

# **Meeting with SignAll regarding Appsolu**

group 1, 2, 3, 4

Date: 10/17/2022

Location: SignAll Factory

Type of meeting: Factory Tour, Specifications

**Attendants:** Karine VINETTE, Laura-Lee HOLLANDE, Quentin CLEMENT, Théo TROUVÉ, Élise GAUTIER, Alexandre BOBIS, Rémy CHARLES, Robin DEBRY, Cédric DUMEZ, Nicolas RICHARD, Bertrand MEURIOT, Charlotte WAGNER

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## **10H-10H30:**

### **Site visit**

Meeting with Cédric, quick introduction and presentation. We explained why we were meeting them. After the presentations they gave us a tour of the production site and explained to us the different elements of their product conception, their innovations and some information about their market.

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## **10H30-11H50:**

Meeting with Cédric DUMEZ, Charlotte WAGNER  
and Bertrand MEURIOT

### **Subjects mentioned:**

- More details on their market and the position of the technology in signage. SignAll wants to be a forerunner with Appsolu and stay one step ahead of their competitor.
- SignAll sends signage outside France in Europe. We have to consider the laws in France but also in Europe concerning illuminated signs. It should be noted that France has one of the most stringent regulations on light pollution and night-time lighting.
- The module needs to be able to be retrofitted to older signs, and easily addable and removable. The product only needs to work with leds.

- The module needs to be adaptable to all panels, even those of the competitor.
- Their expectations about this project.
- Exposition of the features we want to offer them and we talked about them.
- The product should be practical and discreet, they advised us to imagine the product as a small box.
- A V1 version already exists but is unstable in use.
- Reminder of laws that may affect the project and prohibitions.
  - Flashing signs are prohibited by law.
  - Laws on night-time lighting.
- Using the Local Wi-Fi is prohibited because of security reasons regarding banks and insurances.
- Their ambition and their desire to bring the signage industry up to date.
- The importance of innovation for SignAll.
- The vision they have for their product in the future and its impact on SignAll.
  - To be one step ahead of future environmental regulations.
  - Staying one step ahead of the competition.
  - Getting new customers.
  - Revolutionising the signage industry.
- How Appsolu will affect the lives of employees affected by its use.
- With this new product, SignAll wants to completely abandon its curative maintenance model for a preventive model (based on anticipation) and subsequently introduce a predictive maintenance model (based on real-time conditions of assets) in the signage industry.
- Ideas for future product development (out of scope).
- “Group system” that turns off some signs in the case of singular failures for aesthetic reasons.
- Possible effect from the outdoor environment on leds (weather...).
- The different signs and whether there could be differences according to the sign.
- The operating conditions of the product.

- The movement about turning off illuminated signs at night in cities and the impact this could have on the product.

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**11H50-12H15:**

### Conclusion

We have finished the meeting. We discussed the project, the problems encountered and our progress. Thank you and return to ALGOSUP.