

Août 2023



**SOLUTIONS
OTONOMI**

Press Kit



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SOLUTIONS
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Otonomi Solutions Inc.

The Company

Launched in June 2021, [Otonomi Solutions Inc.](https://solutions-otonomi.com) offers a range of innovative digital tools dedicated to solar professionals. Built on strong eco-responsible and sustainable values, the company aims to contribute to the green energy transition by promoting the adoption of off-grid solar energy.

<https://solutions-otonomi.com>

Otonomi Solutions Inc.

The Company

Fully embracing its environmental commitments, [Otonomi Solutions Inc.](#) specifically addresses **three United Nations Sustainable Development Goals**:

- **Goal 7**: Ensure access to affordable, reliable, sustainable, and modern energy for everyone
- **Goal 9**: Build resilient infrastructure, promote sustainable industrialization that benefits everyone, and foster innovation
- **Goal 13**: Take urgent action to combat climate change and its impacts

The world's slow response to address the climate crisis is undermining our chances of limiting warming to a viable threshold.

➤ **Human-caused global warming of 1.5°C expected by 2030-2035.**

"There are numerous feasible and effective options to reduce greenhouse gas emissions and adapt to human-caused climate change, and they are available right now"

Source : <https://news.un.org/en/story/2023/03/1134777>

Solar Energy In Canada

Facts and figures

"Solar power is booming: a quarter of Canada's total installed capacity was added in 2022 alone. Canada has 196 major solar energy projects generating power across the country"

- "Solar has seen impressive growth (25.9% or 810 MW), reaching a total installed capacity of nearly 4 GW."
- "Alberta is responsible for nearly all of this growth, contributing 759 MW to the total of 771 MW. Saskatchewan had a gain of 10 MW, Nova Scotia 2 MW, and Yukon 0.1 MW in 2022."
- "As of December 31, 2022, Ontario has an installed solar capacity of 1.9 GW, powering almost 517,000 homes." "However, this growth does not align with the desired growth rate in CanREA's Vision 2050, which calls for the country to annually deploy an additional 1.6 GW in commercial solar energy."

Source : [Canadian Renewable Energy Association \(CANrea\) | Press Release 2023](#)

Solar Energy In Canada

Facts and figures

- Canada reaffirms its commitment to promoting clean and green energies without delay.

[Government of Canada Releases Vision to Build a Clean, Affordable and Reliable Electricity System to Power Canada Forward!](#)

- Energy supply sources are abundant in Canada. These encompass the vast hydroelectric reservoirs in British Columbia, Manitoba, Ontario, and Quebec, hydrocarbon resources in Western Canada and the offshore region of the East Coast, uranium deposits in Northern Saskatchewan, and a significant wind and solar potential nationwide. This wealth [positions Canada](#) as the world's fourth-largest producer of natural gas and crude oil, the third-largest producer of hydroelectricity, and seventh in electricity generation from [renewable resources](#).

[Energy Profiles of Canadian Provinces and Territories](#)

Solar Energy In Brief

Facts and figures

- Green and renewable energy that enables sustainable electricity production by reducing the reliance on fossil fuels
- On a global scale, solar energy costs have decreased by 90% since 2009*
- The sector is divided into 2 sub-markets:
 1. Grid-connected
 2. **Off-grid, completely autonomous (the field of operation of Otonomi Solutions Inc.)**

<https://renewablesassociation.ca>

Federal Measures

Incentives

- **Investment Tax Credit in Clean Electricity:**

Refundable 15% tax credit for eligible investments in emission-free electricity production systems...

Source: [Department of Finance Canada | March 28, 2023](#)

- **Canadian Greener Homes Grant**

Installation of photovoltaic solar panels to convert solar energy into electricity.

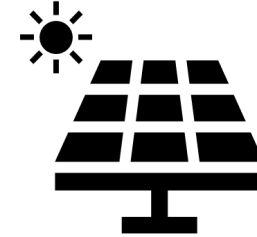
Maximum grant amount: \$5,000

Source : [Écohabitation](#)

Photovoltaic Solar Market

Professionals

- Photovoltaic Installers
- Electricians looking to diversify into solar,
- Distributors and wholesalers of renewable equipment,
- Specialized consulting firms,
- Training centers,
- 17,000 solar professionals -> 22,000 by 2026 (North America) representing a 30% increase of installers over the next 5 years.



Otonomi Solutions targets the off-grid solar market in Canada and North America

Source : <https://www.ibisworld.com/united-states/market-research-reports/solar-panel-installation-industry/>

Photovoltaic Solar Market

Emerging Needs

Whether for RVs or boats applications, replacing diesel generators in mobile applications, cabins, mines, or among indigenous communities in northern Canada, off-grid applications are numerous.

Photovoltaics is a suitable energy source for remote regions, regardless of whether they are cold or not, with poor infrastructure or lacking other power sources.

