



**A<sup>2</sup> ADLERSHOF ACCELERATOR ENERGY**

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Roland Sillmann,  
Chief Executive Officer  
WISTA-MANAGEMENT GMBH  
Berlin Adlershof

Dear associates, dear young entrepreneurs,

It is DemoDay and we are happy to present to you the results of 100 days of hard work with nine excellent start-ups and three very committed industrial partners. To us, it was a particular success for our programme to be met with such a great response, especially seeing as the application period was only two months long. It is important to note that the A<sup>2</sup> Accelerator was the first programme of its kind in Adlershof and so this was a debut for us at WISTA-MANAGEMENT GMBH, the inventor, project manager, and sparring partner of the pilot projects created by our start-ups and industrial partners.

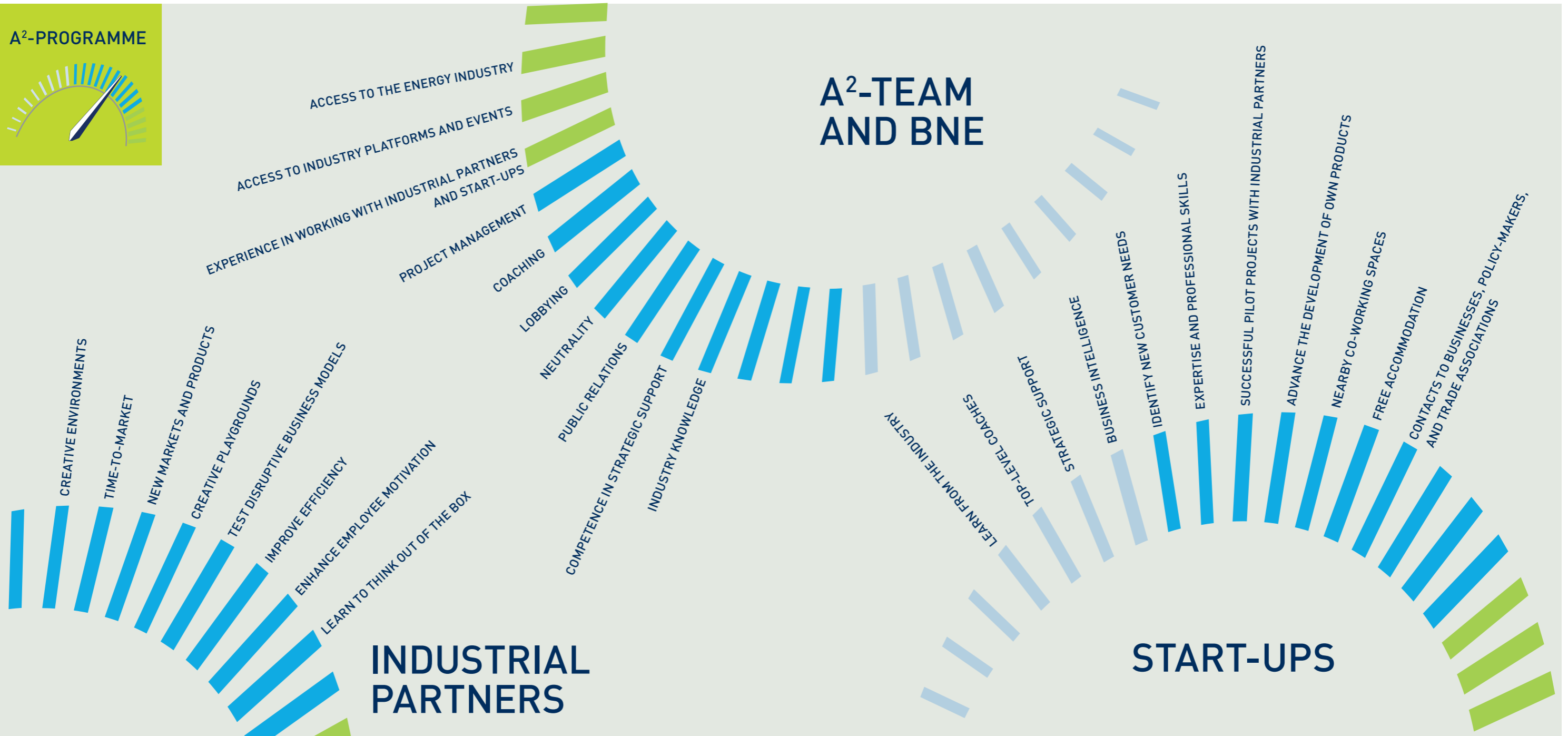
It was certainly not easy to choose from all the great applicants since we could only choose those applicants whose products matched the strategic focus and the goals of our industrial partners. We were glad to be able to offer the remaining start-ups from our shortlist some pitch opportunities throughout our network.

