

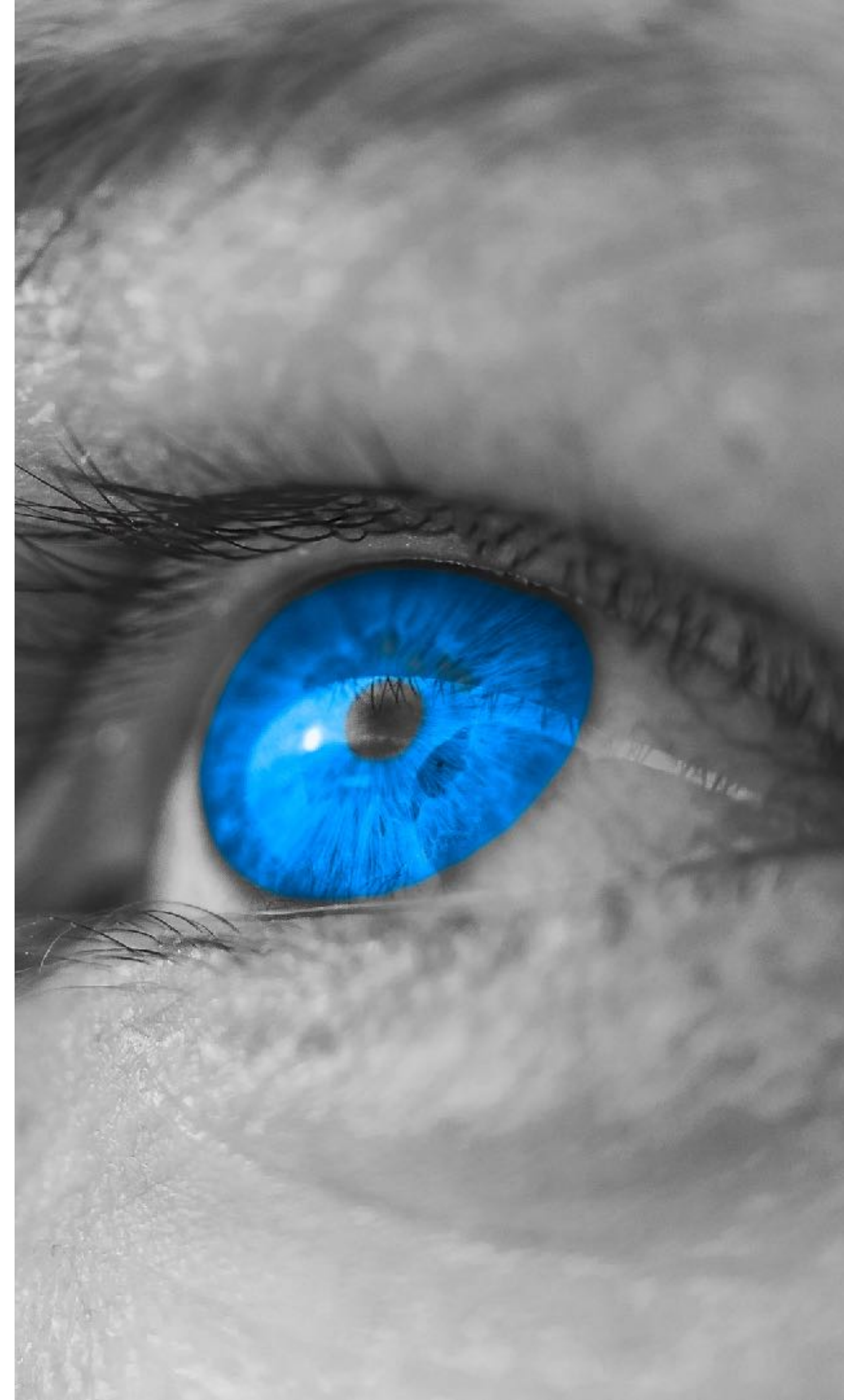


Company Profile 2023

Our vision

The [leading technologies](#) for a [sustainable tomorrow](#).

Our goal was always to re-define the state of art of every technology we develop, this is why we say "the leading technologies". We don't want to have any limit in the scope we cover, but whatever we do must give a positive contribution to the global sustainability...and every time we innovate something we want that this must go to happen in the next future, this is why we said "sustainable tomorrow".



Your Value

Sustainability must be the ground for your **investment**.

We depend on a balanced environment and you want to play an active role in supporting businesses to play your part in safeguarding the collective future for a sustainable tomorrow.

