

WizeAlliance 



Wize Alliance Kickoff 19.05.2017



# AGENDA

Start	End	AGENDA
10:00	10:15	Welcome coffee
10:15	12:10	Alliance Presentation <ul style="list-style-type: none"> <li>▪ Objective</li> <li>▪ Governance</li> <li>▪ Membership</li> <li>▪ Technology</li> <li>▪ Smart Water Use Case</li> <li>▪ Smart Gas Use Case</li> </ul>
12:10	12:45	Performances Radio Alciom
12:45	14:00	Lunch & Networking
14:00	15:00	Introduction of new members <ul style="list-style-type: none"> <li>▪ Sigrenea</li> <li>▪ Analog device</li> <li>▪ Radiocraft</li> </ul>
15:00	16:00	Committees <ul style="list-style-type: none"> <li>▪ Technical Committee</li> <li>▪ Development Committee</li> <li>▪ Communication Committee</li> </ul>
16:00	16:30	Discuss & Exchange & end of the day

# Morning Agenda

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**1** WIZE Alliance

**2** Governance

**3** Membership

**4** Technology

**5** Smart Gas Use Case

**6** Alciom

# Morning Agenda

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**1** **WIZE Alliance**

**2** **Governance**

**3** **Membership**

**4** **Technology**

**5** **Smart Gas Use Case**

**6** **Alciom**

## Wize Alliance Introduction

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***Farrokh Fotoohi***

*CEO of SUEZ Smart Solutions*

Farrokh Fotoohi, is CEO of Ondeo Systems, which became in 2016 the Smart Solutions activity of SUEZ group. With more than 25 years' experience in advanced research and technologies for the environment business, SUEZ Smart Solutions develops innovative smart metering and real-time expert solutions for water utilities combining both the historical expertise of a water operator and the best methods of data processing.

# Wize Alliance aims to promote a LPWAN based on European Standard

## Why the Alliance was created ?

WIZE Alliance was created to:

- **secure the durability and the sustainability** of its technology
- to **export** the technology and **enter new markets**, particularly **smart cities**

## What is Wize Alliance ?

The WIZE Alliance, founded by GRDF, Sagemcom and Suez is an open and non-profit international association.

## What is the purpose of the Alliance ?

**1** **Improve interoperability** between connected objects using long range wide area networks



**2** **Educate the Internet of Things market** and promote the benefits and the applications of the WIZE technology,



**3** Establish a **sharing environment** between its members to enhance the WIZE technology, participate in its development, particularly through the standardization work such as those set up on the 13757-x European standard



**4** **Identify and coordinate a network** composed of start-up, developers and WIZE technology compliant product suppliers to provide a wide range of interoperable products



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# Governance Introduction

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***François Moreau***

*Sales Director at SUEZ Smart Solutions*



# Governance relies on a board which undertake decisions and Committees which produce work and deliverables.

## Executive Board

- Sponsor level
- Board do not produce any work, board only undertake decision and validation

**Executive Members**

## Strategic Committee

- develop and submit Alliance Roadmap to Executive Board at both an organizational and technical level
- develop and maintain long-range and annual strategic plans
- propose and validate Association accession to institutional, professional or advisory organisations
- appoint Association representatives to each institutional, professional or advisory organisations

**Executive Members + Working Group Chairs + Experts (on specific request nominated by the Strategic Committee)**

### Communication Working Group

- dedicated to marketing activities, promotion of WIZE technology and communication activities within and outside the alliance
- developing an Alliance marketing plan;
- driving education, outreach, and awareness programs
- managing communication to Members
- developing marketing materials for the event and for the alliance

**1 chair + experts**

### Technical Working Group

- dedicated to maintain the detailed specifications of the standard and to specify tests
- gathering, defining, and prioritizing requirements for Deliverables
- creating a working plan to accomplish the technical objectives of the Alliance
- organising certification and testing process

**1 chair + experts**

### Development Working Group

- dedicated to business development of the technology, recruitment of new projects, new applications and upgrades
- defining the timing and form of ecosystem expansion
- tooling and implementation, monitoring and surveillance over projects

**1 chair + experts**

## The representatives of the founding executive members

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***Jean Lemaistre***

*Deputy Chief Executive Officer at GRDF  
WIZE Alliance President*



***Eric Rieul***

*Deputy Chief Executive Officer at  
Sagemcom*

*The treasurer's function is Sebastien  
Malgat - Head of Management Control  
at Sagemcom - Energy & Telecom*



***Pierre Andrade***

*Deputy Chief Executive Officer Water  
France at SUEZ  
WIZE Alliance Secretary*

