

# Smart4Services

by



**SMART CUBE**  
SMART LIVING TECHNOLOGIES

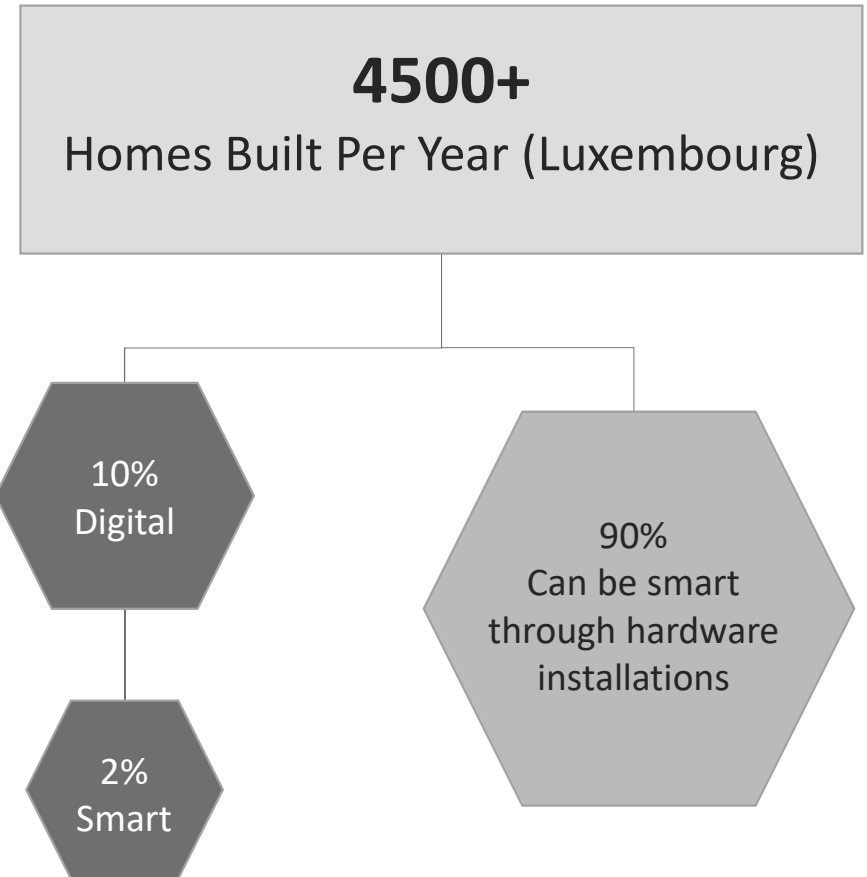
# Market Research



IoT & Connected  
Devices Growth



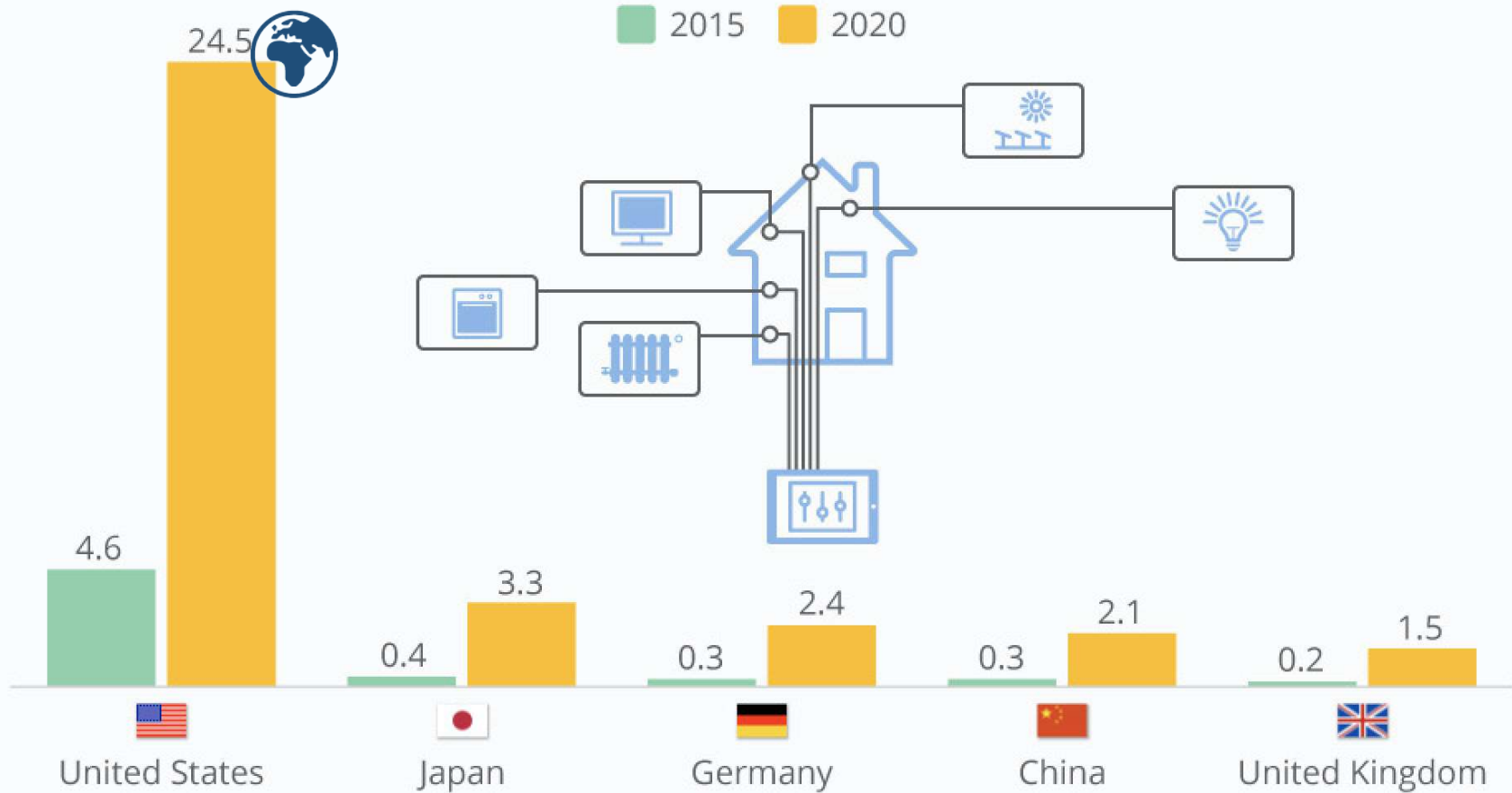
Homes Next  
« Smart Revolution »



