



Anthonie van Egmond, Director Octosis BV i.o. October 21st 2015, Berlin



#### **CHALLENGES**



CONTROLLING ENERGY COSTS



UNRELIABILITY



REACTIVE MAINTENANCE



NO OVERVIEW OF OCCUPANCY



OUTDATED PROCESS OF SLA MANAGEMENT



COMPLEX SYSTEM WITH SEPARATED CONTROLS



TIME CONSUMING TO MEET INDIVIDUAL REQUIREMENTS

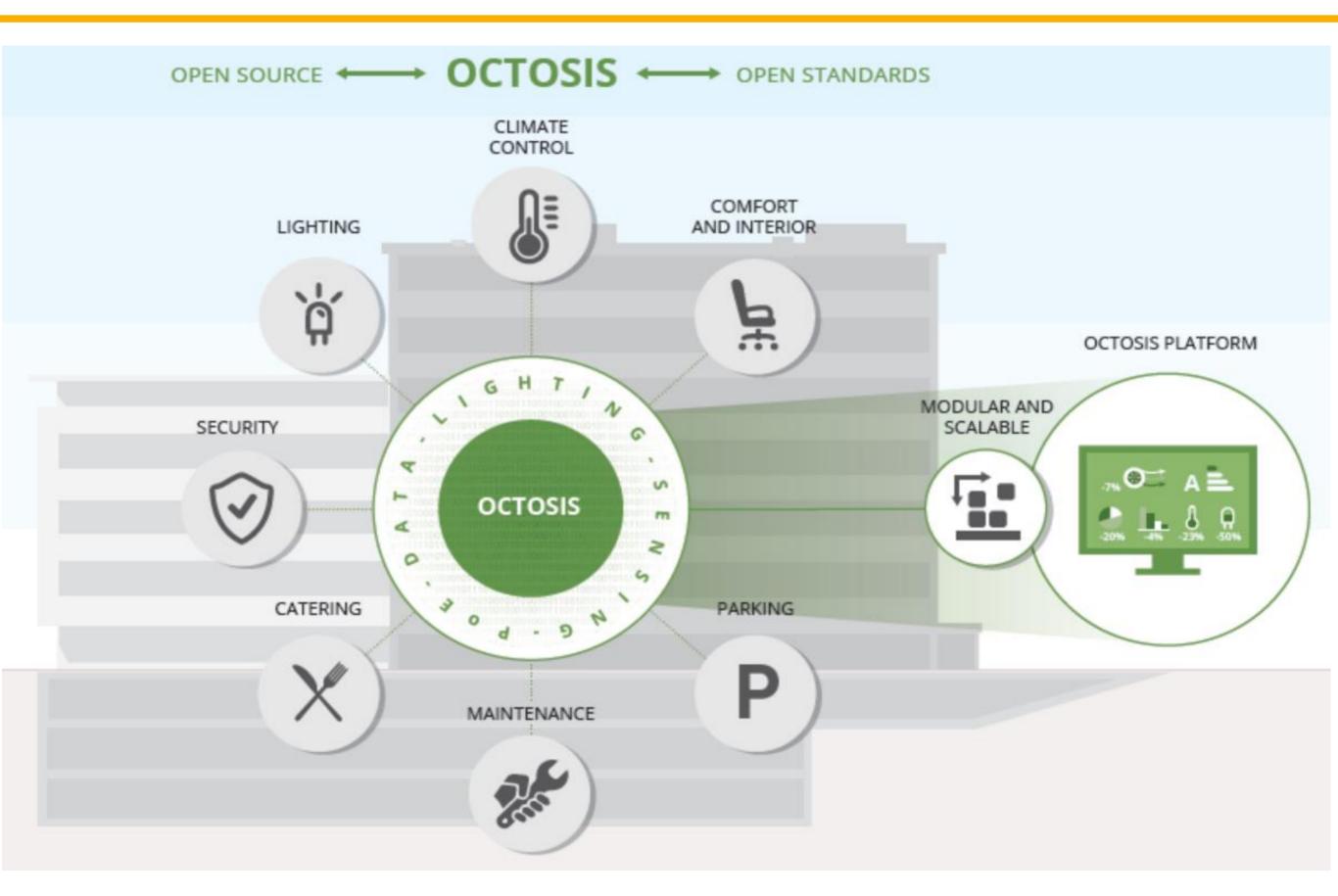


NO REALTIME INSIGHTS



EXPECTATIONS OF EASY-TO-USE SYSTEMS







#### **SOLUTION FOR EACH STAKEHOLDER**

**USER** 

RESPONSIBLE MANAGER (FACILITY, FINANCE, HR, ICT, SITE)

**REAL ESTATE OWNER** 









MORE CONTROL



MORE COMFORT





COST REDUCTION



MORE CONTROL



OF ENTIRE SYSTEM



REMOTE CONTROL



€

OF VALUE



IMPROVE TCO



IMPROVE CSR

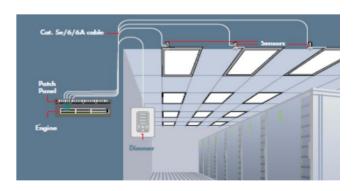


# Octosis target market

Markets \ Products	Basic	Medium	Premium
Offices	<b>√</b>	<b>√</b>	<b>√</b>
Hospitals	$\checkmark$	✓	<b>√</b>
Schools	$\checkmark$	<b>✓</b>	<b>√</b>
Care Centers	<b>√</b>	<b>√</b>	
Car Parks	✓		















## Octosis Value Proposition

- Reduced energy costs
- Integrated infrastructure
- Easy operations
- Open source Open standard
- Higher building E-fficiency
- Lower leave of absence
- Happier users higher productivity





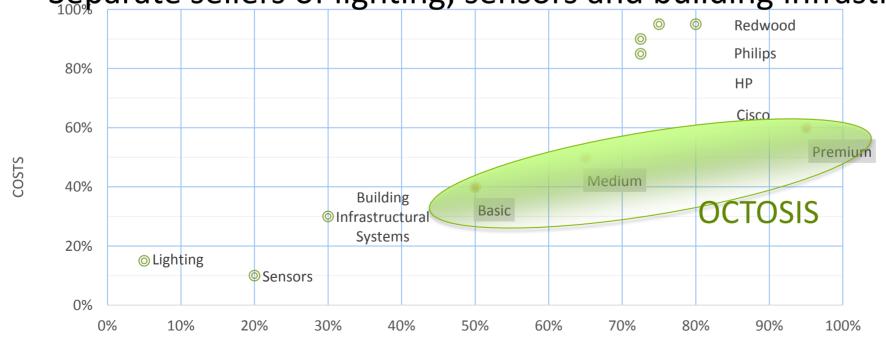




#### **OCTOSIS** vs competitors:

- No direct competitors on this level
  - New concept; integration of all building infrastructural systems information
  - No one offers a structure from design, installation till maintenance
  - Open source open standard >> Others proprietary systems
- Indirect competitors;
  - Sellers of fragmented building infrastructural systems

Separate sellers of lighting, sensors and building infrastructural systems







### Octosis investment opportunity

- \$ 500,000 for Equity and subordinated loan
  - 1<sup>st</sup> round
  - Finalization of:
    - Hard & Software development
    - Connectivity to FM systems
    - Marketing & Sales
    - Pilot projects





### Join us!

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