



**WEBDYN**  
flexitron group



# GREENGEST

The collection of a large amount of heterogeneous data on a single concentrator is necessary for greengest solutions.



## PROJECTS FOCUSED ON CONNECTED OBJECTS, INFORMATION SYSTEMS AND ENERGY SAVINGS

Created in 2006, greengest is a consultancy and technological services company that proposes «turnkey» solutions. These solutions address the control of energy and environmental issues within markets ranging from real estate management and industry to hotels and restaurants.

The solutions proposed by greengest allow the automation of the monitoring of energy flows in buildings through remote meter reading, and data centralisation and analysis.

Thanks to the collection and transmission of data and its monitoring on the web administration platform, greengest optimises energy savings and carbon footprint reduction, corrects malfunctions and improves the efficiency of internal and external teams. The functions delivered allow, for example, the management of energy performance contracts and the optimisation of maintenance operations. More recently, greengest has also delivered solutions for the supervision of technical systems such as Building Automation Systems (BAS), boiler-rooms, anaerobic digestion units, combined heat and power and photovoltaic energy production units.

For each constituent component of its solutions, greengest must rely on a partner that satisfies a large number of constraints, notably for its central communication node: the concentration and transmission of data.



## THE NEED FOR A MULTI-PROTOCOL GATEWAY OPEN TO DIFFERENT RADIO FREQUENCY AND HARD-WIRED TECHNOLOGIES

By virtue of its core activity, greengest had to find solutions to two major problems, namely the heterogeneity of the sensors and systems to be connected, and deployment on a large scale.

greengest was looking for a partner who on one hand had a solution that satisfied these prerequisites and on the other was capable of adapting to a maximum of customer demands.

As Jean-Marc Lanusset, Associate Director and co-founder of greengest points out: «we needed a multi-protocol gateway opened to technologies such as Wavenis, Modbus, Wireless Mbus, etc., because depending on our customers' problems, any one of these technologies could be favoured.

Moreover, it was absolutely essential for the gateway to be able to be remotely controlled and to have a low unit cost in order to meet the deployment requirements on large-scale projects».

«We were ensuring a regular watch over M2M data concentration players, and the WebdynRF gateway came to the fore quite naturally as the perfect solution for our needs and the best adapted to our constraints. The importance of the quality-price ratio also weighed on our decision», states Jean-Marc Lanusset.



## THE EXCELLENT QUALITY-TO-PRICE RATIO OF THE GATEWAYS HELPS WIN LARGE CONTRACTS

Webdyn is one of the components in greengest's remote reading and supervision system solutions. «The WebdynRF gateways are a determining factor in the success of our projects; they constitute the essential link for centralising the information from our energy management systems.

Thanks to its openness and reliability, energy supervision and technical system management prove to be complete and demand little time.

This central communication node enables our customers to benefit from significant economic savings and a reduced environmental footprint» points out Jean-Marc Lanusset. The WebdynRF gateways enable greengest to collect a large amount of heterogeneous data on a single concentrator which can then be fed into the information system with the verified data.

Jean-Marc Lanusset details the Ineris project: «The aim of the Ineris project was to collect data on electricity, gas, heat, and municipal water, as well as wastewater, river water and compressed air systems. For this project we proposed a solution with a mixed network architecture. We are able to collect, supervise and archive the information from all these measuring points with a single WebdynRF gateway. This centralisation enables us to make the solution even more profitable for our customers and devote their human resources on the ground to higher added-value tasks».

Another example is the McDonald's project, where the aim was to combine energy optimisation with supervision of the cold rooms. The challenge was to manage to pool infrastructures and thereby propose an extremely attractive return on investment. «We chose Webdyn for its excellent quality-price ratio because we had to commit ourselves to highly optimised costs», indicates Jean-Marc Lanusset.



*« Beyond the technical characteristics of the products, what we appreciate in particular with Webdyn is their listening capacity, their strategic vision and the relationship of mutual trust. And they provide a high standard of technical support with fast response times, which is crucial for our activity. »*

- Jean-Marc Lanusset



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