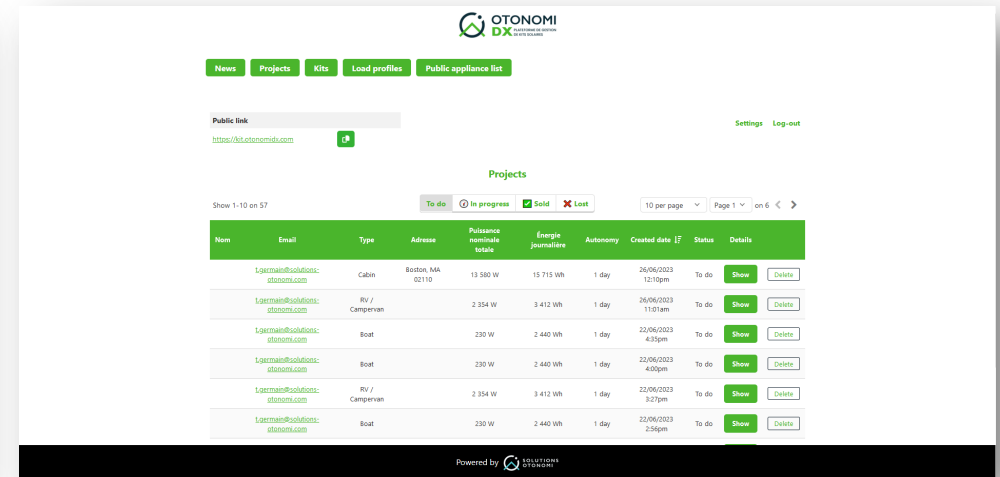
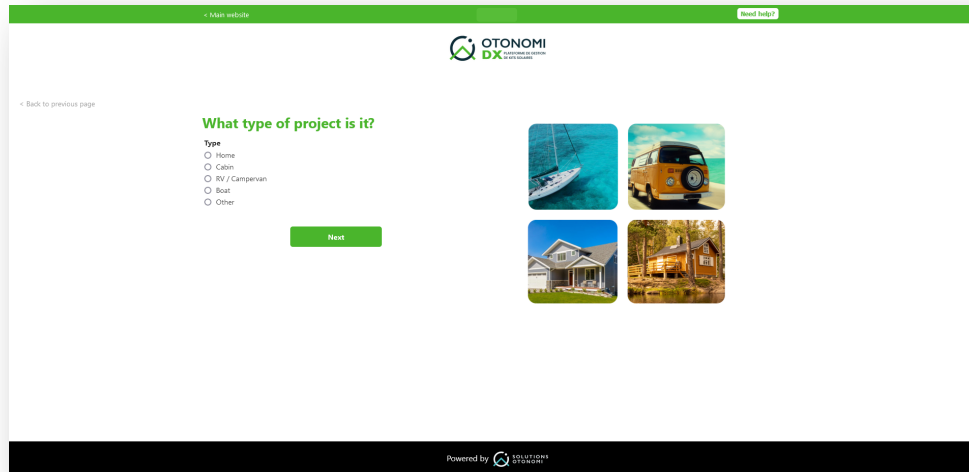
Furthermore, there is a strong citizen movement towards "zero-emission" self-sufficient homes, and in many emerging markets, unreliable electricity grids create a significant demand for autonomous electricity production (off-grid). The pandemic has also stimulated a growing interest in independence and autonomy, particularly concerning public electricity grids.



<https://solutions-otonomi.com/otonomi-dx/>

A platform that simplifies the sales process of standalone solar systems, assisting professionals in effectively engaging with their clients by seamlessly guiding them through the most suitable solar solutions.

