



Salusfin Material 28.1.2020

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SALUSFIN AUTOMATION SOLUTIONS



# Salusfin - Smart Living



## Salusfin and what we do

- ♦ Salusfin business idea is built on Smart Energy solutions, IoT and Big data
- ♦ Our multi-purpose platform is smart and extendable
- ♦ We are working on dynamic grids and support partners on Energy management and green thinking.
- ♦ New energy controls for demand-response. For electricity and district heating we have created energy controls with demand-response
- ♦ We have patented our innovative solutions
- ♦ We have customers and partners in Finland, Estonia, Germany, Romania, India and in the USA



## Salusfin Energy Management Solution

- ♦ Dynamic energy management / Demand-Response for optimized energy usage
- ♦ Reporting done for better cost awareness



## Salusfin Security / Safety Solution

- ♦ Smart building/home with sensors
- ♦ Mobile APP in Swedish, Finnish, English mm



## Salusfin EV-charging Solution

- ♦ Smart e-vehicle charging process

# Salusfin Core Capabilities



## Controlling

- ♦ We make a difference because our service allows our customers to optimize and control different types of heating/cooling solutions, such as direct electricity, district heating and various electrical appliances

## Sensing

- ♦ We use various sensors as a guide to control decisions: Temperature (indoor / outdoor), humidity, smoke, water leakage, air pressure, PM2.5, VOC, CO2

## Metering

- ♦ Access to meters located in the property / home for measuring electricity, water, gas or district heating.

## Reporting

- ♦ Flexible web-based reporting, Transaction data / Time series /performance indicators

