

## Profile View

### Details

**Title:** German manufacturer of smart metering devices with LoRa and wM-Bus radio technology is looking for distribution partners with contact to stakeholders with a need of metering devices like Electronic Heat Cost Allocators (EHCA) or water meter modules

**POD Reference:** BODE20210803001

**Summary:** The German company is specialized in the production of Electronic Heat Cost Allocators (EHCA) and water meter modules for wireless record of heating and water consumption data. Also impulse modules for electricity, gas and water measurements are produced. The metering data of the LoRa and wM-Bus devices form the basis for the billing of the tenants. Cooperation with orders starting at 10.000 units or more sought. The cooperation could lead to an exclusive regional distribution contract.

**Description:** The German company's core business field is the development and production of Smart Metering devices plus software for these devices (for parameterization and readout of the products). The main products are the Electronic Heat Cost Allocator with LoRa radio technology, also available with wireless M-Bus radio in latest OMS standard, and the water meter attachment module with LoRa radio (also available with wM-Bus radio).

Smart metering devices can be read out with a laptop or another mobile device on site if wM-Bus (wireless) units are used. By additionally using NB-IoT wM-Bus gateways with mobile option this readout process is done automatically: the gateways in combination with a NB-IoT SIM card transfer the metering data to a server. Using the company's LoRa (wireless) devices it is not necessary to read out the metering data on site at all, but the metering data are transferred from the meter devices to the LoRaWAN gateways, which then automatically transmit the data to a server platform via Ethernet or mobile SIM cards. This is the standard procedure by using the bidirectional LoRaWAN technology.

The German SME refers to over 20 years of experience in the field of electronic development and production, especially concerning the smart metering devices, and delivers the complete value chain of all production processes.

The company has developed new innovative products on its own and also developed on request for leading and well-known companies.

They are able to react in a flexible way to requests and wishes from customers.

They work with cooperation partners all over Europe like the Netherlands, the Czech Republic, Italy, Spain, Greece, Great Britain, Bulgaria, Austria and Switzerland. In the last 20 years the company has produced and sold up to 100.000 wM-Bus heat cost allocators per year, and up to 15.000 wM-Bus water meter modules per year. The production capacity can be raised to some hundred thousand devices per year (LoRa and wM-Bus devices combined).

The SME seeks for distribution partners with contact to technology-oriented companies, IoT platform businesses, water meter manufacturers, municipal utilities, housing associations and real estate companies which are interested in integrating larger quantities of metering devices and software, especially concerning the LoRaWAN devices into their value chain. Additional cloud products can be customized. The company is seeking distribution services agreements in order to be able to offer a service and product portfolio for the customer. More and more customers are demanding an integrative solution.

**Advantages and Innovations:**

The combination of the LoRa technology with the high quality electronic heat cost allocators gives the company a special and leading position in the market. Clients can buy and integrate this hardware in their system without the obligation to use and buy or rent an IoT platform service. On customer requests they offer IoT platform/cloud services through experienced IoT partners to read and further process the metering data. Their products also meet the demands following EU legislations such as the EPBD (Energy Performance of Buildings Directive) and will satisfy the Smart Readiness Indicator needs.

The LoRa devices in combination with LoRa gateways and an IoT platform/cloud service are very economic: Considerably fewer gateways are needed in comparison with the wM-Bus technology, because the radio range of LoRa meter devices and LoRaWAN gateways is at least 10 times higher than the range accessible by wM-Bus technology.

Especially their LoRa smart meter products can fulfil the need for a monthly, remote readout of the consumption data of tenants, which is required by the new Energy Efficiency Directive (EED 2018) as the new EU legislation. At the same time the metering of consumption data in a LoRaWAN system is economically very reasonable.

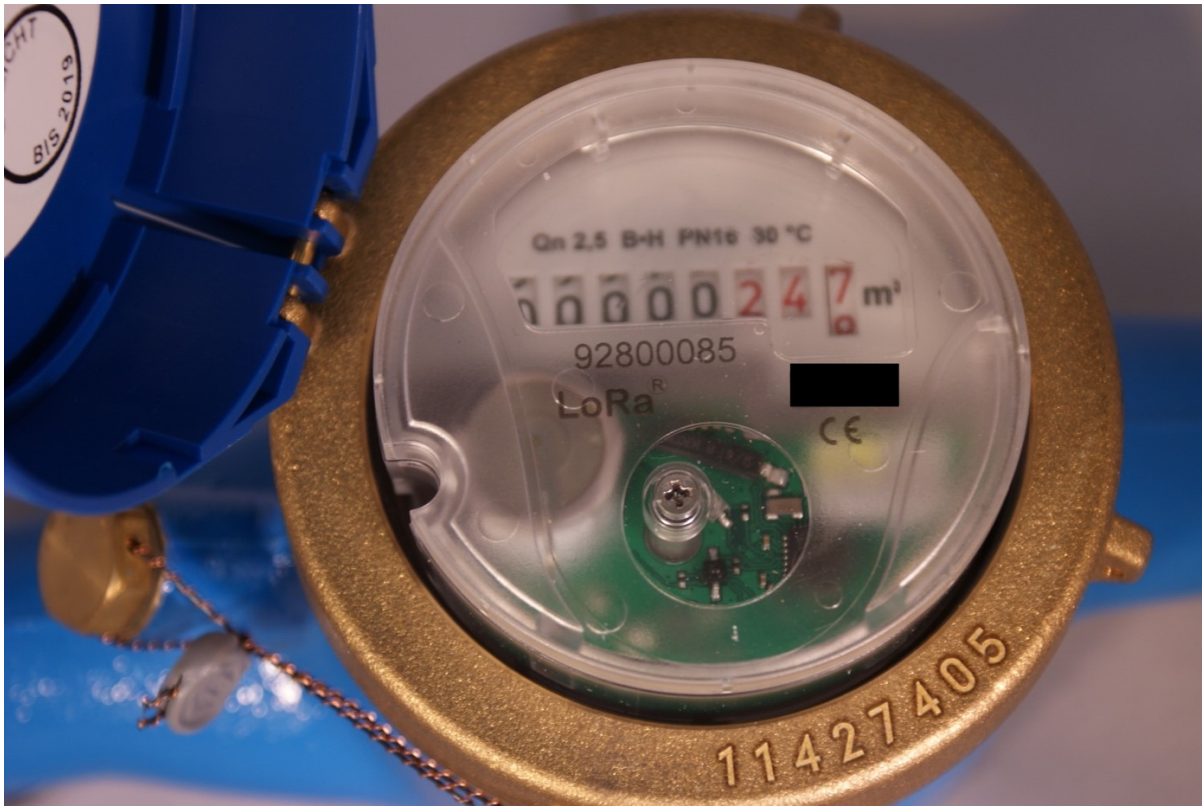
The company has over 20 years of experience in developing and producing smart meter devices and offers and delivers good, fast and personal support for their customers.