Sources: statista..., ...



Estimated number of smart homes (in million households)



# The Problem



## Hardware Problem



Digital buildings are not really smart because the technology is under exploited

## Platform Problem



Detected Anomalies in buildings are not exploited



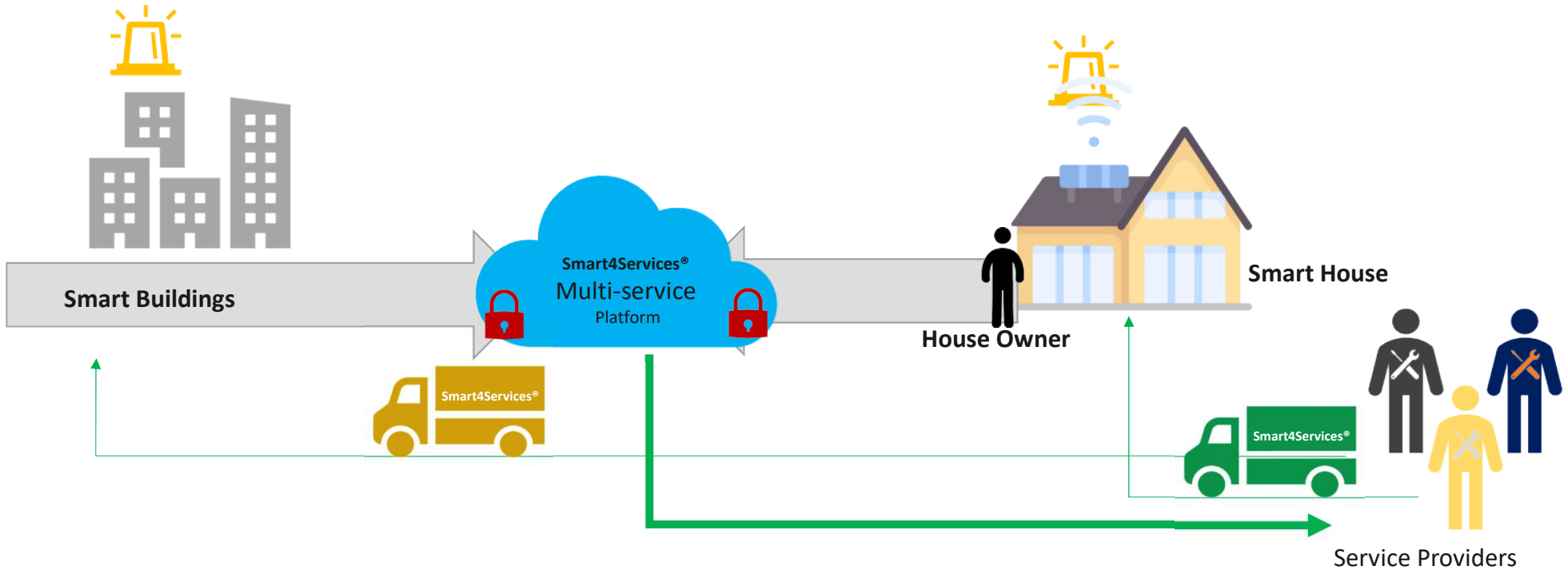
Customers worry & waste their time in troubleshooting

