



Interview of Philippe Chatelard - CEO of Hydrelis

"Hydrelis is connecting its existing range of products to the Wize technology to enter new markets, improve performances and reduce its solution's cost."

[In January 2020, the Wize Alliance launched a [Call for Projects](#) with an endowment of €100,000 to help finance the development of new use cases using Wize. Hydrelis is one of the three winners and will receive an endowment of €30,000 to develop a new Wize use case".]

Philippe Chatelard, newly appointed President of [Hydrelis](#) and also CTO of the company, has answered our few questions on Hydrelis and their choice to connect their products with Wize.

- **Can you briefly describe your company?**

Hydrelis is a company founded in 2004 and specialized in water management and water leakage detection in buildings.

It has designed and is selling a range of **water breaker** products:

- **Switch-Flow** is the water breaker for BtoB, with a wide range of size, functions and accessories to adapt to their customers' needs.
- **Stop-Flow** is the water breaker for BtoC. Especially adapted to final consumers, it includes all components in one casing and is manageable on smartphones.
- **Sensi-Flow** is dedicated to water supply of sanitary facilities. A presence detector opens the water only when needed, only when someone has entered the facility.

- **Who are your clients?**

We have 2 main axes of business:

The first one is for new **tertiary buildings** valuation through BtoBtoB. To achieve sustainability programmes, these buildings need to integrate energy saving solutions. Hydrelis products help them gain those certifications easily.

The second one is the **property managers** via BtoB, who need to control and decrease the water bills of their buildings. Our water breaker enables them to **avoid leaks** and with the remote water management they can **reduce their bills**.

We have the chance to have universal products which can be sold all around the globe. In Europe we are present in France, Spain, Belgium, Norway, Romania. In Africa, we are present in Morocco and the Ivory Coast.

- **You have won the Wize Call for Projects, in what consist your projects?**

Hydrelis is currently developing its new version of water switch breaker named **Deckflow**. Deckflow is intended to become the core of the Hydrelis' products range, it will implement all functions of previous products, the leak detection process will be upgraded as well as the water management capabilities and finally it will be agile enough to easily integrate new IoT solutions.



Hydrelis has decided to connect its existing range of products to the **Wize technology** to enter new markets, improve performances and reduce its solutions' cost. Hydrelis has chosen to integrate the Wize connectivity for its enhanced reaching abilities as water breakers are often installed in pits, for its low power consumption to ensure autonomy for years and for its security to deliver safely services to customers.

We also expect to create business synergies with the [Wize Alliance's](#) members and especially with energy suppliers which Hydrelis can help on their transition to become sustainable energy managers.

The product is expected to be on the market on Q2 of 2020.

Check their [website](#)

Follow them on social media: [LinkedIn](#), [Facebook](#) & [Twitter](#)

For more information contact them [here](#)