



OmegaLambdaTec

Pioneering Smart Data Solutions

Dr. Cristiano De Boni

REACH OC3 EXPERIMENT/Business Pitch – Bilbao, 27.09.2023



From Black Holes to Green Energy

Research-experienced astrophysicists for leading energy transition solutions

HIGH-PERFORMANCE AI ENGINES

AWARD-WINNING-
ALGORITHMS

UNIQUE DATA SCIENCE
EXPERTISE

RESEARCH ANALYTICS
METHODS



Volatile energy costs pose high risks to companies

Monitoring and forecasting energy costs is essential for utilities



Track 2 Challenge: Check and forecast energy costs

- Estimate the expenses
- Provide a graphical overview
- Provide a **model** for energy consumption
- **Forecast** the impact on expenses

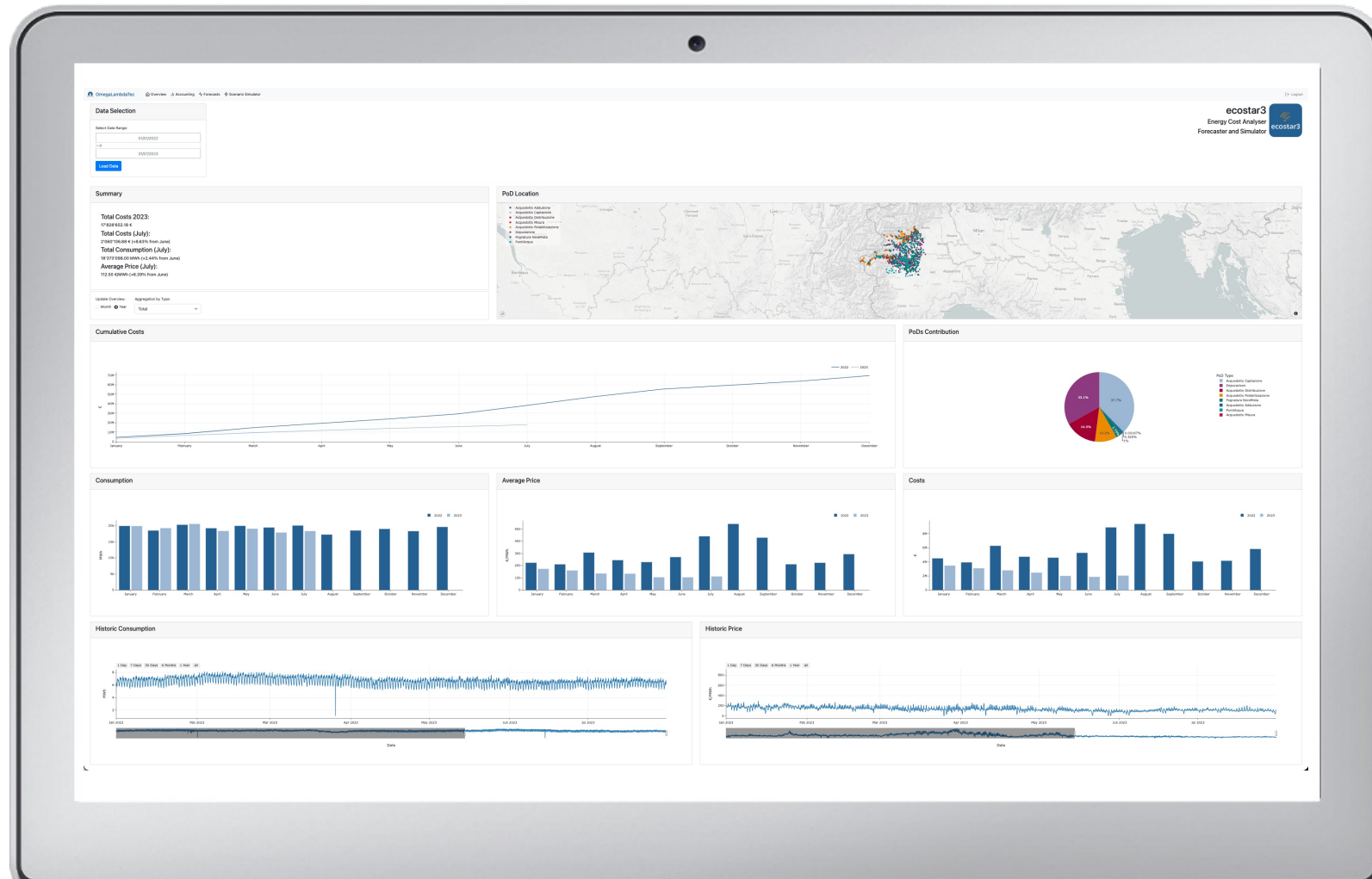


Data Provider:



