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NO LIMITATION TO YOUR IMAGINATION

Sigtree DoT Platform

Enabling Smart Communities

Sigtree offers access to a community that can fix day to day problems with your household and business through Smart Home and Smart Building technologies

DoT - Digitalization of Things

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Declining Margins
Unaddressed need to reduce the operational overhead for managing a building

Changing End User Persona
End users need to stay connected and to benefit from the shared economy

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Problem Description
For Real Estate and Property Mngt

Define

Develop

Solve

Complex Value Chain
It is difficult to introduce Proptech software in the exiting ways of working

Reduced Staff Availability
People are changing jobs very often and building mngt are particularly difficult to replace

smart buildings   smart living

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Sigtree DoT
A new approach
to real estate
&
property
management

Smart System
One umbrella system, technology agnostic and automation focused

A Community
Collaborate with members and access professional services

Operational focused
Easy communication with chat-bots linked to the smart system

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An Integration IoT Platform

Why Our Systems

MOST IMPORTANT
CRITERIA FOR
ADOPTING
SMART SYSTEMS

COST OPTIMISATION

SAFETY

AUTOMATION

COMFORT

We partner with Property Managers to optimize resource allocation and device control ...

At Sigtree we focus on adding value with a vendor and technology agnostic approach. Our products and services fulfill all expectations for cost optimization, safety, automation and comfort. Our aim is to always have affordable and easy to use products.

* According to Forbes Smart Homes and Smart Utilities sum up close to 20% of the total IoT Global Market representing a net worth of ~USD80Bn

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EU Market Figures

€100 bn ⬚*⬚
Estimated amount spent in 2019 on new Smart Home Devices & Software

40%
Current owners expect to upgrade or buy new devices in 2019 - 2020

59%
Aspirational homeowners age 18-35 have plans to invest in Smart Homes

60%
Out of the total market, 60% will be covered by Software & Services

Market Size & Predictions (*)

Our target in the 2nd operational year is to gain 5k users as market-size which would lead to an estimated 500k yearly revenue plus a once off 15 mil revenue

(*) @PWC - Connected Home 2.0 Report   @PWC press release

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Our Competitive Advantages
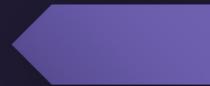
End User Benefits

Goods Sharing Culture and monetization	**01**
Faster access to professional services	**02**
Solve faster facility related problems	**03**
Services based on ratings and reviews	**04**
Enhanced monitoring, security, control	**05**

Customer Benefits

01	Better customer reach
02	Better sales & marketing reach
03	New revenue streams
04	User retention and recurrent revenues
05	OPEX Optimization

Other Opportunities

The Product can reach customers through different channels ...

Insurance Companies

The biggest number of compensatory damages in the real-estate sector are paid for floods, fires and theft
End-users benefit from a better insurance rating, better insurance coverage and a lower monthly insurance cost

Other Financial Institutions

Can now have a better understanding of what people want, which services they need and when they need them.
Enable new financial services like fast-track short and long term loans.
Intermediate payments in the community

The Social Network Smart Living concept that always adds value and win-win situation ...

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CUSTOMER FIRST

Commercial Model

Pay-as-you-Go and stop when you want

One stop shop for Smart Systems
A familiar user interface
Answers to a wide array of problems
All in REAL-TIME

Yearly Flat Fee
Predictable costs and value added

Commercially available
SaaS or a White-Label in a private cloud

Profitable model
The system pays for itself

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ONLY PROFITABLE WIN-WIN SCENARIOS

Project Execution and Financials

The commercial model implies the following 4 steps....

Smart Home implementation

Key component, that will automate the interaction with the community and give control over the home
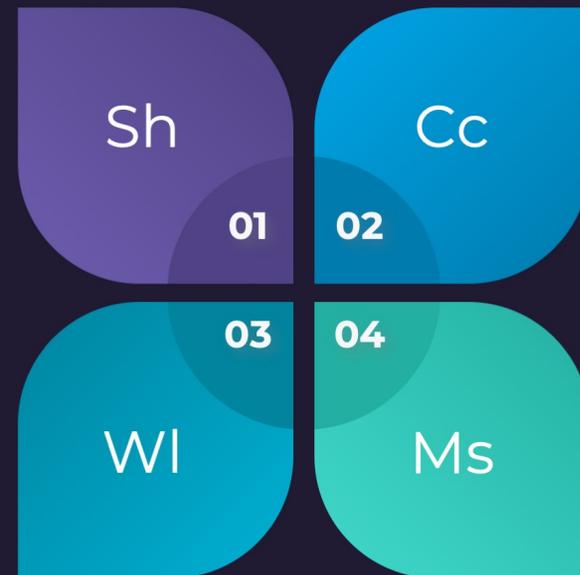
Define a closed Community

The community will be built based on affiliation of trusted partners, verified service providers and users

Build the white-label apps

Customers will get branded apps, that will be shared with the end-users for a smooth collaboration

Monetize Services

Customers sell the smart system with a margin and will start taking commissions out of the professional service

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Our customers may themselves have multiple marketing offers that would create competitive advantages

Subsidized loans

Location administration fees

Services to transfer/ port devices between location

Building administration fees

...and many more

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OPEN TO NEW IDEAS

Key
Takeaways

Cloud Based Smart Platform,
for Real Estate Developers
and Property Managers.
A perfect match to link the
physical and digital worlds
based on IoT and
communities' concept

FAMILIAR USER INTERFACE
Better user experience aligned with customer needs

STRONG VALUE PROPOSITION
Unique proposition of enabling Communities
focused on common challenges

LOWER OPERATIONAL COSTS
Best access to professional services

ENABLES EXTENDED PARTNERSHIPS
Business Partners can share resources and create
Social and Proffesional Communities

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OPEN TO NEW IDEAS

A B2B Product, made for our day to day challenges

Contact US!

contact@sigtree.com, **www.sigtree.com**

Thank You

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