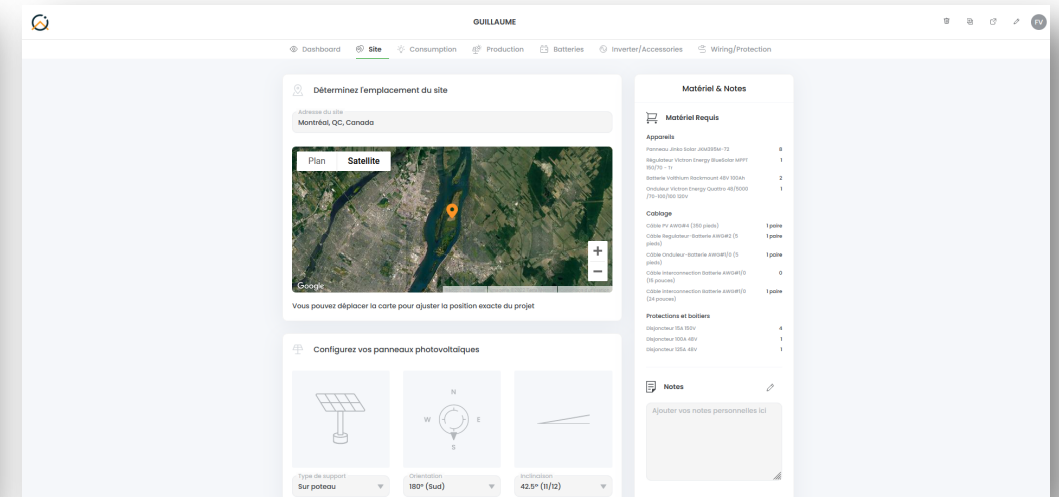
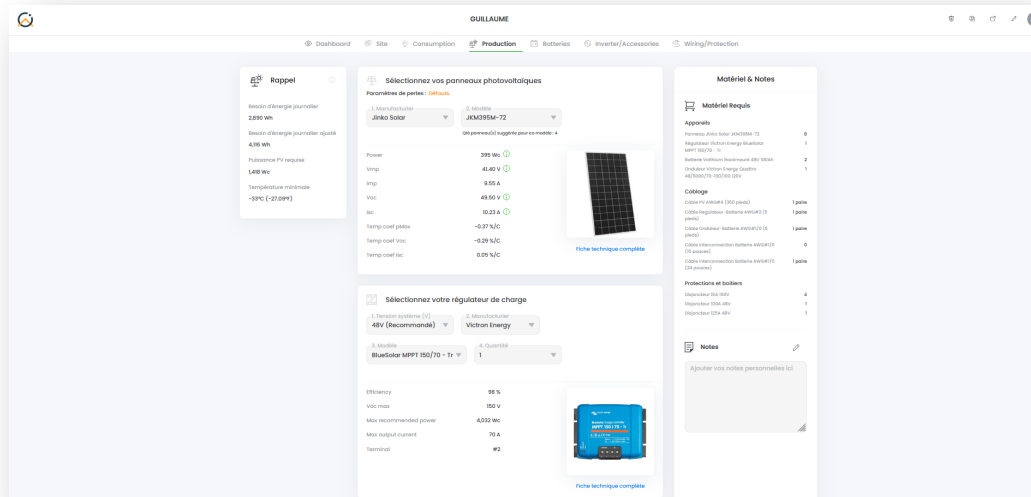
Otonomi DX is eligible for the [Canadian Digital Adoption Program \(CDAP\)](#), offering a grant of \$2,400.





<https://solutions-otonomi.com/otonomi-pv/>

A web application dedicated to solar professionals to streamline and reduce the design time of standalone solar projects.



Co-Founders

Floréal Villanova

Holder of a Higher Technician Certificate in Negotiation and Customer Relations, Floréal began his career in 2010 in France as a technical sales representative specializing in the development of photovoltaic power plants for residential, commercial, and industrial clients. It was during this time that he became passionate about the environment, particularly renewable energy.

In 2017, he moved out to North America to enhance his skills. As a Project Development Manager for a Montreal-based company, he is tasked with developing autonomous solar power plants in Quebec and internationally. Additionally, he is responsible for providing customer technical support for the company's marketed products.

Credit : Karène Jean-Baptiste



[LinkedIn](#)

Co-Founders

Théo Germain

With a Bachelor's degree in Electrical Engineering, Théo has always been driven by a strong desire to explore the world. After starting his career in the seismic prospecting industry, he decided to embark on a journey with his partner to Australia, New Zealand, and Southeast Asia for a period of three years.

During this time, he discovered a passion for alternative ways of energy production. Upon returning to Canada, he chose to deepen his knowledge within a renewable energy equipment wholesaler in Montreal. He is responsible for project design, technical support, commissioning, and the implementation of integrated solutions for Hydro-Quebec, as well as the development and supervision of international projects.

Crédit photo : Karène Jean-Baptiste



[LinkedIn](#)

Mission - Vision

The Company

Mission

Designing innovative software solutions for the solar industry

Vision

Recognizing the need for collective and immediate action for the environment, Otonomi Solutions Inc. aims to contribute to accelerating the "clean" energy transition by equipping solar professionals with innovative software solutions and engaging the younger generation

Corporate Values

The Company

Environmental Commitment

Fully embracing its responsible stance, Otonomi Solutions Inc. aligns with the 17 Sustainable Development Goals set by the United Nations, contributing specifically to:

#7: Affordable and Clean Energy

#9: Industry, Innovation, and Infrastructure

#13: Climate Action

Innovation

With over 20 years of expertise in the solar industry, we understand the needs of field professionals and offer tailored, efficient, and reliable software solutions to simplify their daily tasks. Driven by a passion for solar and technology, we are committed to developing digital tools that meet the highest industry standards.

Corporate Values

The Company

Ethics

Respect, honesty and responsibility are values that drive our daily lives, guiding our actions and interactions with colleagues and partners.

Cooperation

We prioritize collaboration, listening, and open communication in all our professional relationships (internal and external). We strongly believe that we must work together for the collective good across all dimensions: economic, environmental, social, and societal.

Commitments

The Company

- Promoting and fostering collaboration within the solar industry and across the entire green, sustainable, energy, and technological ecosystem
- Offering tangible solutions to make a real impact on reducing greenhouse gas emissions. Empowering solar professionals
- Raising awareness and engaging the youth in environmental and sustainable development issues to build a sustainable business future

CONTACT

<https://solutions-otonomi.com>

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