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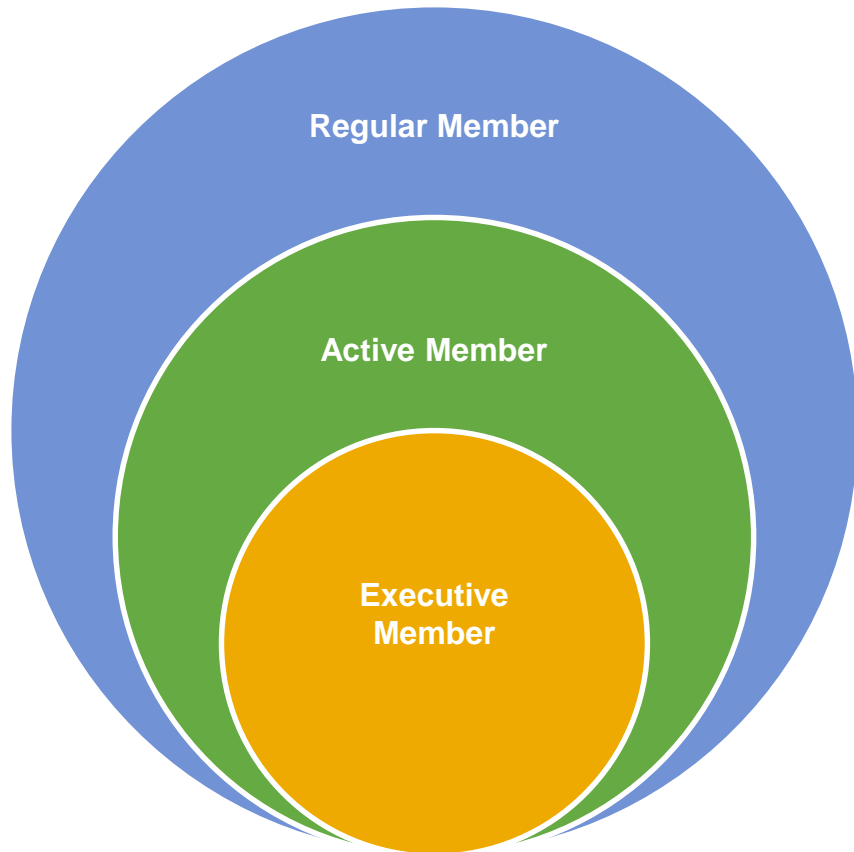
5 Smart Gas Use Case

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# Over 30 companies have already expressed their willingness to join the Alliance



# WIZE Alliance is structured around three levels of membership



## 1. Executive Member

**30 k€ / year**

- Players with ongoing deployments of products / services or existing networks
- Active contributors to technology evolution strategy
- Serve on the Executive Board, Participate in Working Groups
- Validate Deliverables

## 2. Active Member

**10 k€ / year**

- Players with compatible services or products
- Active contributors to operational activities
- Participate in Working Groups
- Contribute to Deliverables

## 3. Regular Member\*

**3 k€ / year**

- Players with interest in the technology
- Specific contributors to operational activities
- Access to specifications

\* Free of fees for academics



# Members Rights

	RIGHTS	EXECUTIVE	ACTIVE	REGULAR*
Organisation	Eligibility for a seat on the Executive Board	✓	X	X
	Initiate Working Groups	✓	X	X
	Chair Working Groups	✓	✓	X
	Participate in Working Groups	✓	✓	X
	Participate in general assembly	✓	✓	✓
Operations	Vote in general assembly	✓	✓	X
	Submit Deliverables for final approval by the Executive Board	✓	X	X
	Contribute and access to draft Deliverables	✓	✓	X
	Access to WIZE final Deliverables	✓	✓	✓
Communication	Have certified WIZE compliant products or services	✓	✓	✓
	Use Alliance and/or certification logo on certified products	✓	✓	✓
	Participate in press articles and interviews regarding the Alliance	✓	✓	✓
	Access private area of the website dedicated to Members	✓	✓	✓
	Receive Alliance communications	✓	✓	✓
Responsibility				
	Responsible for personal mistakes committed in the execution of their service	✓	✓	✓
	Incur no personal liability for the debts, liabilities, or obligations of the Alliance	✓	✓	✓

\* Free of fees for academics

# Process to Join Wize Alliance

*If you want join WIZE alliance you have to do the 3 following actions :*

1

## Complete Membership Form

- In the membership form you **accept the utilisation of the logo**
- You commit to **begin administrative procedures**
- You choose **your member level**
  - Executive Member : 30 k€ per year
  - Active Member : 10 k€ per year
  - Regular Member : 3 k€ per year

2

## Sign internal rules

- By signing the internal rules
- You agree the comply with **bylaws** in appendices
- You agree to comply with **internal rules** defined by the association

3

## Pay membership fees

- Full payment is mandatory for any calendar year started
- Payment is required within one month after signing membership form

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# Wize Technology

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***Alain Désandré***

*Technical Leader of the Smart Metering  
Program of GRDF*



***Samuel Loyson***

*Head of Smart Metering at SUEZ*

# WIZE technology arose from the need of communication between industrial equipments



Technology is based on:

- protocol using Wireless M-BUS
- European open standard for long range communication : 13757-x



# Wize promotes and develops proven solutions by and for the needs of utilities and industry

**Observation** : IoT alliances are mainly focused on technology

## WIZE mission :

- Promote and develop **proven solutions by and for the needs** of utilities and industry : **user club**
- Bring a set of **proven partners and products** in a constrained environment for many years
- Offer a **complete package** of specifications / finished products / complete solutions

**« User Driven »**  
Make the difference by use

## Arguments :



*Large volume of objects*



*Constraint of accessibility of objects (buried objects)*



*Technology experienced in constrained industrial environments*



*Reliable and robust communication*



*Long range for low power consumption*



*Bi-directionality*



*Clean frequency band (few occupancy of the spectrum)*



*Simplicity of implementation*

## Wize Alliance is leveraging over ten years' experience of field deployments



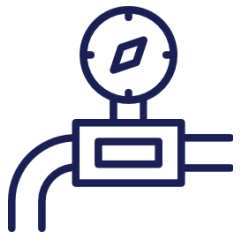
**3 million**  
*devices deployed*

**500 cities**  
*in 15 countries*

Wize Alliance aims to export the technology and enter new markets

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*Industrial Internet of Things Applications*



