



CORPORATE DOSSIER

SATEL IBERIA

+34 91 6362281
info@satel-iberia.com

www.satel-iberia.com | www.sennetiot.com



A low-angle, upward-looking photograph of several modern skyscrapers with glass facades, creating a sense of height and architectural scale. The buildings are dark against a bright, hazy sky.

Content

INTRODUCTION 03

PRODUCT 05

TECHNOLOGIES 07

SERVICES 08

INNOVATION ACTIVITY 09

QUALITY 10

SAFETY, EFFICIENCY & CONNECTIVITY 11



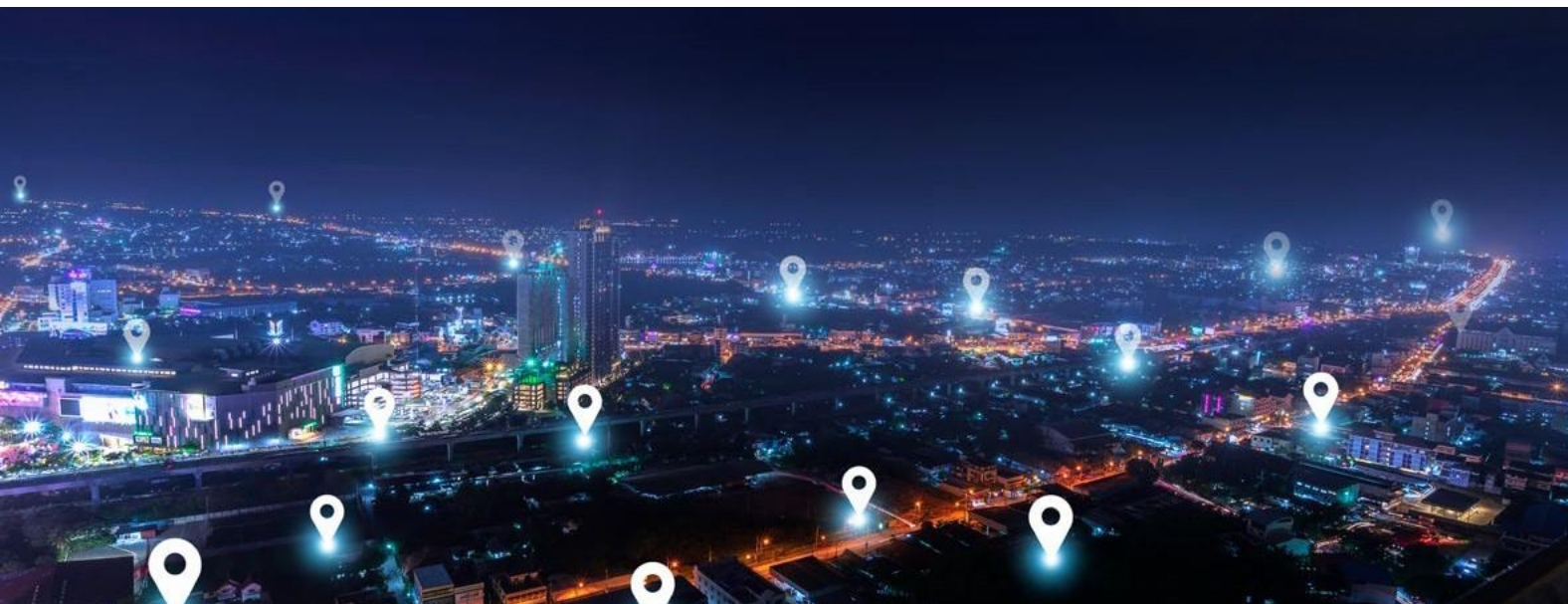
INTRODUCTION

Solutions for Monitoring and Control

Satel Iberia is a Spanish company founded in 2005 and specialized in monitoring and control solutions for energy applications, both for consumption and generation.

Satel Iberia's profile is highly technological, and over the years it has developed a wide range of products and solutions, both hardware and software. Satel Iberia's R&D activity has been and continues to be constant, with a significant investment in resources, obtaining excellent results backed by two patents, innovation certifications by accredited companies and several public recognitions, for example, from the European Commission for its innovative excellence.

Satel Iberia's activity is mostly focused on the Spanish and Portuguese market, with activities also in Europe and Latin America. The commercial development is carried out through an extensive network of partners, mainly made up of engineering and energy service companies.



CUSTOMERS

Distribution Channel

Satel Iberia currently has a **policy of sales** through the **distribution channel**.

In collaboration with our partners, we have developed projects in companies such as: NH hotel chain, DIA% supermarket chain, the Deputies Congress, Mutua Madrileña buildings, GMP offices, penitentiary centers, hundreds of Madrid City Council buildings, the IVECO factory, BMW dealerships, etc...

But **the bulk of our sales** are made **through an extensive network of partners** with whom we collaborate closely and continuously to provide solutions to our customers.

The **partners** are usually **engineering companies** or **energy services companies**. Among these companies are the **main technology companies in Spain** that are active in the field of energy, such as **Acciona, SICE, Engie, Indra, etc.**, but our collaboration also extends to a **large number of medium and small companies in the energy sector**, as the market is currently very fragmented.

