

#### Réalisé par :

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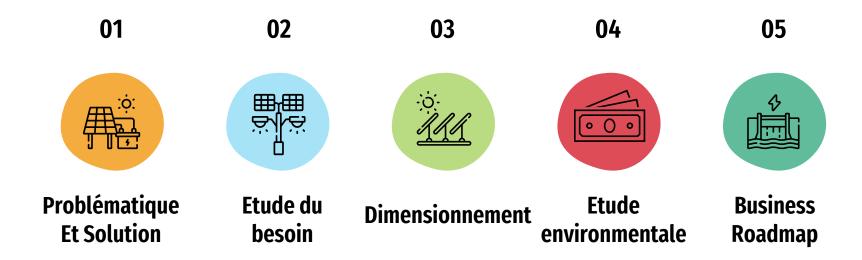
Encadré par :

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# Campus plus vert



## **Sommaire**



## **Problématique et observations**

Consommation excessive d'energie

Beaucoup de gaspillage

Emissions
carbonne
Source énergetique
non verte

02

Prise de conscience collective 03

Démocratisation des trottinettes et golfettes électriques

> Initiative université

Exploration de plusieurs pistes de développement durable

sité 04

2

## **Notre solution**

## Pergola solaire

- Semi transparent
- Raccordé directement au secteur



#### **Smart trees**

- Station de recharge
- Ecran de diffusion
- WIFI



#### **Avantages**

- Valorisation de la pergola
- Durabilité
- Esthétique urbaine
- Education et sensibilisation
- Economie sur le long terme

## **Business model**

#### **Key Partners**

- Solar panels manufacturers: SunPower -SOLERGITECH
  - **Universities**: for project approval, implementation and ongoing collaboration
- (UM6P) Others companies for advertising

## **Key Activities**

- Technology installation and maintenance
  - Advertising and **Partnership** Management: Manage partnerships
  - with businesses for advertising opportunities
  - Monitoring and **optimization:** monitor energy production and consumption, optimize system efficiency

## **Value proposition**

- Sustainability Convenience
- Innovation
- Cost savings

#### Customer relationships

- Customer support
- Direct engagement

#### Customer segments

- Universities (UM6P...):
- Companies

#### **Key ressources**

- Solar pannels Smart tree tech
- Skilled workforce
- Partnership networks:

#### Channels

- Direct sales
- Online plateform
- Events and workshops

#### Cost structure

Equipment costs - Labor costs - Marketing and advertising - Operational expenses

#### **Revenue streams**

Services fees - Advertising revenue

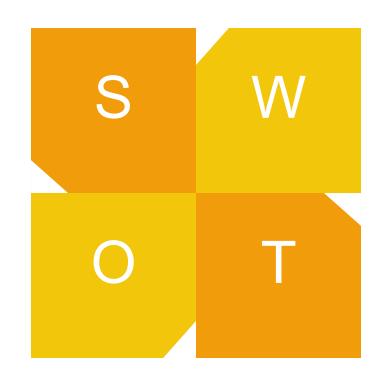
## **Analyse SWOT**

#### **STRENGTHS**

Energies renouvelables Transition énergétique

#### **OPPORTUNITIES**

Expansion à l'intérieur de l'UM6P Partenariats avec d'autres universités Grand marché africain



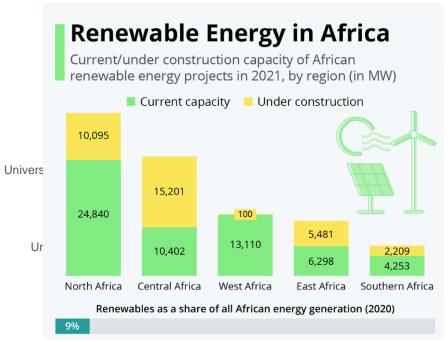
#### **WEAKNESSES**

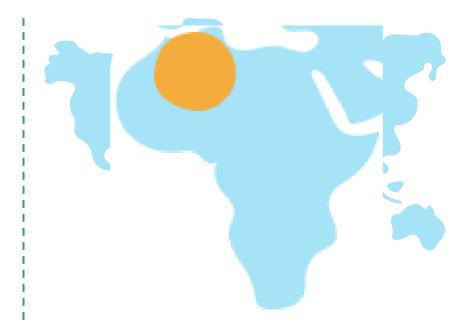
Faible part du marché (Start up) Coûts élevés de stockage d'énergie R&D important et coûteux