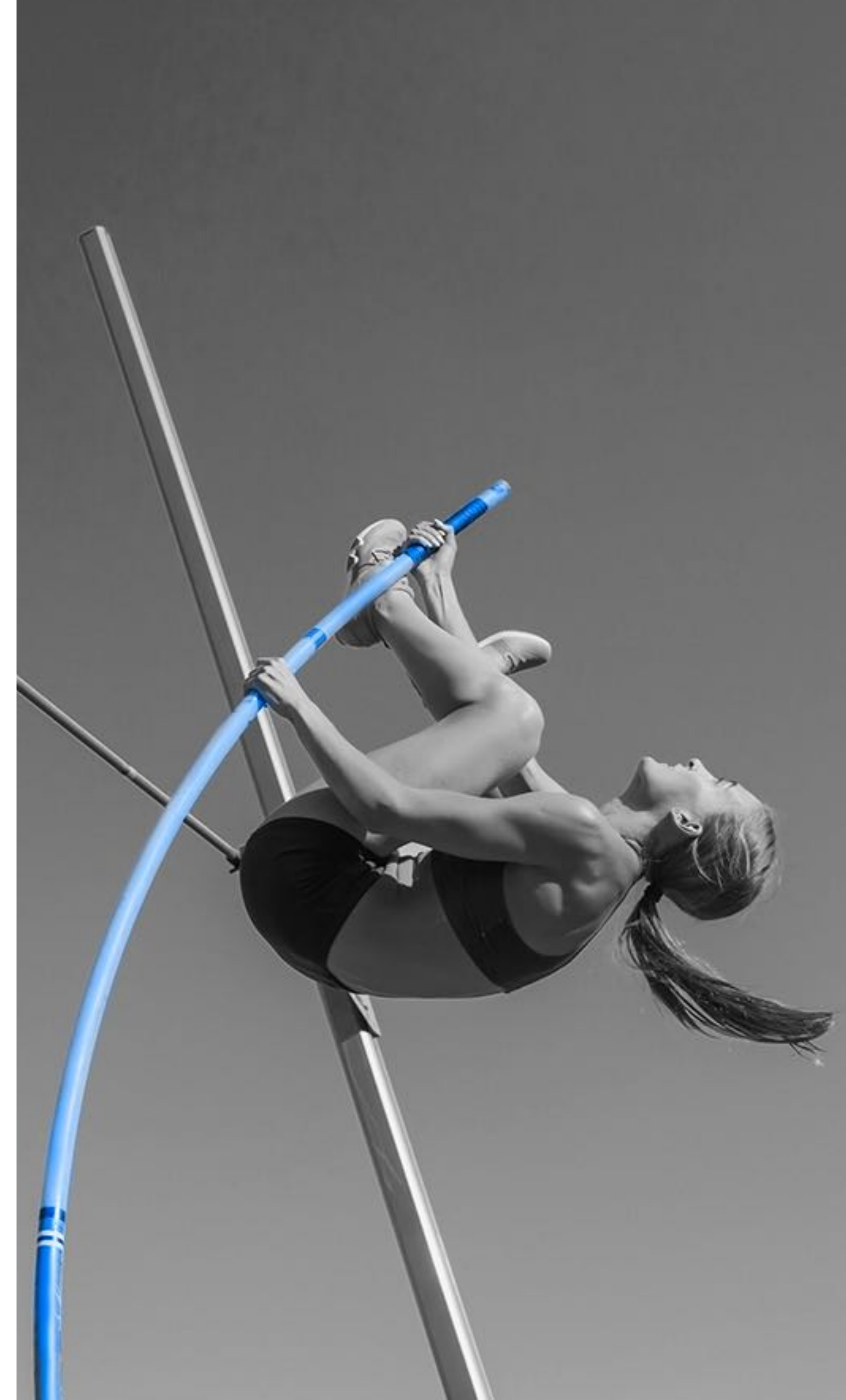


Our mission

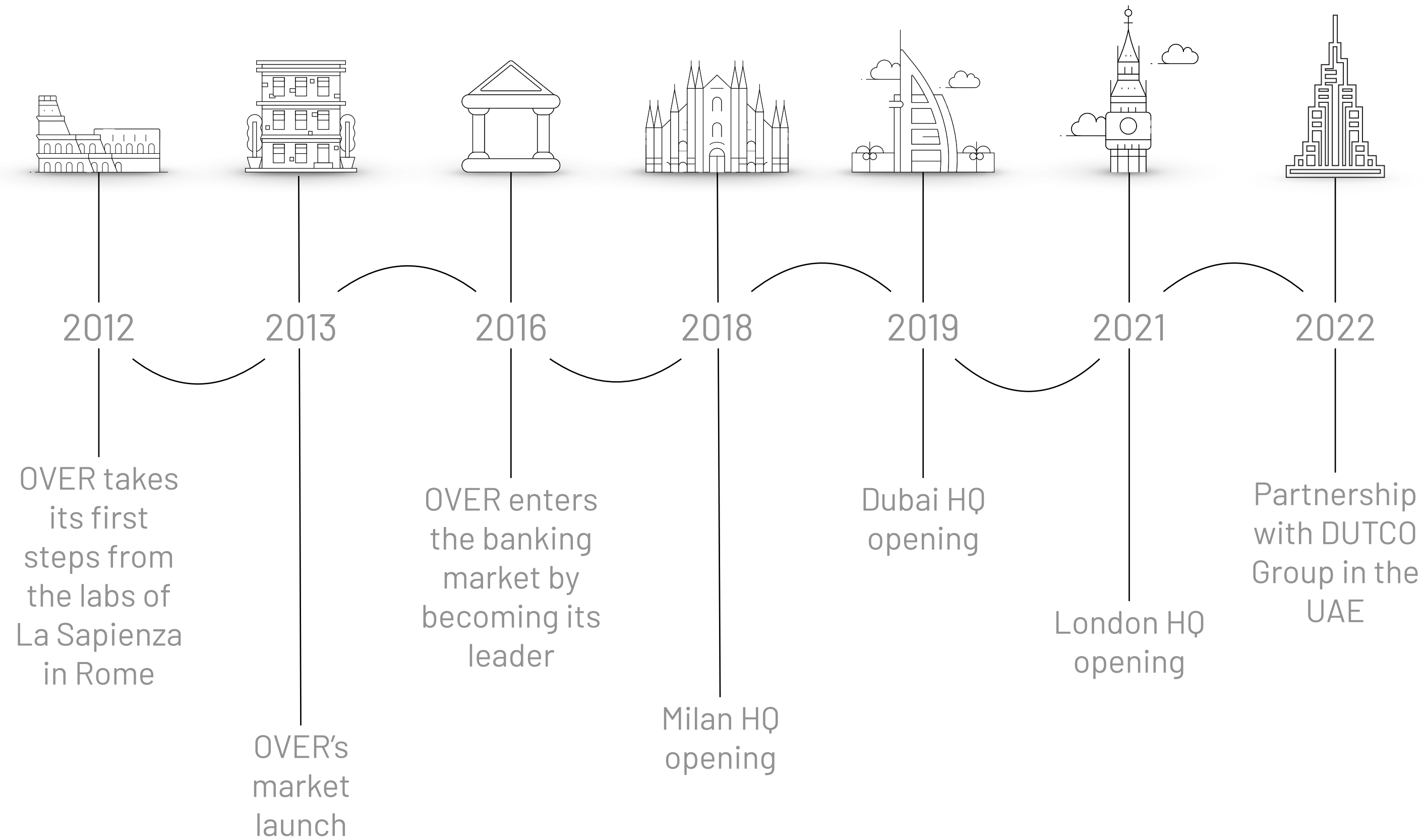
GO OVER OR NOTHING!

We reach our vision clearly: redefining the state of the art.

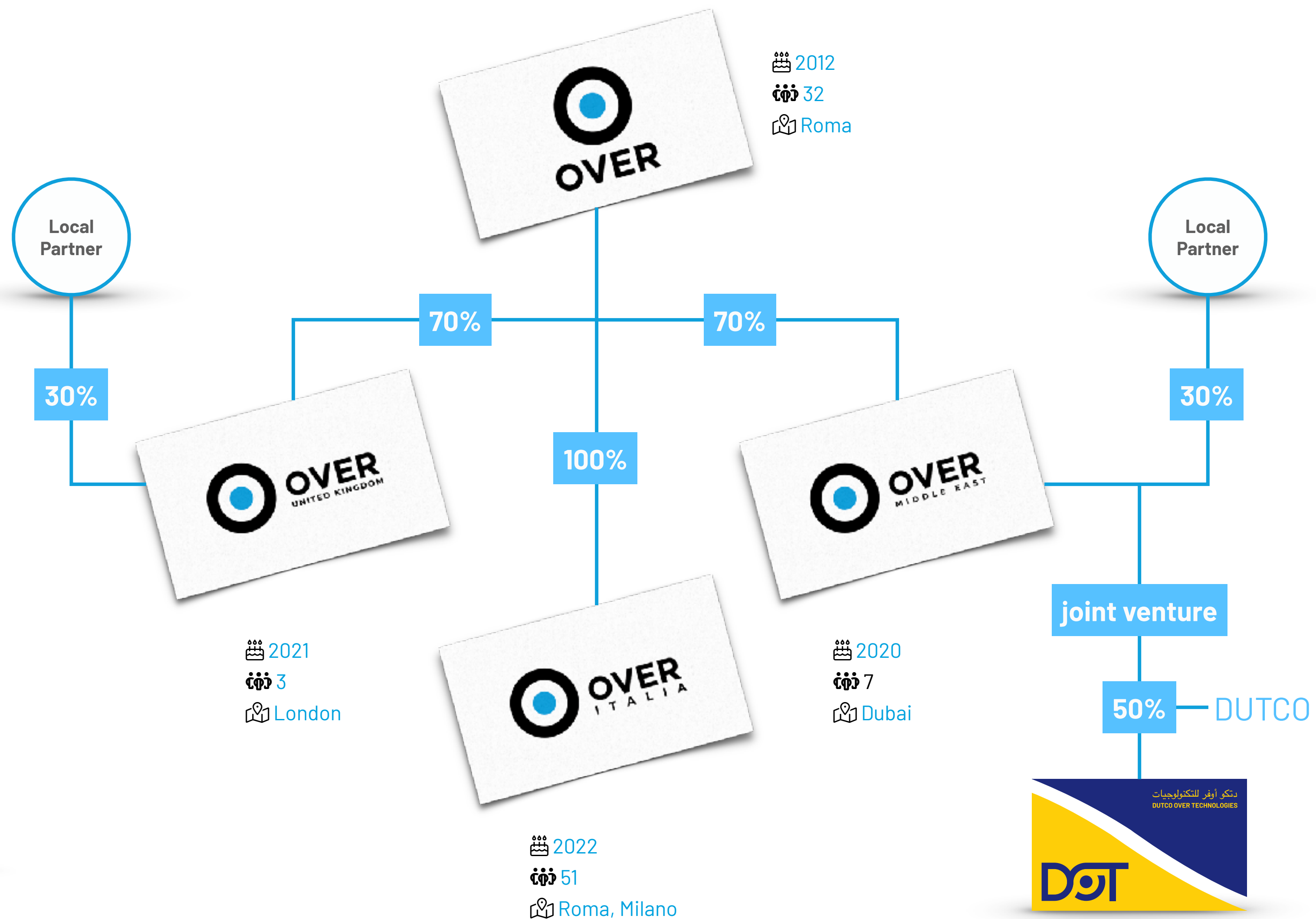
The name OVER has always represented what every innovative company must do: not only overcome but go over to the next level.



History



Company Structure



Dutco Over Technologies (DOT)

Foundation: December 2022

Founder: Over and Dutco group

Location: Dubai

Area of service: Gulf Cooperation Council

Scope: Building automation
Energy efficiency and Air Quality
solutions, installation and
management



Why choose OVER

- All-in-one proprietary solution for
 - Energy monitoring
 - Air Quality Management
 - Device control
 - Building automation
- Full IP ownership (software/hardware)
- Internal R&D Department
- Dedicated Control Room for customer service



