Scale | PropTech 3.0

Cohort Overview
January, 2022

In collaboration with:

Scale | PropTech 3.0

Innovations are creating new challenges and opportunities for businesses, and we believe it is vital to recognise and collaborate with fast growth scale-up technologies for the benefit of the sector.

The Scale Programmes provide the missing link between large organisations and the scale-ups on their growth journey. Our programmes are designed to connect high-quality scale-ups who are ready to scale with large progressive organisations looking to embrace new technologies and pioneering new services.

9 Scale-ups

£40M+ Funded

229 Employees

> "PropTech scale-ups are the future of Real Estate. We're seeing more of our large clients collaborating with fast-growth tech companies to gain a competitive advantage. Each of the companies pitching this year has a solution that tackles challenges in ESG, an increasingly important area for us all.
>
> **Angus Johnston**
> **PwC UK and EMEA Real Estate Leader**

Meet the cohort

Our cohort have been carefully selected as high potential companies who are rapidly scaling.

The companies have been working alongside PwC and GrowthBuilders to further progress their growth journey. They have received support from sales and marketing experts, guidance from senior executives within PwC, and extensive opportunities to engage with decision-makers from some of the world's leading brands and enterprises.

The companies are asking for your support as they continue to scale, so if they are useful for your role, your business or your wider network, please get in touch!

Company	Overview	Page
Smart Point	World Proptech of the year 2020, connecting your building to 200 automated services and all the world's products.	Link
verv	The AI company on a mission to reduce energy wastage from air conditioning using their SMART AI Isolator.	Link
Cascade WATER PRODUCTS	Every drop counts. 45% saving on domestic water consumption by installing Aqua Gratis with SMART meter.	Link
Build-Apps	Empowering commercial real estate portfolios to own, control and govern their data.	Link
CoolPlanet	CoolPlanet helps companies achieve net-zero carbon through a combination of powerful software, renewable technologies, and expert engineering services.	Link
perse	Perse are like visa for the energy and carbon markets, providing data for prediction and reconciliation.	Link
M Climate	IoT solutions provider focused on decarbonization of buildings, air quality monitoring and water loss prevention.	Link
PropertyLoop	Rent, Manage and stay compliant with your rental properties, all in one place.	Link
wondrwall® INTELLIGENT LIVING	Wondrwall is dedicated to changing the way we live and use energy. We aim to make every home in the world ecologically sustainable using technology and renewable energy to create ultra-efficient net-zero homes.	Link

Smart Point

tom@smartpoint.ai

http://www.smartpoint.ai/

CEO: Tom Selva
Founded: 2014
Employees: 40
Funding: : €4.5M
HQ: Barcelona, Spain

Connecting your building to 200 automated services and all the world's products.

Overview

World Proptech of the year, BuiltWorld Germany winner, and the world's first automated reception point, for everything. From any online purchase, to hundreds of services from local providers. Prioritising local shops and zero carbon deliveries has awarded Smart Point a place amongst the best 15 technologies against Climate Change voted by the EU, revolutionising thousands of smart buildings across the continent.

Use cases and benefits

" From the very beginning our users have included Smart Point in their daily usage and the technology is now part of our European Well-being programme. For us Smart Point is creating a user-centric approach and for facilities it's reducing indoor logistics by hundreds of hours each month " - **Head of BAYER Facilities Services**

"Smart Point is a technology far more advanced than others we have seen, it allows for services as well as package deliveries. Additionally we can get a lot of information about what our clients demand and this allows us to be more responsive to their needs " **- Merlin Properties Board Member**

"Design and user comfort are critical components of our Residential proposition. The versatility of the Smart Point solves problems for our tenants and buyers, which in return increases customer satisfaction and makes our properties more attractive and valuable." - **UNIQ Residential Owner**

Business model

Smart Point tailors a suite of 200+ services (Pharmacy, Opticians, Dry cleaners, and more), negotiating discounts with providers, and guaranteeing 100% delivery of parcels, in exchange for a monthly fee dependent on utilisation.

