

Vision



Hybrid Space Oy

**Leading green
Integration and cyber
security technology
supplier.**

Problem



Integrating sophisticated ICT systems and ensuring data security becomes more difficult in an ever-changing operational and regulatory environment.

At the same time, it is difficult for companies to reduce Digi energy consumption in order to reach their climate goals.

Solution



GreenBox simplifies, the integration of data and ICT systems securely.

Patented technology reduces the use of energy needed by Digi.

Automation makes data processing more efficient.

The implementation of GreenBox technology uses the functionality of two patents.

Europatent EP3866437, granted 16.8.2023 and

Europatent EP4167111A1, pending, endorsed of acceptance 17.1.2024.

ICT sector's data centers, which are essential for powering digital services, contribute approximately 4 % of global greenhouse gas emissions, which is comparable to the aviation sector.

Hybrid Space Oy solves the problem



Hybrid Space Oy provides technology for safe data transfer and easy integration of different ICT systems. The solution is Hybrid Space, which can include areas of existing systems and areas of Data Objects managed by GreenBoxes.

GreenBox is a tool for creating Data Objects, to integrate and transfer data between different applications without outside services

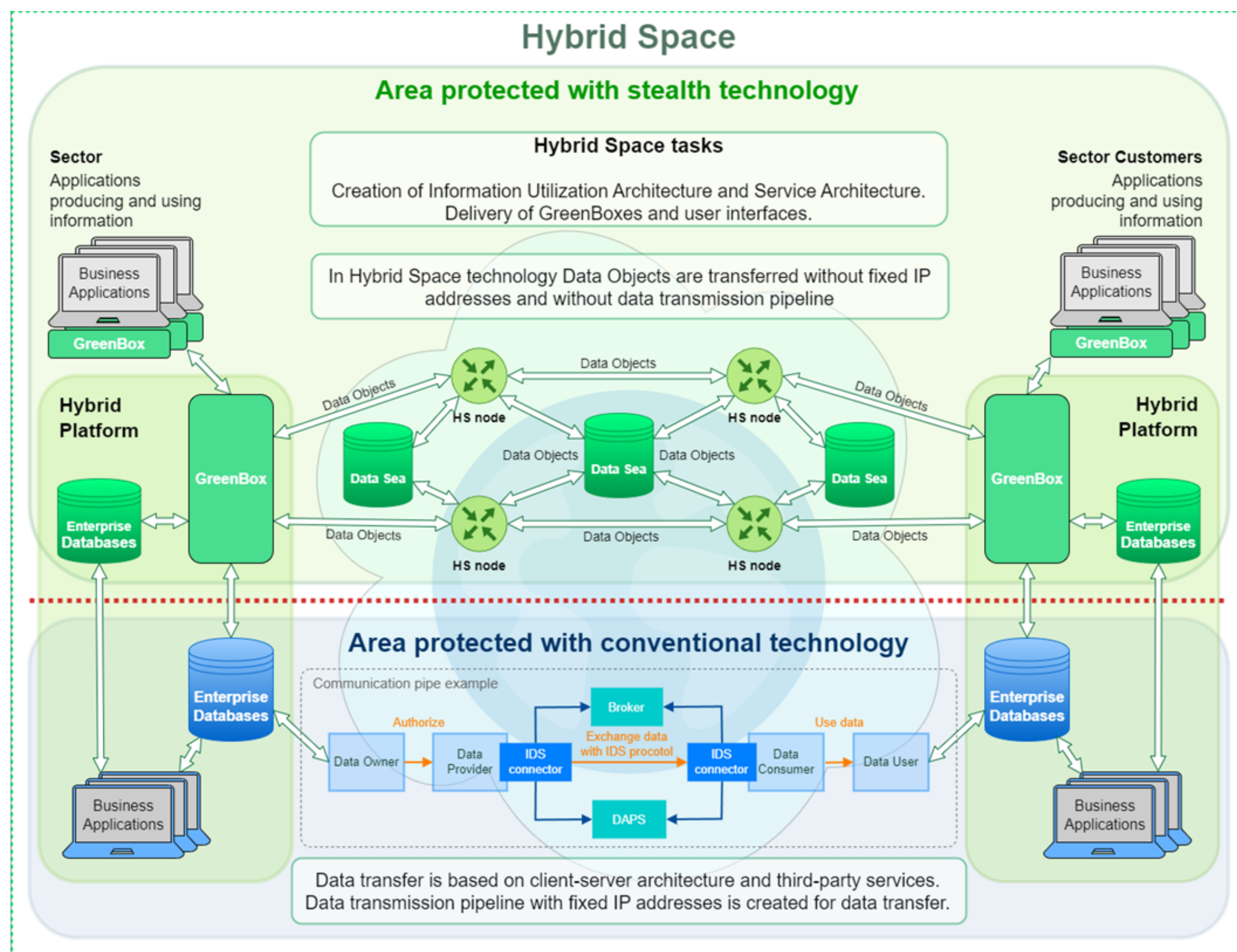
Data Objects contain all the information and data related to an object.

