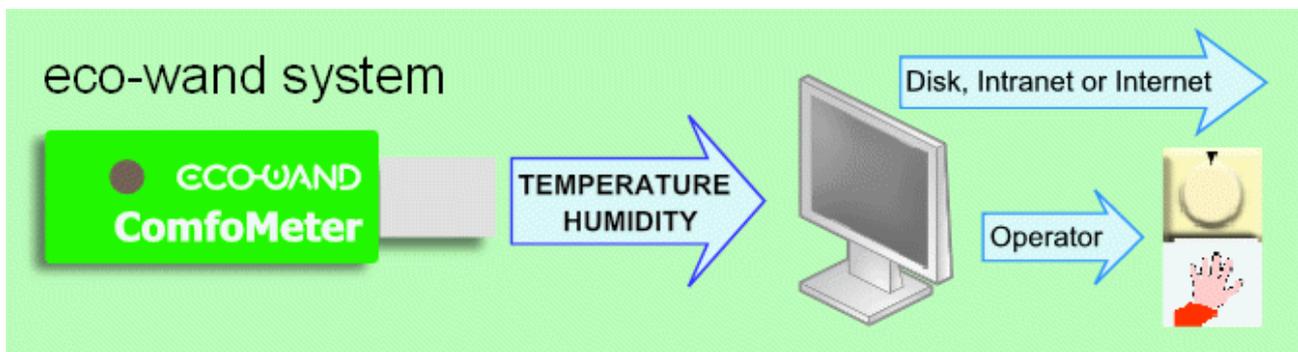


# ECO-WAND

## Saving energy in the office and home



Dr Alex B Gardiner  
Managing Director  
Kyle Electronic Design Ltd  
12 Hillside Drive  
Bearsden  
GLASGOW G61 3QJ  
United Kingdom  
0(+44)141 584 9445  
[abg@eco-wand.com](mailto:abg@eco-wand.com)  
[www.eco-wand.com](http://www.eco-wand.com)

## Why eco-wand, why license?

The first section of this report deals with the product and market details. The second section deals with the benefits that would accrue to the licensee.

### Why eco-wand®?

Most of the energy we use is used to heat or cool homes and offices. Eco-wand is a tool to help office managers and home owners reduce their energy use without compromising the comfort of the occupants.

Energy reduction is the easiest way to reduce CO2 use but most people do not know how best to go about it.

### What is eco-wand®?

**Eco-wand** at its basic is a hardware room temperature and humidity measuring USB wand and software that will work on any display device running Windows, Mac OS, Linux, ios or Android operating system.

The objective is to have standard low cost hardware delivering data to a wide variety of display devices presenting the user with easily assimilated information that allows heat energy to be saved.

The system software is written in Java so that powerful graphics and interactive information can be presented across these range of devices.

Further details can be seen on our website [www.eco-wand.com](http://www.eco-wand.com). Additionally, promotional material can be downloaded from the Download section.

The system has application both in domestic and commercial situations.

### What does it do?

**Domestic:-** Everyone has a Thermal Comfort Zone. This depends on the humidity, clothing being worn and the airflow across the body. Ideally, for economy, the temperature should be at the edge of the comfort zone. The eco-wand system shows the comfort zone for the conditions, shows how far from ideal the temperature is and suggests strategies which would improve economy without sacrificing comfort.

There are a number of other features including charting the performance throughout the day. This helps to assess the effectiveness of the house insulation, especially when budgeting through seasons.

**Commercial:-** Small organisations have the same application as domestic users.

For larger organisations, as well as providing a comfort display for individuals at their desks, the eco-wand provides a low cost easily deployed temperature and humidity real-time data logging system which can give a thermal map of the offices at desk level.

The information can be logged locally or remotely.

The eco-wand system allows you to see where the thermal problems are.

## **Why eco-wand, why license?**

### **What is the market?**

Every house and office with a heating or cooling system and a computing device – worldwide.

### **Why would anyone want to buy them?**

For very little outlay (£30.00+VAT) and effort, they save money/energy/CO2, live more comfortable and work more efficiently.

### **What is the market size?**

There are a lot of offices and homes in the developed world so the market is huge.

### **Where are the markets?**

Everywhere in the developed world, especially where working and living conditions are electrically controlled.

### **Profitability**

I have indicated a unit selling price of £30.00. The manufactured cost at 1000 off is less than £5.

### **Intellectual Property**

The system is not patented but is copyrighted. The names eco-wand and ComfoMeter are registered trademarks.

The system is wholly owned by Kyle Electronic Design Ltd.

### **Product Development**

In all our literature only the temperature/humidity desktop/laptop version is mentioned. Designs have been prepared for the additional measurement of Lux and CO2.

For the mobile market, essentially the same hardware is used and a Windows version of the software has been developed. This is in the process of being translated to Android and ios.

### **Why am I selling**

I am an engineer and I have developed this system on my own. The project is now at the time when it requires a team – production, marketing, selling, distribution etc.

The product is too big for me and there are other products I want to develop.

### **What am I selling**

The product development for the Windows/Mac/Linux version is virtually finished. Some 60+ production prototype units have been sold. The production version is designed and is ready to be built and tested.

The Android/ios version will require a little more work.

I will license the design as is but will work with the licensee(s) to completely finish the product.

## Why eco-wand, why license?

### Why License eco-wand®?

Above are the benefits to the customer of buying an eco-wand system but what are the benefits to you if you license the product from me?

- You get a low cost “get you in the door” product which, from day one, helps your customers save money – and makes you money.
- By monitoring the environment before any upgrade, help show the requirement for an upgrade.
- After the upgrade, the independent monitoring shows that the upgrade was worthwhile.
- No calibration or maintenance to worry about.
- Easy penetration of new and overseas markets
- Might even be a give-away promotional item

Some other good reasons for taking eco-wand on board:-

- The product is almost market ready so a short time to market
- Low cost, easily manufactured and distributed
- Easy to install by the customer
- Internationalised
- Skinnable – give it your name and your colour scheme or different names/colour schemes for different markets.
- Runs on Windows, Mac and Linux computers. Android and ios versions possible.