The ask

We are looking to connect with major landlords, developers, real estate investors and corporate occupiers across the UK.

Verv

peter.d@verv.energy

http://verv.energy

CEO: Peter Davies
Founded: 2009
Employees: 12
Funding: £500,000
HQ: London, UK

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The AI Company on a mission to reduce energy wastage from Air Conditioning using their Smart AI Isolator

Overview

Verv is an AI company on a mission to reduce 4.5% of the world’s energy consumption which is currently wasted through inefficient air conditioning, whilst in parallel lowering the repair and maintenance costs of air conditioning and heat pumps around the world and accelerating the drive to net zero emissions.

Use cases and benefits

Demonstrated to a large air conditioning manufacturer a 32% saving from a single one of their units.

Saved Sustainable workspaces £6k a year from a single Appliance.

"We have already purchased Verv’s domestic energy monitoring solution for one air conditioner, powered on a single-phase power supply. The results from this installation has demonstrated that Verv’s technology can significantly improve energy efficiency and reduce carbon emissions and operating costs."
- ***Sustainable Workspaces, Project Director***

Business model

SaaS revenue model with low monthly subscription which allows the maximum opportunity for a < 6months ROI for any customer.

We are a SaaS business with a small upfront fee for the hardware approximately the same price as an existing Isolator.

The ask

We are looking to work with those on the journey to reaching net zero for commercial buildings including shared working spaces and offices, large electrical test companies moving into the maintenance space, air conditioning installers and manufacturers as well as large heat pump installers.

Cascade Water Products

carolyn@cascade-enviro.com

https://cascade-enviro.com/

Managing Director: Carolyn Hogg
Founded: 2015
Employees: 3
Funding: £500,000
HQ: Scotland, UK

Overview

There is a global water crisis. By making every drop count, domestic greywater reuse can significantly help with water supply, demand reduction, wastewater and drainage, and achieving net zero.

Cascade Water Products is a purpose driven enterprise with the mission to help the world be a better place by saving water in the home. Domestic greywater reuse is the missing element of zero carbon homes. We are at the bleeding edge in the development and commercialisation of short retention, micro domestic greywater reuse technology. One system per home, Aqua Gratis with SMART meter is low energy, cost effective, easy to fit, use and maintain. It reduces domestic water consumption by up to 45%.

Use cases and benefits

"We believe that greywater recycling has the potential to play a crucial role in our water resource management plan. This must be enabled by robust technologies and we see Cascade Water Products as a promising company in this space."
Thames Water, Head of Research, Development and Innovation

"Innovative systems such as the Aqua Gratis have potential to both improve sustainability and contribute to the green market economy."
Dutchy of Cornwall, Estates Director

"Whilst we will take this unit into our projects, we have also been researching the wider market carefully and in some detail, with the conclusion that this unit will indeed be seen as extremely attractive to many areas around the world that suffer from serious water shortage, and the problem is not improving."
Star Bridge Port Developments Ltd

Business model

Our strategy is to create a low-cost system making the system more attractive to developers of low cost and social housing, and housing providers conducting deep retro-fit programmes. Developing the Aqua Gratis with high volume manufacture in mind has helped to keep the final price down.

The system is around 30% of the cost of its nearest competitor. As volume production increases, we anticipate a fall in price.

The ask

We are looking to connect with housing associations and developers of new build homes followed by the retrofit market.

> Every drop counts - 45% saving on domestic water consumption by installing Aqua Gratis with SMART meter.

Build-Apps

liam.m@build-apps.com

www.build-apps.com

CEO/ Founder:
Liam Murray
Founded: 2019
Employees: 12
Funding: Bootstrapped
HQ: Brisbane, Australia

Empowering commercial real estate portfolios to own, control and govern their data

Overview

Our aim is to fast track CRE (Commercial Real Estate) portfolio owners data democracy, including an alignment with UNSDG by using a common data model on the Microsoft power platform. Seeing the endless lost opportunities in ESG opportunities or poor GRESB, DJSI, CDP results through data loss or poor data management inspired Build-Apps to create a asset centric complete IWMS to tie all the key portfolio data together.