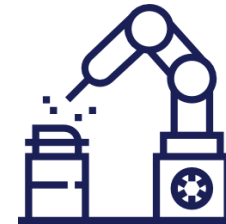
Smart Metering



Smart Cities



Waste Management



Connected Factory



Renewables

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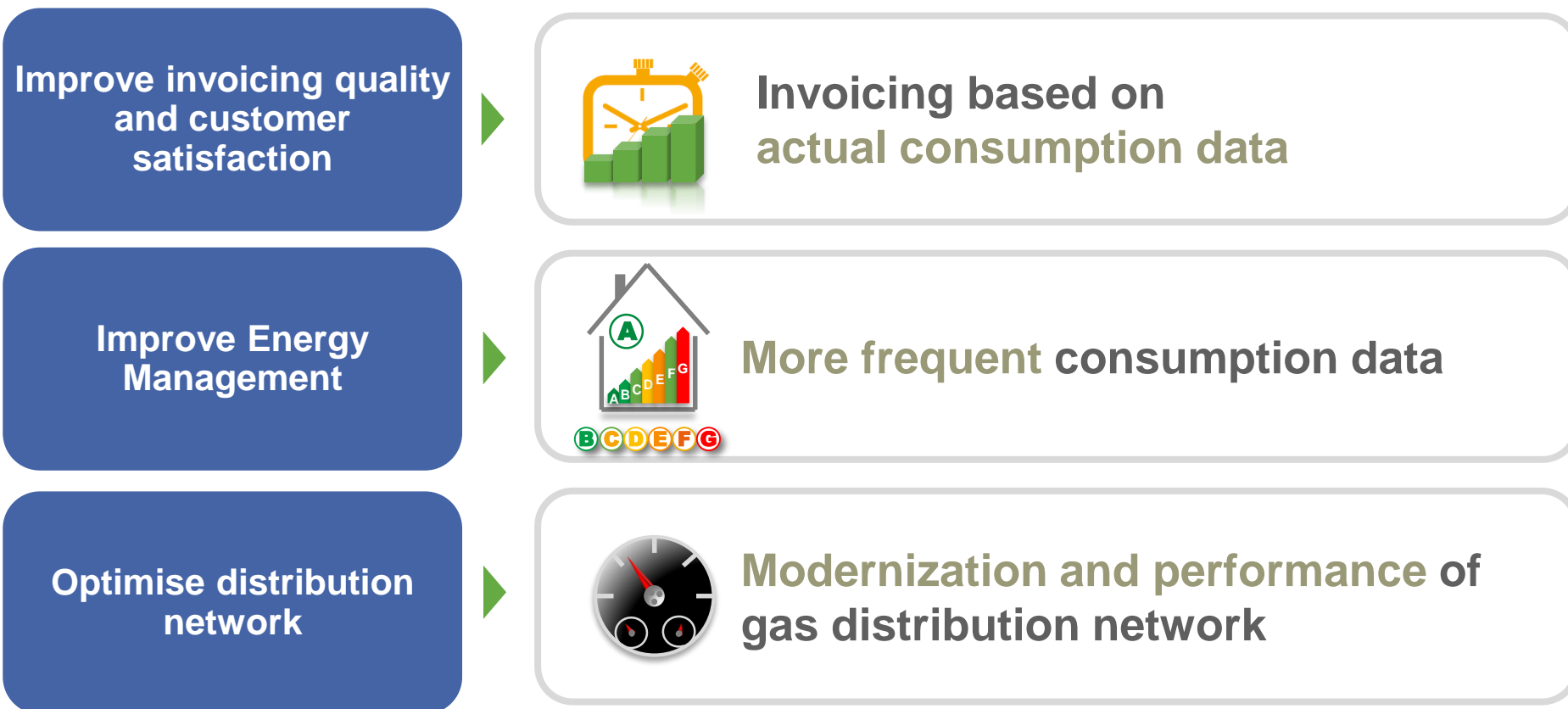
4 Technology

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# AMR : A Project Driven by Energy Efficiency Goals

