OPTIVICE energy

Eine SaaS-Lösung von SCHEIBER solutions GmbH

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AI-BASED REAL-TIME ANALYSIS OF ENERGY CONSUMPTION AND GENERATION TO OPTIMISE THE USAGE IN ENERGY COMMUNITIES.

TRACTION
> **STAGE**: development with friendly customers and ECs as testbeds.
> **NEXT**: A BETA version planned for 2024, expanding into the D-A-CH and EWR markets.

USE OF PROCEEDS
> Recruitment & staff
> Marketing & Sales

FUNDING
€ 70k — Pre-Seed (12.2023)
€ 260k — R&D funding approved
+ € 150k — R&D funding requested
€ 300k — Seeking Seed Investment

REVENUE FORECAST
2023 € 105k
2024 € 225k
2025 € 350k
2026 € 600k
Positive Cash Flow: Q1 2026

FOUNDERS

Lucas Scheiber, CEO
Vision, Finance, Business Development
20 years experience in software development

Aline Leiner, COO
Project, Product, Admin, Design
Master degree in Smart City study

PROBLEM
Renewable energy plays a central role in fighting against the climate crisis, but its development is stressing the power grid, which has even led to recent grid outages due to excessive photovoltaic feed-in. Energy Communities (ECs) have emerged as a solution for grid decentralization, but still lack critical components are missing:
> **Transparency** in energy data for effective analysis & increasing energy efficiency.
> Intelligent **optimization to align energy usage & generation** to enhance a grid-friendly usage of renewable energy.

SOLUTION
OPTIVICE, our SaaS product supports households, businesses, and energy communities to **use energy in a more intelligent way**, to maximize self-consumption and minimize grid feed-in by:
> Monitoring smart meters and relevant data sources
> Providing transparent energy data via detailed dashboards
> Utilizing AI to identify efficiency opportunities and forecast costs
> Optimizing energy usage between objects and systems
> Maximizing local energy, minimizing grid feed-in

MARKET
The market is ready for a shift towards renewable energy. Around 500 ECs have been formed in Austria since fall 2021. Our goal is to expand this new market by addressing the need for energy transparency and intelligent optimization.

COMPETITIVE LANDSCAPE - OPTIVICE is characterized by:
> Leveraging existing systems, starting with smart meters
> Utilizing AI for usage-based energy data evaluation
> Identifying flexibilities for meaningful load optimization
> Considering object relationships in regional system optimization

BUSINESS MODEL
> Software as a Service: One-time & ongoing service fees
> Special projects and consulting (API consulting, custom analysis)

Join us in making OPTIVICE a driving force behind the energy transition, empowering consumers, and revolutionizing the way we use energy in a sustainable future.