



FountLab

FountLab Solutions Pvt. Ltd.



AIC - PINNACLE

ENTREPRENEURSHIP FORUM

INNOVATION | INCUBATION | INVESTMENT

Supported by ATAL INNOVATION MISSION, NITI AAYOG

CONCEPT

Using the Internet of Things (IoT), Big data and data science, FountLab harnesses the power of the cloud and packs it into smart control devices that make commercial buildings more comfortable and energy efficient. We provide digital twin of a commercial building that embeds real-time data. A solution that delivers maintenance notifications, identifies energy-saving insights and enables data-driven capital investment decisions

MARKET OPPORTUNITY

The India Energy Management Systems Market size is expected to reach \$2,145 million by 2023, from \$635 million in 2016, growing at a CAGR of 19.1% during the forecast period. Energy management systems (EMS) are devices that facilitate monitoring and subsequently controlling the energy consumption of various assets, equipment, and appliances. The systems through its device sensors gather the data that are relayed to the database. In addition, sophisticated software algorithms facilitate assistance in reducing the energy consumption of the buildings through effective cost reduction approaches.

PROBLEM & SOLUTION

Buildings account for 40% of all national energy consumption. With significant advancements in efficient automation hardware, not much has been seen on software and data-driven approaches to save energy. Facilities today have a variety of solutions for a number of functions – maintenance applications, conventional building management systems, server room environment monitors, security systems, and much more. There had to be a more insightful way to make it easier for them to work in real time. We use IoT to communicate and unify through multiple facilities the state, systems, and equipment. This allows building operators to work as one and from anywhere remain on top of your construction activities, maintenance, and sustainability. We help them get answers faster with machine learning models and act on insights in real-time.

BUSINESS MODEL

We have a subscription-based (opex) pricing model. We do not charge an upfront payment, instead sign a multi-year fixed fee subscription contract depending on square feet area. Due to its clear value proposition, FountLab's clients are able to see the benefits right from the first month of usage.

VALUE PROPOSITION

FountLab provides a customized solution to its clients. With strong in house team of Hardware, Firmware and Software FountLab has developed its own IoT stack and hence has control over the value chain. This enables us to provide a better value proposition to our clients when compared to the other players in the industry. Our strategy has been structured to be socially responsible, prioritizing low-carbon emissions, promoting green energy policies, and making sustainability a habit. This helps building owners feel good, both environmentally and financially, about their investment.

CURRENT TRACTION

Currently installed prototypes at 3 MNCs in Pune, covering more 50,000+ sq feet area.
Production-ready by end of February 2019.

KEY PEOPLE

Neeraj N M (Director), Manohar Reddy (Director), Dr. S N Sapali, (Mentor -HVAC & R), Dr. V N Raibole (Mentor, BEE Energy Auditor)