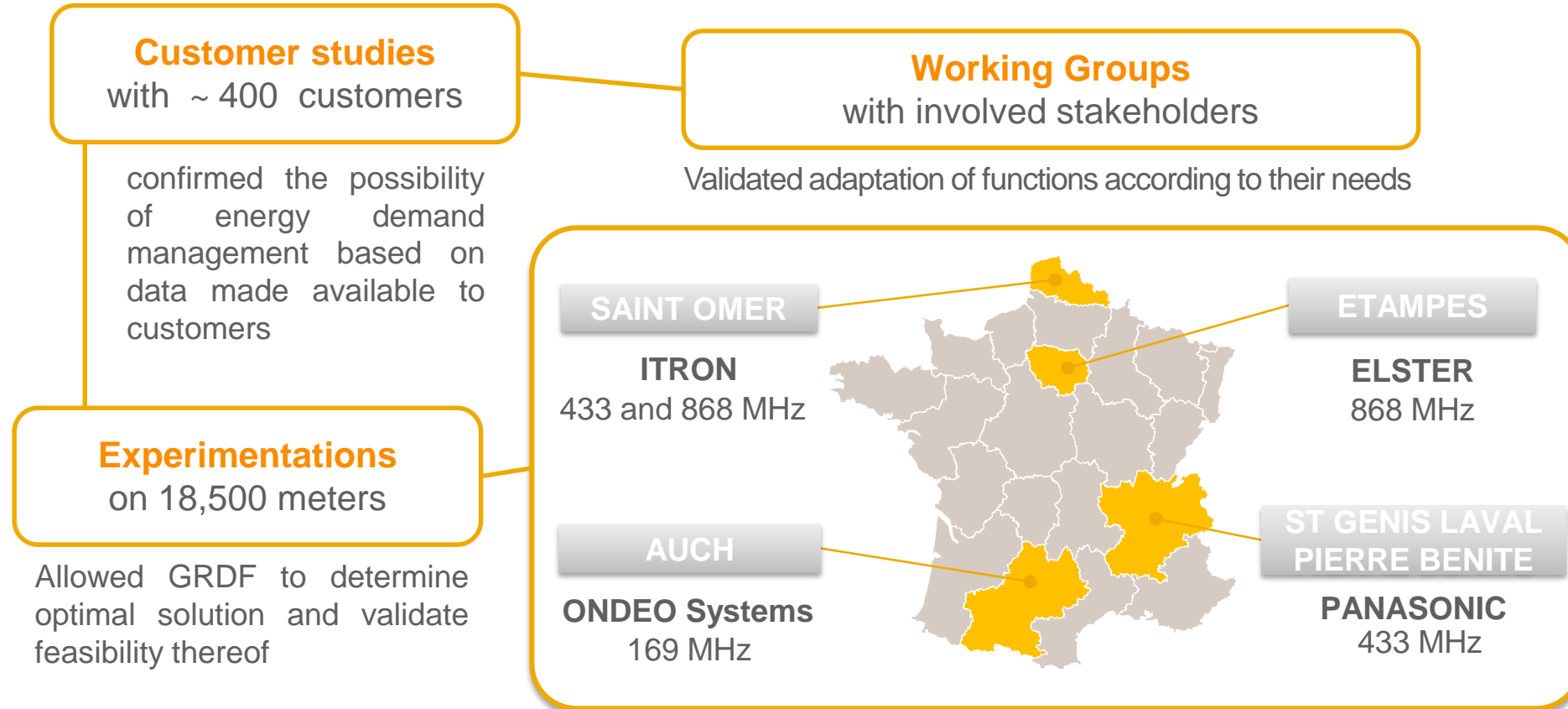
To the benefit of 11 million customers (households, small-business, municipalities)





# 2010 and 2011 : Time for Experimentation

- Validate required functions and Define optimal technical solution associating all stakeholders to the decision-making process



