



Conectric

# Digital Energy Transformation: Opportunities for the Hotel Industry



**ENERGY EYE™**  
*Control Your Resources*

Wireless Energy Management

...for the worldwide hospitality industry

Revolutionize your property, increase guest satisfaction AND reduce electricity expenses 30% - 40% with the affordable, easy to install Energy Eye™ System.

Proprietary information for discussion purposes with and property of Conectric Networks, LLC

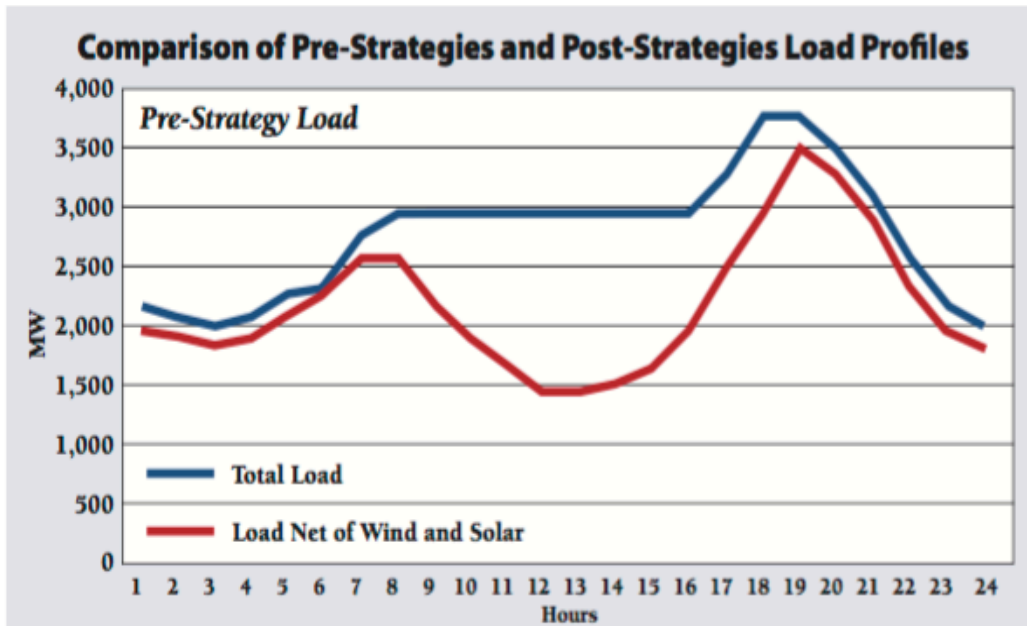


Our partners:

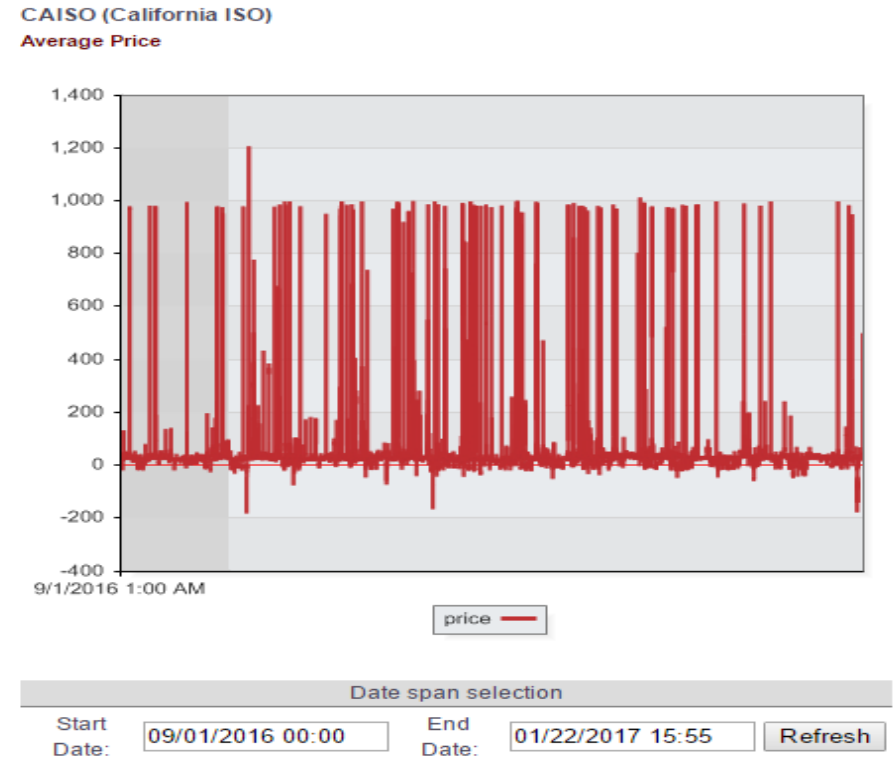


- Technological advancements: Internet-of-Things (IoT), AI & ML, cloud...
- Environmental Policies: energy efficiency mandates, CO2 regulations
- Energy markets: e.g. demand vs. energy (EVs), role of utilities (retailers)
- Guest expectations: “smart guestrooms”, convenience
- Businesses: “... as a service”