Referring Market

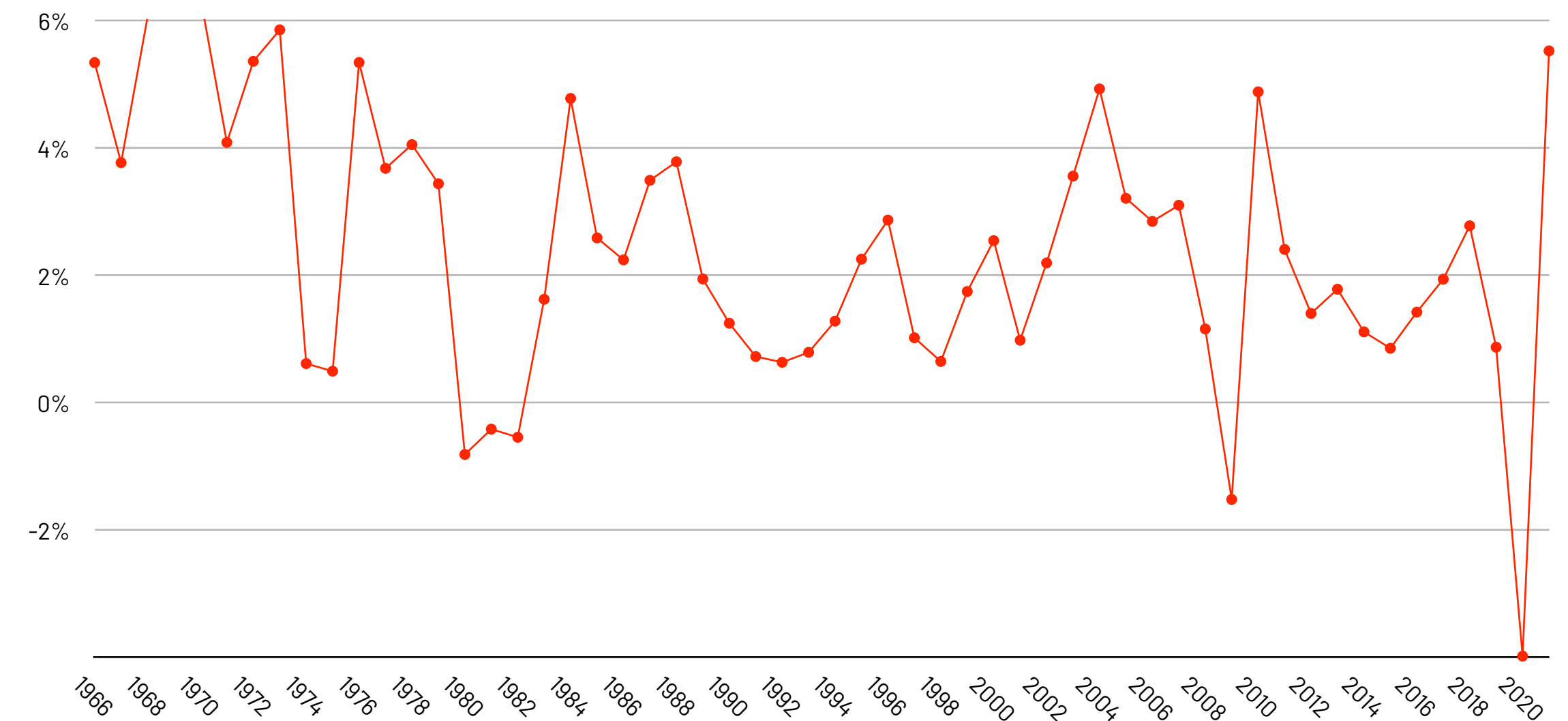
Energy is at the heart of the sustainable development agenda to 2030.

The global energy efficient devices market is expected to reach a market size of **USD 1.771,70 Billion by 2028** and register a **CAGR of 12.5%***.

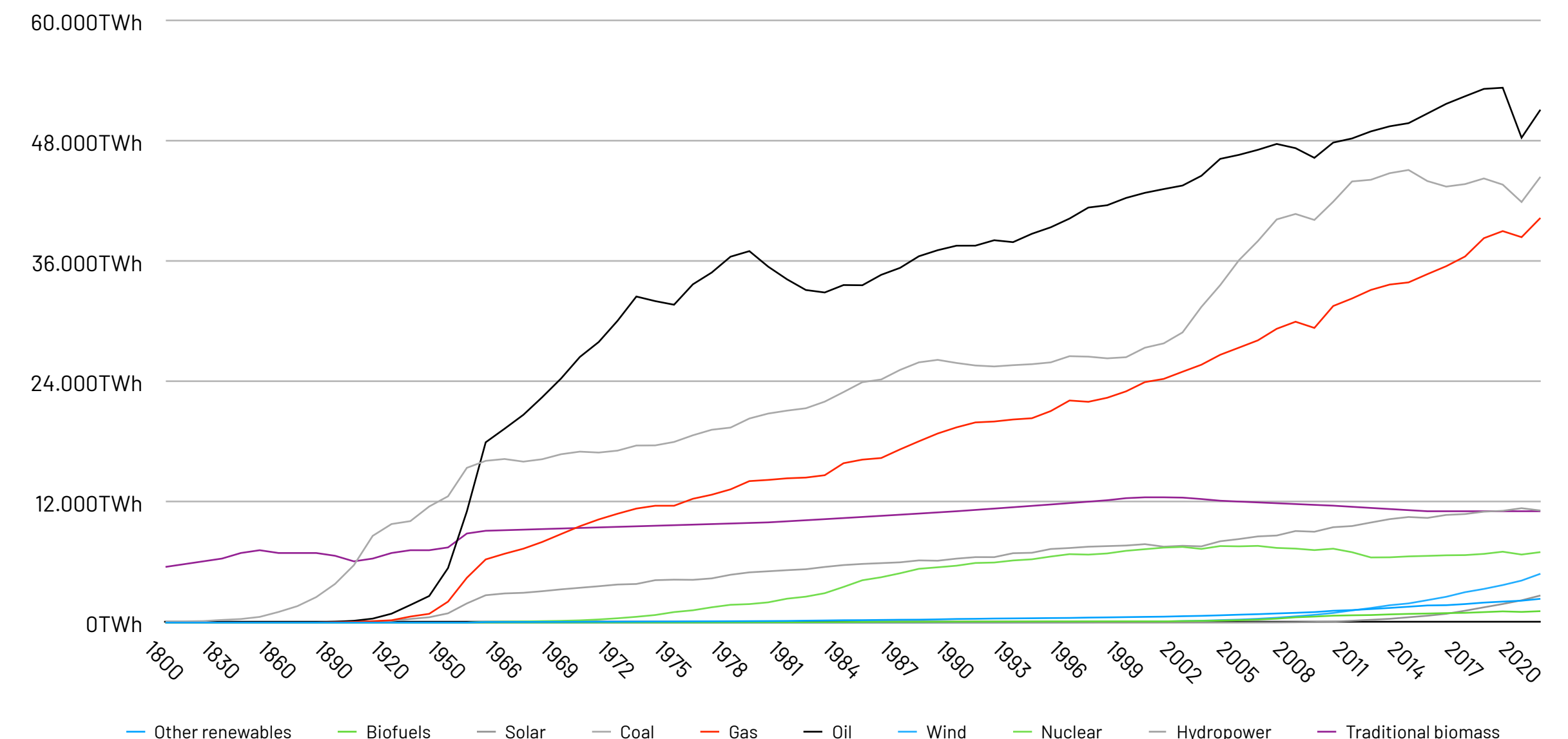
Market revenue growth is primarily driven by rising need to reduce global energy demand and rising need to reduce energy consumption.

*<https://www.emergenresearch.com/industry-report/energy-efficient-devices-market>

Annual change in primary energy consumption



Global primary energy consumption by source



Referring Market

Air quality monitoring and Air purifier market

The market is expected to be driven by the rising airborne diseases and increasing pollution levels in urban areas.

The Air Purifier Market size was valued at USD 9.5 Billion in 2020 and is projected to reach USD 20.3 Billion by 2028, growing at a [CAGR](#) of [10.0 %](#).

Demand for Global Air Quality Monitoring Market Size & Share Worth USD 6,407.8 Million by 2028, Exhibit a [CAGR](#) of [6.5%](#).

[Finance](#) for [energy efficiency](#) projects

Energy-efficiency projects are relatively low-risk investments and there are many opportunities for financing. In addition to traditional sources of funding, many utilities, governments, and nonprofit organisations offer financial support through grants, rebates, and loans. Well-designed efficiency projects are almost always fundable. With some dedicated research, a diligent organisation may find special deals that save a significant amount of money.

Pain & Gain

Today, sustainability is no longer a choice... ignoring it means being out of the market... but [how to be sustainable?](#)

OVER solutions and services are the way to monitoring, data acquisition, building automation and air quality management to stop wasting resources, improve business intelligence, drive investment decision, and decrease bills while increasing health and comfort in the buildings.