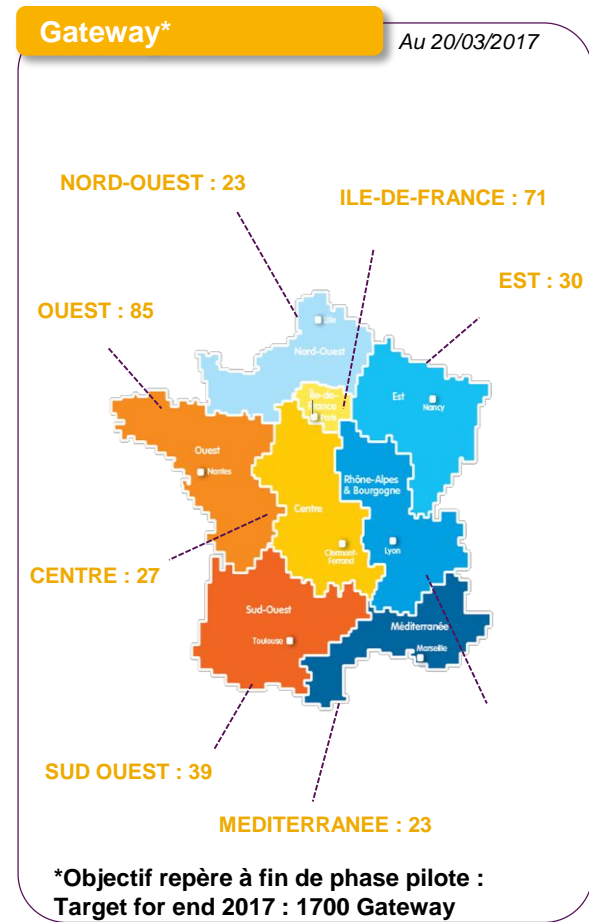
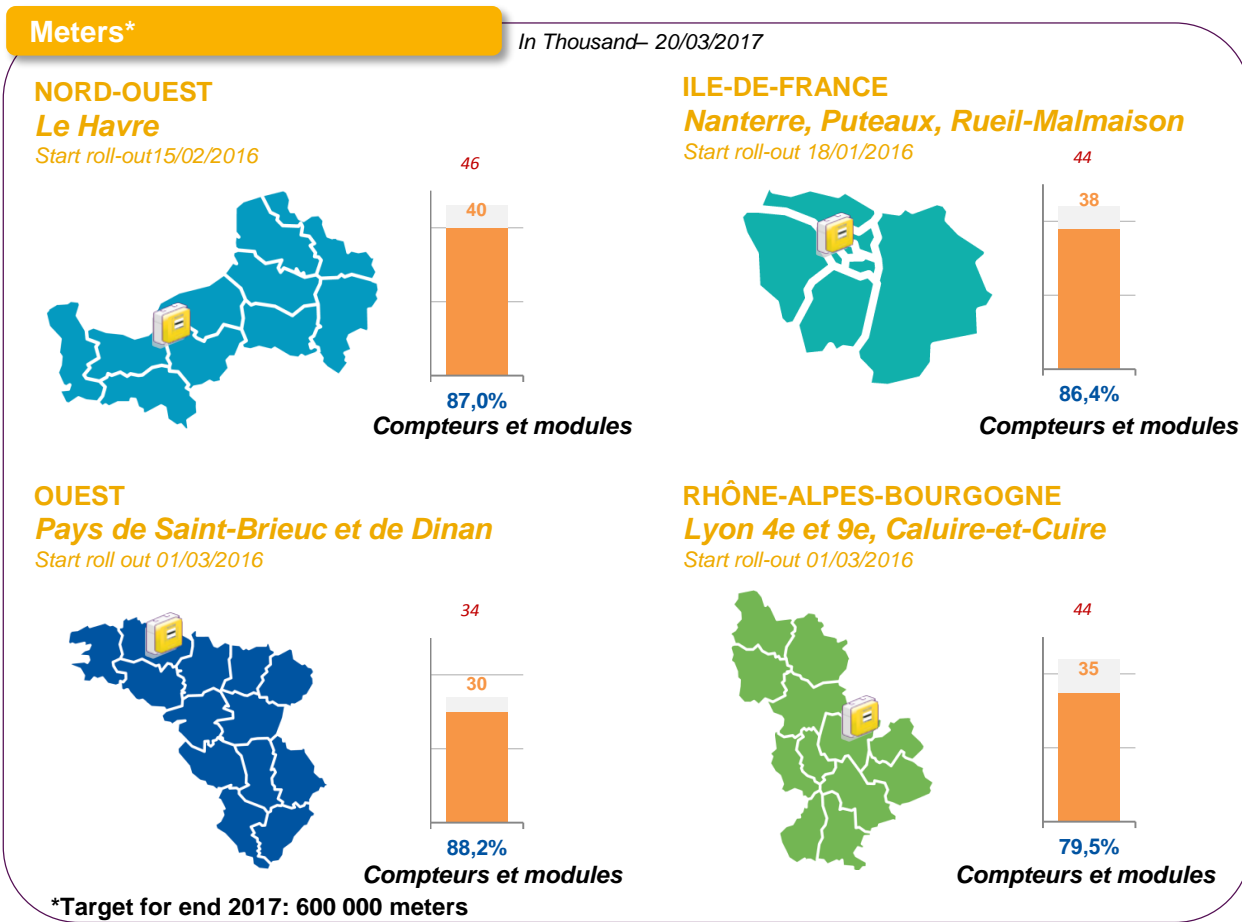
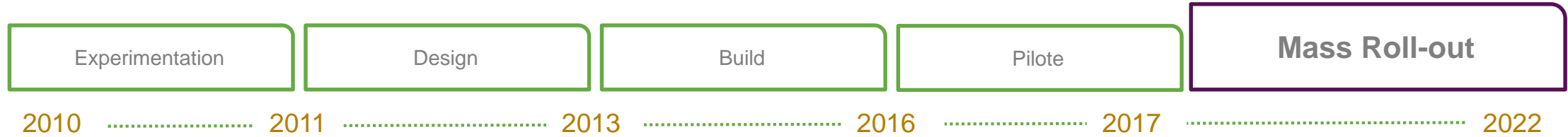
- • Following the “Definition Phase”, we were able to use results of both dialogue and field technology testing to **define our own solution** : the AMR Project

# Technical Performance

- Allowed us to confirm our convictions and optimal solution design

Convictions	Drops
 <p><b>Well-tries equipment, reliable and lasting</b> for a 20-year lifetime</p>	<p>Systematic Remote Shut-Off Valve</p> 
 <p>A <b>bidirectional secure solution</b> to answer future needs (upgradeability, scalability, interoperability)</p>	<p>Systematic Display at Hand</p> 
<p><b>169 MHz</b></p> <p><b>Optimal number of equipment to deploy</b> on field (no repeaters)</p>	
 <p>A <b>simple and open solution</b> ensuring economical balance</p>	

# GRDF joins the Wize Alliance to promote the technology developed during the project



- ### HIGHLIGHTS
- More than **150 000** meters rolled-out.
  - End of may 2017, **more than 450** Gateway have been deployed
  - System performance sticks the expectation **with an average read rate >=98%**.

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## Alciom Introduction

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***Robert Lacoste***

***Founder of ALCIOM: Electronic & RF experts, winners of more than 15 international design contests***

Robert Lacoste has 30 years of experience in RF systems, analog designs, and high speed electronics. Robert started its career as CTO of SINFOR then joined NORTEL NETWORKS in 1995 as operations and R&D director, working on 2G/3G cellular projects worldwide. In 2003 he started a consulting and design company, ALCIOM, to share his passion for innovative mixed-signal designs. ALCIOM is now a 7-person, 1.5MEur high-expertise company with more than 150 customers. Robert has won 15 international design contests, and published more than 50 publications. He is in particular a columnist for Circuit Cellar magazine since 2007. You can reach him at [rlacoste@alciom.com](mailto:rlacoste@alciom.com).

## Lunch Break

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Lunch Break

## Afternoon Agenda

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**1** Sigrenea

**2** Analog Device

**3** Technical Committee

**4** Development Committee

**5** Communication Committee



## Afternoon Agenda

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## SigrenEa Introduction

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***Jérôme Valette***

*President and founder of sigrenEa*

In 2009, Jérôme founded sigrenEa which has specialized in the optimization of waste collection at drop-off points. With sigrenEa's waste level telemetry sensor and business application software, the company has built working relationships with numerous local authorities, large waste collection groups and industrial clients. Today, sigrenEa manages more than 10,000 drop-off containers, and is currently the French market leader. In 2014, it successfully entered the international market.

