

## > THE PROBLEM WE ARE SOLVING

Connecting IoT devices to the internet can be challenging, especially in remote or off-the-grid locations. Traditional LoRaWAN gateways require wired power and internet connections, which limits where they can be placed and how they can be used. This makes it difficult to collect data from remote locations, where power and internet may not be available or may be unreliable.

## > SENARCH'S SOLUTION

We offer an innovative low-power off-the-grid LoRaWAN Gateways that provide IoT connectivity in remote or challenging locations with limited power infrastructure. Our goal is to enable real-time data collection and analysis, helping private businesses and public organizations make informed decisions. We believe our technology can unlock new opportunities and improve the quality of life for rural communities worldwide.



## > CURRENT STATUS

We have a fully functioning prototype and three pilot projects ongoing with Roskilde, Ballerup, and Egedal Municipalities. One gateway has been delivered to Roskilde Municipality for monitoring water-height in lakes (see picture above). Another gateway has been delivered to Ballerup for acquiring general-purpose data from different sensors, and we are in discussion with Egedal Municipality about delivering multiple gateways to cover a larger area.

To realize the project with Egedal Municipality we are applying for multiple funds, including; Skylab Funding, Otto Bruuns Fond, and Christians Nielsens Fond.

## > BUSINESS MODEL

Our business model is straightforward. We provide end-to-end gateway-service, from installation to upgrades, while the customer pays a one-time installation cost of 10-15k DKK and a quarterly subscription fee of 2999 DKK for a one year binding period. Essentially, we offer a service that can be resold to other customers, similar to traditional tele-operators

## > MARKET POTENTIAL IN DENMARK

SenArch's off-the-grid LoRaWAN Gateways have the potential to enable IoT connectivity

in remote and rural areas in Denmark.

Assuming that each municipality needs an average of 20 gateways to cover their area, the market size in Denmark could be around 980 gateways, with 10 of those gateways installed in rural areas. Assuming all 980 gateways are installed, at an installation cost of 10k DKK and a quarterly fee of 2999 DKK, this would result in 9.8 million DKK of installation cost and a yearly fee of 11.4 million DKK.

## > WE ARE LOOKING FOR A CO-FOUNDER

We're seeking a co-founder with a strong background in business development, fund-raising, and IoT technology to join our team at SenArch. Our team consists of three engineers with expertise in software, hardware, and network architecture, and we're committed to bringing IoT connectivity to rural areas.

As our co-founder, you will play a critical role in identifying potential partnerships, raising funding, and working with the team to build up a business plan and go-to-market strategy. If you are excited about this opportunity and want to join us on this journey, please contact us: [senarch22@gmail.com](mailto:senarch22@gmail.com) | [www.senarch.dk](http://www.senarch.dk)