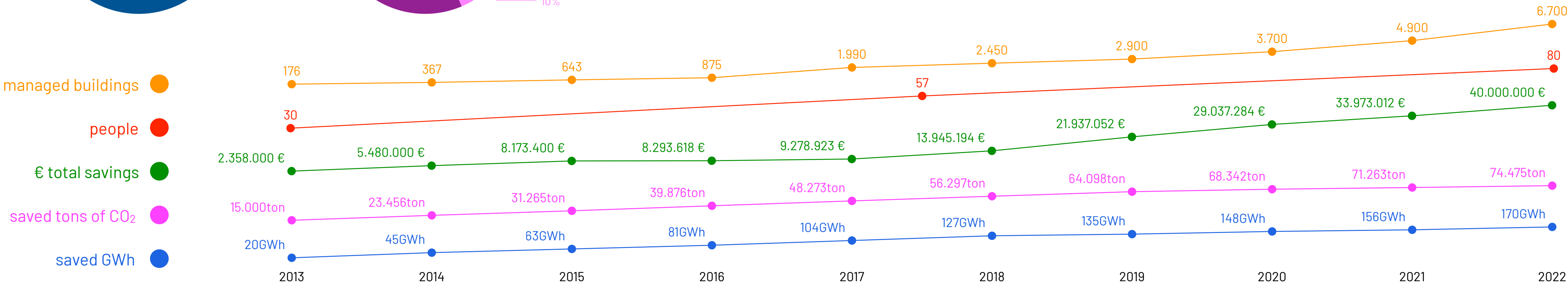
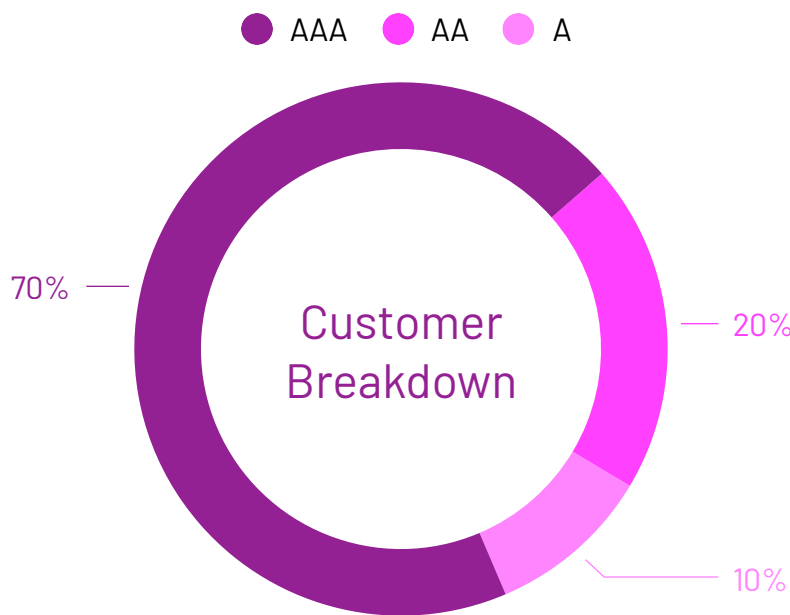
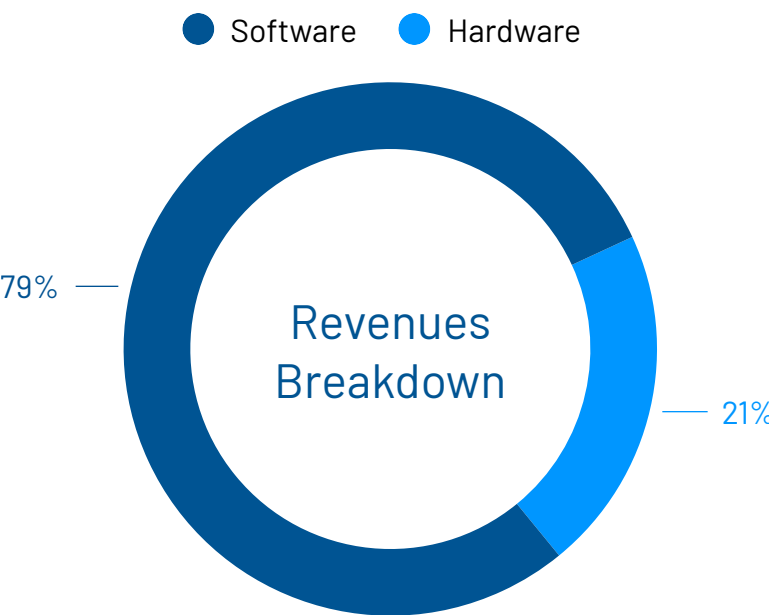
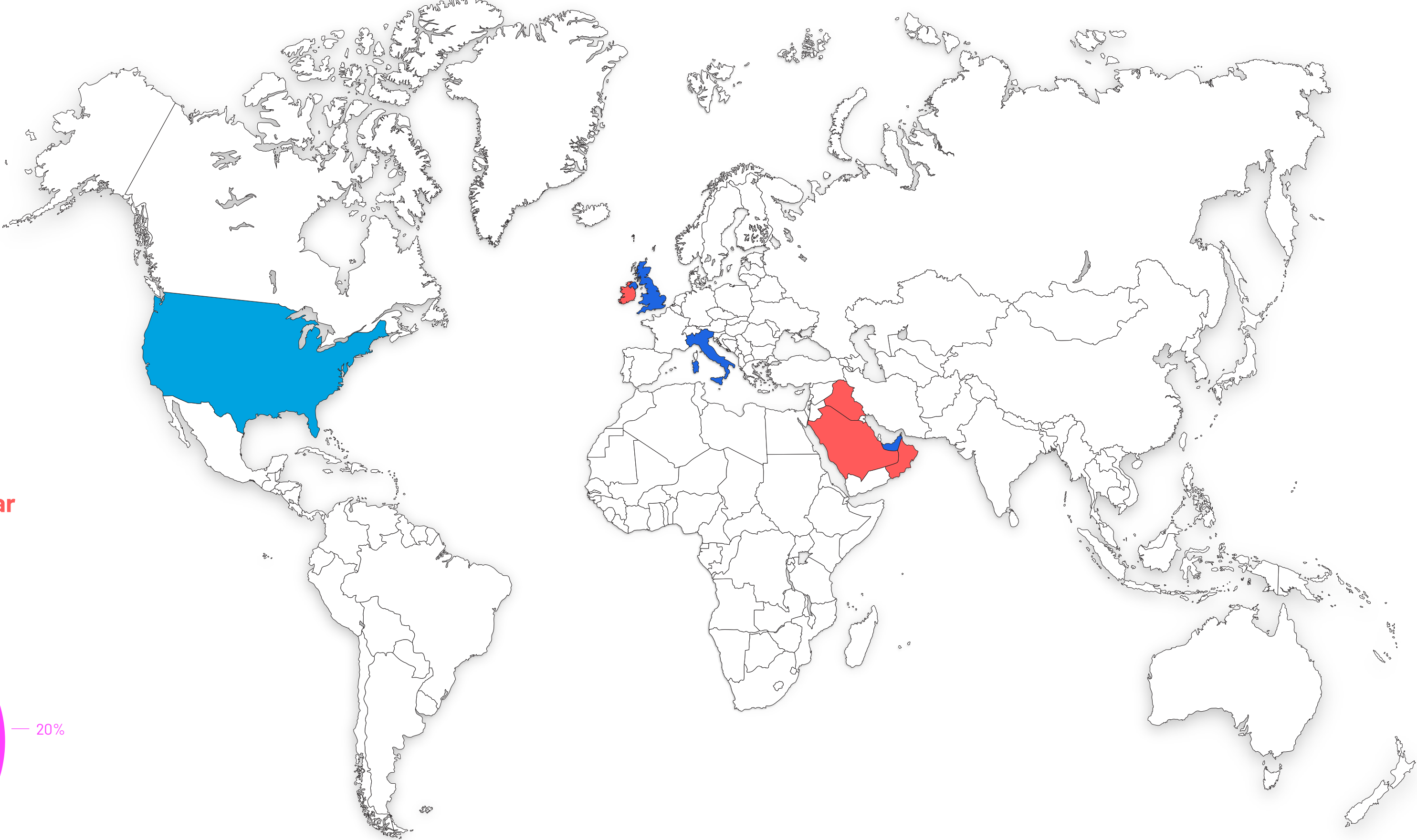


