IST DEV

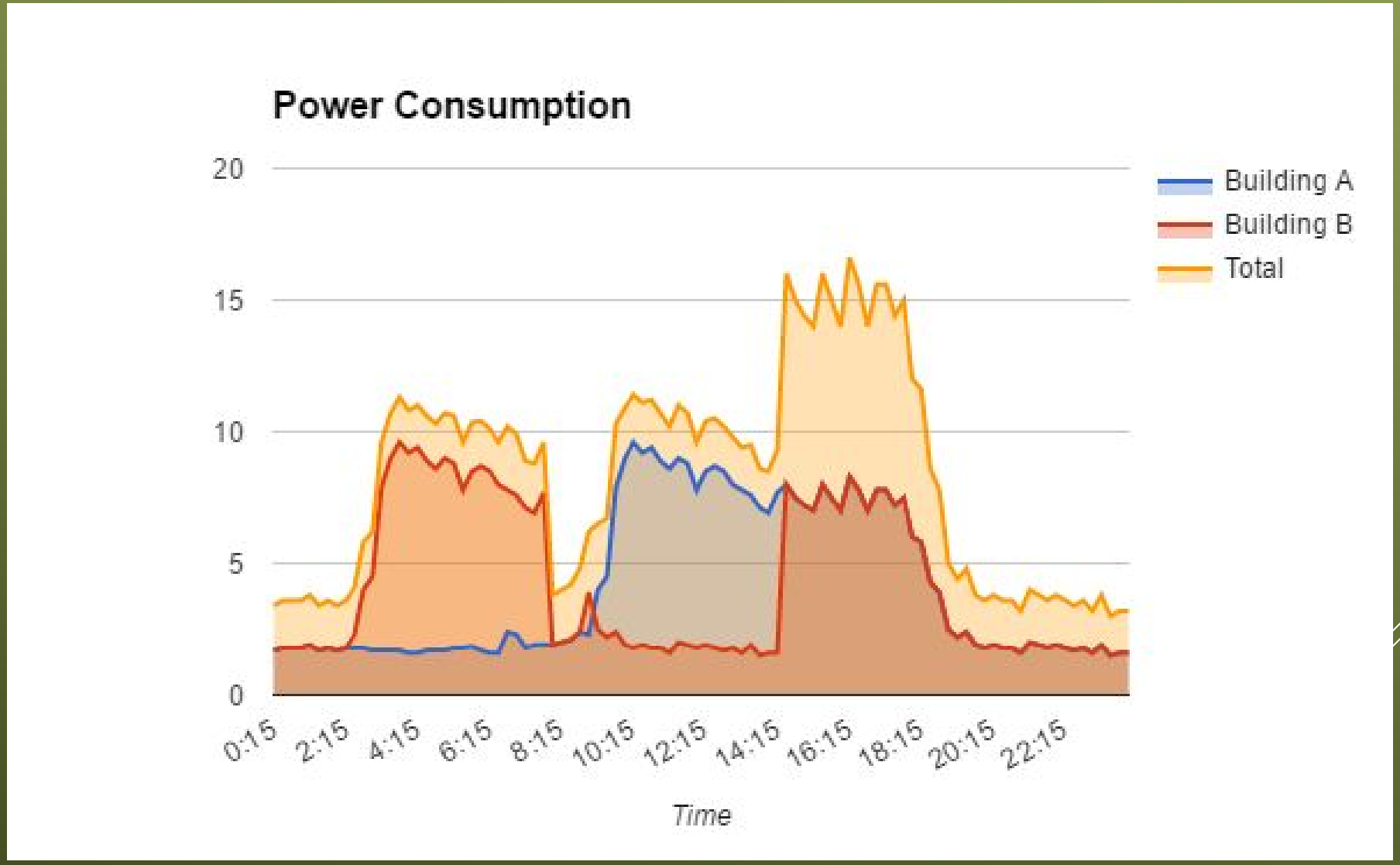
ΔΗΜΗΤΡΗΣ ΜΑΣΣΑΑΝΤ

ΓΙΩΡΓΟΣ ΤΣΕΓΚΑΣ

ΑΛΕΞΑΝΔΡΟΣ ΛΕΟΝΤΑΚΙΑΝΑΚΟΣ

Electrolutions

NEED- MARKET GAP



OUR APPROACH

1. Ranges - measurement
2. Input - Compare
3. Make proposal
4. Take action
5. Repeat

BENEFITS

- Added value and benefit for all the members involved
- Great opportunities and continuous evolution

CONCLUSION

“Same consumption,
smarter actions,
in a more economic way”

BUSINESS MODEL CANVAS

1. Key Partners

ΔΕΗ - O.T.A - Bank

Reduced resources for the electricity provider. Reduced electricity billing. High investment payoff.

2. Key Activities

Energy consumption measurement & stabilization

Collaboration between actors (buildings).

3. Value Proposition

Efficient usage of energy power - reduced expenses

Meet the needs of: money saving, better distribution of power consumption, resources saving. Contributes to the transparency of local authorities by offering the organization's power consumption data.

4.Customer Relationships

Direct & win-win relationship

Direct communication among our business and the customers in order to regulate the energy consumption. After sales services (guarantee and repair)

5. Customer Segments

O.T.A and Mid-voltage consumers

The Electrolution service will be initially implemented on O.T.A buildings and after a whole year of usage it will be available for Mid-voltage consumers.

6. Key Resources

Hardware & Software

Raspberry pi with two addons (controller, sensors) Server running nodejs with HTML, CSS and JavaScript for front-end

7. Channels

Bank institutions

The Electrolution service will be provided through Bank institutions which will simultaneously offer initial funding. Consumers who can afford the service will be able to purchase it, directly from our business.

Flow Chart