ecostar3 - the Energy COST Analyzer, Forecaster & Simulator

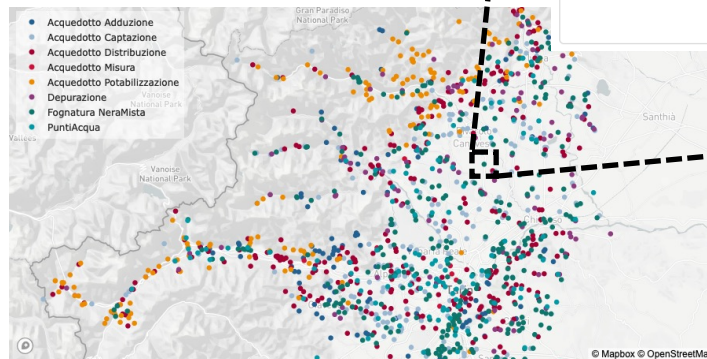
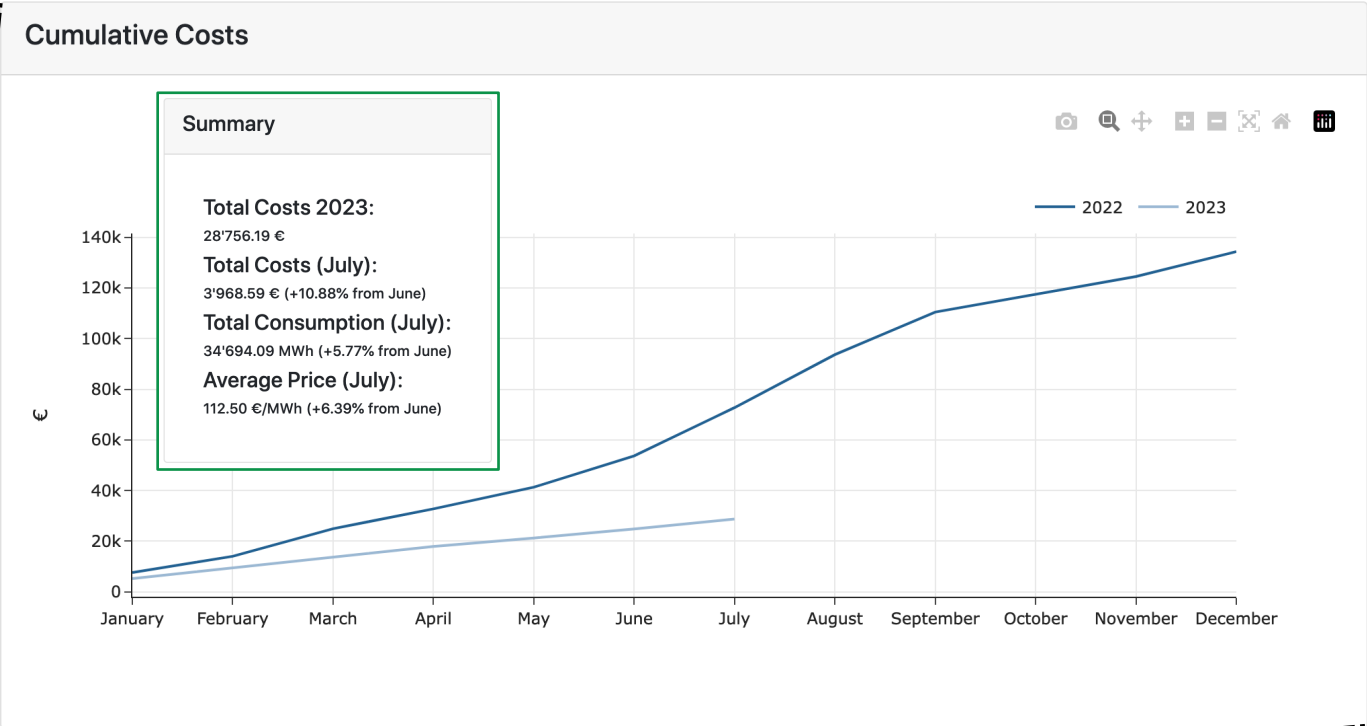
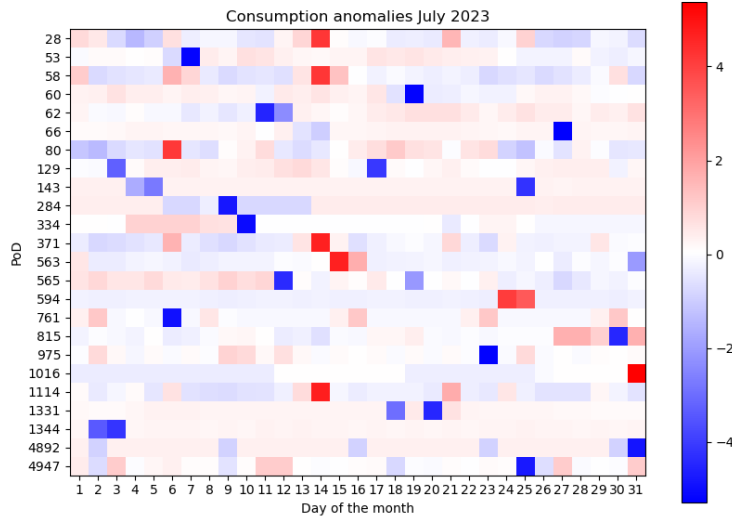
A unique DeepTech algorithm library for managing energy costs in high-risk scenarios