Key figures

Branches
Italy, UK, United Arab Emirates

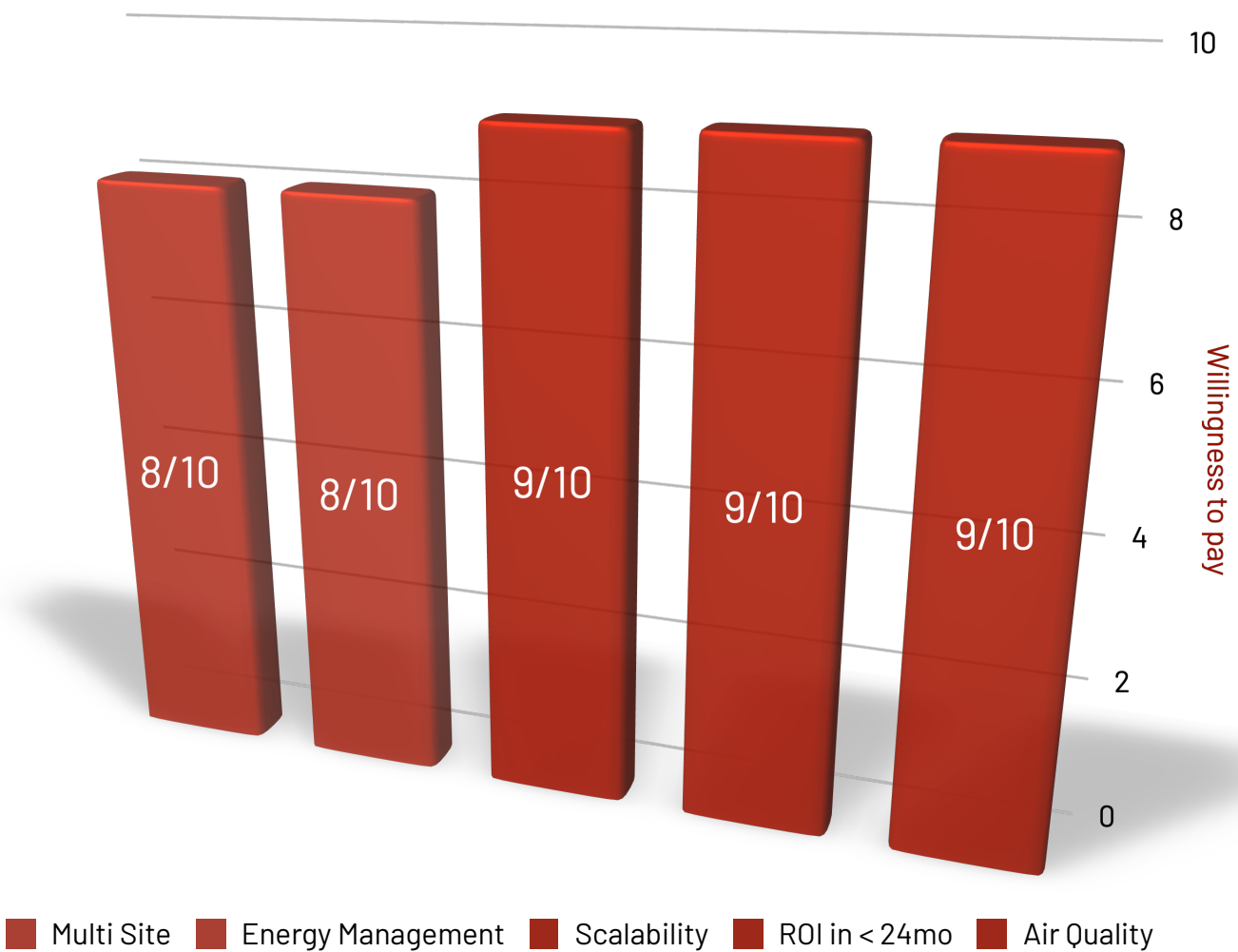
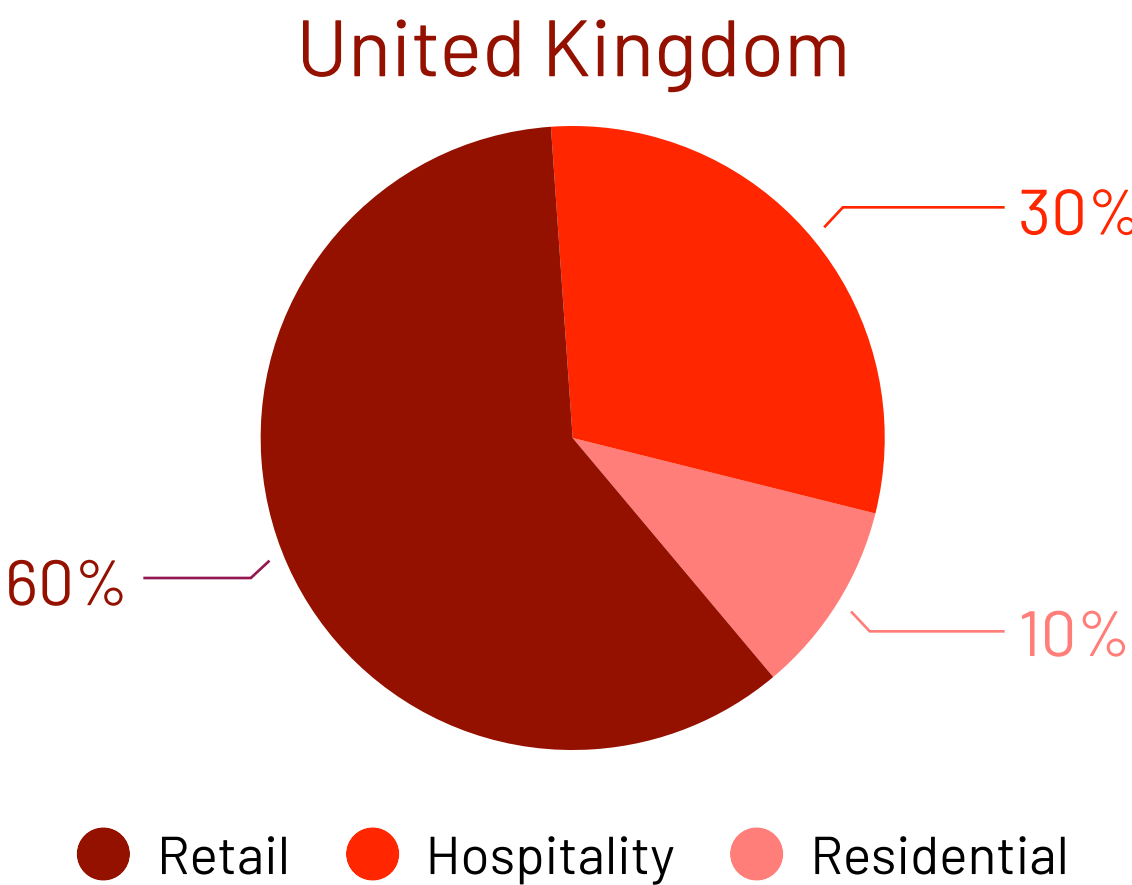