The SME is a part of a German IoT network that covers the whole value chain of quarter cloud services including metering and submetering services, data security following common criteria, (artificial intelligence), using CLS (Controllable Local System) channels and BSI (federal office for security in information technology) standards of the Smart Meter Gateways.

**Stage of Development:**

Already on the market

**Attachments**



Water Meter Module



LoRa Heat Cost allocator



Water Meter Module



LoRa Heat Cost allocator



Water Meter Module

## Keywords

Technology 01006005 Network Technology, Network Security  
Keywords: 09001007 Optical Technology related to measurements  
09003 Electronic measurement systems  
Market Keywords: 01004001 Local area networks  
01004002 Data communication components  
01004003 Communications processors/network management  
01004006 Other data communication components  
01004007 Network test, monitoring and support equipment  
NACE Keywords: C.26.1.1 Manufacture of electronic components  
C.26.3.0 Manufacture of communication equipment  
C.26.5.1 Manufacture of instruments and appliances for measuring,  
testing and navigation

## Partner Sought

**Type and Role of Partner Sought:**

The company is looking for distribution services agreements with large real estate companies, technology companies in working cooperation with municipal or national official state authorities, IoT platform companies especially in the field of LoRaWAN, and manufacturers of mechanical water meter devices.

Requests for bigger lots of devices (100.000 units or more) are sought, but also requests for smaller or medium sized quantities (about 10.000-25.000 devices) are welcome. The business partner should be able to promote the products and sell the smart metering devices in his home country. If certain modifications of the devices or the software for these devices are requested the SME will try to implement these requested changes (as they did for some well-known companies in the last 15-20 years). The customizing capacity to implement these wished changes depends on the amount of the ordered devices and if both parties are interested in a medium or long term business relationship.

They also look for component suppliers for submetering processes in the real estate business industry and IoT platform businesses.

Type and Size of Partner Sought: >500  
>500 MNE  
251-500  
SME 11-50  
SME 51-250

Type of Partnership Considered: Distribution services agreement

**Client**

Type and Size of Client: Industry SME 11-49  
Year Established: 1999  
Turnover (euro): 1 - 10M  
Already Engaged in Trans-National Cooperation: Yes

**Additional  
Comments:****Client Benefits:**

The (degree of) digitization and automation of the real estate and energy industry processes are increasing in the course of new advancing digitalization IoT processes. The basis for this is becoming increasingly intelligent and dependent on network infrastructure in the real estate and internet-based data platforms. This will provide flexible data for a wide variety of purposes. Only open, linkable systems will be able to meet the ever faster changing requirements. Customers are no longer willing to use multiple, non-interoperable infrastructure concerning their real estate objects. The company has therefore created networked offers to avoid double investments and exploit synergy potential.

**Use Cases:**

The SME sees the future in interoperable systems and in cooperation. Because of the new amending Energy Efficiency Directive (EED; 2018/2002) there is a need of energy efficient use of energy resources. They offer smart metering products and services to increase and control energy efficiency in real estate focus and help real estate owners to save money at the same time. The digital IoT platform of their partners is also available for their customers. There are significant advantages for customers: Not all services must be provided from a single source. The owner of the property has the option to outsource services individually without endangering added value. Multiple investments are avoided because data is not duplicated for different services need to be charged. The owner retains decision-making authority over installations in his real estate and has the collected data. This also creates new ways to monetize data. New, innovative services can develop faster because the required infrastructure and data already exist and are usable. This creates flexibility in order to be able to react quickly and individually to future market changes.

**Further details concerning selected certifications:**

ISO 9001:2015 certificate for development, production and trade with hardware and software components. Quality management according to the ISO 9001 standard. Certificate by DEKRA Certification GmbH (Germany).

Note: DIN EN ISO 9001 is a standard from the entire series DIN EN ISO 9000 ff. It is a globally recognized standard that defines the requirements for effective quality management in a company.

Official Confirmation of Conformity and Approval notification for wM-Bus and LoRa Heat Cost Allocator.



Certification Standards: ISO 9001:2008  
Languages Spoken: English  
Spoken: German  
Client Country: Germany

### Dissemination

Relevant Sector Groups: Intelligent Energy