## Afternoon Agenda

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# Analog Device Introduction

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***Florian Paumier***

***Key Accounts Sales Manager in the  
South Europe Sales Team***

Florian Paumier has been working for semiconductors companies for a decade and joined Analog Devices in 2013 as a Key Accounts Sales Manager in the South Europe Sales Team. He has responsibility for direct Key & Focus customers in Energy, Consumer & IoT market segments. He is also participating to support Energy & IoT market developments in deep collaboration with our Technology & Business Groups.

Prior to joining Analog Devices, Florian Paumier served in sales leadership positions at Texas Instruments & Atmel. He holds a MSc in Telecommunications, Computer Science & Hardware Architecture from ESIR Rennes and a Master in Management specializing in Innovation & Technology from Grenoble Ecole de Management.

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## Technical Committee

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***Alain Désandré***

*Technical Leader of the Smart Metering  
Program of GRDF*

# Technical committee

## Technical Working Group

1

### Specification

- **Preparation** of LAN and WAN specifications
- Translation and **publication of LAN and WAN specifications**
- **Assistance** to Wize members for specifications discovery

2

### Development kit & products

- Specification of a **development kit scope based on members inputs**
- **Realization of the development kit** for development and integration acceleration
- **Wize on chip modulation integration**

3

### Internationalization

- Work with actors involved in **Italian technology** to analyze **convergence** opportunities with Wize technology
- **Extension of Wize protocol to other frequency bands**, possibly observing different regulations

4

### Certification

- Define a **certification scope & process** (e.g.: quality, performance, interoperability, compliance, black box)
- Define **certification tests** for each type of products (chips, meters, objects...)
- Decide the **agreement process of a Wize certification authority**

## Committee meeting frequency

- Monthly : ?

## Contributors

### **President**

Alain Désandré - GRDF

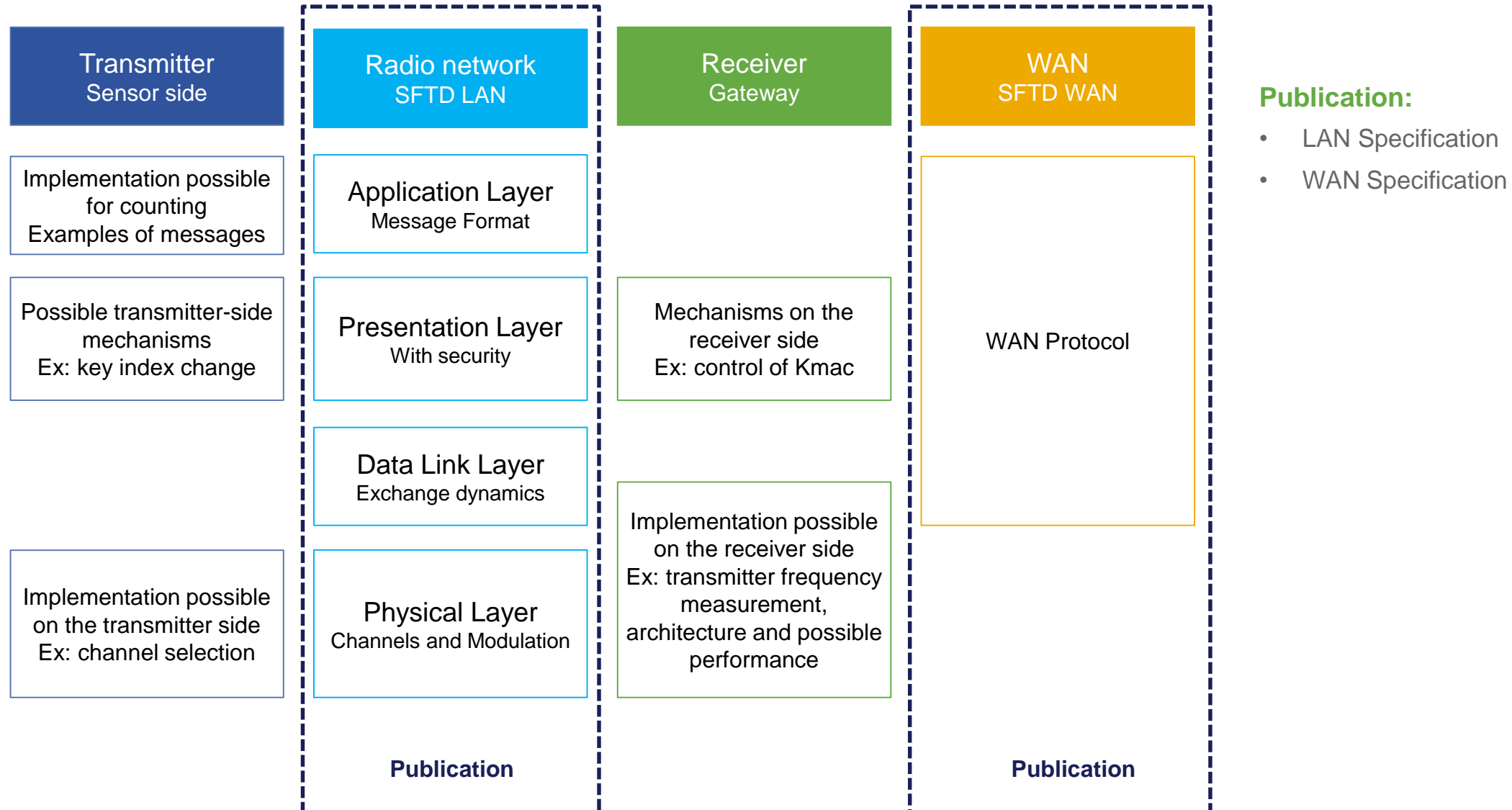
Samuel Loyson - SUEZ  
Eric Farnier - SUEZ