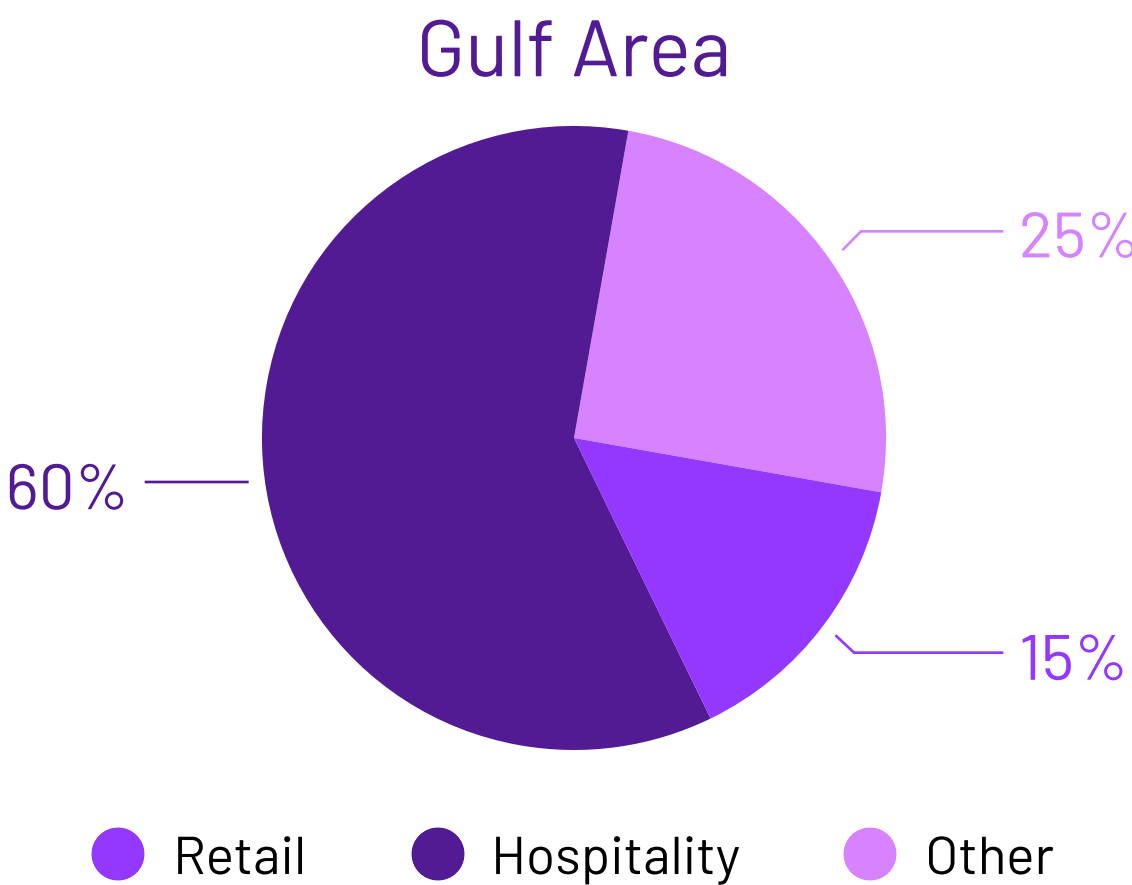
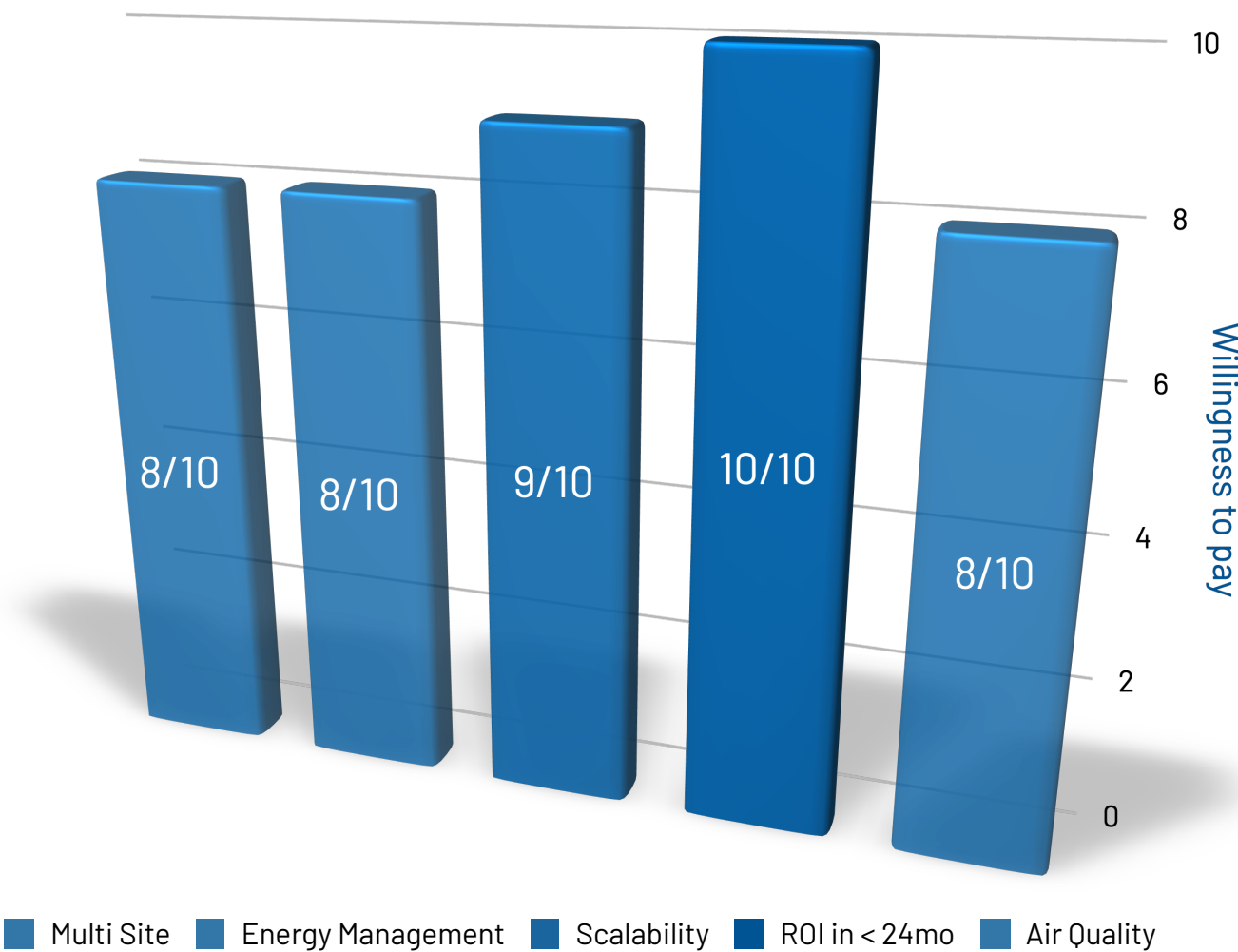
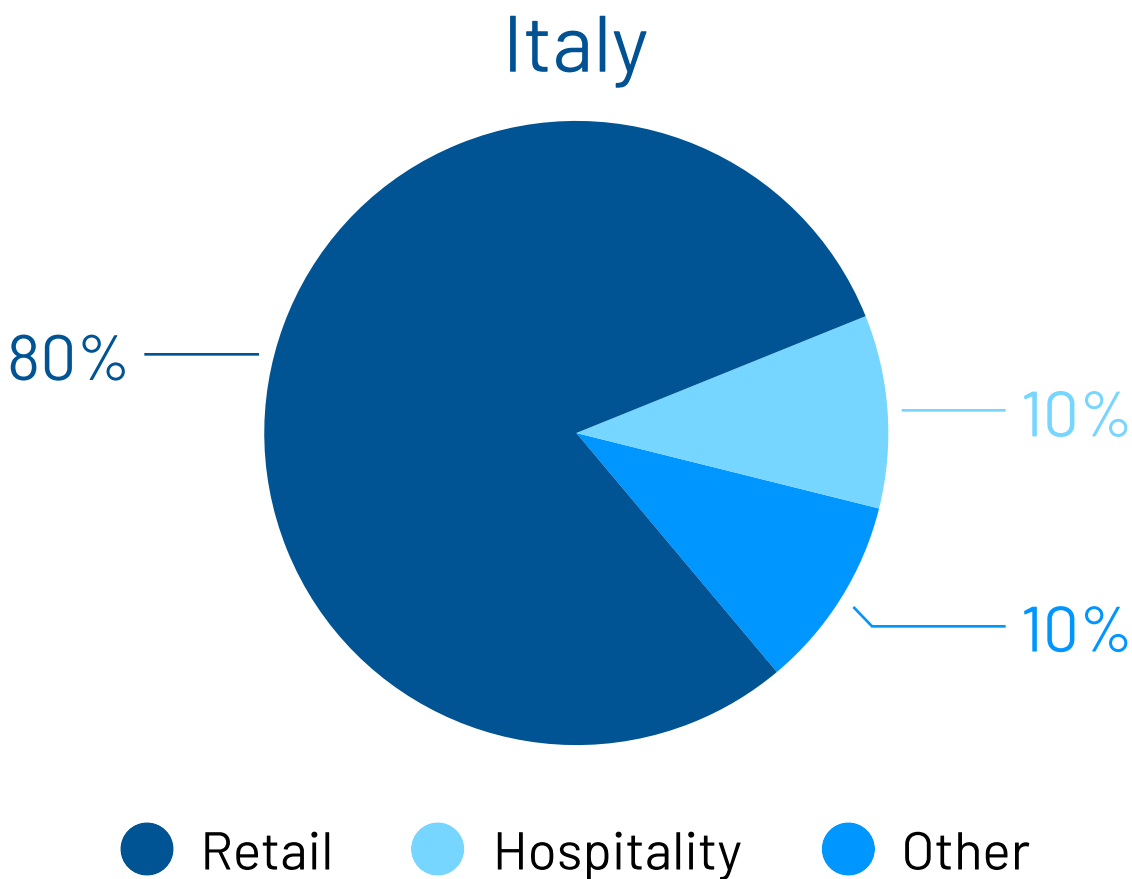
Next opening
USA (coming soon)