We received great feedback from all those who took part in the A<sup>2</sup> Accelerator. Particularly our coaching programme created some real added value for its participants. Thanks to the in-depth expertise of our industrial partners and the Association of Energy Market Innovators (bne), we were able to provide start-ups with far-reaching insights into the complexity of the energy industry. Moreover, we could offer tailored presentations and training in business model design, customer focus, pitching, business administration, taxes, and legal issues on a high level thanks to the support of the Borderstep Institute, partake AG, PricewaterhouseCoopers AG, the law firms Beiten Burkhardt, Morrison & Foerster, Schweizer Legal as well as Christoph Sollich, „the pitch doctor“.

Lastly, I wish to thank our industrial partners BTB Blockheizkraftwerks- Träger- und Betreibergesellschaft mbH Berlin, GASAG Berliner Gaswerke Aktiengesellschaft, and Stromnetz Berlin GmbH – not only for their financial support, but also for their deep involvement and active participation as well as their readiness to grant additional leeway and resources for their committed work with our start-ups. Moreover I want to thank the bne Association of Energy Market Innovators most warmly for their commitment, for letting us access their outstanding network and expertise, and for incorporating our start-up teams into many of their own events with their members and network partners. Finally I wish to thank all of you, our dear start-ups. You all have made great strides, albeit some of you not at your own pace. We are glad that all of you started at least one pilot project, some of you even started projects with several partners. In our opinion, all of you have developed personally and professionally without exception. It was a lot of fun for all of us to be able to see and experience this. Keep up the great work!

I look forward sharing more successful rounds of the A<sup>2</sup> Accelerator programme with you!

Yours,  
Roland Sillmann





## BTB – THE COMPANY

BTB (Blockheizkraftwerks-Träger- und Betreibergesellschaft mbH Berlin) is a subsidiary of RWE International SE. For more than 25 years, BTB has been supplying commercial properties, public facilities such as schools and hospitals, homes as well as important industrial and research locations in Berlin with energy, i.e. heat, electricity, cold and steam.

The Berlin-based company banks on custom-made energy solutions provided on site. Its product range extends from energy-efficient small-scale cogeneration plants to biomass-fired cogeneration stations to solar systems. One of the largest projects supervised by BTB is the Adlershof research and technology location.

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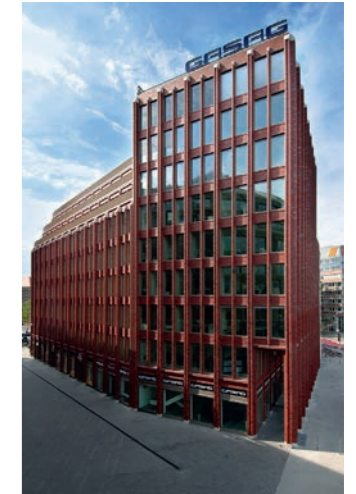
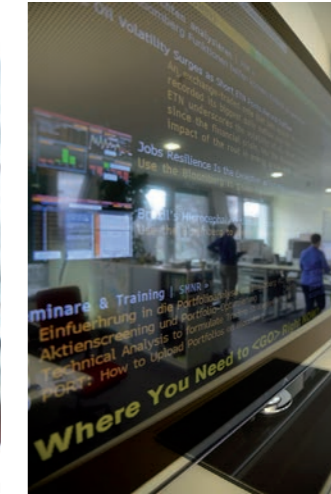
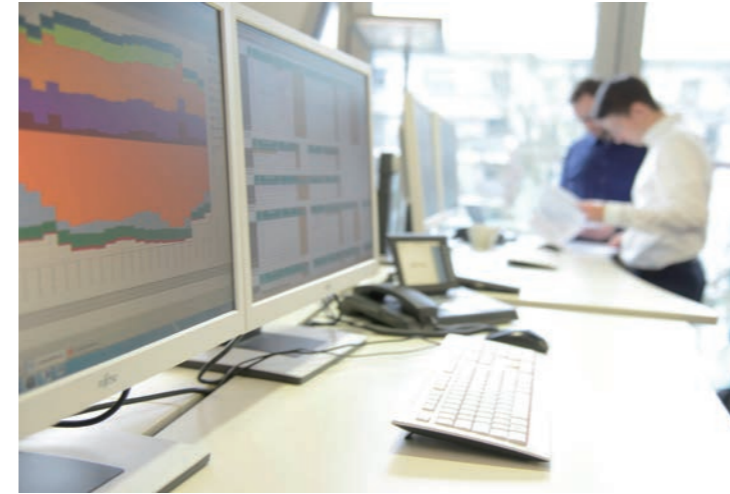
## WHY WE TOOK PART IN THE A<sup>2</sup> ADLERSHOF ACCELERATOR

Energy is BTB's central issue and one of the company's major partners is Adlershof. Here, we have not only been providing our customers with heat and electricity for many years – we are also continuously working on becoming more efficient and sustainable by further developing our energy production.