Our business application suite includes patent pending solution which allows automatic UNSDG reporting simply by maintaining a asset register. Our ESG tools have also been used to create a new industry standard for Sustainable Rating Schemes acting as the base solution for multiple Australian rating schemes digital transformations, creating unparalleled interoperability and data connectivity. (GBCA -Greenstar, ISC - IS Rating)

Use cases and benefits

“We have been thrilled to partner with Build-Apps on our digital journey. Their support has fast-tracked the GBCA’s digital opportunities.”
GBCA, Chief Executive Officer

Our Clients such as Lendlease, Stockland and Cromwell Properties were facing increasing demands on resources to capture, manage and report additional metrics and stakeholder requests. They had a need to continuously update and manage a common key data set across a variety of custom legacy tools and were being underwhelmed with endless SaaS offerings that created data silos. Our business applications, which are already deployed on over 98million sqm, are grouped in departments and deployed one at a time.

The benefits are endless as data becomes well structured our tools unlock API connectivity, BI, ML & AI on datasets previously thought to be unconnected.

Business model

Based on the size of the portfolio and the applications used.

Our algorithm is publicly available (https://www.build-apps.com/pricing) and dynamically priced based on which business applications and data is stored in the common data model. This means as your portfolio grows you get a greater discount.

The ask

We are looking to meet with large scale commercial real estate portfolio owners.

CoolPlanet

sean.doyle@coolplanet.io

www.coolplanet.io

Head of Customer Success & Growth: Sean Doyle

Founded: 2009

Employees: 80

Funding: €31m

HQ: Wicklow, Ireland

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CoolPlanet helps companies achieve net-zero carbon through a combination of powerful software, renewable technologies, and expert engineering services

Overview

Decarbonisation is a business transformation problem, and not just a ‘carbon accounting’ problem. Get to Net Zero, efficiently, with CoolPlanet - the complete operating system for decarbonisation. Our approach is simple:

Leaner – Reduce your demand for energy and carbon through more efficient operations and behaviour using CoolPlanet’s decarbonisation software Clarity™.

Keener – Improve efficiency with better equipment and technology, and electrify heat. Design and implement upgrades with CoolPlanet engineers and project managers. Verify benefits and sustain optimal performance with Clarity™.

Greener – Incorporate renewable energy. Coolplanet Source™ on-site generation and storage solutions can decarbonise your energy and benefit your bottom line.

Cleaner – Carbon offsets, supply chain management and ongoing compliance reporting.

Use Cases and Benefits

Data Driven Commissioning - Developers and contractors must now prove that their facilities and installed technologies operate in compliance with the standards to which they were designed (NABERS/GRESB/LEED etc). Clarity integrates assets and utility data to ensure that facilities systems and technologies are performing as they should, at optimum efficiency, through the defects and liability period.

Remote Monitoring & Control - Landlords and Facilities Managers use Clarity to remotely manage their facilities with complete visibility of on-site assets, operations, air quality and comfort levels.

Electrification & Demand Response - We significantly reduce carbon by converting fossil fuel heat sources (gas & oil) to electricity (heat pumps & electric boilers), and we leverage the capacity with CoolPlanet Source™ demand side units and grid technologies, to further benefit your bottom line.

Compliance Reporting - We save our customers endless hours of manual data entry by automating reports on performance and compliance against targets through customisable reports and data exports from Clarity to standards authorities (GRESB etc) and other stakeholders.

Business Model

CoolPlanet Clarity™ operates a SaaS subscription model.
CoolPlanet Engineering is charged at day rates on a per project basis.
CoolPlanet Source™ demand response offering is free for customers, but generates revenue for both us and customers.

The Ask

We are looking to connect with REITs, facilities management companies and large corporate occupiers across the globe.

Perse

jane@perse.energy

http://www.perse.io/

CEO/ Founder:
Jane Lucy
Founded: 2020
Employees: 16
Funding: £2.4m
HQ: London, UK

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We are like visa for the energy and carbon markets, providing data for prediction and reconciliation.