### Example Electric Grid Load Profile



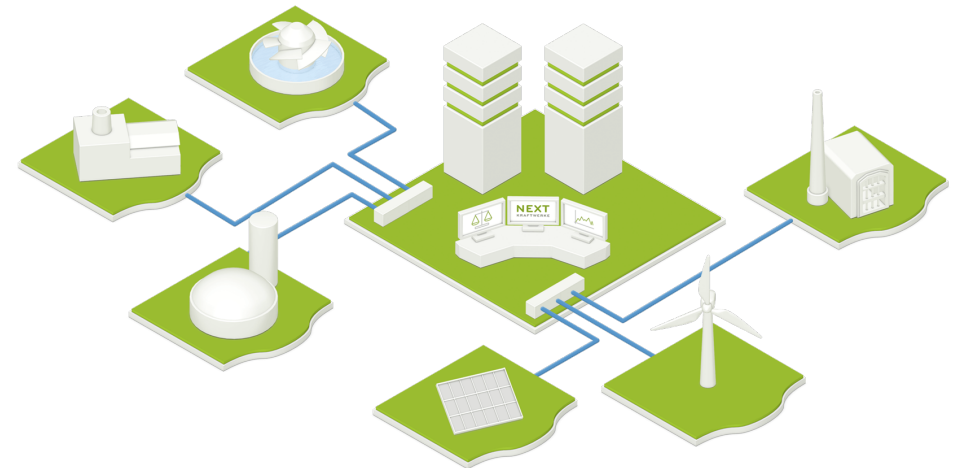
### Wholesale Electricity Prices



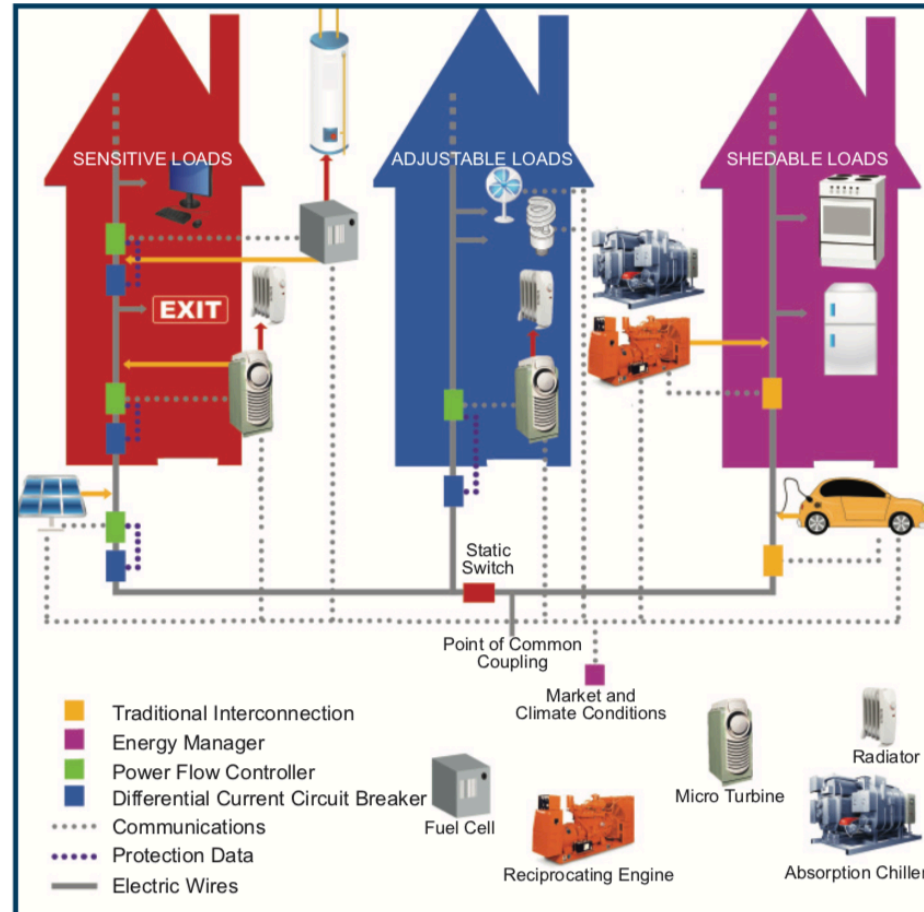


# 1 kWh = 1 kWh

A **Virtual Power Plant** is a network of decentralized, medium-scale **power** generating units such as Combined Heat and **Power** (CHP) units, wind farms and solar parks as well as flexible **power** consumers and batteries.