So what could be more obvious than actively participating in the A<sup>2</sup> Accelerator programme and giving start-ups the opportunity to advance their innovative energy-related ideas? We are already a fan of this programme and look forward to further cooperation.

## INDUSTRIAL PARTNERS

# GASAG BERLINER GASWERKE AG



## GASAG – THE COMPANY

The GASAG is a leading energy service provider. As a company with a tradition spanning 170 years in the Berlin-Brandenburg metropolitan region, GASAG primarily ensure a reliable, cost-effective and environmentally friendly provision of energy, the distributed supply of energy and innovative energy services, as well as the production and distribution of renewable energies.

The challenges the energy sector is facing are growing. The experiences gained along with innovative approaches have increased the means of dealing with these challenges. The many novel yet sustainable solutions available at the GASAG Group, which can be put together in different combinations, have taken energy management to a new level. GASAG is on its way becoming the energy manager for Berlin, Brandenburg and beyond. The aim is to optimize the GASAG Group's core business comprising the business areas networks, storage and distribution, expand the production of renewable energy to the extent permitted in line with current and future conditions and establish and expand energy services in the standardized product and more complex project business. The core business thus remains the basis for achieving our objectives and ensuring the financing of innovations and new developments in the business areas.

With our digitization strategy, we are addressing future challenges facing the industry as we assume that, within the space of a couple of years, providers from other sectors will change market structures with their digital services and challenge established business models in place across the entire industry.

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## WHY WE TOOK PART IN THE A<sup>2</sup> ADLERSHOF ACCELERATOR

Digital transformation essentially is premised on the ability to develop innovative digital ideas that will lead to changes in the value chain or that will bring about new business models. The cooperation with the innovative start-ups who were accepted to the A<sup>2</sup> Accelerator program focuses precisely on learning these abilities. Besides growing new competencies and methods within the GASAG group, cooperation in the sector and networking with partners in the industry are promoted, while gaining a shared understanding of Berlin as a smart city. In the process, the old economy and the new economy are brought together, with both of them benefiting significantly from the encounter already now. The parties involved profit from specific pilot projects, the sharing of experiences and knowledge, and the improved understanding of customers and the market, to name but a few examples.

# STROMNETZ BERLIN GMBH



## STROMNETZ BERLIN – THE COMPANY

Stromnetz Berlin GmbH, a company of the Vattenfall Group, is responsible for Berlin's distribution grid. The distribution grid consists of sub-grids at high voltage (110 kV), medium voltage (10 kV) and low voltage (0.4 kV) and is linked to the upstream transmission grid via substations. All 2.3 million grid users have equal access to Stromnetz Berlins distribution systems, regardless of the electricity supplier they have chosen. They consume around 14 billion kilowatt hours per year - as much electricity as an ICE train would need to drive non-stop for 200 years.

Stromnetz Berlin provides all grid users with outstanding security and quality of supply. To keep that status quo and even to improve the grid operation, Stromnetz Berlin will invest 1.6 billion Euros into the grid the next ten years. That contains of investments in state-of-the-art grid assets, new smart technology for steering and monitoring the grid and modern ICT infrastructure. Thus, the already Smart Electricity Grid of Berlin becomes smarter step by step.

As a Berlin-based company, Stromnetz Berlin is committed to the city and its residents. The interests of Berlin's citizens are represented by a Customer Advisory Board and are taken into account in decision-making.

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## WHY WE TOOK PART IN THE A<sup>2</sup> ADLERSHOF ACCELERATOR

Berlin is en route to becoming one of the leading Smart City metropolises. The transformation process has already begun in all areas of urban life. It will continue to expand and accelerate.

Stromnetz Berlin is supporting the region and its inhabitants along this path in a variety of ways, to help achieving ambitious goals such as a carbon-neutral Berlin and sustainable improvement of the quality of life for all citizens. The Smart City requires openness, participation and connectivity. Intelligent infrastructure, particularly the smart electricity grid, will form the technological foundation for this – as a connected operating system, it will become the backbone and catalyst for the energy transition.

Stromnetz Berlin is continually looking for new solutions and ideas on how the business can continue to improve and prepares the grid and itself for the future of the energy industry. Everyone at Stromnetz Berlin is convinced that they can benefit from the expertise and ingenuity of young creative businesses. For that reason Stromnetz Berlin decided to participate in the A<sup>2</sup> Accelerator.