The relationship with our partners is very stable, so that the collaboration is usually extended over the years. Our **customers**, and the **market** in general, perceive our **solutions as very robust, open, flexible and modular**, so it is normal for us to be **stable partners with our customers** in the projects they undertake.

The bulk of our sales are made through an extensive network of partners with whom we work closely and continuously to provide solutions to our customers.

PARTNERS

01

ENGINEERING

ENGINEERING

Among these companies are the **main technology companies in Spain** that are active in the field of energy, such as **Acciona, SICE, Engie, Indra, etc**



02

ENERGY SERVICE

ENERGY SERVICE COMPANIES

Our collaboration also extends to a **large number of medium and small companies in the energy sector**, as the market is currently very fragmented.



PRODUCTS & SOLUTIONS	APPLICATIONS
Energy monitoring of consumption and generation in buildings and facilities. LINK +	In the field of generation, specializing in photovoltaic self-consumption and in its advanced applications, such as energy communities
Management of energy loads LINK +	Through the application of algorithms and optimization criteria.
Monitoring of photovoltaic plants LINK +	Both for facility management and for reporting requirements to regulatory authorities.
Function "Power Plant Controller" LINK +	In photovoltaic parks, in accordance with the normative of the regulatory authorities.
Street Lighting LINK +	Both in terms of monitoring and control of the luminaires.
Monitoring of environmental parameters LINK +	In the Smart City area, such as air quality.

SCOPE OF SOLUTIONS

Wide range of Products and Solutions

Satel Iberia offers a wide range of products and solutions, detailed below, mainly in the fields of Energy, Smart City and Smart Grid.

Our products allow us to measure and act in the fields of energy (both consumption and generation) and the environment (air quality, environmental probes, etc.).

The end users of our products are in the tertiary sector and in industry. We are not currently focused on the domestic sector.





PRODUCT

Own Design and Manufacture

In order to cover the solutions described before, Satel Iberia has developed a series of products which are described as follows:



Range of Environmental Sensors

- CO2
- Temperature & Humidity
- Suspended particulates
- Lighting
- Motion
- Pulse counter

Radio Frequency Solutions

- The above-mentioned sensors operate with two possible radio communication technologies.
- Gateway for radio-frequency integration of third-party equipment with the dataloggers.



Dataloggers

An extensive range of dataloggers. Over the years the range has evolved from the 150-160 series, 170 - 180 series and currently the 270 - 280 series, called SenNet IoT. To focus on the SenNet IoT series, here is a summary of its features:

- Datalogger with colour display and keypad
- Expansion capability thanks to the Smart Bus system (patented)
- Option of integrated electrical analyzers
- **Expansions available:**
 - Electrical analysers
 - Digital inputs and outputs
- **Router integrated**
- Radio frequency communication integrated



THE ONLY ELECTRICAL ANALYZER THAT MEASURES AND SENDS DIRECTLY TO THE INTERNET

- Plug & Play
- Measurement of Consumed energy.
- Measurement of Generated Energy
- In addition, you can manage data of 6 other equipments (water, gas, CO2, Temp..)
- Quick and easy setup.

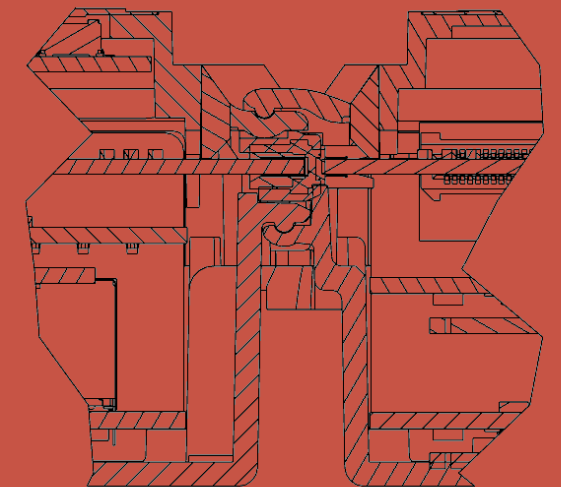
IoT Energy Meter Based in SIGFOX techlogy





TECHNOLOGIES

Development and Technology



The development of the above products is based on technologies developed by Satel Iberia.

- Wireless communications, based on two technologies::
 - RFNet: mesh network integrated as standard in the dataloggers that allows wireless communication with sensors and third-party equipment.
 - LongNet: long coverage and high penetration power network based on IoT modulation technology that allows the implementation of extensive networks of meters connected to dataloggers and Smart City solutions.
- Low power, the technology on which our environmental measurement sensors are based, enabling capture and delivery of data without external power supply with long lifetime.
- Protocols. Satel Iberia technicians are experts in the implementation of protocols, thanks to which our dataloggers have a wide capacity for integration with third-party equipment and platforms.
- Electrical measurement, technology implemented in our dataloggers and analyzers that allows electrical measurements with high accuracy and versatility.

Some of the technologies used in our equipment have been patented, for example:



PATENTE ES2560894

Power consumption measurement system with direct cable attachment.