Supplied market
Ireland, Iraq, Saudi Arabia, Oman, Egypt, Qatar



*data shown are (aggregato)

Customer profile











Competitive analysis

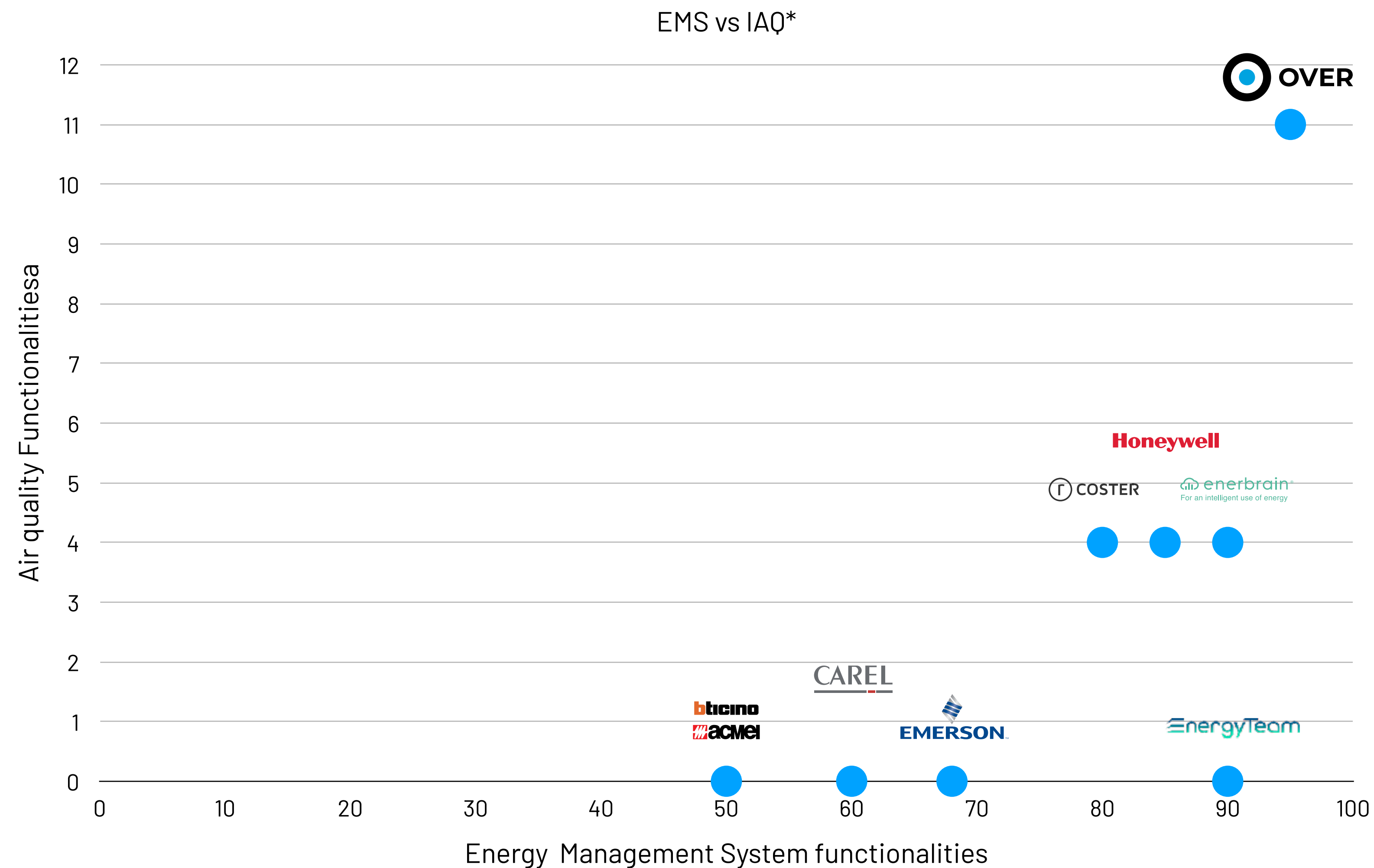
	Proprietary Hardware	Proprietary Software	Energy Feature	Control Feature	Indoor Air Quality Monitoring	Integrated Air Purifier	Data Log	Remote Control	IT Security	Evolved Data Analysis	Predictive Alert	HVAC integration	Report download	Control Room	Energy Management Services	Multi-site technology
 OVER	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
 CAREL	✓	✓	✓	✓	✗	✗	✓	✓	✓	✓	✗	✗	✓	✗	✗	✓
 EnergyTeam	✓	✓	✓	✓	✗	✗	✓	✓	✓	✓	✗	✗	✓	✗	✓	✓
 EMERSON	✓	✓	✓	✓	✗	✗	✓	✓	✓	✓	✗	✓	✓	✗	✓	✓
 enerbrain [®] For an intelligent use of energy	✓	✓	✓	✓	✗	✗	✓	✓	✗	✓	✗	✓	✗	✗	✗	✓
 Honeywell	✓	✓	✓	✓	✓	✗	✓	✓	✓	✓	✗	✓	✓	✗	✓	✓
 COSTER	✓	✓	✓	✓	✗	✗	✓	✓	✓	✓	✗	✓	✗	✗	✓	✓
 bticino	✓	✓	✓	✓	✗	✗	✓	✓	✗	✗	✗	✓	✗	✗	✗	✓
 acmei	✓	✓	✓	✓	✗	✗	✓	✓	✗	✗	✗	✓	✗	✗	✗	✓

Competitive analysis

	Proprietary Hardware	Proprietary Software	Energy Feature	Control Feature	Indoor Air Quality Monitoring	Integrated Air Purifier	Data Log	Remote Control	IT Security	Evolved Data Analysis	Predictive Alert	HVAC integration	Report download	Control Room	Energy Management Services	Multi-site technology	
 OVER	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	100%
 Honeywell	✓	✓	✓	✓	✓	✗	✓	✓	✓	✓	✗	✓	✓	✗	✓	✓	81,25%
 EMERSON	✓	✓	✓	✓	✗	✗	✓	✓	✓	✓	✗	✓	✓	✗	✓	✓	75%
 EnergyTeam	✓	✓	✓	✓	✗	✗	✓	✓	✓	✓	✗	✗	✓	✗	✓	✓	68,75%
 COSTER	✓	✓	✓	✓	✗	✗	✓	✓	✓	✓	✗	✓	✗	✗	✓	✓	68,75%
 CAREL	✓	✓	✓	✓	✗	✗	✓	✓	✓	✓	✗	✗	✓	✗	✗	✓	62,5%
 enerbrain [®] <small>For an intelligent use of energy</small>	✓	✓	✓	✓	✗	✗	✓	✓	✗	✓	✗	✓	✗	✗	✗	✓	56,25%
 bticino	✓	✓	✓	✓	✗	✗	✓	✓	✗	✗	✗	✓	✗	✗	✗	✓	50%
 acmei	✓	✓	✓	✓	✗	✗	✓	✓	✗	✗	✗	✓	✗	✗	✗	✓	50%

EMS vs IAQ

	energy management	monitoraggio indoor air quality
 OVER	95	11
 CAREL	60	0
 EnergyTeam	90	0
 EMERSON	68	0
 enerbrain For an intelligent use of energy	90	4
Honeywell	85	4
 COSTER	80	4
 bticino	50	0
 acmei	50	0



* The graph is the result of an internal comparative analysis based on public data shown by the companies

Clients & Partners



Case Studies

yamamay

Yamamay aims to be the leading sustainable retailer. We wanted to be a forerunner and push the market sustainably. They choose OVER as a technology partner for sustainability. On October 22 in Siena, the first Green Concept Store opened, and Over solution is the leading technology partner for the store sustainability strategy



BNL BNP Paribas has been a pioneer in Italy in understanding the importance of energy efficiency and air quality monitoring starting OVER system installation in 2019. Today they have almost 700 sites controlled by OVER.



JA Resort Lake View (DUBAI)

348 guestrooms and suites with three swimming pools, and four dining experiences, Equestrian Centre, Calm Spa & Salon, JA Marina, and more.

They start the journey in energy efficiency and air quality monitoring installing OVER solution

Products

SW per remote control and energy efficiency

All in one web app to manage health risk
associate to air quality



Software Suite

Allows you to control and monitor your buildings remotely and at any time.

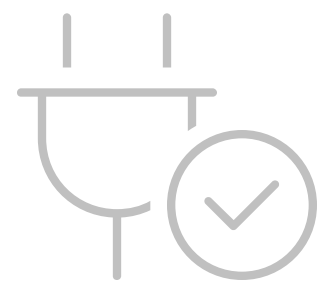
CPO



OverBoard



He.Co. (Beta version)



Energy Management

Tools for monitoring and automating energy consumption.



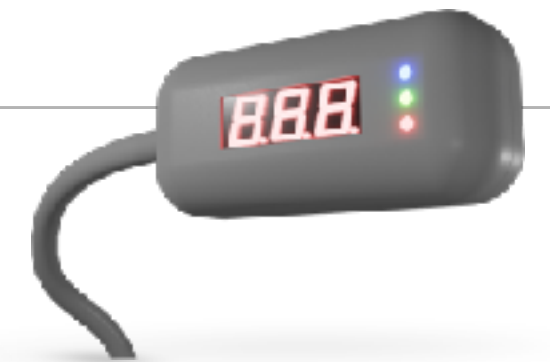
NanOMeter



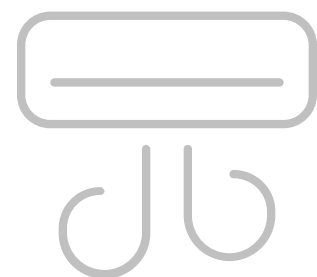
OBox



OMeter



Octopus

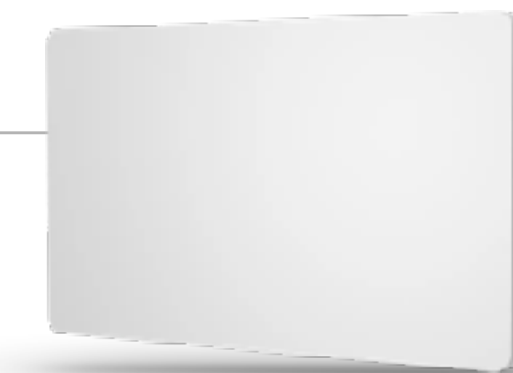


Air Quality

Tools for monitoring air quality and its purification and sanctification.



OSensor



AirFrame



OVER and MORE

Product Customisation

we are a curious and flexible team. We love the challenge. Do you have an idea, we would be pleased to study it, perform feasibility studies and carry on the project

R&D project

Do you have an innovative idea, and are you looking for a partner? We can be the answer. We are open to partnering with an innovation project, European project proposals or others and sharing our knowledge.

Top Management



Adriano Cerocchi

OVER CEO and Founder.

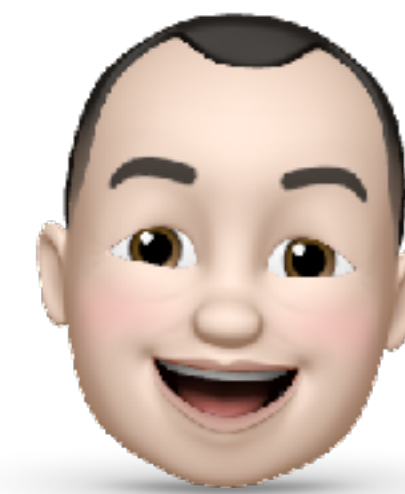
PhD in computer science, Master in research enhancement and development (an MBA-like course), technical study at the high school, Adriano is one of the founders and the leader that drives the company to further success.