## NETWORK PARTNER

# BNE ASSOCIATION OF ENERGY MARKET INNOVATORS



## BNE – THE ASSOCIATION

Strengthening competition is the key to safe, clean and affordable energy supply. We have to say good-bye to exceptions, subsidies and other restrictions. Opportunities can be found in networked, smart offers that go beyond the delivery of kilowatt-hours and open up new levels of the value chain. bne and its continuously growing number of members are pioneers in this field. We are synonymous for a new competitive energy sector.

In its capacity as a driver for market, competition and innovation in the energy sector, bne's opinion is highly regarded by politicians and public agencies. We regularly share our expertise at hearings and expert committee meetings in ministries, parliament and regulatory authorities at both government and federal-state level. bne has also become established in Brussels where it works with a partner network. The member companies value our extensive knowledge, our fast and good consultancy offer and our efficient structure. We have no time for unnecessary red tape. Our positions are drawn up in close co-operation with our members and we communicate them clearly, in a straightforward manner.

We believe in a co-operative and solution-based approach. We regularly come together at workshops or conferences with the relevant representatives from the worlds of politics, business and science in order to discuss the topics that matter to the sector. bne is valued because our work is constructive and not limited to mere criticism. bne is popular among the press, radio and television and is seen as a professional partner when it comes to thinking outside the box.

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## WHY WE TOOK PART IN THE A<sup>2</sup> ADLERSHOF ACCELERATOR

The work of the A<sup>2</sup> Accelerator perfectly fits in our strategy. The bne stands like no other association for market, competition and innovation. Together with our member-companies we are constantly working on new solutions for electricity, heating and mobility. We especially like the idea of bringing together start-ups and experienced partners from the energy-sector to work together on new concepts.

## START-UP TEAMS

# CLOUD&HEAT TECHNOLOGIES GMBH

CLOUD&HEAT



### CHALLENGE

Recent developments including the advancing digitization of industrial processes (“Industry 4.0”) are resulting in dramatic increases in the quantity of data. This does not only require faster data transmission, but also well-functioning server infrastructures working in the background. The energy demands of these infrastructures result in a rise in costs and carbon emissions. Consequently, the rising demand for secure data storage, high performance, and low latency has to be met with innovate technologies for saving costs and energy – particularly in Germany, the home of the Energiewende.

### SOLUTION/PRODUCT

We have developed the server hardware Datacenter in a Box (DiaB) with which we respond to these challenges and drastically reduce the cooling costs compared to classic server racks. Using our innovative, patented water cooling technology, our customers can operate their own micro data centers without the use of energy and cost intensive cooling technology. The waste heat of our servers is tied into the water cooling and run back into the building’s heating system.

### MARKET

Today, energy efficiency is an increasingly important aspect. The market for green processing and storage performance is growing exponentially. Virtually every new technology is based on digital infrastructures. Small and medium-sized companies are seeking to lower the energy consumption of their IT infrastructure in order to save costs and emissions. Our innovative DiaB solution is the answer to this challenge.

### BUSINESS MODELL

We are combining cloud computing with the classic utilities sector to the most efficient, green, emissions and money saving technology worldwide. Our customers value the first-class and fail-safe processing and storing performance of our solution. Apart from integrating our “Datacenter in a Box” into buildings’ heating circuit, we implement and manage a private cloud environment, powered by OpenStack, for our customers. They can be sure of accessing their energy-efficient IT resources any time without having to invest in their own expertise.

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## START-UP TEAMS

# COMPLEVO GMBH



### CHALLENGE

Larger projects are usually planned well in advance in a rigid and lengthy process. They cost companies time, money, and nerves. Reacting quickly to changes can be difficult – which is also due to the multitude of options. Cost effectiveness often takes a back seat to dealing with complexity. This is exactly where our decision support systems come into play: our software BAU ZEIT is solution for quick, intelligent, and flexible project planning. Flexibility and shortened decision-making processes improve a company's ability to react, improve transparency, and optimise project planning on all levels.

### SOLUTION/PRODUCT

Our planning software continuously adapts to changing conditions and creates excellent planning results. BAU ZEIT provides you with a firm foundation on which to make difficult decisions. As a plugin for project planning software, our software plans and structures even large projects according to customer needs while taking into account relevant conditions, resources, and costs. BAU ZEIT highlights the effects of disturbances in the process and suggests reasonable actions. BAU ZEIT guarantees a smooth planning flow by providing simple and quick coordination.

### MARKET

Our products are based on mathematical optimization which means the best option is chosen considering the confusing amount of alternatives. BAU ZEIT is required where projects are planned and implemented – in virtually every sector (construction, architecture, software, public transportation, agencies, etc.). The BAU ZEIT plugin can be seamlessly integrated into most common project planning software. BAU ZEIT considerably simplifies and accelerates project planning, reveals potential for cost reduction, and creates space for business development.