#### **THREATS**

Concurrence féroce Nouvelles et meilleures technologies

#### **Etude de marché**

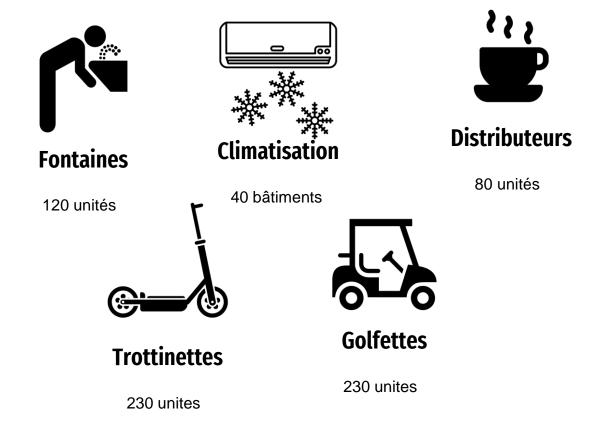




Source: PMMC University Ranking

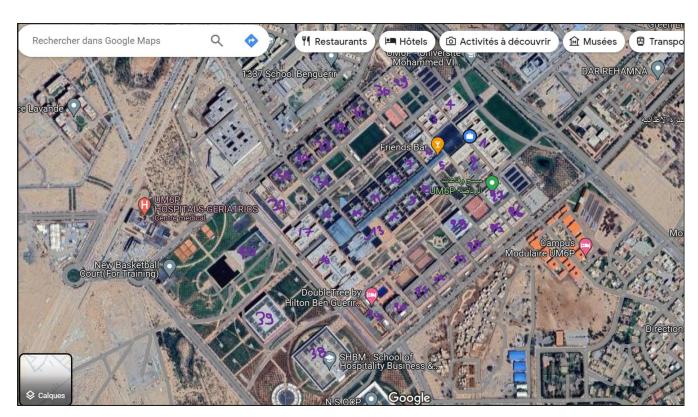
## **Benchmark**

|                                | Berkeley UNIVERSITY OF CALIFORNIA | PRINCETON<br>UNIVERSITY | Arizona State University |
|--------------------------------|-----------------------------------|-------------------------|--------------------------|
| Type d'énergie                 | Biométhane                        | Géothermique            | Solaire                  |
| Difficulté<br>d'implémentation |                                   | X                       |                          |
| Coût<br>d'investissement       | ×                                 |                         |                          |
| Adaptation en<br>Afrique       | X                                 | X                       |                          |





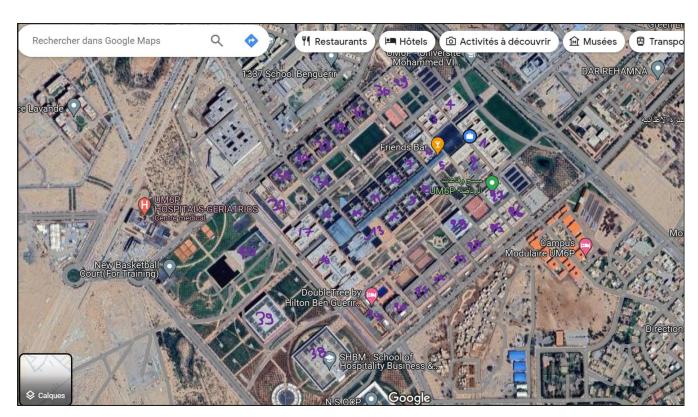
120 unités





#### **Distributeurs**

80 unités





#### **Trottinettes**

230 unites

| Residence | X   | Υ   | SCORE  |
|-----------|-----|-----|--------|
| R1        | 30  | 60  | 927.5  |
| R3        | 95  | 60  | 925    |
| R5        | 160 | 60  | 957.5  |
| R7        | 225 | 60  | 990    |
| R9        | 290 | 60  | 1022.5 |
| R11       | 355 | 60  | 1055   |
| R2        | 30  | 440 | 1357.5 |
| R4        | 95  | 440 | 1355   |
| R6        | 160 | 440 | 1387.5 |
| R8        | 225 | 440 | 1420   |
| R10       | 290 | 440 | 1452.5 |
| R12       | 355 | 440 | 1485   |
| R13       | 420 | 440 | 1517.5 |
| R14       | 485 | 440 | 1550   |