Overview

We have a core technology solution and data platform that powers 4 main value propositions:

Home energy: We help households buy and use energy to save money, time and carbon. Our service is not only free, but can pay them cash.
Business energy: We help businesses buy and use energy by providing a data driven one stop shop to save them money and enable them to easily transition to net zero.
Carbon services: We enable companies to be net zero leaders, via affordable, automated and accurate tools, hitting net zero this year (not 2030) and every year. Unlike others, we offer a one-stop shop that continues to leverage the latest technologies, independent accreditations and compliance. Our services include quantification of scopes 1, 2 and 3; reduction advice; a marketplace of energy attribution certificates and carbon credits; plus, prediction to enable customers to buy ahead.
Data API services: We offer a PAYG plug and play one stop shop (we take care of integrations, commercials, logic, compliance and updates) or energy and carbon APIs (for households, businesses, vehicles & generation assets) that enable businesses (FinTech's, energy tech, energy brokers, consultants, large tech companies) to do more, faster.

Use cases and benefits

We can solve data problems related to optimising energy and carbon decision making. We reduce admin and unlock access to data others have failed to reach. This makes it more accessible and cost effective to have a net zero strategy. We additionally enable customers to predict and buy ahead, against the upward curve of the voluntary carbon markets.

- 49% on average more accurate data
- 99% data not needing manual uploads - even for supply chain/ indirect emissions
- 13% cheaper carbon credits
- 0% cost to hit net zero by bringing a fraction of staff, customer base, supply chain on your net zero journey with you - we may even pay you!

Business model

Free for households.
From £100 p.a. for businesses.
Plus, the ability for homes and businesses to earn revenue

The ask

We are looking to work with any entity that has a large customer base that could benefit from bringing them on their net zero journey and large entities that continue to work remotely. In addition, any entity that has large building or vehicle portfolios.

MClimate

mitsova@mclimate.eu

www.mclimate.eu

Co-Founder and CCO:
Violeta Mitsova
Founded: 2015
Employees: 15
Funding: £2m
HQ: Sofia, Bulgaria

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IoT solutions provider focused on decarbonization of buildings, air quality monitoring and water loss prevention

Overview

MClimate offers innovative smart building IoT devices and SaaS for retrofitting buildings that saves up to 30% of the energy consumption, up to 45% of the overall building management costs and increases tenant comfort, health and safety.

We help real estate stakeholders to decrease their global carbon footprint by offering hardware and software B2B solutions tailored to:

- Meet sustainability plans and ESG goals by reducing energy consumption and their carbon footprint with ROI within 12-18 months
- Offer favourable economics for large scale projects underpinned by fast deployment, improved tenant engagement, quality data analytics, remote control and automation
- Offer the longest battery life on the market (10+ years), the highest penetration rate through walls, the longest reach of up to 10km and highest military grade security

Use cases and benefits

Air quality monitoring in public and office buildings – offered in schools, kindergartens, universities, municipality and office buildings in 10 EU countries
Large residential and apartment buildings energy management – offered in 14 EU countries with over 80% customer engagement with their energy consumption and 15-33% energy savings
Office buildings and meeting rooms heating management – offered in 10 EU counties for corporates like VISA, Commerzbank, Deloitte, Telenor, Engie, Techem, Michelin, E1, Iberdrola
Optimisation of heating in shared / co-working spaces
Air quality and heating management for hotels and restaurants

Business model

- Services include hardware and software sales to B2B/ B2B2C/B2B2G clients
- Hardware only sales: one off cost and integration with existing BMS
- Full solution based on SaaS: subscription software services for IoT platform, application, API with pricing based on numbers of devices, data storage requirements, extra features such as logo/ branding)

The ask

We would like to meet and connect with innovation and sustainability teams of major Real Estate owners and operators in the UK, Facility and Management operators and BMS providers, ESCO and EPC / Energy Efficiency and Sustainability Advisors.

PropertyLoop

imran.khan@propertyloop.co.uk

www.propertyloop.co.uk

CEO/ Founder:
Imran Khan
Founded: 2020
Employees: 37
Funding: Bootstrapped
HQ: London, UK

Rent, Manage and stay compliant with your rental properties, all in one place. Commission free.

