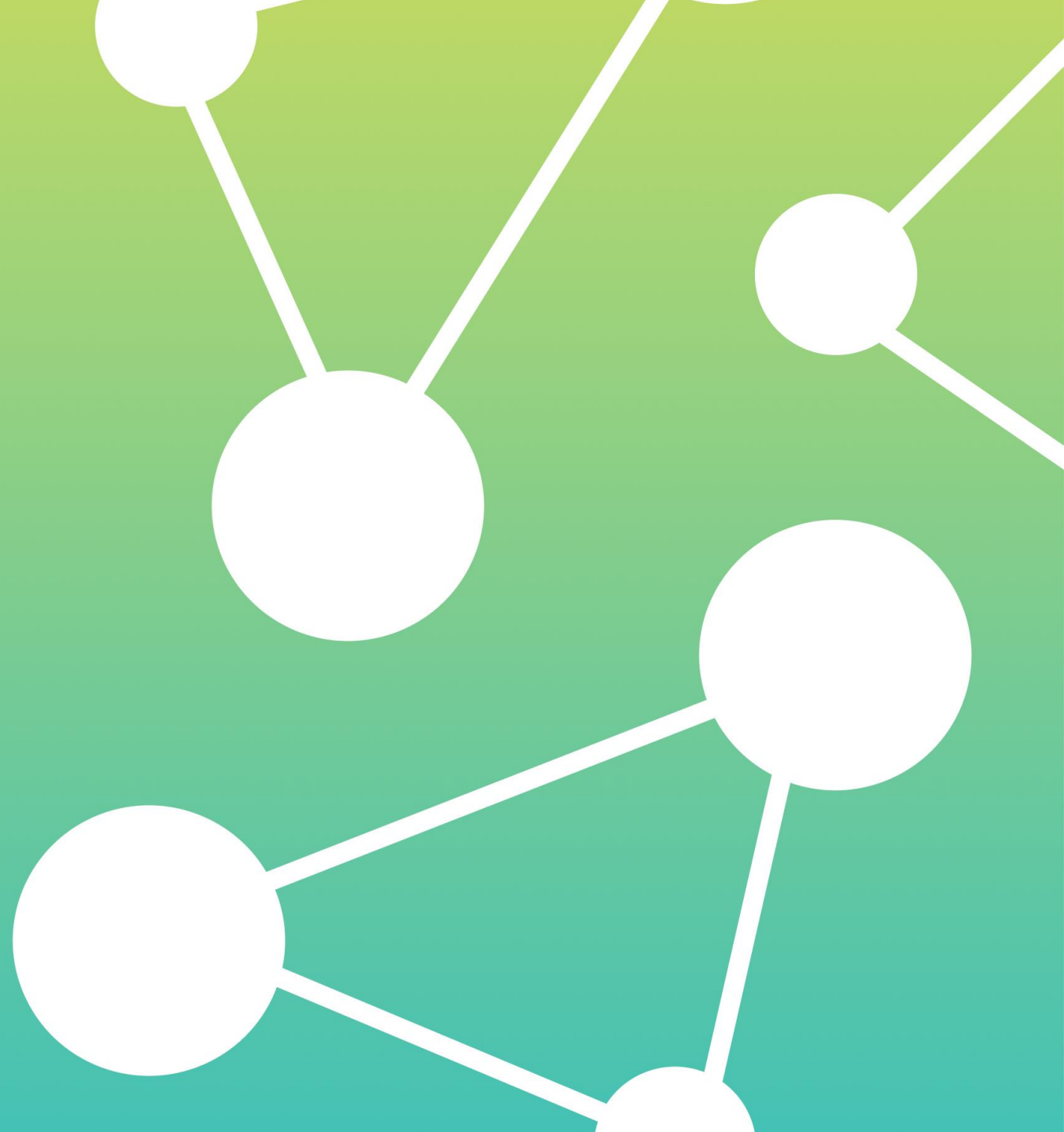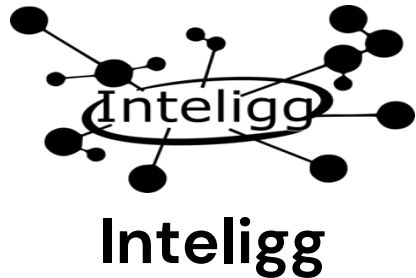
Kallithea, Attiki, Greece

2018

10<People

Christos Ioakeimidis

c-BEMS, *a cloud-based SaaS tool for Building Energy Management System*

Rocket your Energy & Environmental Savings now!