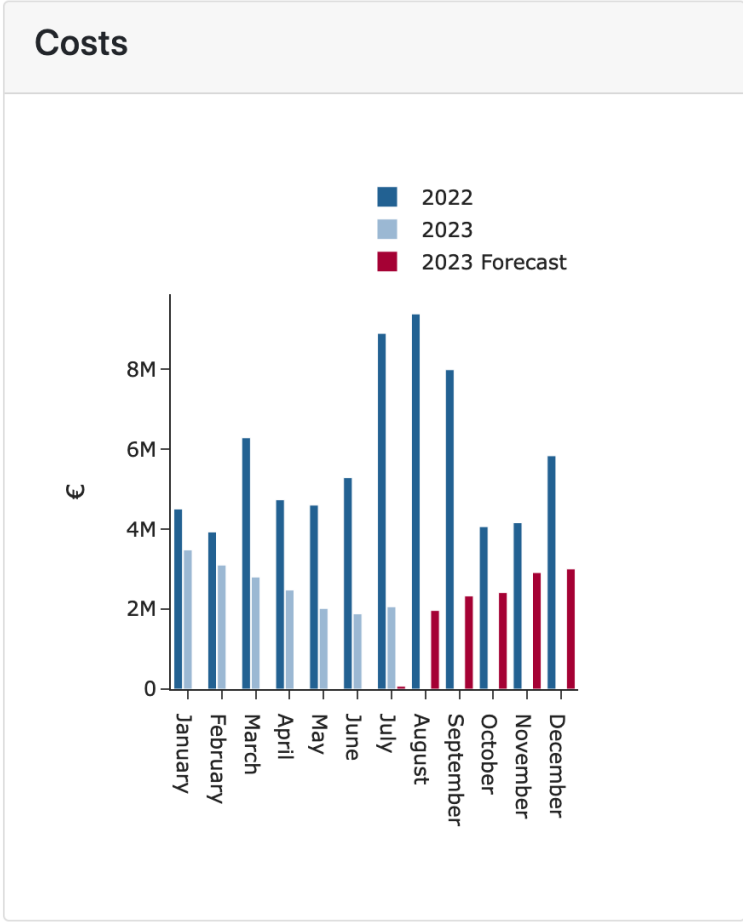
Solution Highlight 1: Accounting & Anomalies

Save hundreds of working hours p.a. by always having the latest updates at your fingertip



Solution Highlight 2: Forecasting

Significantly improve your business planning quality with accurate 12-mo. cost forecasts





Solution Highlight 3: Risk Scenario Simulations

Optimize liquidity buffers with best-in-class risk scenario simulations

Scenario Definition

Choose Scenario Year:
 This year Next Year

Price [%]:

Uptake Energy Efficiency (Captazione) [%]:

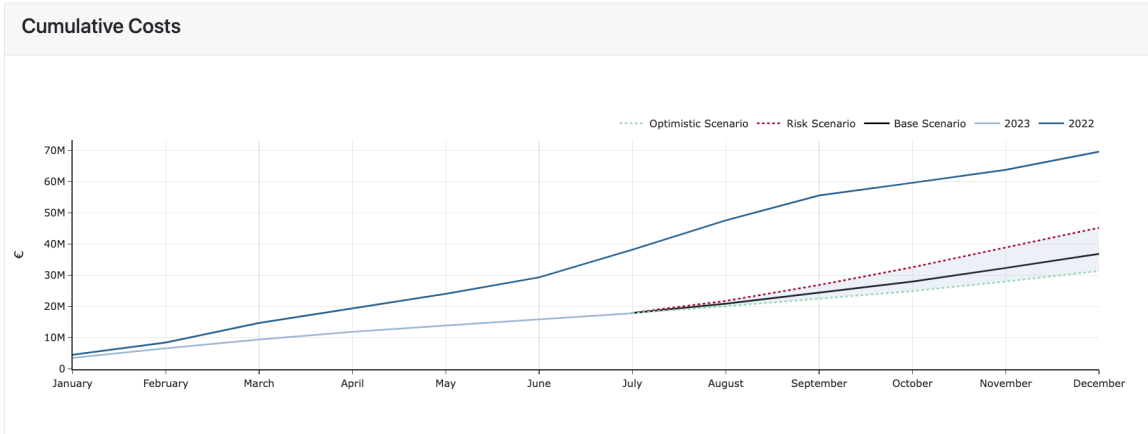
Depuration Energy Efficiency (Depurazione) [%]:

Distribution Energy Efficiency (Distribuzione) [%]:

Purification Energy Efficiency (Potabilizzazione) [%]:

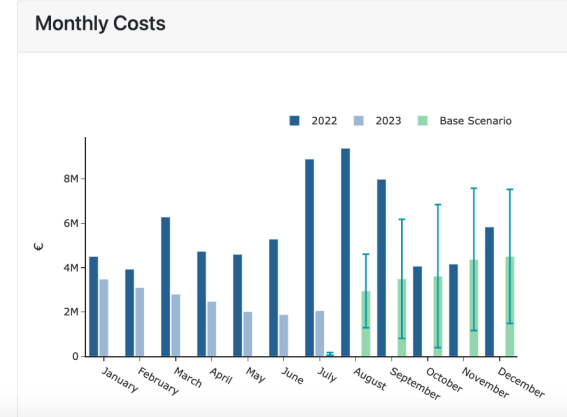
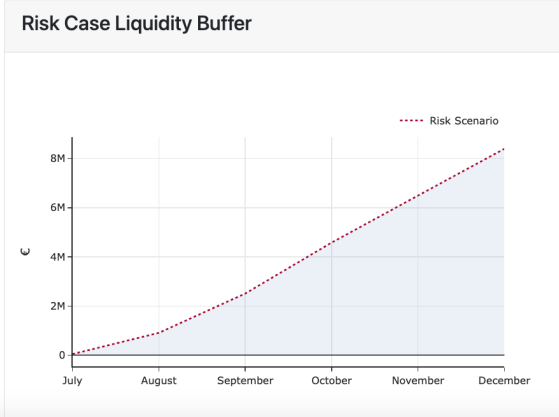
Self-Production (PV, Hydro, Wind) [kWh]:

[Update](#)



Yearly Remaining Costs

Base Scenario:	19'050'892.18 € (+6'350'297.39 € compared to Forecast)
Risk Scenario:	27'448'490.05 € (+8'397'597.87 € compared to Base Scenario)
Optimistic Scenario:	13'575'435.65 € (-5'475'456.54 € compared to Base Scenario)



Customer benefits at a glance

Manage your past, present and future energy costs in an optimized way

Technical Staff &
Accounting (Energy Dpt.)