# The team



**Henrik Jakobsson - CEO**  
Salusfin Co-founder  
Sales, Sourcing and Partner  
management

Nokia Corporation



**Radovan Janoso - CTO**  
Salusfin Co-founder  
Architecture and development

Nokia Corporation



**Surendra Marthala**  
Salusfin India  
Tech lead

Epireum consultancy  
Nokia corporation  
Tieto Oyj



**Antti Turunen**  
Salusfin Germany  
Project manager, agile coach

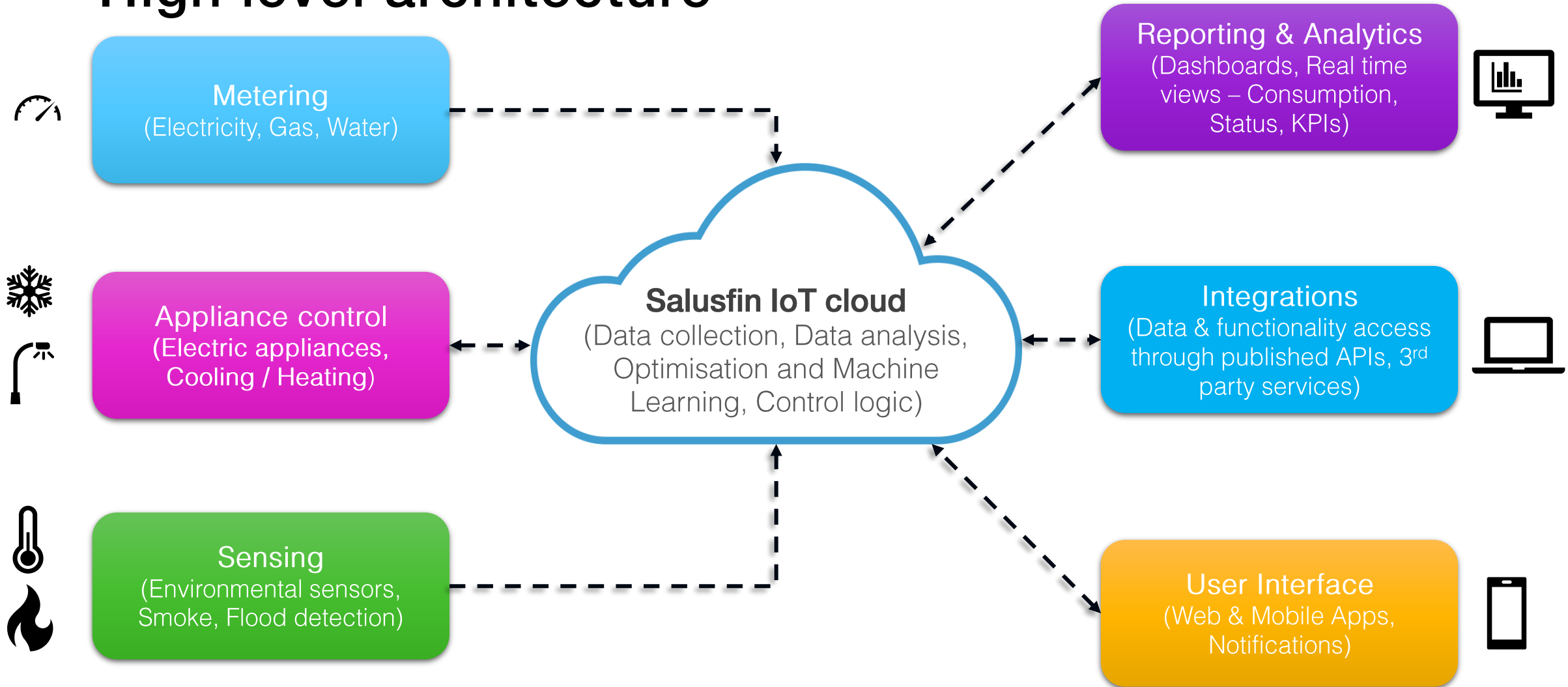
Cognizant GmbH  
Nokia corporation



**Tim Grönqvist**  
Salusfin USA  
Service management, SLA

Southwest airlines  
Dell Corp  
Nokia Corporation

# High level architecture



# Track and manage energy consumption and costs

## Target customer

- ♦ Energy utility company, housing associations and more

## Target end user

- ♦ Office / commercial / public building owner
- ♦ House, apartment, summer house owner

## Control

- ♦ Central heating, direct electricity, EV, water boiler, floor heating

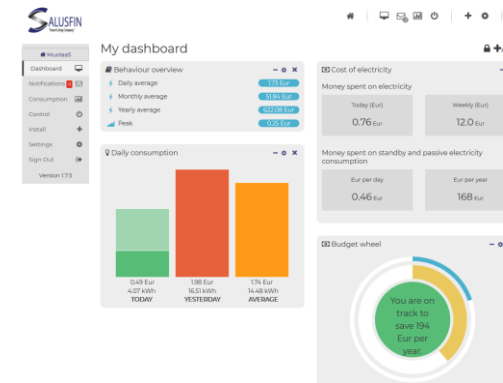
## Visibility and control

- ♦ Energy consumption and cost
- ♦ Security and safety (Smart home with APP)
- ♦ Environmental measures

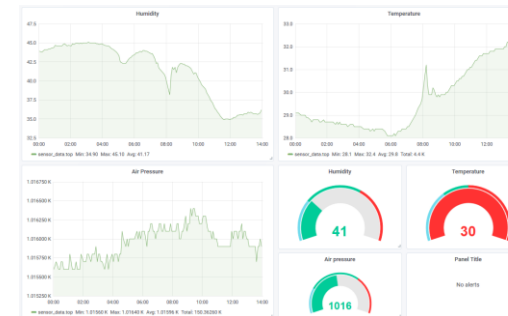
## User interface

- ♦ Web / Mobile (Android / iOS)
- ♦ White label / Multilingual (English, German, Swedish, Finnish etc)

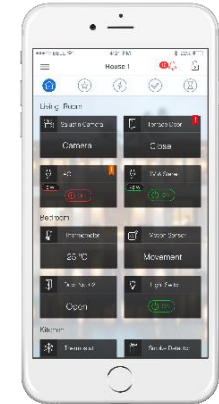
## Portal



## Reporting



## Mobile





# EU Project mySMARTLife

- ♦ **Horizon 2020 / Smart cities and communities' program**

- In the consortium Lighthouse cities Hamburg (Ger), Helsinki (Fin) ja Nantes (Fra). Follower cities: Bydgoszcz (Pol), Rijeka (Cro) and Palencia (Spa)