| Service                    | X   | Υ            | Distance |
|----------------------------|-----|--------------|----------|
| Health center              | 0   | 150          | 120      |
| Restaurant NR              | 65  | 220          | 195      |
| Restaurant AS              | 550 | 300          | 760      |
| Mosquee                    | 65  | 220          | 195      |
| Learning center            | 0   | 150          | 120      |
| New learning center        | 650 | 150          | 710      |
| EMINES                     | 0   | 150          | 120      |
| <b>Executive Education</b> | 650 | 150          | 710      |
| Student Center             | 700 | 200          | 810      |
| Auditorium                 | 0   | 290          | 260      |
| New auditorium             | 700 | 150          | 760      |
|                            |     |              |          |
|                            |     | TOTAL        | 730      |
|                            |     | Besoin final | 229      |



| Trajet       | Depart X | Depart Y | Arrivee X | Arrivee Y | Distance en km | Duree en min | Besoin pour avoir 1 golfette tous les 10 mins |
|--------------|----------|----------|-----------|-----------|----------------|--------------|---|
| Entree - CCI | -230     | 450      | 300       | 700       | 0.78           | 10.68        | 2   |
| Entree -SHBM | -230     | 450      | 600       | 0         | 1.28           | 13.68        | 3   |
| Pergola-CCI  | 0        | 270      | 300       | 700       | 0.73           | 10.38        | 2   |
| Pergola-SHBM | 0        | 270      | 600       | 0         | 0.87           | 11.22        | 3   |
|              |          |          |           |           |                | Total        | 10  |

#### **Golfettes**

10 unites

Valeur Unite

Cooling Load (kW) = (Building Area \* Heat Gain per m² \* Occupancy Factor) + Equipment & Lighting Heat Gain

| Building Area                  | 3,600 | m2   |
|--------------------------------|-------|------|
| Heat Gain per m <sup>2</sup>   | 20    | w/m2 |
| Occupancy Factor               | 1     | %    |
| Equipment & Lighting Heat Gain | 2     | kw   |

| Cooling Load/floor | 74  | K۷ |
|--------------------|-----|----|
| Total cooling load | 148 | K۷ |

Air Conditioning System Coefficient of Performance (COP) 3.5

Daily Energy Consumption (kWh) = Cooling Load (kW) \* Operating Hours (h) / COP

Total Cooling Load 148
Operating Hours (h) 8

Daily Energy Consumption (kWh) 338



40 bâtiments

| Objet         | Quantite | Consommation unitaire kwh | Consommation totale |  |
|---------------|----------|---------------------------|---------------------|--|
| Fontaine      | 120      | 2.88                      | 345.6               |  |
| Distributeur  | 80       | 2.08                      | 166.15              |  |
| Trotinette    | 230      | 0.378                     | 86.94               |  |
| Golfette      | 10       | 1.8                       | 18                  |  |
| Climatisation | 40       | 338                       | 13531.42857         |  |
| Totale        |          | Journaliere               | 14,148.12 kWh/jour  |  |
|               |          | Mensuelle                 | 424,443.68 kWh/mois |  |
|               |          | Annuelle                  | 5,164,064.78 kWh/an |  |