Management
(Decision Maker)



100% transparency
of energy usage



Automatisation and
time saving



Explanation of the
energy costs variation


ecostar3

Optimized resource
and business planning



Management of
high-risk cost scenarios



Immediate ROI estimation
of investment costs



ecostar3 addresses a huge European market

Cross-sectoral roll-out strategy aims at >600 installations and >50MEUR revenues by 2030

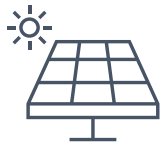
TARGETED CUSTOMER SEGMENTS



Utility Companies



Smart Factories



Renewable Energy
Communities



Energy Providers



ecostar3



Attractive and innovative
Algorithm-as-a-Service (AaaS)
business model

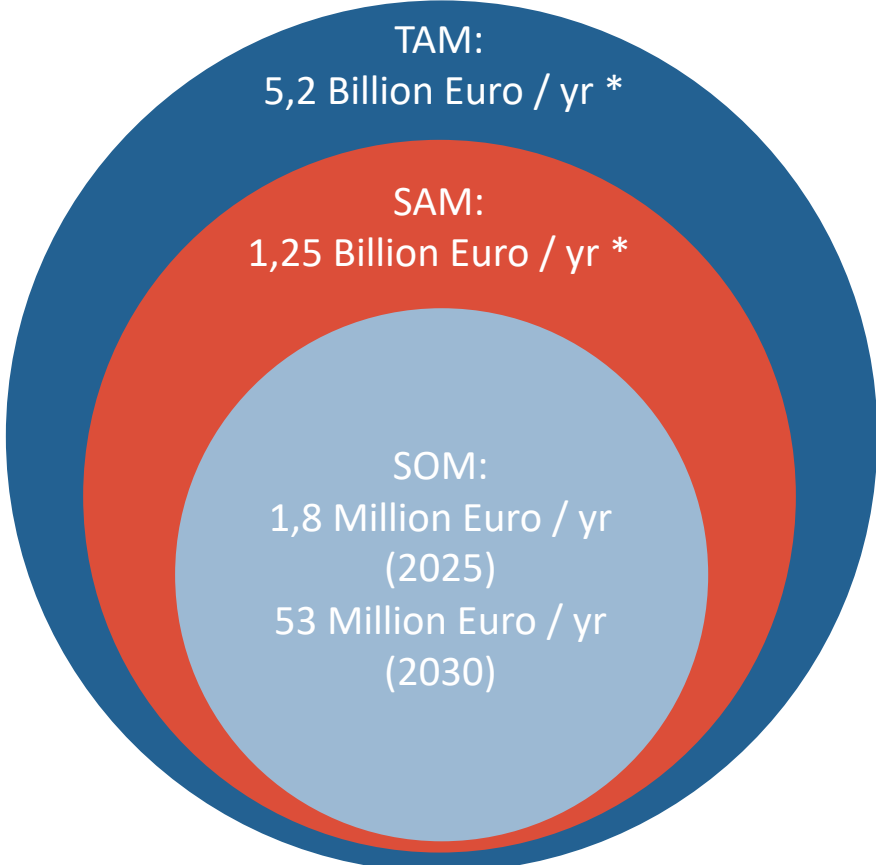
Integration in the
European Data Space
and in the DVC

Pricing scheme based
on size of the customer
to ensure scalability

Target market

Market size and first customers

Energy-Transition-Specific Software Market Size 2025 (Global/Europe/OLT)



