



# Eternity

## Giving the best advice for decentralised energy supplies

The deployment of photovoltaic installations and other decentralised energy supply systems with a wide geographical coverage requires efficient consultancy and sales processes. Eternity AG (Chur) has developed the LEA platform for precisely this purpose.

Having graduated as an electrical engineer from the ETH Zurich, Matthias Wiget first worked in the construction of hydroelectric plants. Inspired by the potential of renewable energies, he then became involved in marketing and installing solar power systems. "That was when I realised that the promotion of renewable energies requires not only good technology, but also efficient advice and sales processes. These are essential to ensure that solar power systems provide adequate value for money and are able to achieve a broad take-up," Wiget says. The young Graubünden entrepreneur took on Peter Novotny, an experienced software developer, as CTO of Eternity. Together, they developed the LEA (Live Energy Analysis) advice and sales platform, a software solution with the objective of accelerating and optimising the efficiency of the sales processes for photovoltaic systems and other decentralised energy systems such as heat pumps or charging stations for electric cars.

### TABLET-ENABLED PLANNING TOOLS

LEA uses satellite images of roof surfaces, which it integrates seamlessly into its own dimensioning and simulation algorithms for energy systems. When a sales representative visits a potential customer with the tool, a system can be designed and an offer presented on the spot. Sales representatives and installers are not the only ones who use the LEA platform – end customers can also benefit from its solar calculator, such as the one installed by Eternity for

the Centralschweizerische Kraftwerke AG power plant operator. Basic data such as the roof type and orientation are fed into the solar calculator, and in minutes it provides a rough calculation for a possible installation together with an outline price quote. 18,000 private individuals have already used Eternity solar calculators like this one to plan their installations. The third customer

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"DECENTRALISED ENERGY SYSTEMS NEED TO BE EASIER TO SELL IF THEY ARE TO ACHIEVE A BROAD TAKE-UP."  
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base for the LEA platform is that of system manufacturers, such as suppliers of battery storage systems or heat pumps. The tool enables them to speed up the planning and design processes for their products, making them more attractive for installers.



### CLOSE TO THE BREAK-EVEN THRESHOLD

Eternity now has some 30 commercial customers in German-speaking Switzerland and is currently expanding its territory to include French-speaking Swit-

zerland and Germany. The Chur-based start-up received financial support for its establishment from the Graubünden Foundation for Innovation, Development and Research. Finding a source of funding was just one of the challenges to be overcome in order to achieve the full potential of the business model. "When we founded the company, we were motivated by the idea of using our new platform to help the market for solar power and renewable energies to move forward," says Matthias Wiget. "But first we had to learn how to adapt what we offer to our customers' requirements." The company is currently on the verge of passing its break-even threshold.

**Eternity**

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