# What are we talking about?



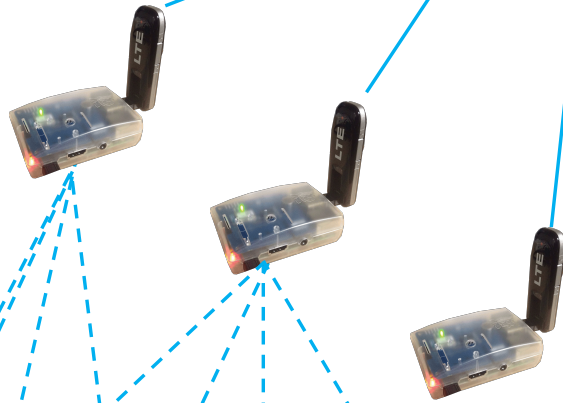
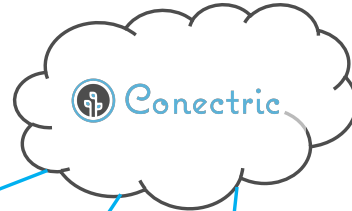
Source: DNV KEMA

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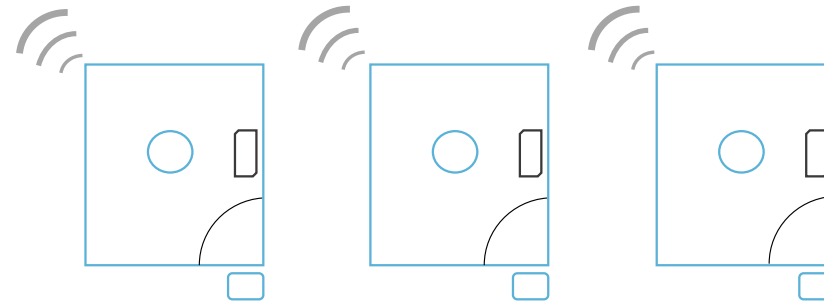
- **Monetization of hotel buildings as energy resources by**
  - extracting real-time sensor data flows into a cloud platform
  - patented method to pinpoint occupant location without using beacons or smartphones and uses this to continuously updating resource availability
  
- generate **efficiency** by saving in unoccupied zones
- Controlled “manipulation” of demand using sensor data
- Without affecting the occupant’s comfort
- No client investment
- returns for both the Host and the service provider



1. Conectric smart gateways (micro computers) connect building groups and classify available assets over IPv6 (6LoWPAN) in a hybrid cloud.



2. Individual rooms and zones within buildings broadcast occupancy status (real-time inventory), temperature (thermal energy), circuit monitoring (electrical energy) and appliance (HVAC) states wirelessly over IPv6.



3. Utility system operators publish LMP (locational marginal pricing) or solicit market bids via API and ADR2.0 protocol. Conectric clears available resources, generating payments. Savings happens automatically day in and day out.



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## Install Advanced IoT Network



