



André Nel, Inventor

Eco-V, Company

**1320 Dickenson Avenue, Waverley,
Pretoria South Africa**

<p>GreenTower Micro-grids</p>	<p>Value Proposition</p> <p>GreenTower saves 90% in electricity for hot water compared to electric geysers. Using an Internet based management approach, GreenTower provides affordable off-grid water heating and borehole water supply with micro-grids. A modular design allows capacity to be scaled from single homes to communities and will shortly include food production through bath water recycling</p>	<p>Marketing Strategy</p> <p>We offer a comprehensive 5-year warranty to property developers. A take-off agreement is being negotiated with Stefanutti Stocks to deliver GreenTower micro-grids for 1000 homes in 2017. A 10 year Service Level Agreement is offered to old age homes regarding GreenTower micro-grid services. A MOU has been signed with the SAVF to provide GreenTower services for ± 300 buildings over the next 5 years</p>
<p>Team of Researchers/Inventors/Creators</p> <p>André Nel, Technical Director Dr Gerrit Genis, Commercial Director Hennie Nel, IoT specialist</p>	<p>Competitive Advantages</p> <p>600 million people in sub Saharan Africa do not yet have access to basic services such as electricity, water on tap, sanitation or sufficient food. GreenTower smart micro-grid solutions will address these needs & potentially stimulate the economy</p>	<p>Customer Segment</p> <p>From single homes to communities using a micro grid approach including old age homes, hostels, apartment homes and housing complexes as well as government housing for the poor.</p>
<p>Status (Patent, Mark, Design)</p> <p>GreenTower technology PCT patent application was submitted in December 2015 with commercial product launch in January 2016. The individual patenting procedure for various countries is set to commence shortly.</p>	<p>Necessary Investment</p> <p>The largest costs involve the solar heat pumps, Lithium batteries and solar PV modules The most expensive and key resources are the manufacturing facility and staff The key and most expensive activities are the manufacturing process and customer installation</p>	<p>Revenue Stream</p> <p>Our customers are willing to pay for real time usage information that enables savings. Currently the utility only provides total monthly consumption. Revenue is generated from cash sales to property developers for new projects while owners of existing apartments and housing complexes prefer a monthly service fee with a small installation fee.</p>