



# FLEXharvester

by VITO / EnergyVille

## FLEXHARVESTER © STORM DISTRICT ENERGY CONTROLLER

### PRICING MODELS

- PILOT
- SOLUTION
- TECH TRANSFER



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## PORTFOLIO / PLANS

### FLEXharvester Pilot

A solution to pilot FLEXharvester running as a managed service at VITO/EnergyVille (\*)

### FLEXharvester Solution

As a system integrator you design (\*\*), integrate, deploy and manage the solution yourself with VITO/EnergyVille support for the STORM District Energy Controller (\*\*\*) application

### FLEXharvester Tech Transfer

As partner you receive the source code and are able to tune and adapt the FLEXharvester including the STORM District Energy Controller solution according to your and your Customers' needs

(\*) Or a third party Microsoft tenant

(\*\*) VITO/EnergyVille can support you in the design, configuration and tuning in a first phase

(\*\*\*) STORM District Energy Controller is also available as separate product

## FLEXHARVESTER PILOT PRICING MODEL

- Project price, limited period: 1 – 2, maybe 3 winter seasons
- Based on the actual district heating network where the Pilot is running on:
  - Number of buildings
  - Access to building data (two way) available?
  - Type of local building interfaces
  - Location/country (site surveys)
  - Partners at the table (e.g. for installation of a data access solution in the building, should this be necessary)
- High level project acquisition assessment
- Can be done by VITO, with the Solution Partner as face to the District Heating Network Operator Customer.  
Pilot offerings in a later phase preferentially to be taken over completely by Solution Partners in the different countries.

## FLEXHARVESTER SOLUTION PRICING MODEL

- Aligned with pricing model of the Solution Partner:
  - Per network?
  - Per user?
  - Dependent on the amount of controlled energy?
  - Dependent on network size?
  - ...
- Price basis: per district heating network per customer company, yearly fee
- In line with value created for the District Heating Network Operator
- 3 – 5 year forecast is made, with the Solution Partner. Forecast is regularly reviewed.

## FLEXHARVESTER TECH TRANSFER PRICING MODEL

- Tech Transfer means we ‘duplicate’ our technology to the Solution Partner
- Price basis: one time fee
- Based on requirements and capability of Solution Partner:
  - Market area and market share
  - Ambition of the company, potential growth
  - Elements of exclusivity or first right of refusal?
  - Duration of the partnership
  - Uptake of new features?
  - Amount of handover training and support
  - ...