



Meet Cohort #01

Connected Places Tech Games

June 3rd 2021, 9.30am – 12pm (BST)



DMC





Unlocking new technology-driven opportunities

Progress on decarbonisation needs to accelerate. Business-as-usual is no longer an option and we must harness the power of tech to change the way we think about and use energy and resources.

Whether you are a local authority searching for decarbonisation solutions that impact your targets, an investor on the lookout for the next high-growth company our Cohort #01 has the technology you need.

Andy Saunders

Head of Partnerships UK & Europe
andy@iottribe.org

IoT Tribe supercharges your internal capabilities, helping you navigating hyper-complex technology landscapes and delivering results. As our partner you will:

- Access a pipeline of disruptive and business-ready solutions and scalable tech.
- Identify new tech-driven opportunities and establish technology roadmaps to execute on them.
- Effectively source and validate technologies and create the right alignment across your organisation.
- Launch focused pilots to prove value, not just concepts, and crystalise ROI.

Start a conversation with us

We measure success in the terms you do. We operate and work with you through a strategic framework.

Technology is no longer just a tool, but a critical and strategic driver of sustained market leadership, permeating value chains and propelling those players that effectively embrace and leverage it.

Let's start a conversation and establish the ground for you to make the most out of our ecosystem and capabilities. De-risk and reduce the cost of effectively adopting next-gen technologies.



IoT and Artificial Intelligence against air pollution

Breeze Technologies is a technology leader for air quality and ambient emissions sensors, data and analytics software. The company leverages the internet of things and artificial intelligence to help cities and businesses generate hyperlocal ambient emissions data to create better clean air action plans and a more liveable environment.

The startup's sensors collect hyperlocal real-time ambient emissions data, which is measured through proprietary cloud calibration technology. The data can then be used in the context of smart city, smart industry and smart building solutions.

Breeze Technologies was founded in 2015 and has been recognised as one of the most promising European startups by the European Parliament and the European Commission.



THE ASK

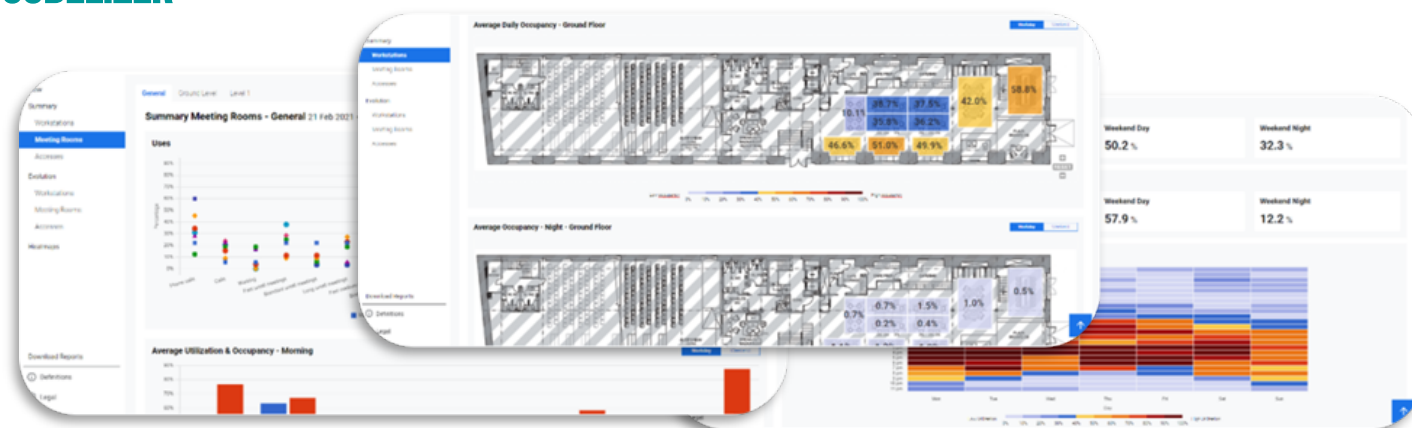
Partnerships with companies active in smart cities, smart buildings and industry 4.0 looking to integrate air quality data.

Partnerships with companies that have proven solutions to improve air quality on a (hyper-)local level



Robert Heinecke – Founder & CEO

Robert Heinecke is an entrepreneur, futurist thinker and smart city expert. Before founding Breeze, Robert worked for multiple international consultancies in strategy and digitalisation. Robert is a "Forbes 30 Under 30 Europe" and "Capital 40 Under 40", a member of the European Commission's "Young Leaders of Industry" sustainability panel and member of the scientific advisory board of the Federal Association for Electric Mobility in Germany.



