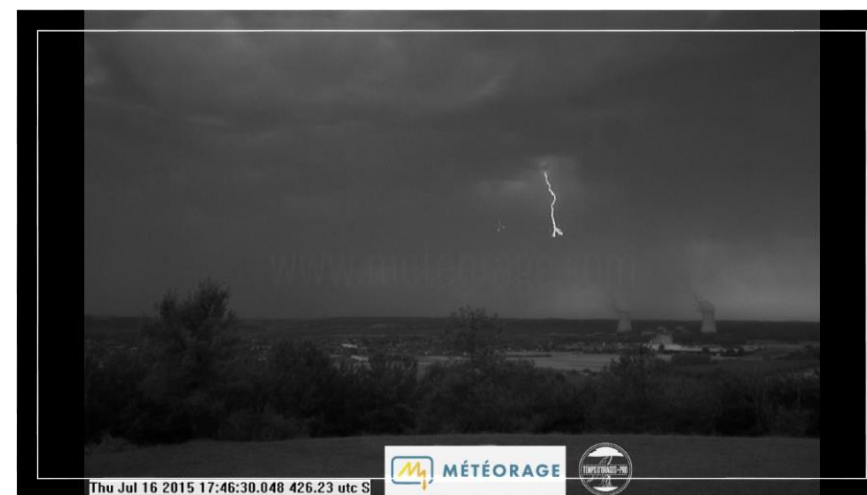


# Dominique LAPEYRE de CHAVARDES

## President

GWE Conference Amsterdam 11<sup>th</sup> October 2018





**Emblematic case of successful Public-Private Partnership**

# A clear win-win-win situation



- ✓ Avoids costs of a network
- ✓ Benefits of lower pricing for data services
- ✓ Expands indirectly its mission of serving



## VAISALA

- ✓ Sustainable use of its sensors
- ✓ Frequent upgrades and expansion
- ✓ Most popular technology in Europe



**MÉTÉORAGE**

- ✓ Mitigate impacts on human safety and economy



Challenge for weather services providers on the BtoB market :

How to differentiate from open internet ?

- ▶ Moving to value-added services
- ▶ With significant exceptions
- ▶ In partnership when relevant



“Doer” of Public Private Partnerships

Combined  
services

Venture  
companies

# Météorage, a successful Public Private Partnership (1)

From France only to all Europe

Over 2500 subscribers

Over 450 000 warning messages sent so far in 2018



## Sensitive sites

- Nuclear
- Agro-industry
- Automotive
- Construction
- Chemical
- Paper mills
- Semi-conductors,
- Ports
- Hospitals
- Mines
- Refineries
- Tank storage
- ...



## Network operators

- Electric transport & distribution
- Windfarms
- Oil & Gas
- Water
- Telecom
- TV broadcast
- ...



## Outdoor

- Historical sites
- Leisure parks
- Campsites
- Golf courses
- Festivals



## Public agencies

- Met services
- Defence
- Aviation
- Local authorities

## And other sectors

Insurance companies, Veterinarian, retail, finance,...

## Despite:

- ▶ **High investment costs**
- ▶ **A structure of fixed running costs**
- ▶ **Several years before reaching breakeven on new destinations**



- ▶ **A profitable company**
- ▶ **Self-financing its growth**
- ▶ **A robust business model** 💪

