

## **gridX expands its business areas and sets new standards in the energy IoT sector**

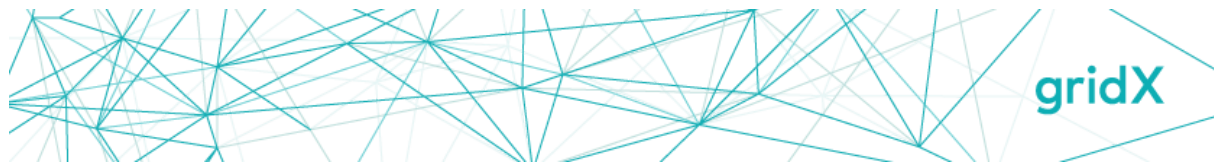
- **Successes in the B2B sector with internationally leading companies**
- **White label solutions offer business clients completely new opportunities in the energy market**
- **"Independent Homes", "Smart Charging" and "Microgrids" hit the pulse of time**

**Aachen/ Munich, January 31, 2019** - gridX, a young company operating on the market since 2016, is expanding its business areas. In the B2B sector, they have been offering unique white label solutions since mid-2018 to connect energy and technology companies with their end customers, to open up new areas in the course of digitisation and to establish new business models. Numerous international companies - including Viessmann and innogy - are already using the technology to better understand the energy consumption and behaviour of their customers and thus be able to offer new services for prosumers and operators of charging infrastructure.

The energy market is in the middle of the change, but consumer demands and behaviour in the energy sector have also changed considerably and will increasingly continue to do so in the future. These are no longer just connection points, but customers with a growing need for transparency, co-determination and new sources of revenue. gridX serves as a strong and innovative partner for companies in the energy sector to develop new, customer-oriented business models and thus new potential. The core component here is the integrated gridX platform, which was created specifically for the requirements of the energy market.

gridX launched the business idea for end clients and offers the possibility to connect renewable energy generation plants and households on a digital platform. Regardless of the manufacturer, the gridBox is the only product on the market that can smartly connect generation facilities and battery storage to the power grid. In addition, the company has dedicated itself to building a self-sufficient electricity community that can share the surplus electricity with other members.

Due to the high demand from B2B companies, gridX is currently concentrating on this area. The young enterprise was able to benefit strongly from the first phase of the process and can now pass on its experience with end client to business clients. "We are proud to say that we currently offer the most innovative technology platform for the energy industry. In our view, IoT solutions are essential for companies to implement digital and new business models in the energy market. This is the only way for



companies to ensure their customers support in the long term," says founder and managing director David Balensiefen.

**The active technology platform for smart energy management and digital energy solutions.** It serves gridX as a technical companion for all future business models along the (energy) value chain. Companies invest millions in the development of their own IoT cloud infrastructures and use most of it for basic developments that have nothing to do with the actual solution - they lose time and money. This is exactly where gridX comes in and offers a comprehensive "Platform-as-a-Service" for fast development, Time-to-Market and the operation of Big Data. The gridBox is among the most innovative, reliable and cost-efficient IoT edge gateways on the market today and meets the highest industrial security and reliability requirements. The operating system convinces with high scalability and the latest technological standards. Docker containers on integrated devices combine modern software development with connected hardware and IoT. This makes it possible to generate 2.5 million data points per device and day, which establish completely new business opportunities. Anticipated maintenance technology is just one of many keywords.

**Independent homes, Smart charging and Microgrids.** With these three areas gridX sets new standards. "Independent Homes" is the first white label offer for flexible energy management and energy monitoring of private households with self-sufficiency. In cooperation with a leading international manufacturer of heating systems, gridX integrates photovoltaic systems with battery storage systems, heat pumps and a community in corporate design. With "Smart Charging" gridX offers a solution to the fact that more and more electric vehicles are on the road and make efficient and controlled charging impossible. Especially companies, hotels and multi-storey car parks have the problem that their grid connection, often established many years ago by the grid operator, cannot provide enough power to charge several electric vehicles at the same time. The energy revolution with the increasing number of decentralised generation units brings the problem of supply security and grid expansion. Power failures in the power grid due to instabilities of the grid frequency are threatening. A supply alternative that enables temporary independence from the grid if required is indispensable. The gridX solution collects, stores and manages data from decentralised energy devices in real time. The monitoring and balancing of energy flow in the microgrid increase energy efficiency and enable shifts in demand in the event of overproduction.

**International investors and pioneering awards.** In 2018 gridX was awarded the Digital Energy Award in the category Customer Engagement. In addition, the young company is represented in "The Hundred" of the most innovative start-ups. gridX



investors include investors from Silicon Valley and Germany such as Coparion, innogy ventures and Vito One.

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### ***About gridX***

*The energy revolution is one of the most important challenges of our time. gridX GmbH faces this task honestly, cleanly and transparently at its locations in Aachen and Munich: The business models Microgrids, Independent Homes and Smart Charging set an example in the internet of things and convince business clients with self-developed hardware and software, innovative technology and first-class services. With a common, digital platform as a white label solution for electricity producers and consumers, the young company leads its customers into the future of energy supply.*