Erwan Perico - Sagemcom  
Patrick Cazein - Sagemcom

Guillaume Richard - Accenture



# Founding members will publish WAN and LAN radio protocols



# Technical roadmap



Proposal of subjects to be inserted in the roadmap, upon members needs

- Development kit
- Implementation of a certification process
- Agreement process of a Wize certification authority
- Wize on chip modulation integration
- Convergence with Italian modes
- Extension of Wize protocol to other frequency bands
- Integration of other technologies
- Implementation of a coverage analysis portal by a Wize network
- Integration of other modulations

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## Development Committee

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***François Moreau***

*Sales Director at SUEZ Smart Solutions*

# Development committee

## Development Working Group

### 1 ----- Recruitment & Management -----

- Membership Recruitment Plan and follow-up
- Management of requests for information
- Follow-up of adhesion process per member
- Update of members list and contact info
- Coordination with accounting

### 2 ----- Development kit -----

- Identify members needs by category
- Realize a generic development kit **based on the LAN.**

### 3 ----- Certification -----

- Define a **certification process** (quality, performance, interoperability ...)
- Define **certification tests for each type of products** (chips, meters, concentrators ...)
- Identify Authorized Test and Certification lab
- Decide on **Alliance financial participation in product certification**

### 4 ----- New projects and use cases -----

- MARKET STUDY to define and implement international roadmap : countries where WIZE technology can / should be deployed, specific needs, specific ecosystem ...
- Identify and qualify the various applications of WIZE technology : which use cases benefits of WIZE, specific requirements for some use cases
- IOT Challenge

## Committee meeting frequency

- Every 2 months

## Contributors

### President

François Moreau - SUEZ

Alain Désandré - GRDF

Patrick Cazein - Sagemcom  
Fabrice Marguerite - Sagemcom

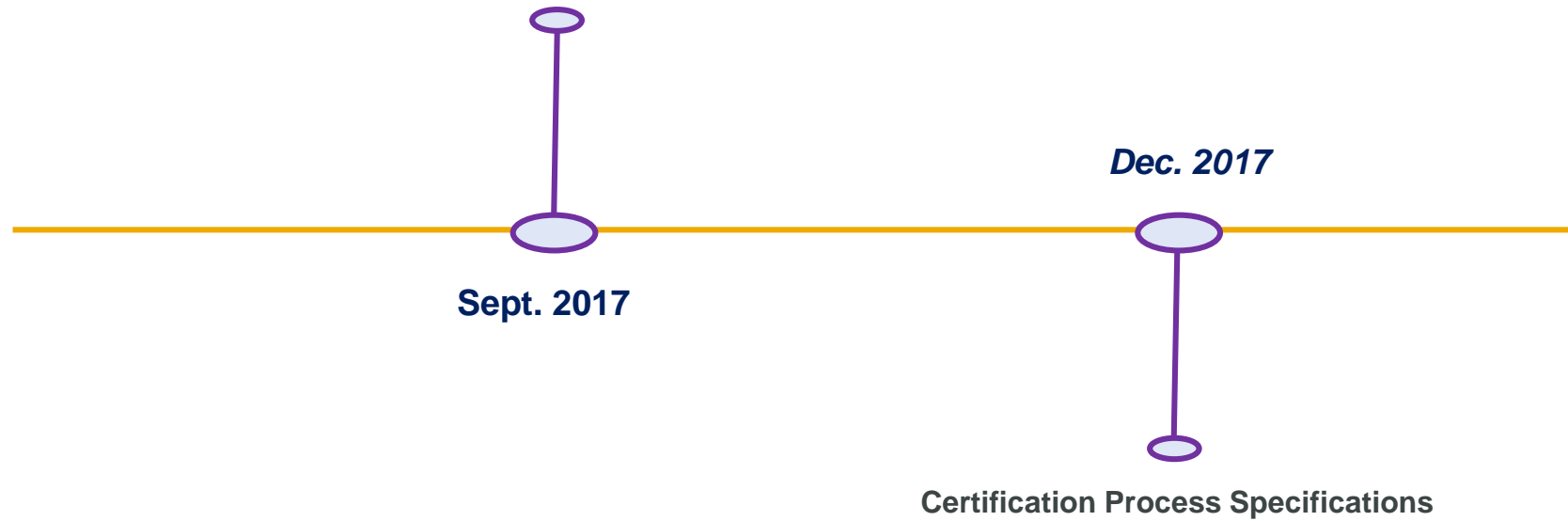
Grégory Jarry - Accenture

+ Volunteers

# Development roadmap

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Starter kit Specifications



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## Communication Committee

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***Anne-Cécile Bellanger***

*Marketing and Communication officer  
at SUEZ Smart Solutions*

# Communication Committee

## Roadmap

### Actions

#### Communication strategy

- 1
  - Define and update key messages in line with strategic committee
  - Support the WIZE Alliance communication community via all members contribution
  - Define annual global communication plan
  - Define annual budget