Innovative solutions for **Smart Cities**

Inteligg PC | inteligg.com | info@inteligg.com

Up to 80% of building energy goes to HVAC & lighting

PROBLEM

❑ **Buildings Sector #1 in Energy Consumption in EU (40%) and 36% in CO_2 emissions**.

❑ 220 million energy inefficient buildings (EU) (**10% Public ones**) - NextGenerationEU - €672.5 billion

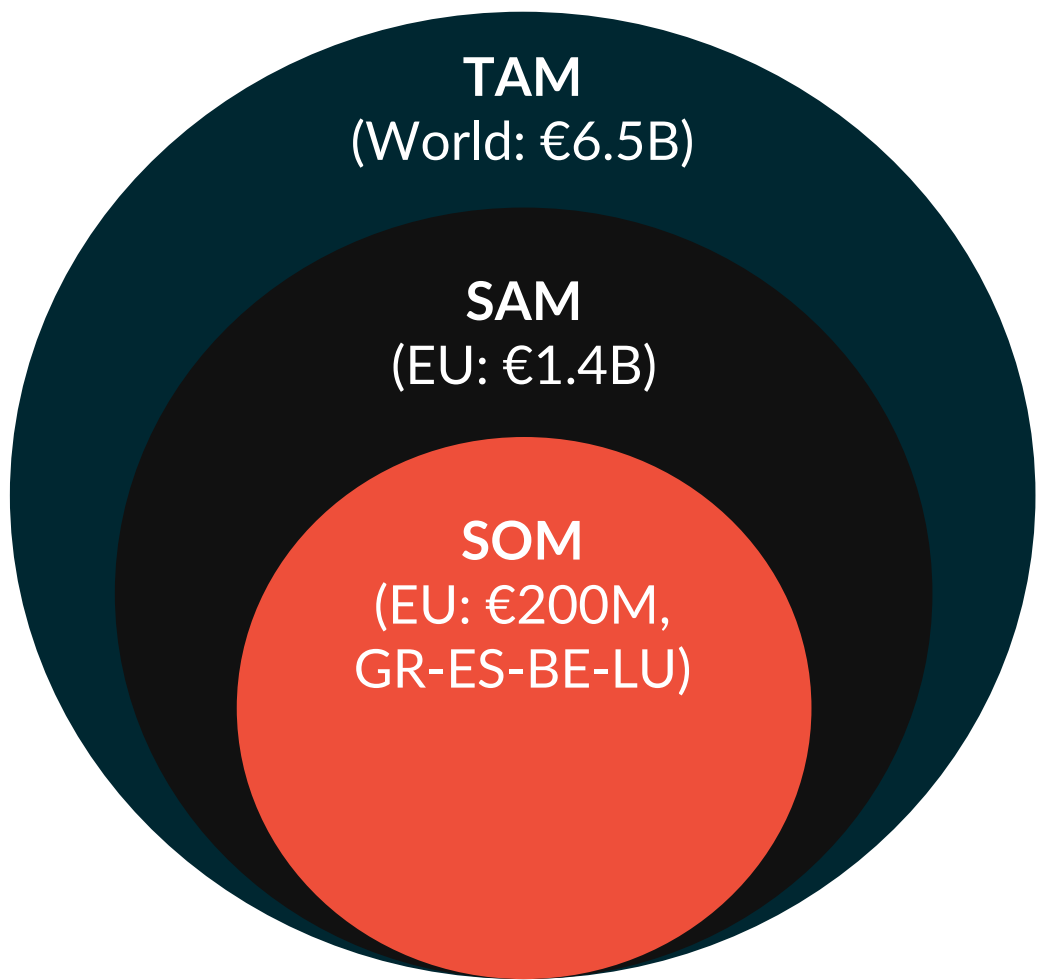## SOLUTION

❑ **c-BEMS brings 25% less installation costs** (Cloud vs Edge computing)

❑ **Plus 40% on energy savings** with the use of Artificial Intelligence

❑ **Plus a CO_2 emissions calculator** as a selected company by EU to collaborate with Carbon Trust and Deloitte

A €20B emerging market ('29) with 12.4% CAGR for BEMS

TAM
(World: €6.5B)

SAM
(EU: €1.4B)

SOM
(EU: €200M,
GR-ES-BE-LU)

We will capture 0.25% of TAM in 2027!

