



# PITCHING SESSION





# PITCHING SESSION



**Elodie Bondi, general director**





---

**Introduction to our  
solutions and services**

---



# | A world of challenges

Energy efficiency is part of a necessary decarbonization plan



## Climate change

2022 is the 3rd hottest consecutive year in the history



## Booming energy prices

Energy prices have reached unprecedented levels and that is a long term trend



## Energy efficiency

Governments and major utilities are requesting massive reduction of energy consumptions



# | Qualisteo

A pioneer into innovative smart-metering



Renowned for its  
innovative technology  
in smart metering

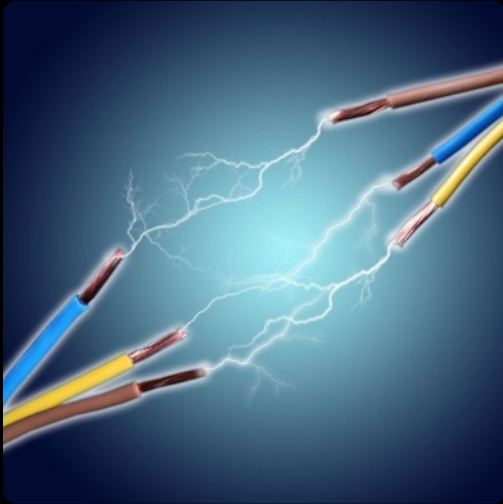
A global solution  
dedicated to energy  
efficiency in buildings  
and manufacturing  
sites



- Company founded in 2010
- European Innovation Award winner
- 20+ team in Nice & Paris
- Solution deployed in 35 countries
- 500 projects operating 1500 systems
- Patented & certified solution

# | A unique solution

Relying on 4 innovative pilars



**Smart metering**

**Lynx<sup>2</sup>**

A multiple energy & fluids  
measuring system

Electricity, gas, water



**Data management**

**Patented algorithms**

Software pack dedicated  
to data management



**Dashboards**

**Wattseeker**

Energy data analytics,  
dashboarding & reporting  
software platform



**Energy efficiency**

**Energy management**

Energy auditing, action  
plan reviews, ISO50001,  
compliance

# | Energy optimization

10% savings with ROI in less than a year



## Measure

Certified smart metering system  
Easy-to-install, non-intrusive, no process shut down  
Accurate and reliable consumption data



## Understand

Real time data available live on the SaaS platform  
Breakdown of consumptions by zone & usage  
Energy Performance Indicators



## Save

Consumptions mapping, fault identifications, and improvement plan  
Regular action plan monitoring to ensure effective 10% savings  
Fitted for ISO 50001 and IPMVP

