Notes and answers

Do all buildings get the data automatically? -> Do we need to collect the data? Can we use the company’s data? Buildings that are connected to Oman system maybe 100 houses. Oman’s new device collects data automatically and it can be sent to own database. I suggest that the software is sold together with a device that automatically collects the data and it can also adjust the heating and other systems from a distance. Then no one has to go to the building making adjustments and time is saved.

Who is the direct customer / communication partner?  
-> Does the “Property manager” coordinate and hire the company? Traditionally the service has been sold to the property manager. Residents are the ones who are actually interested in saving money. Maybe the solution should be sold to residents directly.

Do they already have their own algorithm for the data? Only Excel’s own calculations. We have to make new algorithms. The biggest thing is making energy usage comparable to other months and same month last year. At the moment they use Motiva’s heating need number that eliminates the effect of the weather to the energy usage. Could we create a better system?  
Other thigs that have to be calculated:

* yearly usage estimations
* budget for energy usage
* if a meter has been changed they need to make previous data comparable with the new meter
* if the meter goes around (starts again from 0) it has to be taken into account
* estimating the energy usage if the numbers are missing or incorrect

Price: the offer is 1,5-3% of the energy costs of the building. The more technical the building is the higher the price. Extra payments for extra visits. Normal packet includes 3 visits/year Consider: could the price be lower when the solution has been in use for a long time. We can give suggestions for pricing

There are other competing solutions that offer a software in witch energy usage numbers are collected and it makes a rapport of them. Property managers and maintenance companies have a software which alarms if the predefined limits are crossed. They don’t want another system. If we offer a solution that says that there was a problem but it is taken care of their life becomes easier 🡪 that they could buy. The property manager needs to be assured that this is not just another system for reporting it is much more than that.

Partner’s suggestions and comments

Showing the savings compared to the costs of the service

Show to customers how much energy they have saved since the beginning of the contract or the year.

Show to a prospect and a customer how much time it takes before the solution pays back 🡪 payback time to the software and to selling materials

We need a real time solution for collecting energy. The technology already exists.

There will be a big work in transferring the calculation mechanisms to the new program.

Email to customer about energy usage or another solution that shows the usage and savings easily in one page. Customers can use it in a resident’s meeting.

Customers don't understand how the devices work and why they should buy them.

What kind of sensors should be used and where to put them? Think e.g. new ideas to how to sense the problems in the buildings faster and easier.