



IOT FACTORY



SMART BUILDING – CONSTRUCTION - INDUSTRY

“If you can’t measure it, you can’t optimize it”

ABOUT LIONEL ANCIAUX



- Serial Entrepreneur
- Founder & CEO IOT FACTORY
 - Smart Building | Smart Construction | Smart Industries
- Board Member Cluster Software.Brussels
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Make your *Building Smarter*

Thanks to *IOT Technologies*.

Offering a modular *Analytics Software Platform*

Open to *Any Sensor / Network*



SOME MOTIVATIONS

EU TARGET: CLIMATE NEUTRALITY BY 2050

around 40%

of energy consumed in the EU is used in buildings

over 1/3

of the EU's energy-related GHG emissions come from buildings

+/- 80%

of the energy used in EU households is for heating, cooling and hot water

ESG REPORTING

Environmental, Social, Governance

INDOOR AIR QUALITY

Strict regulations throughout EU

NEW WAYS OF WORKING

Office | Home | Remote Work

ELECTRIC CARS

Parking | EV Charging Stations

WATER

Water leakage up to 40% consumptions

OPERATING COSTS

Cleaning | HVAC | Elevators...



CONTRIBUTION: Corporate R&D strategies and EU's long-term competitiveness

- SME's R&D in Europe
 - Much lower initial financing than in US...
 - Seed Capital, first round. Impact on R&D capabilities
 - Lack of extractability due to Market complexity
 - In ICT (Software), #Patents are not really a measure of R&D
 - Expensive, not easy to demonstrate real uniqueness.
 - R&D protection is done through speed. Keep the pace of new developments
 - EU market complex for SMEs. Slow International Development
 - Many languages
 - Many local regulations
 - Far from a unique market
 - Made in "local country" trend is increasing
 - EU R&D funding
 - Still complex to handle such projects for SMEs