### Deliverables

- ✓ Yearly communication plan and budget
- ✓ Monthly reporting of actions with KPI
- ✓ Storyline & common language elements
- ✓ Communication charter

#### Print & Web Content

- 2
  - Manage the Alliance Web site and ensure public and members' content update
  - Promote the Alliance brand and story through web and print content

- ✓ **Website**
- ✓ **Alliance general presentations**
- ✓ Videos & infographics
- ✓ Contribution to white papers
- ✓ Communication kit (print/web material)

#### PR and Social Media

- 3
  - Ensure daily community management for social media
  - Develop press relations
  - Ensure press review
  - Receive and manage press solicitations or announcements

- ✓ Monthly press review
- ✓ PR or publications in the Alliance name
- ✓ Reporting of social media actions with KPI

#### Events

- 4
  - Organize and manage yearly members meeting
  - Identify main world congress and conferences for the Alliance to exhibit / sponsor
  - Follow members contributions during events

- ✓ Agenda of events
- ✓ Marketing material for events (leaflets, kakemono, posters, goodies,...)
- ✓ Reporting of social media actions with KPI

## Contributors

### President

Anne-Cécile Bellanger, SUEZ  
[anne-cecile.bellanger@suez.com](mailto:anne-cecile.bellanger@suez.com)

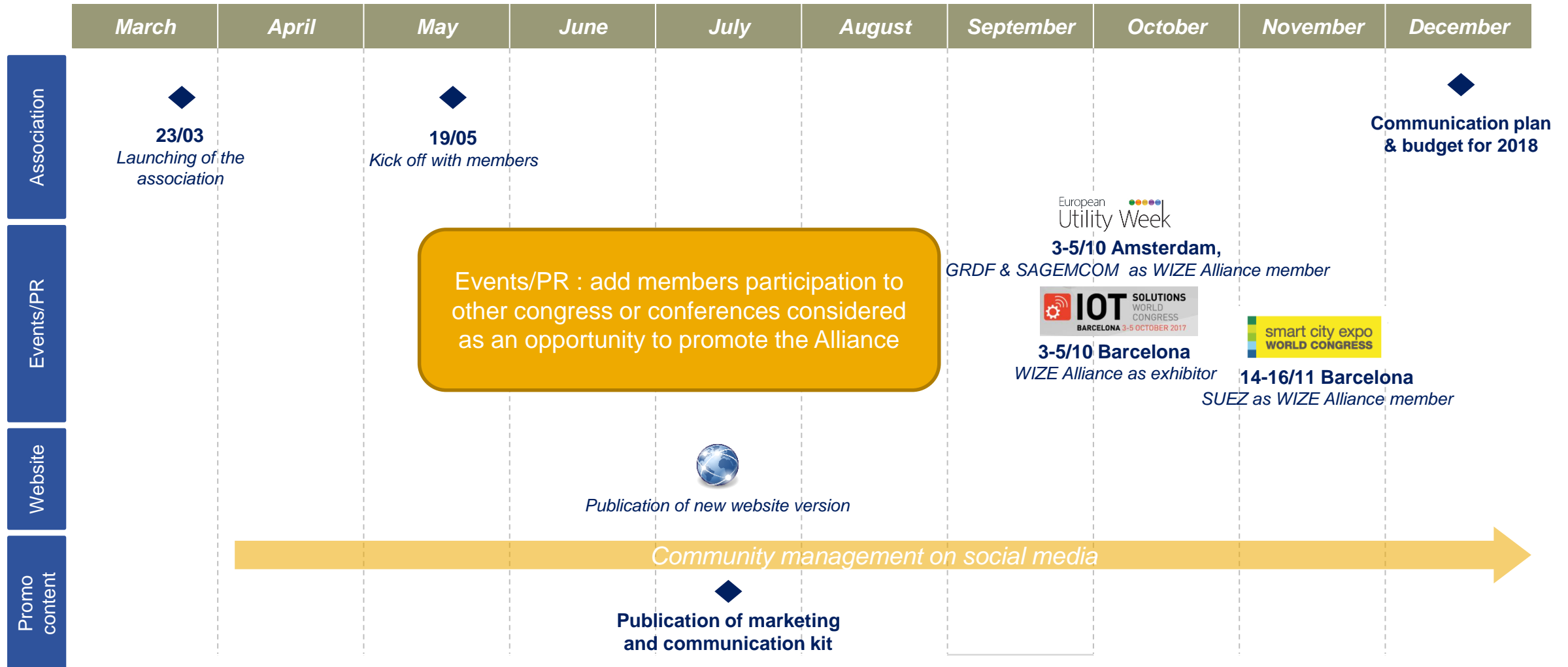
Alexandre Dubreuil - GRDF  
[alexandre.dubreuil@grdf.fr](mailto:alexandre.dubreuil@grdf.fr)

Patrick Cazein – Sagemcom  
[patrick.cazein@sagemcom.com](mailto:patrick.cazein@sagemcom.com)

Gauthier Sorg – Accenture  
[gauthier.sorg@accenture.com](mailto:gauthier.sorg@accenture.com)

Volunteers?






# Communication Committee



# Next Steps

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**For the end of the year:**

-  **Finalize membership of members**
-  **Create website and member access to Wize resources**
-  **Create communication charter**
-  **Participate to IoT Solution Congress in Barcelona in November**
-  **Publish LAN & WAN Specifications**
-  **Produce generic LAN development kit**