- ♦ **Total of 28 organisations**

- From Finland: City of Helsinki, Forum Virium, VTT, Helen, Fourdeg, Salusfin

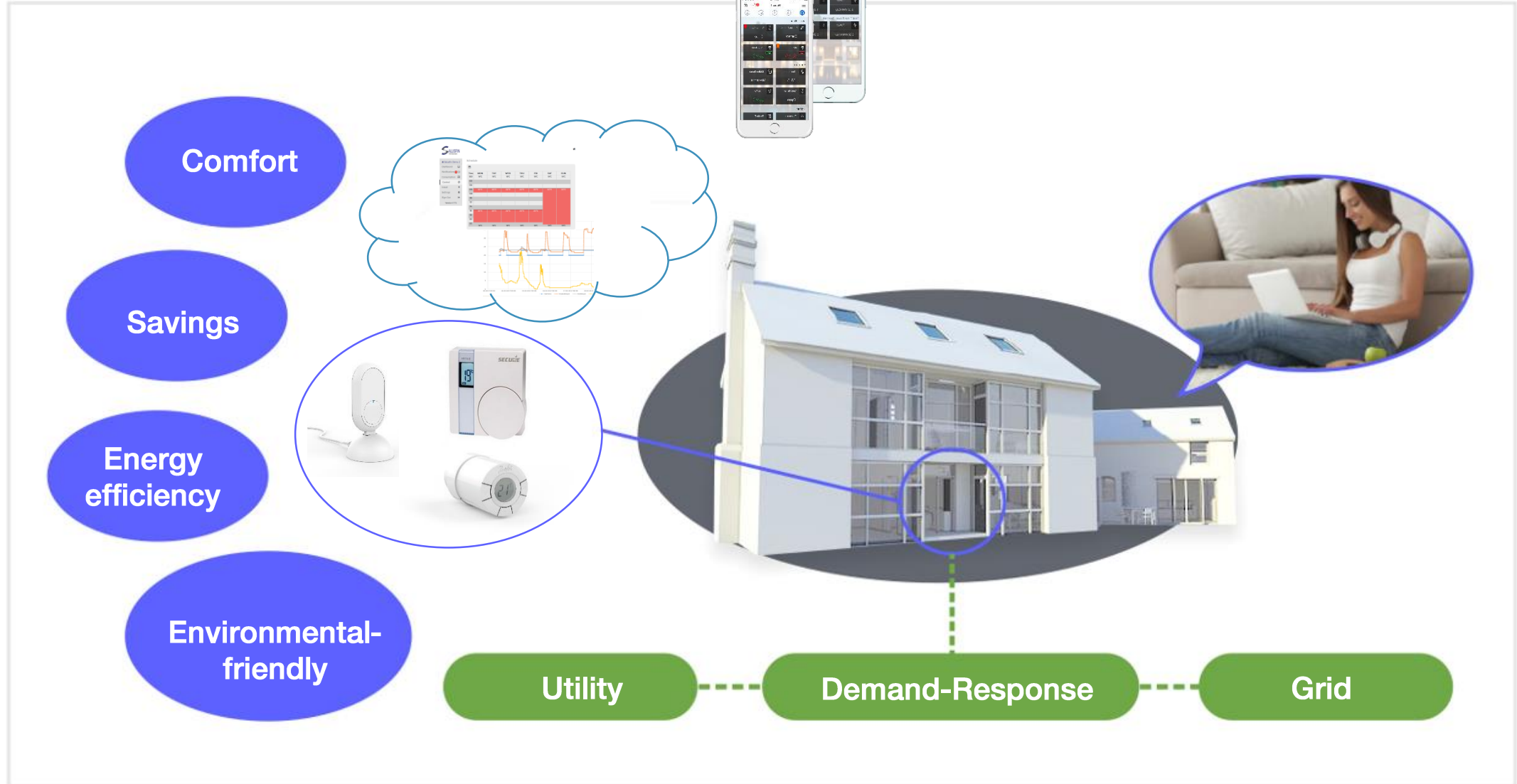
- ♦ **Salusfin delivers capabilities for**

- Creating better awareness on energy consumption and costs
- Controlling heating, electrical appliances and lights
- Demand response model: control and monitoring
- Delivering energy usage optimization services



**Transition of EU cities  
towards a new concept of  
Smart Life and Economy**

# Smart Energy Controls





# mySMARTLife and Salusfin

- ♦ **Pilot High rise building in Merihaka, Helsinki + 11 buildings**
  - Built in 1975, 170 apartments
  - Installations
    - Gateway, smart thermostats (Danfoss), temperature sensors (ambient, radiator and outdoor temperature), home-away, floor heating thermostats
    - Pre-pilot started November 2016 and installations September 2017 – March 2018
  - Demand response
    - District heating consumption peaks, Interface to Helen backend
    - Agreements: Consumer-Helen-Salusfin
  - VTT will measure baseline / actions / follow up





✓ **Smart and easy living**

Control your home from anywhere, anytime using your mobile phone.

✓ **Increased security**

✓ **Extra safety**

✓ **Save energy**

✓ **Save Money**



# Thank you!

Please contact us for more information.

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