### BUSINESS MODELL

We offer our software to customers in the b2b market via a simple licensing model. COMPLEVO additionally offers its customers support for establishing the software in their company as well as supporting planning and implementation projects at all stages. In the long term, our aim is to optimise a minimum of 25 percent of all projects that use project planning tools with BAU ZEIT.

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## START-UP TEAMS

# DEZERA GMBH



### CHALLENGE

The Energiewende in Germany, the general transition to renewable energy, is fundamentally changing Germany's energy supply market. The growing share of energy from production that is prone to fluctuation, which includes wind and photovoltaics, increases the demand for flexible strategies for storage and compensation and requires the ability to react to volatile energy supply conditions. Spot market prices for electricity are shaped by the volatility of renewable energy production. Therefore, the key to the economically sound integration of renewable energy is to improve the flexibility of electricity production and consumption.

### SOLUTION/PRODUCT

Electricity consumers provide opportunities for creating more flexibility in the electricity system. dezera offers a service-based, technical solution to enable large electricity consumers to make their energy demand more flexible. By applying roadmap optimization based on forecasts, we enable electricity consumers to react to volatile prices, or price signals, and therefore save costs. dezera's algorithmic solution is embedded in the dezeraBox which is integrated locally at the consumer level and facilitates flexible energy consumption.

### MARKET

Our product integrates flexibility into short-term energy trade. These markets are increasingly volatile due to the growing penetration by renewable energy. The resulting fluctuation of electricity prices is what drives dezera's business model. Costs are saved by shifting energy consumption from periods of high prices to low-price periods.

### BUSINESS MODELL

In order to achieve effective market integration of flexible electricity customers, energy consumers and energy suppliers need to work closely together. dezera provides them with a software as a service model to help implement and run this technical interaction. Energy providers are enabled to offer their customers a simple, cost-efficient and dynamic energy tariff and improve customer loyalty. The energy consumer, on the other hand, can use the optimization potential to save energy costs.

#### CONTACT

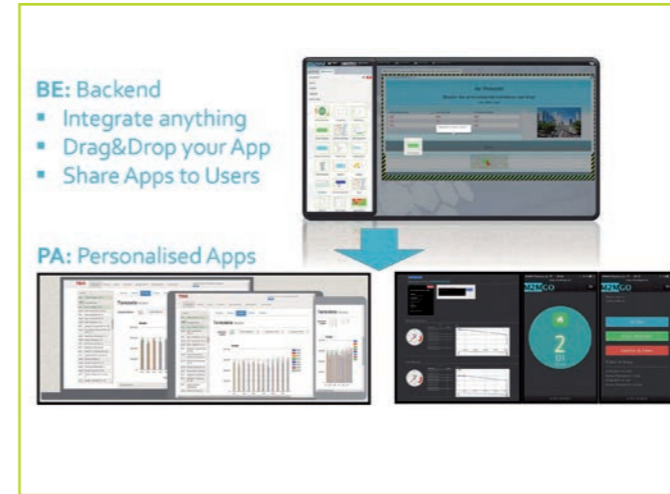
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#### CORE TEAM

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## START-UP TEAMS

# M2MGO GMBH



### CHALLENGE

M2MGO's aim is to become profitable. We have developed a solution called "People-System-Things". Our biggest challenge is to find the right customers. Those who are not only interested in a benchmark and brain drain, but also transparently communicate their "pain point" – the point at which the customer starts actively solving a problem and lets us help to go one step further. Moreover, as a young company, we want to work with our customers on a level playing field. If these requirements are met, fair and forward-looking business can be made to master the transition to renewable energy in Germany, the Energiewende, together.

### SOLUTION/PRODUCT

People-System-Things (PST) is a real-time, web-based integration platform for virtually everything. The self-service approach connects any machine or existing system. The resulting data, whether flowing or stable, are processed online. On the basis of the data you provide, every user can create personalised applications for every individual use case – no programming skills are needed. Everything is done by drag and drop directly in the browser. PST offers you the degree of freedom you need for a safe future in a rapidly changing world.

### MARKET

PST is based on the fact that the "internet of energy" is without boundaries. We are convinced that the interconnected world will cease to have geographical, technological, or industrial boundaries. In the near future, every individual will be connected with others in more ways than just smartphones and apps. To a large extent, this will happen without common industrial standards. Thanks to the way our technology is designed, we are able to integrate new standards any time. Therefore, our market is everywhere and in every industry. We are currently targeting the B2B sector.