Asa Peronace

President of OVER's Board.

Lawyer and founding partner of a well-known law firm in Milan, specializing in tax, criminal tax and fiscal issues, Asa has correspondents in Europe, Asia and the United States. He has an excellent track record for all fiscal aspects and for all company legal matters and he was an officer of Italian fiscal and tax police. Asa is also a teacher in Criminal Law at Liuc di Castellanza, he is ODV's member of Samag Holding and he is founder of the Onlus Dignitas et Amor.



Luigi Postiglione

Neapolitan and serial entrepreneur.

He began his entrepreneurial career at a very young age, first in the textile sector and then evolved into the dimension of the logistics-oriented facility. Founded Job Service first and the entire Atlas group then, with activities ranging from logistics, facility management, energy management to digital marketing.

Top Management



Andrea Lanna

General manager at OVER Italy.

PhD in Automation Engineering, 10+ years in the Energy sector, has coordinated the installation of Energy Management systems of over 4000 buildings in Italy, UAE and the UK. He gained international expertise in the energy efficiency and air quality sector in the position of the Business developer. He is now using it to guide the Italian branches to scale up.



François Boueri

Managing Director at Over Middle East.

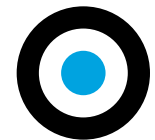
He is also the Managing Director at Sustainable Environmental Engineering Solutions (S.E.E. Solutions) FZC LLC. Thanks to his previous experience as President and Board Director for 7 years in Daikin McQuay Middle East, he has strong capabilities and expertise and he is invited as external advisor and trainer in several other companies. His principal sectors are business consulting, green technologies, building efficiency, HVAC systems, water reuse, IAQ, construction, engineering.



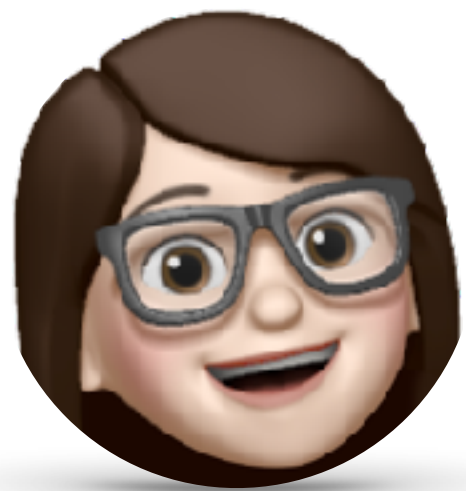
Richard Lockwood

Managing Director at Over UK.

He is also the Director in gallant group limited in UK since 2017. Thanks to his previous experience as EU Business Developer of Samsung HVAC division and other experiences in company like Hitachi, Hier, ABS communication, he is considered an expert in the HVAC and air quality sector and has strong capabilities as sales manager and business developer.



Management



Lorena Nappa

Chief Innovation Officer



Giuseppe Bracone

CTO



Vincenzo Guttadauria

Chief Hardware Engineer



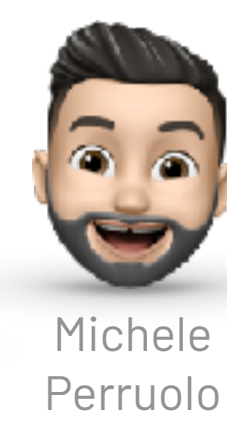
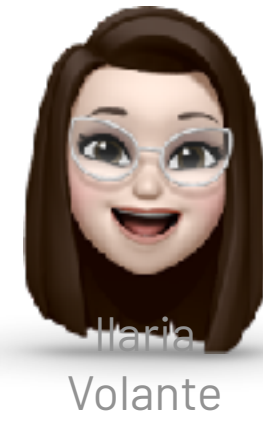
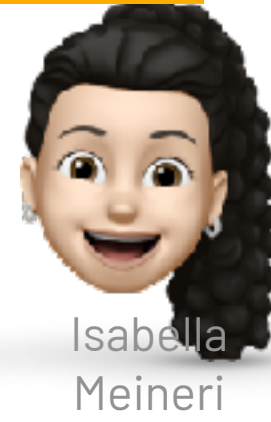
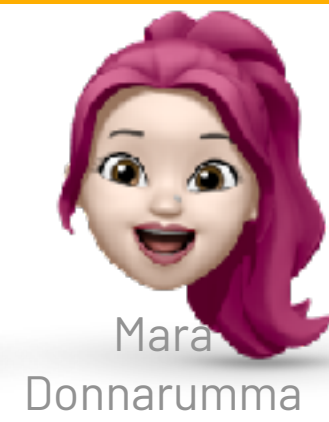
Mariano Leva

VP

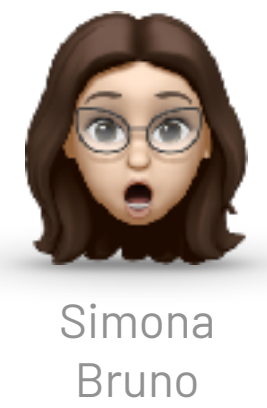
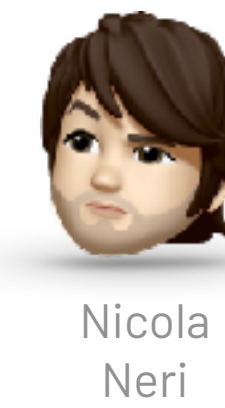
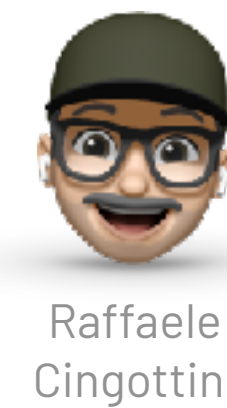


Team

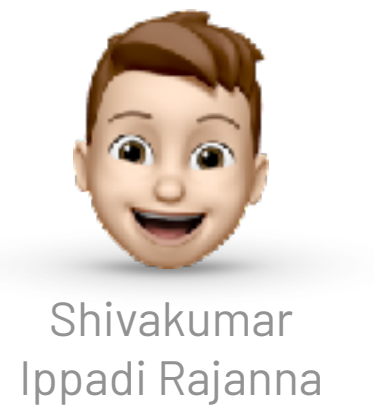
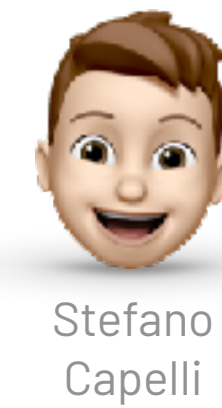
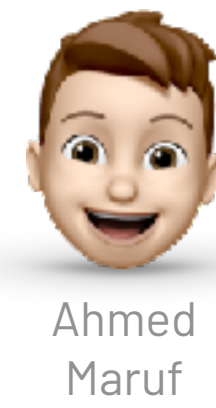
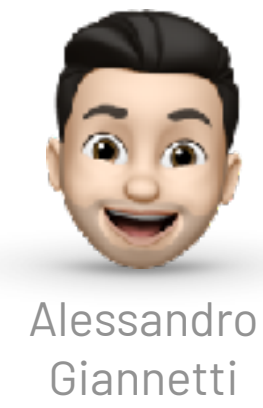
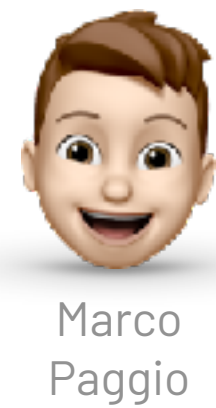
HR, Finance & Administration



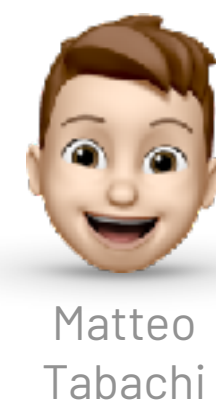
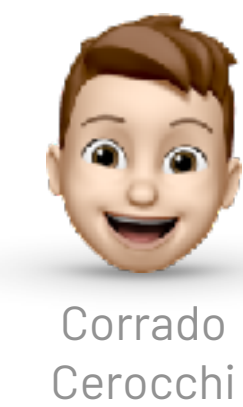
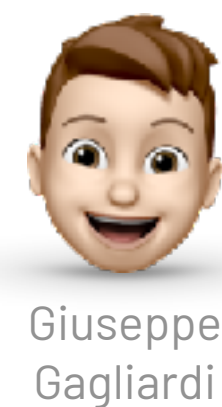
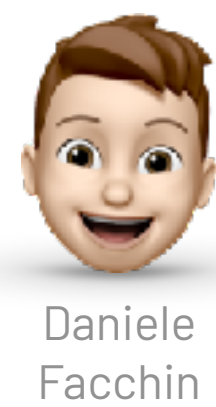
Innovation



Research & Development



Production



Atlante Holding

Since 2020 OVER has been part of Atlante Holding, a group that makes sustainability its foundation thanks to the synergy between the companies that are part of it and its multifaceted and result-oriented entrepreneurial background.



5 HQs in the world



500+ employees



60M€ turn-over





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