#### DIMENSIONNEMENT DE L'INSTALLATION

#### **Surface disponible**

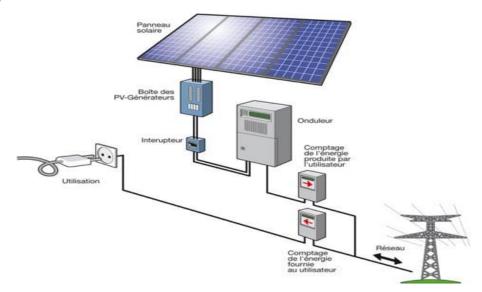
Agora: 9700 m2

#### **Puissance**

150 Wc/m2 Puissance totale: 1.455 MWc

#### **Irradiation**

2353.06 kWh/m<sup>2</sup>/ans



## Pertes en système

8%

#### **Production journalière**

Min: 6.6 MWh/j Max: 8.4 MWh/j Mean: 7.6 MWh/j

#### coût

de production: 0.565 DHS/Wc

**totale:** 26,190,000.0 DHS

#### **DIMENSIONNEMENT DES ARBRES**

#### **Surface disponible**

Ensemble des arbres: 1700 m2

#### **Puissance**

40 kWc

#### **Irradiation**

2353.06 kWh/m<sup>2</sup>/ans



## Pertes en système

8%

#### **Production journalière**

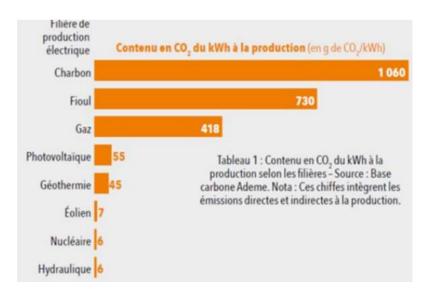
Min: 181 KWh/j Max: 231KWh/j Mean: 209 KWh/j

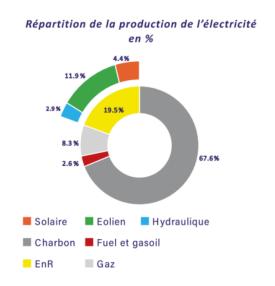
#### Coût

• **de production:** 0.565 DHS/Wc

• totale: 406,800.0 DHS

## **Etude environnementale**





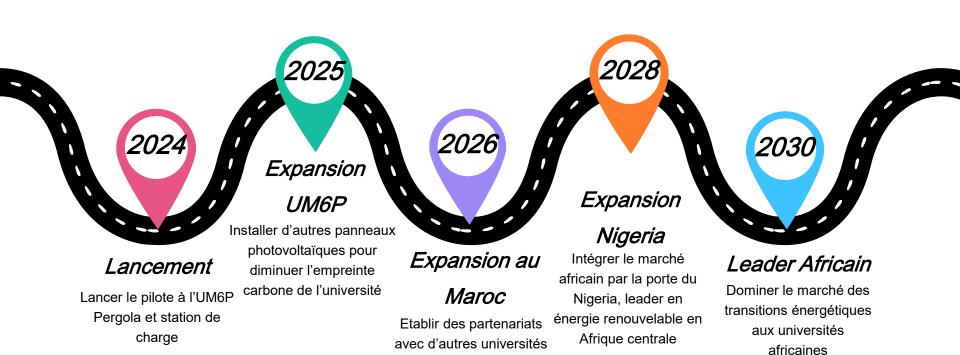
Co2=0.5\*Fecharbon+0.14\*Fegaz+0.2\*Fefioul+0.06\*Feeolien+0.06\*Fehyd+0.04\*Fesolaire Donc Co2=730 g CO2/kWhe

- ☐ Le PV produit **55g** de **CO2/kWh**
- □ 1kWhe du réseau émet 0.73 kgCO2
- Quantité de CO2 qui serait émise par 3.6 GWh réseau = 2606 t de CO2/ans
- ☐ Quantité de CO2 émise par 3.6 GWh solaire = 196 t CO2/ans
- ☐ Emissions évitées= 2606 -196 = 2410 t CO2/ans