THE ASK

Industry partners from architecture and space management

Expand local authorities contacts in the UK

Smart Management for High Performance Workplaces

Cubelizer helps physical space managers and designers, especially shopping centres and workplaces, understand the use of the space to improve design and operation, resulting in improved efficiency, higher revenues and increased savings. They use accurate and consistent information gathered anonymously by their proprietary real-time image processing solution (HW and SW patent pending).

Cubelizer deploys a network of IoT optical devices that detect and track people, with no privacy issues, teaming up computer vision algorithms and hardware design.

Shopping centres promote the efficiency of leasing, marketing and operations achieving a ROI over 25% by providing red flags about tenant's performance and commercial mix and minimizing tenant vacancy periods.

Workplaces achieve a 20% higher efficiency with a 2 months payback period by knowing the occupancy, utilization rates and patterns on desks, common spaces and meeting rooms.



www.cubelizer.com

FOUNDERS



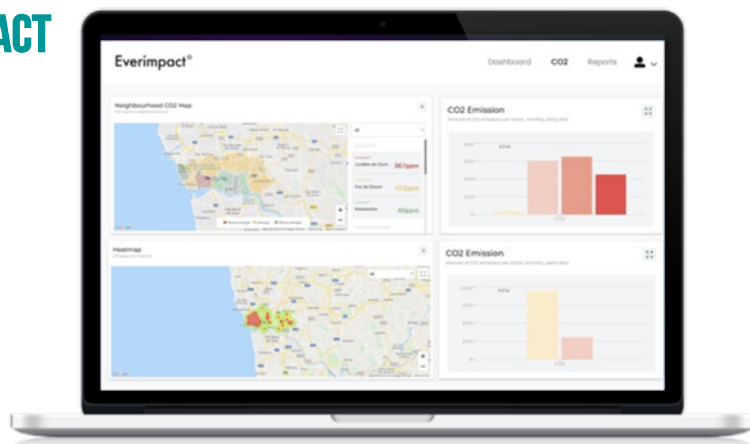
Celso Masid – Co-CEO & Founder

17+ years of experience in managing multidisciplinary projects and B2B business development. MSc Civil Engineering and MBA. Celso is leading the company strategy, business development and investor and partner's relationships. He is an execution oriented, analytical and people person.



Marcos García – Co-CEO & Founder

17+ years of experience managing and developing cutting-edge projects in the military sector: radar detection, missile tracking, PIR system detection, UAVs, etc. MSc Telecom Engineering and MBA. He is leading the tech strategy the company. Marcos is a quick learner, highly analytical and he is beyond the state of art in tech topics.



Track, reduce, and monetize your CO2 emissions

Everimpact help cities and companies track their carbon footprint, certify their emissions reductions, and fund their projects that remove CO2. Everimpact is an IoT software that combines satellite, ground sensors, and AI data to establish cities and the carbon footprint of businesses.

Customers & Partners



www.everimpact.com

Everimpact^o

THE ASK

Channel and Technology Partners

Partnerships with cities with ambitious CO₂ reduction goals

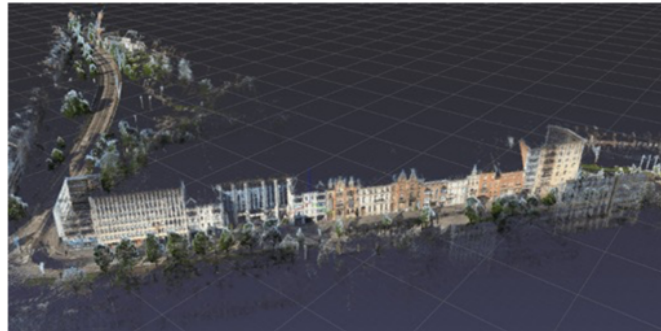
FOUNDER



Mathieu Carlier – CEO & Co-Founder

Mat has two decades of experience in deploying IT Data Capture systems for 50+ presidential elections. Regular advisor to the EU Commission, UN, USAID, Gates Foundation, Sciences Po, UN ILO and over 50 governments. He is now on a mission to bring the most comprehensive data to help cities and businesses measure and reduce their greenhouse gas emissions.

GECKOMATICS



Digitise Public Space

Geckomatics is your one stop shop solution for mapping and understanding public space. The technology puts you in the driver's seat to create 360° geographic images of your city and identify physical assets, make inventories of trees, pavement quality, traffic signs, street furniture, parking facilities, and more.