Energy Analytics

Fire Safety

Lighting

HVAC

Energy Management

24/7

24/7 Monitoring

First cloud-based BEMS unified IoT platform powered by AI

▶ Self-learning/adjusting (**A.I.**) system based on occupant's preferences

    ▶ Wireless Cloud-based (**faster**) SaaS for BEMS

    ▶ Remote control of **multi-zonal** HVAC/lighting

    ▶ For any kind, size and complexity of building(s)
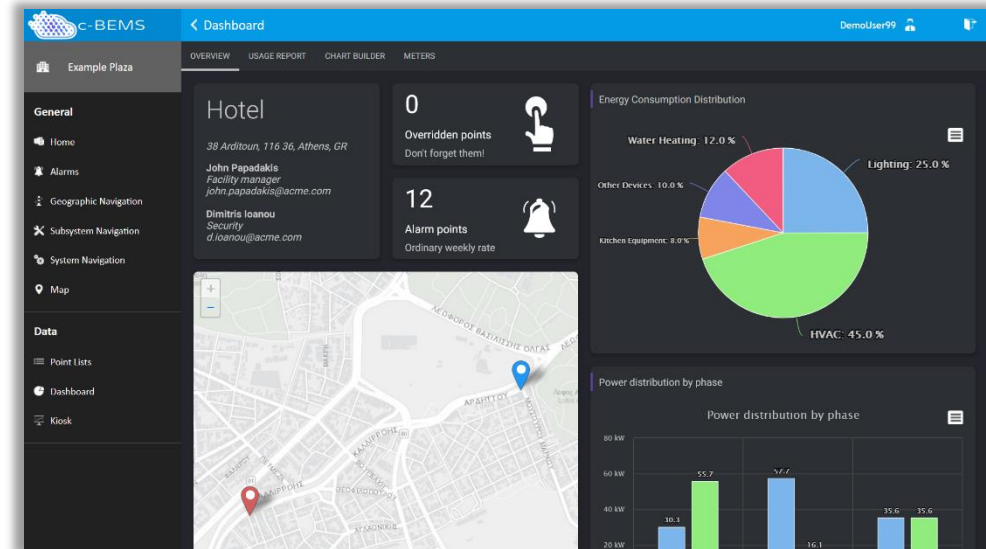
    ▶ **User friendly** unique certified IoT Platform

SaaS

▶ Monitor and control **multiple** buildings

▶ Provides **CO_2 emissions calculator**

▶ **End-to-end solution** so that client(s) does not worry!

Patented
(EP3964916A1·2022-03-09)

Direct (SaaS) & Indirect (same client but no SaaS) Competitors

	Up to 40% Energy savings	CO₂ emissions calculator	Compatible with different devices and protocols	Self learning/ adjusting	Cloud - based
c-BEMS	☑	☑	☑	☑	☑
enerbrain For an intelligent use of energy	✖	✖	☑	☑	☑
GRIDPOINT	✖	✖	☑	☑	☑
vilisto	✖	✖	☑	☑	☑
OPTIMUM ENERGY	✖	✖	✖	☑	☑
enertiv	✖	✖	✖	✖	☑

12-months SPP - Pick the right package for your building(s)

License Fee **+** Hardware price **+** % Energy Savings on billing (EPC) **=** Final Revenue

If needed   **If Gold/Platinum clients**

OUR CLIENTS   BUILDING OWNERS

- BEMS Consultants
- System Integrators
- Energy services companies (ESCOs)
- **Municipalities**

