



Interview of Bruno Petit - CEO of ENLESS WIRELESS

"Our choice to the Wize technology was rather natural: we already had 5 years of experience using of the frequency 169 MHz and also for our knowledge on the market of smart metering."

In January 2020, the Wize Alliance launched a [Call for Projects](#) with an endowment of €100,000 to help financing the development of new use cases using Wize. A maximum of 3 winners could split the total amount of the endowment. [Enless Wireless](#) is one of these three winners and has been collaborating with two other members of the Wize Alliance, [Radiocrafts](#) and [Bordeaux Métropole Energies](#), for its project.

[Bruno Petit](#), CEO of the company answered our questions on the company, its markets and ambitions and their Wize Call for Projects.

- **Can you briefly describe your company and the market you address?**

Enless Wireless was born in 2009 and is based in Bordeaux, we are a team of 5 and we also work with a R&D company based in London for the development of our products. Enless Wireless is specialised in the conception of wireless products dedicated to the energy performance of buildings and we commercialize several ranges of radio transmitters dedicated to the energy monitoring of building. Enless Wireless has an average growth of 20% every year.

- **In what markets are you positioned and how are they evolving?**

Our clients are 100% BtoB, mainly systems integrators in the building industry, and energy efficiency companies such as Engie, Dalkia, Idex, Suez...

We benefit from regulations in our favor in France and in Europe. Regulations have been passed on the monitoring of air quality within buildings receiving public such as childcare centers, schools, health centers, cultural institutions, etc. Our products typically help them comply with these laws. Health and environmental stakes are the biggest drivers in the smart buildings market.

We are today active in France and worldwide. 80% of our sales are made in France – which represents a dynamic market. We are also boosting our sales abroad with the objective to achieve 30%-35% of our total turnover on the export markets in 2 to 3 years.

Abroad, Enless Wireless is present through its distributors. We are mainly present in Europe in countries such as the UK, Ireland, Belgium, Spain, etc. We also have some good opportunities in Asia and Australia.

- **What technologies do you usually use to connect your transmitters?**

Historically, our clients were working with wired systems, so the use of wireless radio frequencies was a big step forward in terms of comfort for our clients as they are non-intrusive (a massive plus for listed historical buildings), easily deployed and economical.

At first, Enless Wireless devices were based on the 433 MHz frequency band, then we moved to the frequency 868 MHz Wireless M-Bus with 25mW radio power which is still used frequently by several players on the market.

As soon as the regulations allowed it, we moved [our Wireless M-Bus range of transmitters](#) to the [169 MHz frequency](#) with a radio power of 500 mW which was much more performing: up to 3 kms range in open field. The use of the frequency 169 MHz enabled to by-pass the use of signal repeaters and to keep the same battery for more than 10 years which answered the requirements of the Energy Performance contracts which has to be of a minimum of 5 years.

All products are **long range** and have **very low battery consumption**.

- **Why did you choose to connect your existing use cases to Wize?**

Our decision to connect our existing applications to the Wize technology was rather natural, as we already had 5 years of experience using of the frequency band 169 MHz and as we benefit from a strong expertise of the smart building market and its smart metering applications.

Also, our long-term partner Radiocrafts was involved in the Wize Alliance and their knowledge was complementary of ours. We also have some proximity with Bordeaux Métropole Energies which deployed gas smarter meters with the Wize technology. Both their experience comforted us in our choice. Besides, our client Suez is known for using this technology and also a founding member of the Wize Alliance.

In this context, when we heard about the Wize Call for Projects, we had no doubt that we would apply to create **a new range of Wize products for the energy performance of buildings**.



At Enless Wireless we trust a lot in the Wize technology because it is secured with data encryption - which is often required by our clients - and also because the technology is bidirectional, a real advantage compared to other technologies.

- **What kind of use cases will you address?**

Today we are in the phase of development of our 7 products: 3 ambient Wize transmitters dedicated to indoor building monitoring applications for energy efficiency and comfort measuring temperature, humidity and the air quality (VOC/CO₂); and 4 rugged IP65 Wize transmitters dedicated to indoor/outdoor industrial applications such as temperature monitoring , 4/20 mA sensors and status change applications.

The new Wize range of radio transmitters will be commercialized in May 2021.



Check their website: <https://enless-wireless.com/en/>

Follow them on the social networks:  

For more information contact them at: contact@enless.fr

Written by Alice Caubriere, Communication & Marketing @Wize Alliance