Data Objects are compatible with all existing and future systems and applications.

GreenBox solution can include new and existing implementations.

GreenBox enables a smooth step by step evolution from the existing solutions to the new ones.

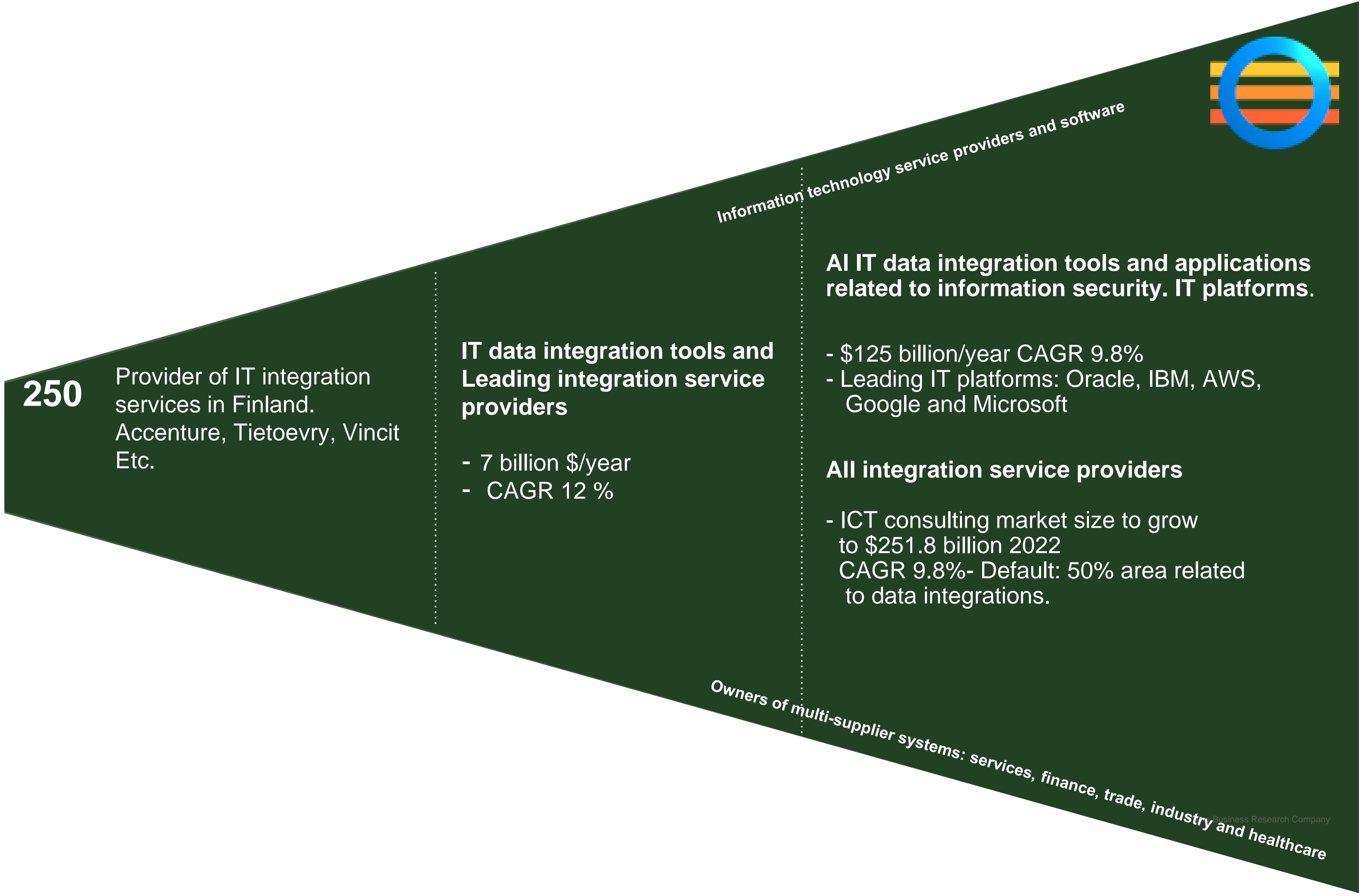
GreenBox is provided with a RESTful API to ease integration and configurability which facilitates bespoke UI design by the customer.



