The SMART HYBRID POWER UNIT:

The new effective solution to power off-grid telecom sites.

Sarkis Armoudian – Guillaume Jullien de Pommerol
22-23 October 2015, TBB Berlin
A specific power context in emerging countries

- **73%** diesel generator
- **75%** failures due to power.
- **1st Operational Expense**

→ **NEEDS:**
- DECREASE OPERATIONAL COSTS
- and SECURE POWER SOURCE
Evolution of telecom equipment

1995 - GSM
5 500 Watts

2015 – 4G
800 Watts

→ Power consumption divided by 7.
Existing solutions:

- Diesel generators
- 100% solar solution
- Hybrid integrated solution

... not really adapted any more

CYSALYS has developed the SMART HYBRID POWER UNIT

New equipment generation consumption < 1500 Watts
The targeted market

AFRICA + MIDDLE EAST

Existing telecom sites
sites < 1500 Watts
Diesel generator life time

40 000 /year

New sites to be equipped

8 000 /year

Total: 48 000 units/year
1 billion €uros potential market
Next steps

- POC OK + lab prototype
- 1st patent filled
- 1st funding round finalized

- Real scale prototype
- 1st field pilot installed (3 real customers)

→ Business development commercial acceleration (new customers)

→ Commercial growth
- Product industrialization

- 2nd funding round (1 M€)

Number of SHP Units sold
An experimented team with complementary skills

Sarkis Armoudian
expert in mobile network deployment
Founder,
CEO of CYSALYS Technologies.

Guillaume Jullien De Pommerol
expert in broadcast network deployment and operations
Co-founder,
CTO of CYSALYS Technologies.

Qowisio team
Participation in the capital of Cysalys Technologies,
represented by Cyrille Le Floch,
Co-founder
29 customers in 14 countries

Hiring:
R&D engineer
Business development
Thank you
Any questions?

facebook.com/kicinnoenergy
twitter.com/KICInnoEnergy
linkedin.com/company/kic-innoenergy
youtube.com/user/InnoEnergy