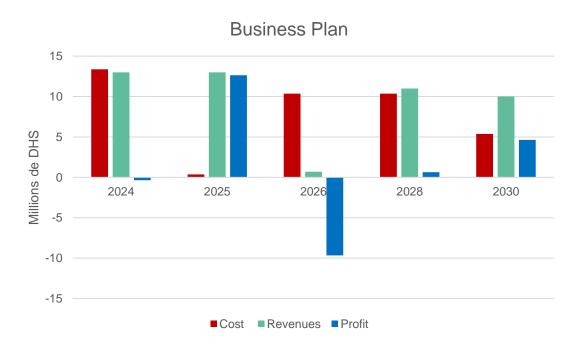
| Annee | Prix du secteur en Million de Dhs | Prix Actualise | Prix en cas d'investissement | Gagnes Carbones |
|-------|-----------------------------------|----------------|------------------------------|-----------------|
| 1     | 5.8                               | 5.80           | 13                           | 0.24            |
| 2     | 5.8                               | 4.79           | 11.82                        | 0.218181818     |
| 3     | 5.8                               | 4.36           | 0                            | 0.198347107     |
| 4     | 5.8                               | 3.96           | 0                            | 0.180315552     |
| 5     | 5.8                               | 3.60           | 0                            | 0.163923229     |
| 6     | 5.8                               | 3.27           | 0                            | 0.149021118     |
| 7     | 5.8                               | 2.98           | 0                            | 0.135473743     |
| 8     | 5.8                               | 2.71           | 0                            | 0.123157948     |
| 9     | 5.8                               | 2.46           | 0                            | 0.111961771     |
| 10    | 5.8                               | 2.24           | 0                            | 0.101783428     |
| 11    | 5.8                               | 2.03           | 0                            | 0.092530389     |
| 12    | 5.8                               | 1.85           | 0                            | 0.084118536     |
| 13    | 5.8                               | 1.68           | 0                            | 0.076471396     |
| 14    | 5.8                               | 1.53           | 0                            | 0.069519451     |
| 15    | 5.8                               | 1.39           | 0                            | 0.063199501     |
| 16    | 5.8                               | 1.26           | 0                            | 0.057454092     |
| 17    | 5.8                               | 1.15           | 0                            | 0.052230993     |
| 18    | 5.8                               | 1.04           | 0                            | 0.047482721     |
| 19    | 5.8                               | 0.95           | 0                            | 0.04316611      |
| 20    | 5.8                               | 0.86           | 0                            | 0.039241918     |
| 21    | 5.8                               | 0.78           | 0                            | 0.035674471     |
| 22    | 5.8                               | 0.71           | 0                            | 0.032431337     |
| 23    | 5.8                               | 0.65           | 0                            | 0.029483034     |
| 24    | 5.8                               | 0.59           | 0                            | 0.026802758     |
| 25    | 5.8                               | 0.54           | 0                            | 0.024366144     |
|       | somme                             | 53.174         | 24.818                       | 2.396           |
|       |                                   |                | Cout total                   | Gagne total     |
|       |                                   |                | 22.422                       | 30.752          |

# **Business Roadmap**



marocaines

## **Business Plan**









#### **Annexe**

#### PERFORMANCE OF GRID-CONNECTED PV: RESULTS PV output Radiation Info 🚔 PDF Summary Monthly energy output from fix-angle PV system Outline of horizon 300k Provided inputs: Location [Lat/Lon]: 32.222,-7.941 Horizon: Calculated 250k Database used: **PVGIS-SARAH** PV technology: Crystalline silicon Ν 1455 PV installed [kWp]: NW NE energy output [kWh] 200k System loss [%]: 8 45 Simulation outputs: 150k Slope angle [°]: 31 (opt) Е W Azimuth angle [°]: 1 (opt) Yearly PV energy production 2773831.72 [kWh]: 100k Yearly in-plane irradiation 2345.03 [kWh/m<sup>2</sup>]: SW SE Year-to-year variability [kWh]: 54416.19 50k S Changes in output due to: Angle of incidence [%]: -2.58 0.17 Spectral effects [%]: 0k Horizon height Temperature and low Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec -- Sun height, June -9.44 Jan irradiance [%]: ----- Sun height, December Month Total loss [%]: -18.7

PV electricity cost [per kWh]:

0.441

#### **Annexe**

Rapport: PVGIS-5 GridConnectedPV 32.222 - 7.941 SA crystSi 40kWp 8 31 (opt)deg 1 (opt)deg.pdf