# | At a glance

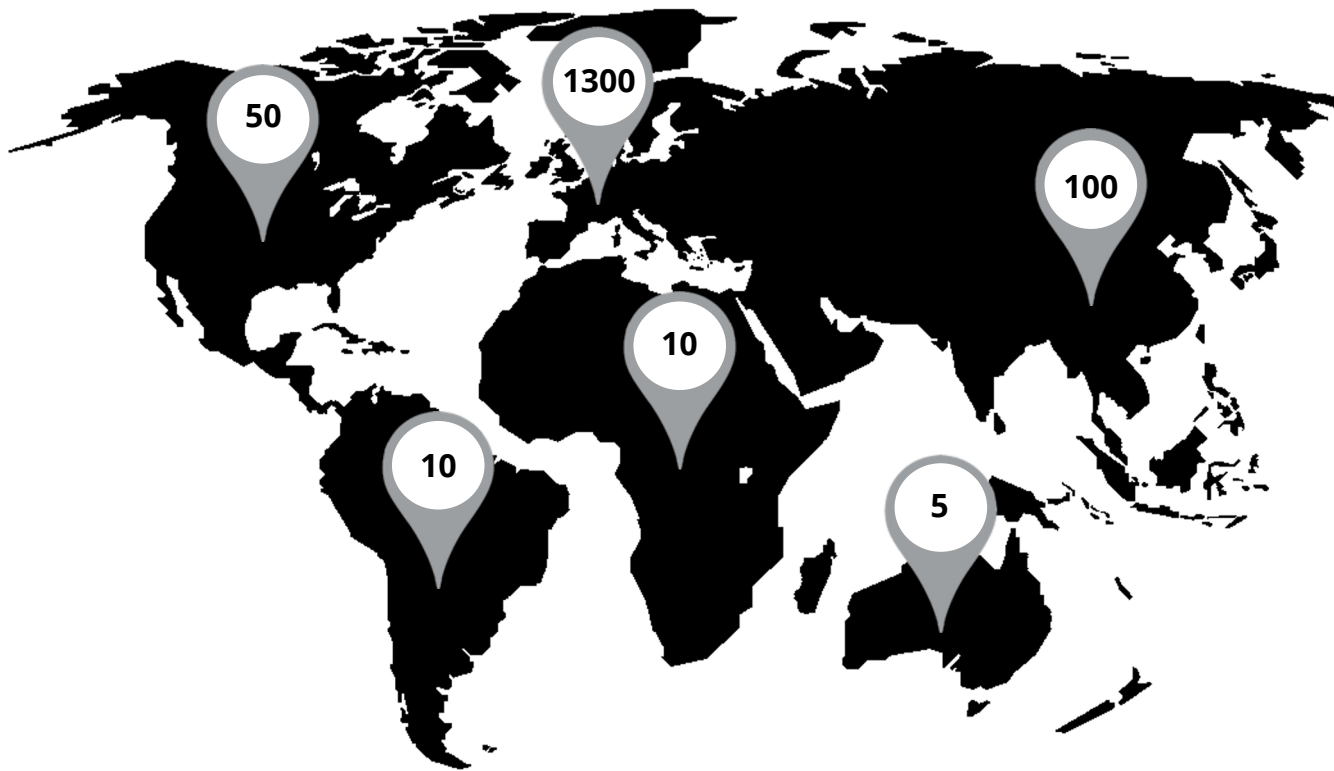
Our value proposition

- 1 **Smart** accurate, reliable, non-intrusive submetering system
- 2 **Simple** easy-to-install and cost-competitive solution
- 3 **Service** inside to generate effective savings



# | They rely on Qualisteo

In more than 35 countries around the globe



# | They did it...

What about you ?



## AIRPORT

12 buildings and terminals

- **17% savings**
- Peak consumption management
- Lighting management
- Compressor optimization
- Adjustment of HVAC controls

## EIFFEL TOWER

Technical systems, restaurant & shops

- **12% savings**
- Identification of faulty consumptions
- Energy Audit EN16247



## PHARMACEUTICAL PLANT

Pharmaceutical processing site (production of injectable ampoules, tablets, capsules, syrups, ...)

- **19% savings**
- Lighting replacement
- Timer on vacuum cleaners
- HVAC controls

## INCINERATION PLANT

Domestic waste incineration plant

- **9.5% savings**
- Air treatment
- Compressed air
- Lighting
- Smoke treatment
- Hydraulic force



# | They did it...

What about you ?



## MUSEUM

Main hall and exhibition rooms

- **17% savings**
- Reduction of base load
- Retrofit of lighting systems
- Optimization of compressors
- BMS retrocommissioning

## STADIUM

Stadium, swimming pool, sport hall, parking, catering

- **13% savings**
- Continuously operating equipment with a special focus on HVAC systems
- Synchronization of pumps and extended duration of outages
- Reduced mode on electric heating equipments



## WATER TREATMENT PLANT

Waste Water Treatment Centre

- **13% savings**
- Driving force
- Lighting
- Process optimization
- Maintenance optimization

## HQ BUILDING

Office tower located in Paris La Défense

- **14% savings**
- HVAC controls
- Domestic hot water
- Lighting
- Optimization of peaks on other types of equipment







---

266, Avenue de la Californie  
06200 Nice - France

+33493973762

---

[contact@qualisteo.com](mailto:contact@qualisteo.com)