+
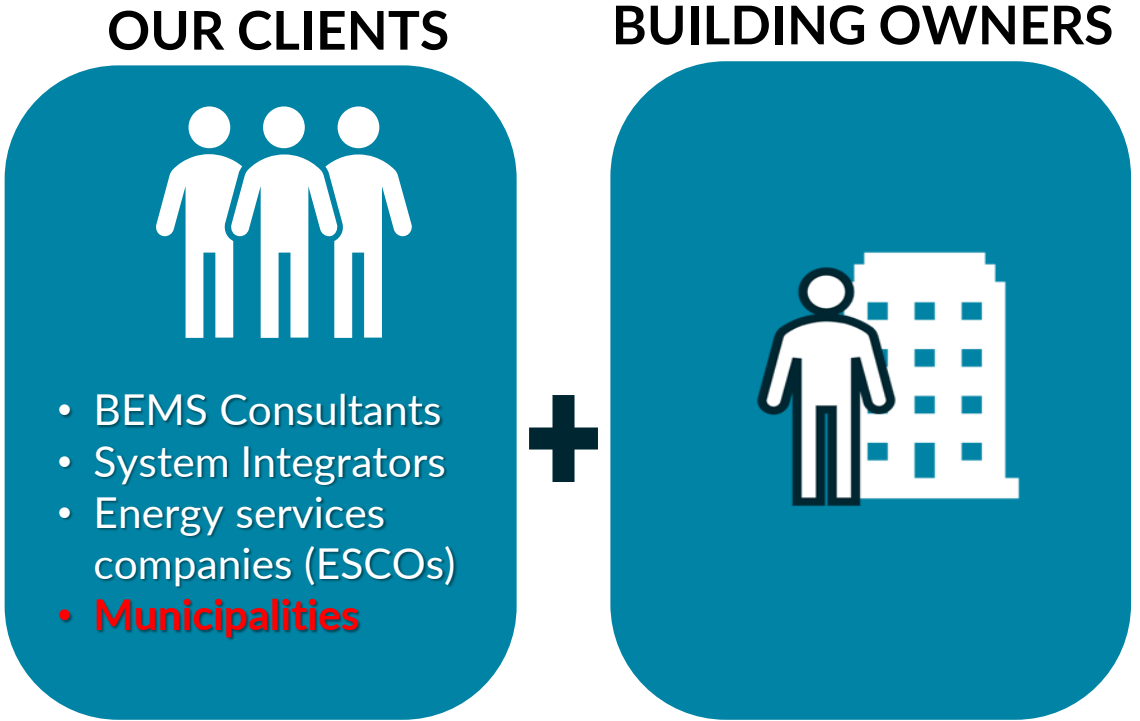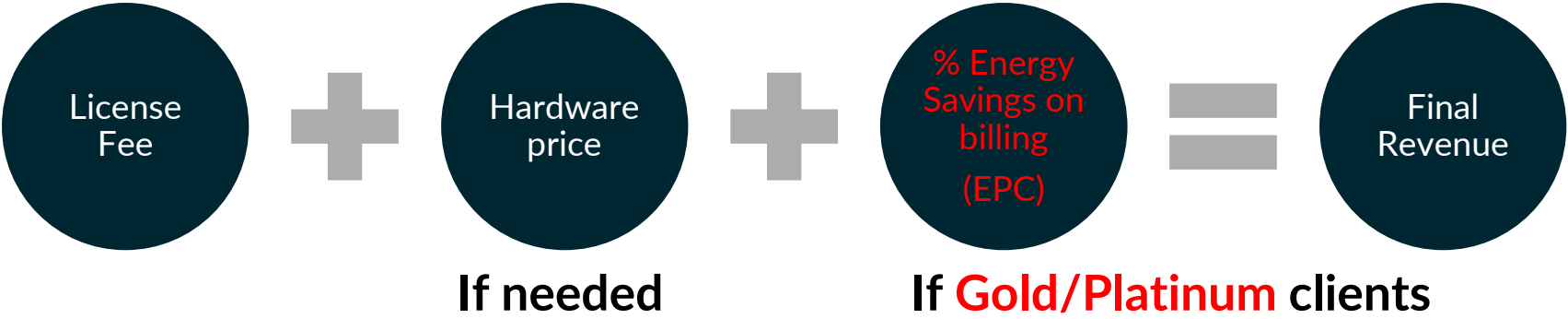
Commercialization & Marketing Strategy

Early Market Traction

- 8 Pilots (GR, BE, LU, ES) with 85% conversion
- 10 B2B/B2G Clients
- Signed B2G 1MEUROS contract
- 30 Buildings (20Pu-10Pr)
- 4 Countries
- 25,000 m^2
- *4 letters of intent signed/to be signed*

- *11 Major Companies-Organizations in discussion*

ΔΗΜΟΣ ΝΕΑΠΟΛΗΣ-ΣΥΚΕΩΝ *16 Buildings (10 schools-6 offices)* *Luxury Hotel* CITY OF THESSALONIKI *>100 Buildings*

Edison AT&T CARBON TRUST Deloitte. DASSAULT SYSTEMES protergia
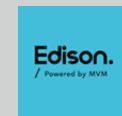
Deep experience across energy technology & business

Strong expertise (60-years) and talent to become #1 in Smart Cities solutions!

