Portuguese startup that uses Artificial Intelligence to optimise consumption and revolutionise energy management in smart buildings is looking for international distributors that can help them to sell their solutions across and beyond the EU.

Summary

Profile type	Company's country	POD reference
Technology offer	**Portugal**	**TOPT20250709033**
Profile status	**Type of partnership**	**Targeted countries**
PUBLISHED	**Commercial agreement with technical assistance**	**• World**
Contact Person	**Term of validity**	**Last update**
Enrico FRANZIN	**9 Jul 2025** **9 Jul 2026**	**9 Jul 2025**

General Information

Short summary

An AI-powered energy solution from Portugal that optimizes HVAC systems in real time. Using predictive algorithms, it automates building energy usage while maintaining comfort. Ideal for commercial and service buildings, it benefits facility managers seeking smart and efficient control. Already implemented in buildings across Portugal and the USA. The company is offering their services to partners who can help building owners and managers across the EU to reduce their energy consumption.

Full description

The Portuguese-based hi-tech engineering company helps facility managers who want to run a building at peak efficiency, reducing the complexity of automation systems and achieving optimum comfort, as opposed to today's smart buildings. Using artificial intelligence, the company handles the flow of real-time data from sensors, equipment, IoT devices, climate and occupants, which allows it to train a predictive algorithm model and return instructions for reprogramming Building Automation Systems. The software created by the company carries out commissioning continuously and in real time, making buildings autonomous. The main technical and economic advantages include energy cost reduction up to 40% savings on energy bills, comfort improving up to 90% satisfaction rates and

reduction of equipment downtime: minimizing costly emergency visits by up to 50%.
The company's solution also detects anomalies and anticipates maintenance needs, streamlines operations by automating repetitive tasks, offers seamless integration with existing systems and includes a centralized dashboard that allows real-time monitoring of overall HVAC performance.
Believing that technology can boost efficiency and sustainability, the company is committed to offering innovative solutions that make buildings more autonomous, comfortable and efficient.
With customised solutions for different types of buildings and a primary focus on the B2B market, the aim is to solve problems where they are most pronounced, such as in commercial buildings, fast food chains and hotels, where the potential for energy savings is high and there is repeatability, which makes it easier to apply the company's solution.
The company has developed a unique combination of AI technologies (Machine Learning and Optimisation), three-dimensional building simulation combined with a high level of expertise in the field of Thermal Comfort. As well as offering an innovative and differentiated solution for the energy management of buildings - enabling them to be made sustainable in just 96 hours - it combines cutting-edge technology, customer focus and a flexible 'saving as a service' business model that allows 50 per cent of the energy savings achieved to be shared with the customer.
As a cloud-based system, they enable one building to benefit from all buildings connected to the system. The AI engine developed by the firm can be used to simplify building management, reduce the number of required FTEs, perform predictive malfunctions detection and reduce energy consumption.
In terms of environmental impact, the company aims to reach the milestone of 1,500 buildings by 2026, which will result in a minimum saving of 200 GWh of energy - equivalent to the CO2 capture capacity of half a million trees.
With the ambition of becoming a leader in energy optimisation solutions for smart buildings, the company plans to expand into new international markets, having already established a presence in Spain and Brazil, as well as starting proofs of concept in the United Arab Emirates. The big investment is the European market, where the adoption rate of IoT or smart building systems exceeds 20 per cent and the cost of electricity is high, making its solution highly attractive and easy to implement.
The company seeks distributors to increase their presence within Europe and beyond, making it easier for users to access their solutions and encourage frequent engagement.

Advantages and innovations

The company delivers a holistic approach to energy efficiency in buildings, beyond just HVAC and lighting systems. Supported by prestigious EU grants, the firm's projects enable the team to develop cutting-edge solutions that drive progress and create lasting impacts in various industries.
Unlike the competition, they are hardware-agnostic and are designed to complement, not replace, existing investments in building automation systems.
Their solution is a non-intrusive cloud platform that gathers information from all systems inside a building. It applies Machine Learning algorithms, in order to predict energy consumption, indoor temperature, level of comfort, occupancy and malfunctions, among others.

Technical specification or expertise sought

Stage of development

Already on the market

Sustainable Development goals

- **Goal 12: Responsible Consumption and Production**
- **Goal 8: Decent Work and Economic Growth**
- **Goal 7: Affordable and Clean Energy**
- **Goal 9: Industry, Innovation and Infrastructure**
- **Goal 13: Climate Action**
- **Goal 11: Sustainable Cities and Communities**

IPR Status

No IPR applied

IPR Notes

Partner Sought

Expected role of the partner

The company aims to establish commercial partnerships with large-scale building owners and operators who are interested in exploring opportunities to reduce energy consumption, lower costs, and drive decarbonization for a more sustainable environment.
To expand its reach and impact, the company could benefit from strategic collaborations with:

1. Energy service companies specializing in efficient solutions.
2. Real estate firms looking to integrate energy-efficient technologies into new and existing properties.
3. Facility management companies overseeing building operations.
4. Renewable energy firms.
5. Sustainability consultants.
6. Organizations with high energy consumption needs, such as healthcare networks, schools or hospitality groups.

These partnerships could create synergies, allowing the company to leverage diverse expertise and access broader markets while helping partners enhance their sustainability efforts.

Type of partnership

Commercial agreement with technical assistance

Type and size of the partner

- **R&D Institution**
- **SME <=10**
- **SME 50 - 249**
- **Big company**
- **University**
- **SME 11-49**
- **Other**

Dissemination

Technology keywords

- **04007006 - Low, zero and plus energy rating**

Market keywords

- **06001001 - Exploration services**
- **06008 - Energy Storage**
- **06001004 - Equipment and instrumentation**

Targeted countries

- **World**

Sector groups involved