### BUSINESS MODELL

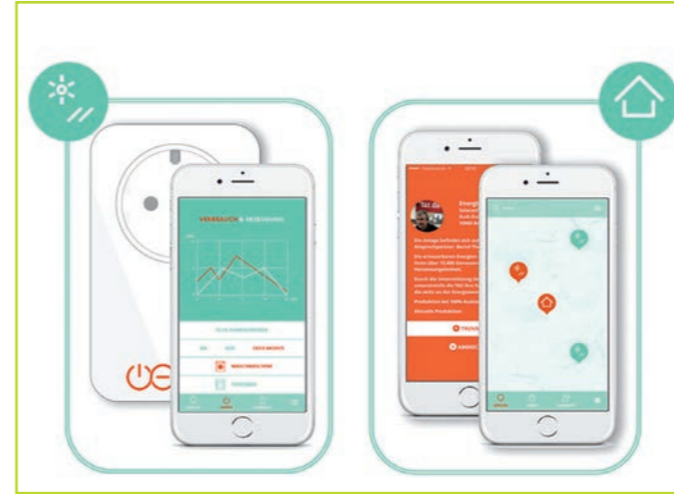
M2MGO'S vision is an intelligent, self-connecting and automatic platform for everything and everyone. Our business model is as broad in scope as the market is large and diverse. It ranges from software support and development, communication between smart devices, to connectivity and provision of an IT platform. All data are processed in a multi-client system. We are one of few providers who can offer ready-made apps without compatibility issues. Why don't you visit our workshops? We are convinced there are some hidden treasures for you to find.

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**CHALLENGE**

Our energy market is not designed for distributed generation of energy. This leads to a number of challenges. Producers struggle with the decreased profitability of sustainably produced electricity. Utilities companies have problems aligning electricity production with electricity consumption in order to optimise their portfolio. Moreover, they suffer from rising costs thanks to a lack of consumption transparency. On the other hand, energy consumers are annoyed about rising prices and the lack of options for individual energy management. A direct and sustainable relationship between local utilities companies and their customers is rare.

**SOLUTION/PRODUCT**

Open Energy Exchange (OEEX) brings together electricity customers, producers, and utilities companies and creates an intelligent peer-to-peer energy market. We are creating a platform and developing software for demand-based energy trade in the local neighbourhood as well as innovative energy plans. Using individual, dynamic software building blocks, we make possible for households what has been common practice on a B2B level for years. We facilitate transparent energy trade with an internet of things approach. The main software building blocks comprise demand-side-management, innovative energy tariffs, data insight, and agent-based p2p trading software.

**MARKET**

In 2014, German companies produced over 40 TWh in power plants with less than 2 MW. When the demand for electricity temporarily goes down, these types of power plants have to shut down 60 percent of their capacity to prevent grid overload. This so-called peak curtailment results in ridiculously high costs. Meanwhile, 160 TWh for about 40,000 million euro are delivered to households without any individual options for adjusting energy production to its consumption. This highlights the considerable potential for market optimisation.

**BUSINESS MODELL**

OEEX runs a B2B2C business model. Households have free access to the OEEX platform through an app. A premium upgrade offers additional features such as automatic demand-side management with smart devices or the OEEX smart plug. OEEX offers energy providers innovative energy tariffs and intelligent trading on a software as a service basis. Why the B2B2C approach? Because a sustainable and intelligent future requires working closely with consumers. OEEX brings together those committed to innovative and individual energy management in one energy community.

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### CHALLENGE

Reading utilities meters is a process with room for improvement. This is true for meter readings by customers (e.g. via postcard or telephone) as well as company staff. Utilities companies and their customers are often unsatisfied with the process because it is inconvenient, expensive, prone to errors, and lacks transparency. If a customer reports the meter reading, the utilities company cannot verify its accuracy. The customers, on the other hand, don't receive an accountable receipt. How can we make this process digital and smart?

### SOLUTION/PRODUCT

The pixometer app reads utilities meters via smartphone camera. The pixometer SDK (software development kit) is the technical core which can be integrated into other applications, including workforce management software, as an add-on. pixometer automatically reads and digitalises meters with mechanical or digital displays by using the camera in the mobile device. Reading does not require being online. Additionally, the app saves a photo as a receipt. The data (meter readings, photos) can be conveniently managed in an online portal or forwarded into own systems.

### MARKET

pixometer is aimed at everyone who involved with reading utilities meters – worldwide! Municipal works and other utilities companies, facility management services, professional meter readers and measurement service providers, and also energy managers and energy auditors can license the pixometer technology or use the pixometer Pro app. We offer the pixometer SDK license to software developers.