LEADERSHIP

Dr. Christos Ioakeimidis
CEO/Co-founder

Dr. Ali Bagheri
CTO/Co-founder
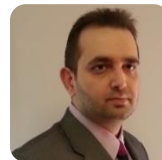
Dr. Konstantinos Genikomsakis
CFO/Co-founder

Iakovos Poulis
Software Developer

INVESTORS/MENTORS

Software Engineer
Dr. Vasileios Sakellariou

Software Developer
Georgios Charitos

Sales Manager
Nikolaos Ioakeimidis

Marketing/Operations Manager
Edurne Otaegui Lasa

BUSINESS ANGELS OF SLOVENIA

DEXAMENES SEASIDE HOTEL

anthology ventures

Domius Capital Advisors LLP

PLUGANDPLAY

Our collaborations until now

Institutional actors & facilitators of the innovation ecosystem

Universities & Research Centres

Industrial, Public & Investment Partners

What we are looking for!

- ❑ **900KEUROS on Seed Round**
  - ❑ **12-months of runway to work on**
    - ❑ **Product market fit**
    - ❑ **Sales**
    - ❑ **Marketing**
    - ❑ **Establish and grow product in at least 4 EU countries**

- ❑ **Strategic Partnerships with Medium/Large Companies in the TelCo, Construction/Real Estate, Hotel, Energy/ESCO industries under**
  - ❑ **License agreement**

- ❑ **Plan to raise further on Seed Round A > 5M EUROS in ≤18-months duration to**
  - ❑ **Expand further in more countries (EU and USA)**

THANK YOU!

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An end-to-end solution

Preliminary Study a + b + c
SYSTEMI INTEGRATOR

Technology Providers (c)

Pre-study (a)
Docs collection towards final study use

Physical Presence (b)
Observation in-vivo towards verification/ modifications of final study

Final Study/Design (c)
- a + b towards final project budgeting calculation
- # of devices + BEMS

Installation (d)
- Making use of Employee Training for End Users

BEMS Supervision (e)
- Supervision
- Maintenance
- Rest

Final Energy Savings (f)
- Commissioning
- Energy Savings Report
- Energy Billing & Commissioning %

Preliminary Study a + b
CONSULTING

B2B

Final Execution d + e + f
ESCO

INTELIGG

Pre-study sample (Step 1)

INTELIGG Building and System Specifications

No	Building ID	Area	No of Floors	Number of Zones	Number of Control Zones	Number of system	System type	Energy label	Automation level
Ex	Pamplona_001	20*30 m2 (Ground Floor Size)	2 (GF , 1st)	3 (GF office, Gf lobby, 1st floor)	2 (GF, 1st floor)	1 (radiator) / 2 (heatpump)	hot water (radiator)/ Heat pump/ AC/ hot air furnace/ Air handler/ etc	A-G	HVAC/Lighting/Alarms/ Schedules
1									
2									
3									
4									
5									
6									
7									
8									
9									
10									

INTELIGG System Specification

No	Building ID	System	Brand/Model	Power	Features	Ethernet Access	WiFi Access	Powerline	Controller board
Ex	Pamplona_001	Heat pump	Daikin	20 kW heating	Heating/Cooling	Yes/No	Yes/No	220VAC/24VAC	Wiring manual
1									
2									
3									
4									
5									
6									
7									
8									
9									
10									

A **Unique** CO$_2$ emissions **calculator** for Buildings

Inputs		
Country	Romania	
Building Type	**Apartment**	
Surface area (m^2)	100	
Current natural gas energy usage (KWh)	1,100	
How is the energy usage measured?	Yearly	
When was the meter reading taken?	2020	

Note that as temperatures for Romania in 2020 were lower, average energy usage may be higher.

Results		
Expected yearly energy usage before solution in an average year	1,112	kWh/year
Expected yearly energy usage after solution	708	kWh/year
Yearly energy savings	404	kWh/year
Energy saved	36%	
Total carbon savings enabled	81.2	kg CO$_2$e/year

Inputs		
Country	France	
Building Type	**Office**	
Surface area (m^2)	280	
Current natural gas energy usage (KWh)	225	
How is the energy usage measured?	monthly	
When was the meter reading taken?	2021	July

Results		
Calculated energy usage in July 2021 with solution	218	kWh/year
Expected yearly energy usage before solution in an average year	85,109	kWh/year
Expected yearly energy usage after solution	82,438	kWh/year
Yearly energy savings	2,671	kWh/year
Energy saved	3%	
Total carbon savings enabled	540,9	kg CO$_2$e/year