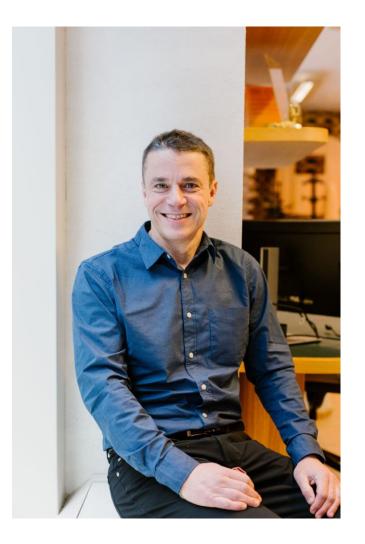




# **SMART BUILDING – CONSTRUCTION - INDUSTRY** *"If you can't measure it, you can't optimize it"*

# ABOUT LIONEL ANCIAUX



- Serial Entrepreneur
- Founder & CEO IOT FACTORY
  - Smart Building | Smart Construction | Smart Industries
- Board Member Cluster Software.Brussels
- Board Member Brussels Region Smart City initiative
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# AOUT IOT FACTORY | OUR MISSON



Brussels / Belgium | Smart Metering since 2016 | Clients in 10+ countries



# SOME MOTIVATIONS

## **EU TARGET: CLIMATE NEUTRALITY BY 2050**

around 40%

of energy consumed in the EU is used in buildings

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

over 1/3

+/- 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