Based on AI and Machine Learning, our technology is second to none to create a digital workflow for managing high value outdoor assets. Make streets an integral part or your Smart City.



www.geckomatics.com



GECKOMATICS

ai powered mobile mapping

THE ASK

Seeking Angel or seed investment

Partnerships with resellers in the smart city market

FOUNDERS



BERT CATTOOR - CEO

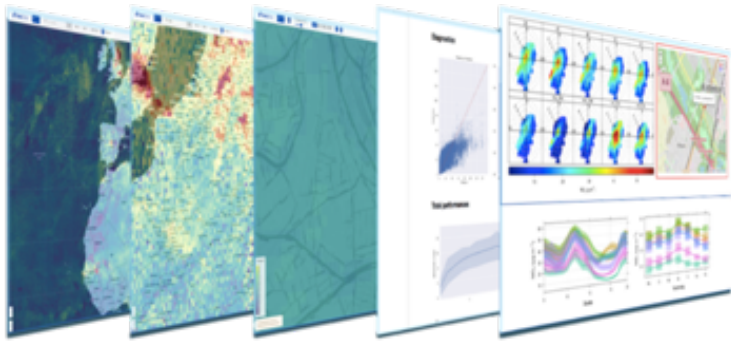
Seasoned Tech Entrepreneur and Strategist



JOREN VAN SEVEREN - CTO

Accomplished Data Scientist and Software Engineer

HAWA DAWA



Providing a wholesome solution for AI driven air quality management for governments, businesses and citizen

Hawa Dawa monitors air quality globally, generating novel and actionable insights from satellites and IoT using AI for customers across healthcare, insurance, urban traffic management, navigation and logistics.

Hawa Dawa provides an air quality monitoring and management solution with high spatial and temporal data resolution (street-level, near-real-time) on a global basis. Its proprietary monitoring devices offer regulatory grade data acquisition for the fraction of the price of conventional devices. It fuses this data with other data sets from diverse sources including satellites, public stations, traffic cameras and healthcare providers. This data is analysed and directly applied in programmatic approaches such as eco-sensitive traffic & health management. The company has received several local and global awards such as being named “Digital Startup of the Year 2020” by the German Government and MIT TechReview’s Top Innovators in Europe.



www.hawadawa.com

THE ASK

Build partnerships with cities looking to address health inequity, push sustainable mobility and address air pollution issues

FOUNDERS



Karim Tarraf - CEO



**Dr. Birgit Fullerton –
Head of Data Science**



**Yvonne Rusche –
Head of Human
Resources**



**Matt Fullerton – Head
of Software**



Eliminating wasted energy and Greenhouse Gas Emissions

The m.e Platform is the ultimate building control, automation and management system to eliminate wasted electricity and Greenhouse Gas (GHG) emissions.

m.e controls Small Power, sometimes known as Plug Load power, which can account for up to 40% of a commercial buildings' energy consumption. Up to half of Small Power can be wasted! But, there's no useful monitoring or control system for Small Power, anywhere in the world.

The m.e Platform uses Machine Learning and IoT Power Socket's to automatically identify and eliminate Small Power wasted energy and emissions, reducing total energy costs and GHG emissions by over 20%. m.e Virtual Load, a Demand Side Response (DSR) system, enhances savings by allowing aggregated loads to be used to avoid peaks and maximise low-carbon energy.



measurable.energy

THE ASK

Pilot project opportunities

Partnerships with medium to large commercial offices and facility management firms.

FOUNDERS



Dr Dan Williams - CEO & Founder

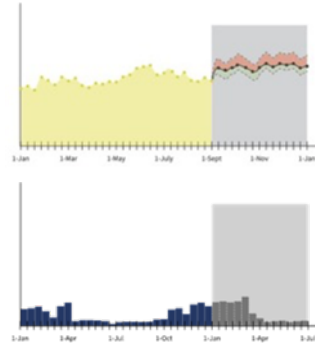
Dan is an environmental sustainability technologist – pushing to make positive changes to sustainability using technology. He ran Qingtech from 2012, helping companies like Google quantify their technology sustainability impacts. Dan has an Engineering Doctorate (EngD) in the environmental and energy impacts software services.



Dr Josh Eadie - CTO & Founder

Josh is a specialist in Robotics and Machine Learning with a natural skill to lead technology development. He is a 'maker', always pushing the boundaries of seemingly out of reach technology development. Josh has an Engineering Doctorate (EngD) in Machine Learning (ML) theory and robotics, and has worked with Thales to bring his outputs to life.

MOBILIZED CONSTRUCTION



Real-time and predictive analytics to make roads safer

Mobilized Construction provides a pulse of how roads are deteriorating to enable faster and more proactive road repairs that extend a road's useful life while lowering operational risk. We use ML algorithms to monitor, measure, and predict road quality and road deterioration in real-time.

We do this by evaluating road conditions through 3rd party sensors installed onto fleet vehicles. If you do not know where the problems are, how are you supposed to fix them?

We transform our insights into more efficient and effective strategies like more targeted inspections or repairs so local authorities seamlessly action data into day-to-day operations.