Overview

PropertyLoop is an online marketplace that helps landlords rent, manage and stay compliant with their rental properties, all in one place. Commission-free, without the need of an agent.

We make renting easy and hassle-free with our end to end eco-system that allows landlords to stay in control of their rental portfolio. Our Marketplace of services connects landlords to products and services that they may require throughout the life cycle of their journey.

Use cases and benefits

Our platform focuses on individual private landlords, institutional landlords as well as Build to Rent operators.

Our product for larger landlords is aimed at making the rental experience of finding tenants easier, consistent and customisable without having to use high street agents and reducing the costs to acquire new tenants. Simply put we customise the journey to suit your brand and individual proposition. We also supply additional products and services to fill any gaps.

Business model

We take a small service fee for products, transactions and services that take place on the platform between landlords, tenants, contractors and service providers. We also operate a SaaS model where users pay a small monthly fee per property for access to extended features on the platform.

The ask

We are looking to connect with institutional landlords, build to rent operators, UK home developers, global investment groups and supermarkets/banks that are entering the residential lettings sector. We would like to see how we can make the experience of finding new tenants for your properties easier and help you streamline this journey.

Wondrwall

wondrwall®

INTELLIGENT LIVING

m.lufkin@wondrwall.co.uk

www.wondrwall.co.uk

Technical Sales Director: Mark Lufkin

Founded: 2015

Employees: 14

Funding: £1m

HQ: Manchester, UK

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Wondrwall is dedicated to changing the way we live and how use energy.

Overview

Wondrwall is an award-winning technology company dedicated to changing the way we live and how we use energy. Wondrwall gives the home a brain and the intelligence to control itself, saving time, money and the environment.

With a complex understanding of the home’s habitation patterns, Wondrwall plots the optimal running of the home while making continual improvements. Using machine learning and predictive modelling to make intelligent decisions to control the home efficiently.

Wondrwall autonomously combines the data collected in each home with external information such as weather, energy carbon content, geolocation data and resident’s preferences and actions (both in and out of the home). Current status and historic data trends are analysed, without any input from the occupant, and the home is optimised.

Use cases and benefits

We have supported Keepmoat Homes who are working in partnership with Manchester City Council on a low carbon pilot project to support the City on its journey towards delivering its carbon neutral ambitions.

“Situations like this are fantastic; working with innovative partners and working with the best products that are out there, because we need to trial all these solutions. We’ve got a relatively small window of opportunity – within four years we need to have proven solutions that are scalable, deliver what they say they’re going to do, and be ready to implement in 2025.”
Keepmoat Homes, Technical Development Director

Business model

We sell directly to local authorities, housing associations, developers and housebuilders to generate revenue and margin. We will offer subscriptions for additional value add services built on top of the platform.

The ask

We are looking to work with house builders and property developers for new builds. We sell to Local Authorities and Housing Associations for both new build and retrofit.

More specifically, Local Authorities with housing stock, Housing Associations with development programs, Eco housebuilders, national housebuilders. Potentially DNOs and energy utilities.

About GrowthBuilders

GrowthBuilders solves the biggest corporate innovation challenges through scale-up and corporate collaboration.

We combine our hands on experience of leading corporate innovation teams and working in and with over 500 scale-ups to turn connections into commercial outputs.

Innovation partnerships

We've mapped and assessed over 20,000 global innovators across 15 sectors to help big brands harness the full potential of working with exciting new technologies. If you are interested to find out more then get in touch!

Problem Framing to assess your challenges that would benefit from scale-up solutions

Curated scale-ups based on your defined challenges and our expert assessment of tech

Rapid collaboration with tech scale-ups with proven products, facilitated by us

Iterative approach to scale-up selection and collaboration, to get the right solutions

Minimise costs and risks as we form part of your team as a cost-effective expert resource

Proven ROI and use cases to roll out in your business

growthbulders.io

Get in touch

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Scale | PropTech Lead
PwC

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In collaboration with:

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