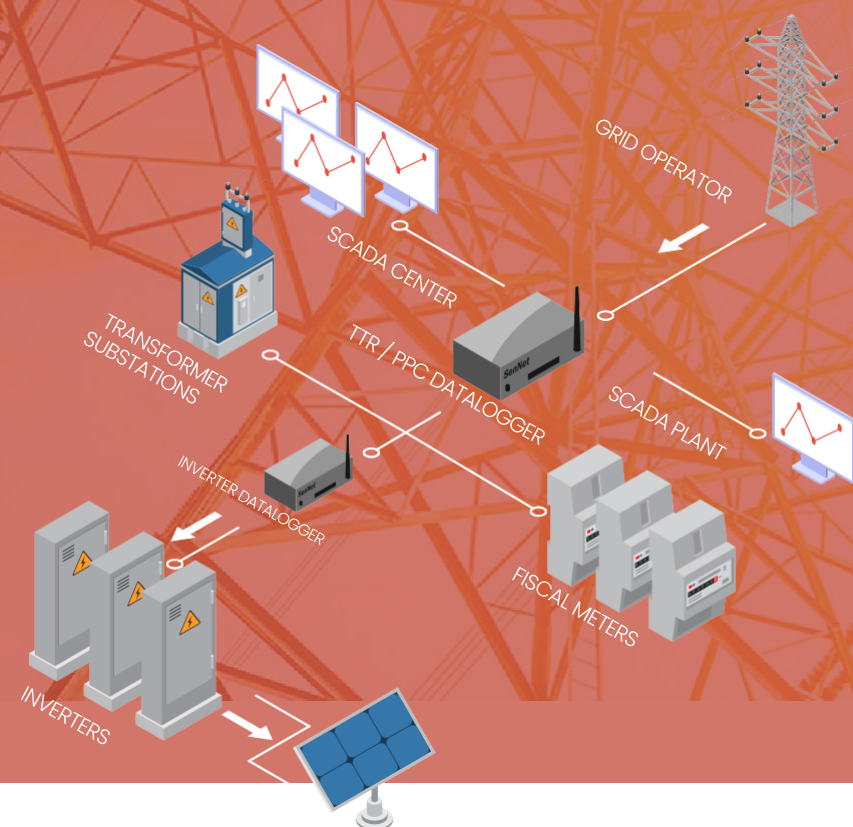
PATENTE ES2794655A1

Modular system for data loggers.

SERVICES

High Commitment and Professionalism

Satel Iberia complements its products and technologies with a series of services to our customers that our team performs with high commitment and professionalism:



PRE-SALE

A relevant part of pre-sales is the design of radio solutions which requires the ability to calculate theoretical coverage, as well as offering tools for radio signal level measurements in installations, such as with our product "RF Test Kit".



We collaborate with our partners in the design of solutions. The field of energy monitoring and control has the peculiarity of covering very different applications that require customised solutions and Satel Iberia is able, and does so with great recognition from our customers, to actively participate in pre-sales work.



STUDIES OF RADIO COVERAGE

INSTALLATION

The design of our solutions allows us to be very efficient in the commissioning of the solutions, supported by the verification technology of the dataloggers, whether it is for an on-site or remote commissioning.



In the installation phase we can participate with **our own technicians or by training and preparing partner companies.**



COMMISSIONING

REPAIR



Repairs to our equipment are carried out by our own means, offering customers highly flexible and agile solutions to ensure maximum availability of their monitoring systems.



INNOVATIVE ACTIVITY

Constantly Evolving Innovation

Innovation has always been a constant in Satel iberia's development strategy.

In addition to the patents granted, we have been awarded two Seals of Excellence by the European Commission by an independent panel of experts for our Meterless development. We are recognised as an Innovative SME by the Spanish Ministry of Economy and Competitiveness. We have two R&D project certificates from accredited external companies.





QUALITY

Excellence and Sustainability

Process quality results in an efficient and sustainable operation of the company, as well as in the excellent performance and very low failure rate of the products placed on the market.

Satel Iberia's commitment to quality and the environment is reflected in its Integrated Management System supported by certifications:



TECHNOLOGY

Security, Efficiency & Connectivity

With a Security Certification, Satel Iberia guarantees that all its processes and communications comply with security standards.

Communications Security

Secure communications are essential in the Datalogger. Both in the meters it reads or equipment it controls and in the platform to which it sends data or from which it receives control instructions.

Energy Efficiency

The Datalogger is the best tool to **combat climate change**. They help to **save energy** and **better manage the clean energy generated**. They have been developed and manufactured with the Carbon Footprint in mind, minimizing their impact throughout the manufacturing and distribution cycle.

Linux Operating System

Modularity, scalability, connectivity and stability are just some of the advantages of using an **open and standard operating system such as Linux**. The datalogger uses the Linux operating system and this provides guarantees of present reliability and future evolution.



SECURITY

In the Datalogger, **secure communications** are essential whether in meters, equipment or in meters as well as in control equipment or platforms.



ENERGY EFFICIENCY

Dataloggers help to **save energy** and better manage the **clean energy generated**.



LINUX

Modularity, scalability, connectivity, stability by using an open and standard operating system.

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