### BUSINESS MODELL

Depending on the application type, pixolus offers:

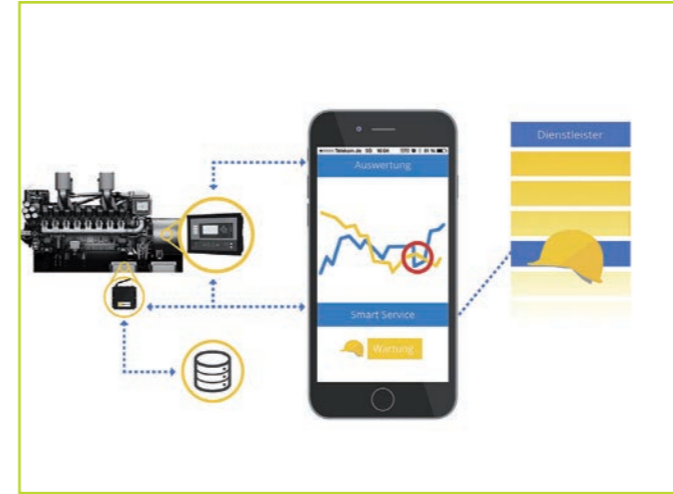
1. Licensing of the reading technology as SDK and/or white label app
2. pixometer as SaaS (software as a service), a lean solution for professional meter reading
3. Support and software integration for the energy industry: selecting and implementing tailored solutions

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Dr. Stefan Krausz,  
Managing Director & Co-Founder

## START-UP TEAMS

# SPSCONTROL POWERED BY HOLSTEN SYSTEMS GMBH



### CHALLENGE

Gathering detailed data from technical facilities and machines is complex, expensive and time-consuming which is why valuable information are often inaccessible and remain unused. Companies are missing out on potential to gather knowledge and to create added value for themselves, their customers, and their environment.

### SOLUTION/PRODUCT

spscontrol provides companies with tools to support them in tapping the full potential of their machine data. Our smart services platform makes it possible to transform raw data from technical systems and machines into intelligent, dynamic, and valuable information for people. Ranging from data collection, systems control and operation, to condition monitoring and data analytics, Smart Services by spscontrol are dedicated and unique tools for all domains of automatization.

### MARKET

spscontrol is suitable for any organisation which produces, sets up, maintains, or operates standard systems and machines – from very small businesses and SMEs to large medium-sized companies and organisations. We focus on industries which rely on technical systems and the use of machines. Companies producing heavy construction equipment, conveyors, pumps, blowers, equipment for cleaning, drying, and conditioning, as well as air conditioning can make use of spscontrol during installation and the warranty period.

### BUSINESS MODELL

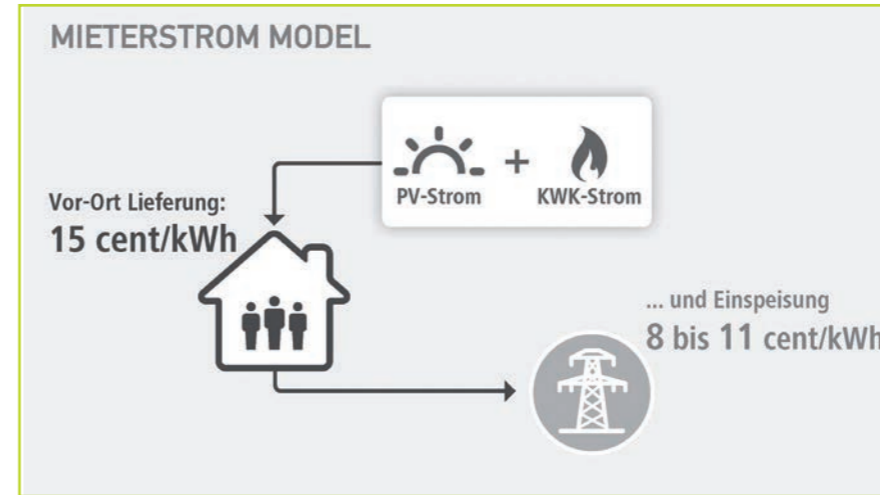
spscontrol is a vendor-neutral HMI provider and a marketplace for smart services. Our customers can buy system-specific, ready-to-use modules in spscontrol's HMI store, import them to the app and use instantly. An online system facilitates full license management of the ready-to-use modules. Our cooperation with manufacturers of technical systems, machines, and automation devices enable us to develop targeted smart services. Tailored ready-to-use modules are quickly made available to our customers.

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## CHALLENGE

The challenge is the systematic implementation of tenant engagement energy projects. Engaging tenants means providing the end customer with electricity from distributed generation locally and directly without using the public grid.

## SOLUTION/PRODUCT

Sunride is a white label solution enabling energy service providers to systematically implement micro utility concepts.

## MARKET

In Germany alone, 20 million households live in three million apartment buildings. At an annual renovation rate of approximately 1 percent, this translates into a market potential of 200,000 apartments in 32,000 buildings.