Cellular Gateway



Mesh Router

Market cost: \$200+/room  
Conectric cost: <\$60/room

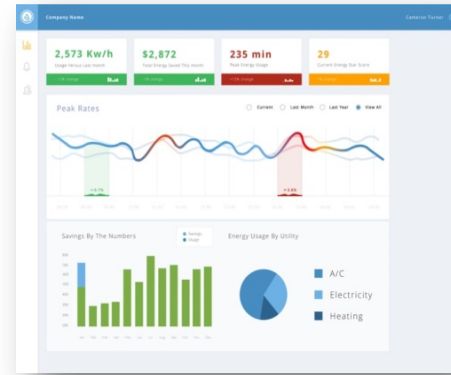


Environmental Sensors

Occupancy and Door Sensors



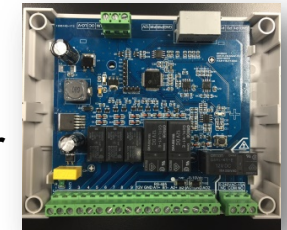
## Under Control



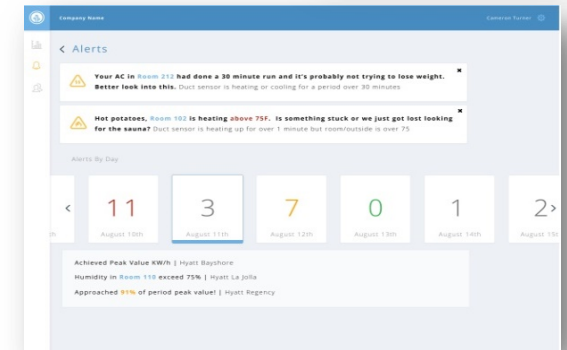
Load Controller



Wall Interface



## Cloud Reporting



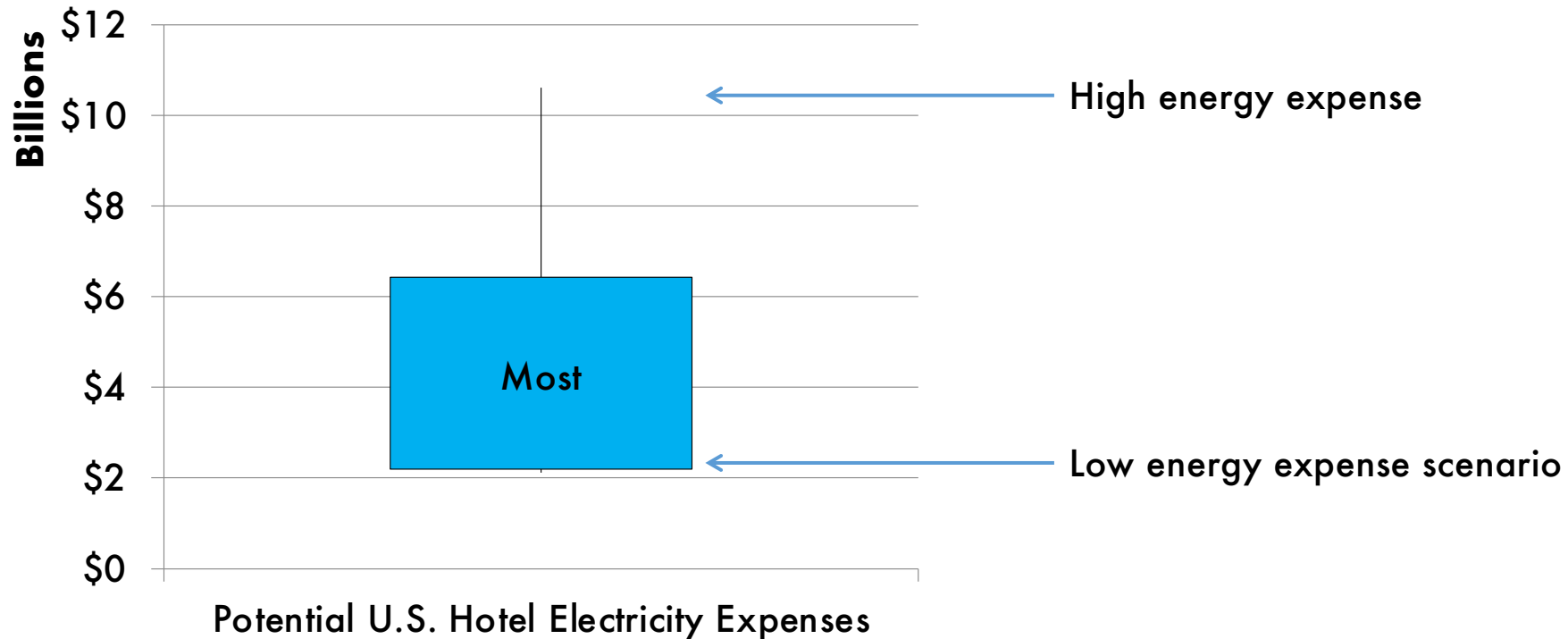
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# How much are we talking about?



“...even for hotels with similar attributes and in the same city, energy per square meter can **vary by more than a factor of 5.**”

Howard Chong, PhD. –  
Cornell Center for Hospitality Research



that being said, rule-of-thumb:

- **Efficiency savings (10-70%)**
- **30% energy expense via “time your usage”**  
(incl. procurement)



# Conectric

Generating the Worlds Digital Energy



# Ecotech

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