Pilot customer pipeline 2024



SIEMENS



Pricing Scheme and Business Model

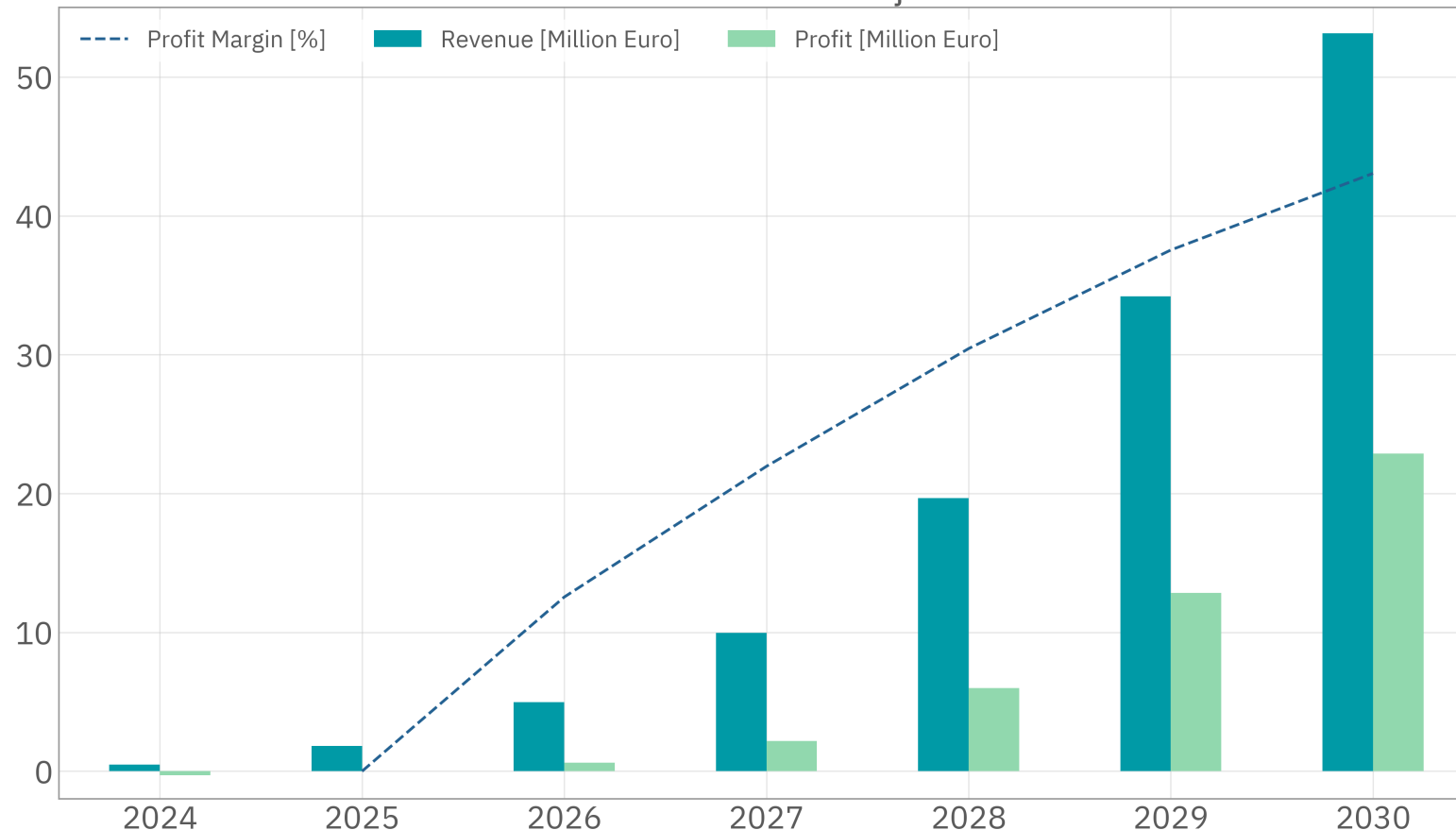
Modular price to satisfy customers' needs and guarantee scalability

STARTER PACKAGES		Algorithm-as-a-Service LICENSE PACKAGES		
Free Demo	Trial	Bronze	Silver	Gold
0 EUR	19k EUR	49k EUR	99k EUR	149k EUR
1 month	3 months	1 year	1 year	1 year
All Features for testing	Accounting + Forecasting	All Features	All Features	All Features
Pre-defined standard scenarios with forecasting features	up to 5 nodes using real customer data	<ul style="list-style-type: none"> ✓ Accounting ✓ Forecasting ✓ Simulation 	<ul style="list-style-type: none"> ✓ Accounting ✓ Forecasting ✓ Simulation 	<ul style="list-style-type: none"> ✓ Accounting ✓ Forecasting ✓ Simulation
		up to 100 nodes	up to 500 nodes	up to 10.000 nodes
		up to 5MEUR electricity costs p.a.	up to 30MEUR electricity costs p.a.	up to 200MEUR electricity costs p.a.