Market



GREENBOX





Customers and their benefits

IT- consultants

- Accenture, Tieto, Vincit, etc.

Technology giants

- IT-integrations tools
Cloud service.
- Oracle, IBM, AWS, Google, Microsoft

Multivendor Owners of the systems:

- Services, finance, trade and industry
- Healthcare
- Owners of Energy Networks
- Other network companies- etc.

Increase in turnover and profitability with better project productivity.

Integration projects can be implemented by consultants from with different background and experience

Achieving solutions in accordance with EU regulations is easier.

Developing competitiveness.

Up to 50% lower digital energy consumption

50% less IT personnel for system maintenance

35% less project costs for the first integration of a multivendor data system

40% less cyber security problems Internet security improves significantly

GreenBox supports

- European Data Strategy by aiding creating a data-driven society, giving users rights, tools and skills to stay in full control of their data
- European Data Act by improving safeguards against unlawful data transfers
- European Cloud strategy by improving data protection and providing energy efficient solutions

Competition

Competition benefits



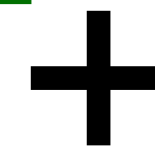
Green information security

Companies' own projects	 GREENBOX
IT consultants and current security products	Service Providers

- Patented unique technology**
- Pricing power**
- Scalable solution**
- Green Coding**
- Fast commissioning**
- General purpose**



Easy and increased productivity



Fast commissioning

General purpose

Sales, delivery and cash flow



- The technology is commercialised as a GreenBox software product
- The product is initially sold to customers as expert-to-expert sales
- The product is distributed through the Company's own online store and in the partners' system store as an installation file (e.g. AWS). IT consultants make the necessary settings for commissioning.
- Pricing metric:
 - Royalties for the use of technology as a monthly fee
 - Payment according to use based on data transfer (per megabyte)





Need for money and plan for use. Investment 2 500K€.

6/2024

6/2026

Ready to sell
technology



Sales and marketing (650 K€):

- Strategy: processes, management, organization
- Starting practical sales work
- Brand work, digital marketing and sales
- IT partner and distribution channel cooperation

Onboarding (750 K€):

- Implementation training and service models
- Instructions for use and videos
- Interface configurator

Monetization of technology (500 K€):

- Segment understanding (Value, WTP & CAC)
- Development and verification of pricing models in different segments
- Contract and licensing models for international scaling
- Investigation of the applicability of PLG models

Administration, further financing & organizational development (600 K€):

- Staff Development
- Board work
- Preparation of the A funding round
- Internationalization strategy

Results of using 2 500 K€:

Ready to international
markets
Agreements 3 pcs
Integration partners
Pilot projects 3

Scaling to
international
markets



The Team

Katja Granlund, CEO, katja.Granlund@planora.fi



Katja Granlund is the founder of Hybrid Solutions Oy. Katja Granlund joined Planora in 1998. Mrs. Granlund's main work has related to financial and legal issues. Her core skills include financial calculations including cost effectiveness, cash flow, customer tariff-systems and feasibility studies specifically related to renewable energy and energy efficiency. She has participated in numerous energy production and feasibility studies both in Finland and abroad.

Esa Teppo Chair, MSc, esa.teppo@planora.fi



Esa Teppo is the founder of Planora Oy and Hybrid Solutions Oy. Mr. Teppo started actively working in the energy field in 1975 by founding a peat production company first in Finland and later in Canada. He has a wide range of experience in the whole ICT and energy sector and has successfully implemented different kinds of projects both in Finland and abroad. He is an internationally respected and experienced energy and ICT sector expert.

Dave Bradburn, CTO, dave.bradburn@planora.fi



Dave Bradburn is a software consultant and lecturer with over 40 years of programming, development and implementation experience. Dave joined the Nokia ICT team during the 90's as a consultant and contributed to the development of the object-based supply chain software for Nokia's network production. Dave's experience in network protocols and secure data transfer along with his wide experience in programming, development and implementation will contribute to the success of the project.

Markku Makkonen, CCO, mar.Makkonen@gmail.fi



Markku's niche is to create new global businesses both from scratch or by re-directing existing businesses. Areas of interests are B2B deep tech, software, cyber security, energy, telecoms. Previously 20+ yrs of global business creation with Nokia, NokiaSiemens and WithSecure plus 10 yrs startups founder Hypermine.fi, AitoSupport, Fourdeg, TwinThrive, Beagard, DRM Berlin



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