Our clients include Northern Ireland's Department for Infrastructure, Transport for London, and Bristol City Council.



www.mobilizedconstruction.com



Mobilized Construction

THE ASK

Open to seed investment

Seeking new clients local authority and construction company clients

FOUNDERS



Kevin Lee - CEO

Kevin is a previous investment banker, consultant, and designer passionate about making more sustainable and equitable cities and communities. He worked at IBM doing sales and design, and at Sonenshine Partners and Morgan Stanley in banking and valuing bonds. He is a graduate of Wharton (UPenn).



Greg Islas - Data Scientist

Greg is a technologist passionate about improving our physical world through technology. He worked at STATS on sports analytics and is a graduate of University of Arizona, ESSEC, and École Polytechnique.



THE ASK

Looking for mission-aligned investors to support our global ambitions and build a sustainable world with AI.

Making a sustainable world with AI

At UrbanTide, our mission is to make a sustainable world with AI, and we've developed uSmart to unlock data and utilise AI for good.

One unique example is uSmart Zero, which collects data from millions of homes and provides a monetizable and predictive solution to fuel poverty that saves billions of pounds in energy use & reduces CO2.

This is part of our expanding portfolio of AI solutions, that's ready to roll out to a growing £174 billion market.

We are seeking mission-aligned investors to support our global ambitions and build a sustainable world with AI.

Sectors – Energy , Transport, Housing, Government, Smart Cities

Revenue status - Post revenue

Investment range - £750,000 - £1m



www.urbantide.com

FOUNDERS



Simon Tricker – Co-Founder & COO

Simon has years of experience working with smart cities and organisations on large data programmes. In 2012 he helped deliver Innovate UK's £24m Future Cities Demonstrator in Glasgow. He co-founded UrbanTide and created uSmart specifically to meet the growing data challenges of the 21st-century. uSmart, our data innovation & AI platform automates insights and improves services to help people and places work better and smarter.



Steven Revill, Co-Founder & CEO

Steven has a wealth of experience in leading data transformation and smart cities programmes. In 2012 he helped deliver Innovate UK's £24m Future Cities Demonstrator in Glasgow. Steven is passionate about assisting organisations to save money and provide better services through the greater use of their data. Steven understands that data is only one part of the challenge and is currently leading public service data training across Ireland to open up data and build smart communities.

VALAA TECHNOLOGIES



Turning legacy building automation systems smart and connected with zero initial investments

Valaa Technologies retrofits legacy building automation systems with cloud connectivity and other smart capabilities without initial investments. Their patent pending technology combines IoT and software robotics to gain full control of old controllers that usually lack other integration methods and standardized protocols.

Valaa Technologies connects property operators and engineering, facility management and real estate SaaS companies together with open data models and APIs.

29% of annual global GHG emissions come from HVAC and other automated systems in buildings. Over 20% emission reduction can be achieved with smart and connected building automation.



www.valaa.com



THE ASK

Partnerships with real estate SaaS companies

New relationships with investors

FOUNDERS



Ville Ilkkala - CEO

Ville has been a tech entrepreneur for 13 years ranging from educational games and developer platforms to digital twins and real estate data. Previously Ville has worked in RMIT and Nokia Research Center.



Henri Sokka - CTO

Henri is a self-taught software developer with a focus on industrial internet applications. He is also a classical composer.

**THE ASK**

Open to pilot projects with buildings and transportation systems

Expand distribution partnerships

New investors and advisory board members

WeavAir provides an end-to-end solution that helps building and fleet managers improve air quality while making the systems more energy efficient.

WeavAir offers business intelligence solutions for real estate, transportation hubs & vehicles. The system is composed of predictive software and multi-sensor IoT devices that measure 20 different metrics (on air quality, predictive maintenance and people flow) in real-time at 95% accuracy, leading to ROI in less than 2 years. It helps operators save over 30% in operation and maintenance costs, over 20% in energy, and improve air quality, reducing downtime as well as legal and insurance risks.

WeavAir data can also be integrated with ventilation control systems and standards compliance. The company has received 20 awards in North America, Asia, and Europe and is supported by Techstars, Nipa, Corfo, Singapore Tourism Board, Asian Development Bank & Next Canada.

FOUNDER**Dr. Natalia Mykhaylova, CEO**

Natalia has a background in technology, business and life science. She has a PhD in Chemical Engineering. She has 11 years' experience with sensor and IoT product and algorithm development as well as product manufacturing from concept to tested product at scale. She also has experience with analytics, algorithms and data processing. She founded companies in Canada, Singapore, South Korea and Hong Kong. She has experience with sales and adapting tech for industrial, healthcare, commercial and transportation systems. She has been named Corporate Knights Top 30 Under 30 in Sustainability, Clean Top 50 Emerging Leaders and received over 15 awards.





Contact us

Partnerships: andy@iottribe.org

1-1 Meetings with Startups: jess@iottribe.org



DMC