Financial Projections

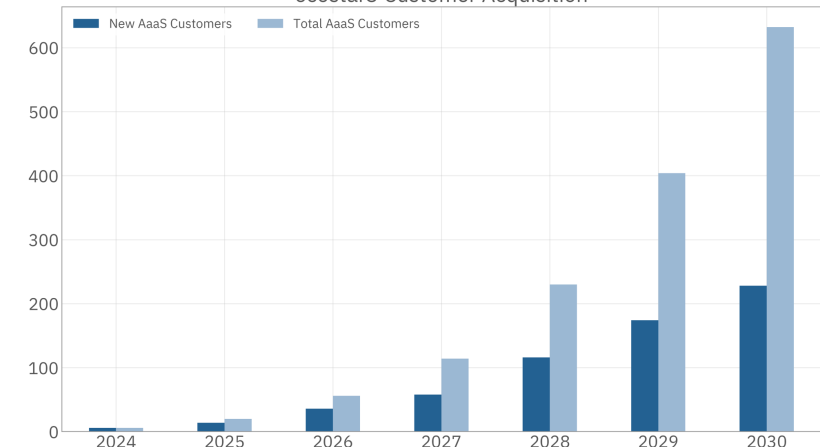
Aiming for >50 MEUR with >600 customers by 2030

ecostar3 Financial Projections



Part of the revenues are reinvested to get new customers and expand the team

ecostar3 Customer Acquisition



Go-to-market strategy

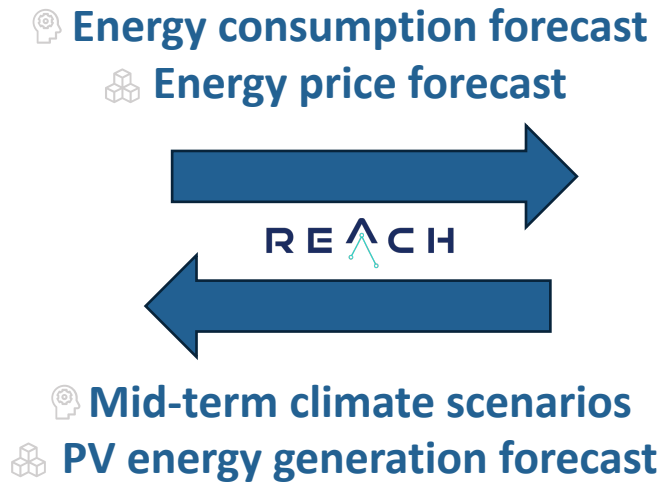
Roadmap 2023-2024

- Address existing customers in the DACH region.
- Get the first 10 pilot customers in different countries through innovation challenges (BIND 4.0, Hello Tomorrow, Free Electrons, ...).
- Marketing the solution via website, LinkedIn, InnoEnergy, press releases.
- Event participation (Slush, Enlit, Web Summit, Noah Conference, ...).
- Already secured 340kEUR in innovation funding.
- Looking for another equity funding round (1.5-3MEUR) in 2024 to scale up international *ecostar3* operations.



Data Value Chain within REACH (1/2)

Synergy with Amigo




Complementary exchange
of data science expertise

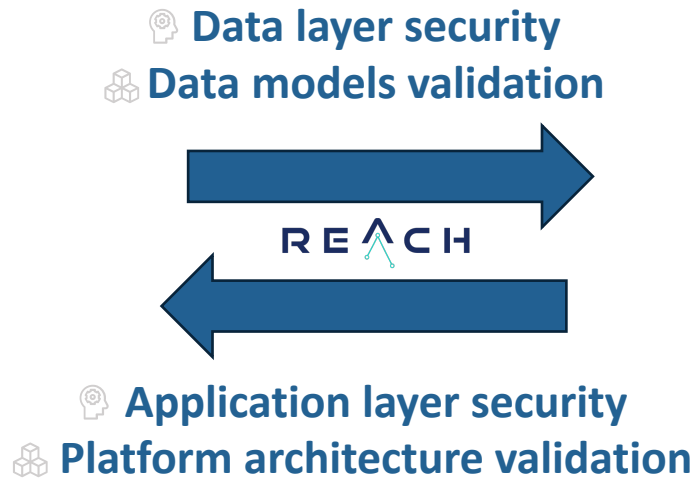

Highly scalable product
for energy trader market


Market segment
expansion


Joint development
of new methods

Data Value Chain within REACH (2/2)

Synergy with Grama




Joint product development


Integration of the two products as a single solution


Enlarge customers' base and target segments


Comercials and sales synergies

ecostar3 – OmegaLambdaTec’s pioneering DeepTech Solution

From DACH to Europe, from MVP to scalable Algorithm-as-a-Service Product



Strong track record with long-standing customers and partners



Selected Awards and Challenges

Award-winning algorithms thanks to a unique team



REACH
for European sustainable energy
ecostar3