# The Solution

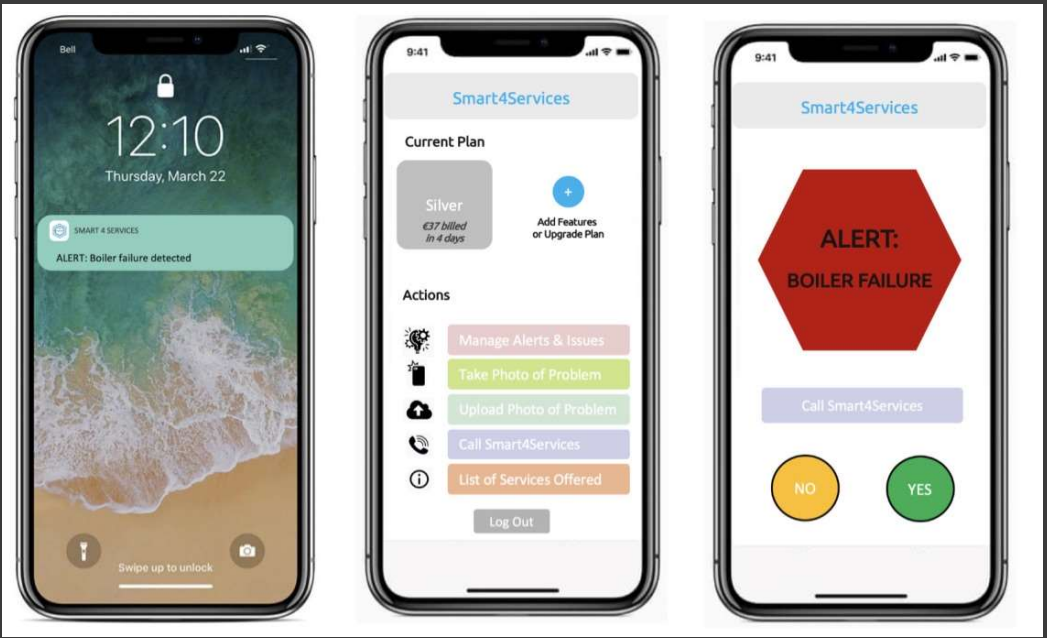


Solution for Hardware conception:  SMART CUBE  
SMART LIVING TECHNOLOGIES

Solution for Platform conception: [Smart4Services](#)



# Interaction – Smart App



# Smart4Services: Added Value



More serenity



Reactivity of the intervention



Cost reductions (e.g. Insurance)



Reporting  
Real Estate Developers



Single point of contact



All-in-one (Multiservice)



Scalable platform

Competitors

Automised Intervention



Single Brand Platform



Smart Cube



Centralised/Regrouping Platform



Manual Intervention



# Business Model



	BRONZE	SILVER	GOLD
<b>Electrical Anomalies</b>	Choose 3 out of 4: - Boiler - Fridge - Broken Bulbs - Heat Pump	All included	All included
<b>Air Quality</b>	✓	✓	✓
<b>Flooding due to water leaks</b>		✓	✓
<b>Humidity</b>		✓	✓
<b>Ventilation Anomalies</b>		✓	✓
<b>Intrusion</b>			✓
<i>Monthly Fee</i>	<b>25€</b>	<b>37€</b>	<b>49€</b>

# Achievements



- 🏆 Partnership with Neobuild
- 🏆 2 Letters of Intent from Real Estate Developers
- 🏆 Participation at the Home & Living Fair 2018
- 🏆 Label « Made in Luxembourg »
- 🏆 4+ Partnerships for Hardware Installation



# Go-To-Market Strategy



New buildings (B2B)



Existing buildings (B2C)



PROMOTERS

*with NEOBUILD*

4 500 new constructions / year



END USER

230 000 homes

# Team



## **Jorge De Oliveira**

Co-Founder  
Engineer

16 years experience in the energy sector  
and IT for Encevo group.

## **Ricardo De Sousa**

Co-Founder  
Sales person

10 years experience in financial sector,  
Investment Banking at JPM, Credit Suisse,  
ING and Banque de Luxembourg



**SMART CUBE**  
SMART LIVING TECHNOLOGIES



### **Coordonnées**

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