## BUSINESS MODELL

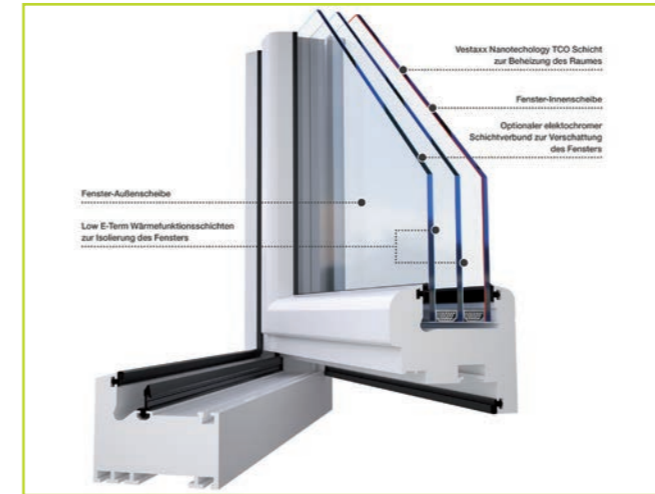
- One-time setup fee for installing the required hardware (smart meter)
- Annual fee for the meter reading service
- Energy management and billing software

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### CHALLENGE

New energy standards for building insulation and heating are now leading to considerable shifts in costs. Soon about 75 percent of all heating costs will result from investment in boilers, heat distribution, fireplaces, etc. Utility costs will become secondary. Moreover, the share of renewable energy in the grid is continuously growing. The result: high demand for electrical heating options.

### SOLUTION/PRODUCT

The core of the vestaxx heating system is an innovative, intelligent, electrical window. vestaxx is designing the next generation of heating systems based on smart window technology – invisible, convenient, cost-efficient and emissions-free:

- A reduction of investment costs by 85 percent,
- A reduction in total costs in accordance with DIN VDI 2067 by 50 percent,
- Improved home comfort through good and healthy air quality.

### MARKET

The market size for the single family home segment in Germany is estimated at more than 500 million euro. The total market size in Europe as a whole, including renovation and commercial buildings, is 7 to 8 billion euro. The 2010 EU buildings directive, which states that all new buildings in the EU must be nearly zero energy buildings as of 2020, is also changing the heating system.

### BUSINESS MODELL

vestaxx provides customers with a complete heating system. Our sales are focused on B2B and the following two customer groups: manufacturers of construction-related products which sell the smart window to their customers (prefab housing companies, property developers) on the basis of the cost-saving advantages. Moreover, energy providers target the end customer through mini-contracting models and gain an advantage by improving customer loyalty.

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## FUTURE OUTLOOK

Quite a tough 100-day programme, nine carefully selected start-ups, three top-level representatives from Berlin's local economy and THE industry association, which, like no other, stands for innovation and the free market economy, and some of the best content providers who provided us with custom-fit and up-to-date industry information – these were the components that led our accelerator to success and garnered appreciation and attention way beyond the limits of Berlin.

It is our philosophy not to demand company shares from our start-ups. Instead we provide them with neutral coaching partners as well as coworking spaces and lay our focus solely on bringing start-ups and the industry together. This is what makes us unique. Given the vast number of accelerator and incubator programmes available in the German-speaking countries alone, this motivated us to further pursue our programme and make sure we push it further every time.

We decided to focus on energy, but also to venture into other fields. Later this year at a bne event, we will give our start-ups the opportunity to present the results of their projects, whether far advanced or already completed, to a broader audience. By that time, we expect to be able to announce whether energy will be a topic we will continue as part of the A<sup>2</sup> Accelerator.

With regard to other fields for future A<sup>2</sup>-programmes, we are putting our eye on topics such as optics, medical technology, the digitization of production and manufacturing ("Industry 4.0"), and smart cities, considering Adlershof's expertise and WISTA-MANAGEMENT GMBH's close connection to the city of Berlin and city-run companies.

The combination of eight to ten start-ups with three to five industrial partners and one industry association has shown to be

a good constellation. Due to the positive feedback, we decided to strengthen our efforts to attract industrial partners from outside of Berlin to the A<sup>2</sup> Accelerator and to stronger incorporate city-run companies from Berlin. There is still considerable potential!

We will continue to work on refining and optimising the coaching programme with our external partners. We will expand those components which were met with a great response including modern management methods and tools such as business canvas and design thinking. We will go on supporting start-ups in optimising their pitches. Naturally, we will also continue to offer teams travelling from abroad free-of-charge co-working spaces and accommodation.

As you can tell, there is no lack of exciting subjects, still much to do and a lot of potential still left untapped. You will continue hearing from us.

We are already looking forward to welcome you and other new partners in the many A<sup>2</sup> Accelerator rounds to come.

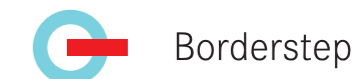
See you soon!

Yours,  
A<sup>2</sup>-Team

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