Simplifying Utility Management

WeBill's SaaS solution uses cutting-edge technology to streamline all aspects of utility management, offering a cost-effective approach to simplifying complexities.

webill

READ | RATE | RECOVER | RECOMMEND

WeBill focuses on Distribution

South African-based startup founded in October 2017.

*Software as a Service for all stakeholders in the utility **Distribution** Sector.*

Read
Measure consumption.

Rate
Charge for consumption.

Recover
Collect for usage of utilities.

Recommend
Artificial Intelligence (AI) and Machine Learning (ML) for utilities.

Why we founded WeBill

"But they (traditional utility companies) do have one point: it's complicated. And it's complicated because to pay out correctly, you have to monitor usage very accurately." - Hans Joseff Fell, Green Party Germany and proponent of feed-in tariffs (FIT) referring to traditional utilities opposing change.

- Widespread utility billing issues in South Africa and worldwide.

- Hardware (smart meters) and ERP systems thrown at the problem to no avail.

- Initiatives to tackle aspects of the problem failed because inherent integration between read, rate and recover is ignored.

- Thousands of different tariffs and the increasing introduction of alternative energy feed-in and net-billing are absent from existing solutions.

A single evolving ecosystem harnessing the latest computing innovations is the only way to address the problem.

"A daunting and complex challenge."

Our Solution

Lower the barrier of entry by providing a complete ecosystem using state-of-the-art technology at the lowest comparable cost.

- Provide for postpaid, prepaid, time-of-use, feed-in, net-billing and banking of clean energy credits and wheeling scenarios.

- Granular charging for all billing strategies.

- ML, AI, and IR for utility budgeting, forecasting and data interpolation.

- Transparency and control for the consumer and management of all providers from a single location.

- Bill verification and billing scenarios.

- Portfolio and sub-metering management.

- Tracking of assets and workforce.

Our Team

Ayal Rosenberg

Founder and MD. Qualified Attorney and erstwhile member of the Israeli Bar Association. Previous startups: LiveBet(online gaming); QC Components (logistics software); EMS Invirotel (utility management for demand side management).

Steven Gottschalk

Founder and majority shareholder Africa's biggest logistics company: Value Logistics. Serial Entrepreneur: property; vintage cars; retail; vegan food; hotels; film studios.

Lorraine Francois

Development and Testing Manager. Formerly in positions of applications, development and project management.

Allan Swanepoel

Sales and Marketing Manager with 25 years in the metering industry.

Thea Bezuidenhout

Strategic Advisor

Board of Advisors

Dr Pieter Venter

Electronics engineer. Inventor of smart devices for water. Developer of the WeBill IOT communication models.

Erna Barnard (van Biljon)

Registered South African attorney. Legal compliance, privacy and contracts.

Arieh Eytan

(Israel) Founder, MD and owner of Unique Technologies (electricity utility devices).

George Harel

(Israel) Pioneer in development of smart meters. 30 years experience.

Craig Jankelow

Chartered Accountant. Accounting and payment systems.

Andre Hogewoning

CIO Value Logistics. Expertise in technology, software infrastructure and compliance.

Our Current Modules

Core
The core and foundation of the ecosystem

Device Management
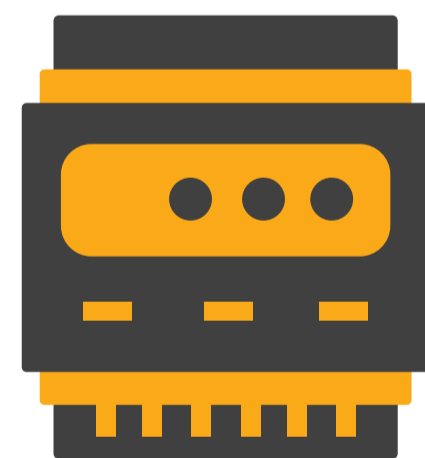Manages and reports on all data related to the devices

Tariff
Global tariff search and tariff customisation

Portfolio
Set-up, manage and report on utilities usage for property portfolios

IoT Smart Meter
Patented smart device to facilitate prepaid time-of-use

Consumer App
Pay for your utilities and manage your consumption

Field Manager
Schedule, manage, and monitor workers in the field

Billing
Prepaid, postpaid, net and wheeling (LiveBill™)

Faults
Utility fault reports, help desk and ticket management

Pending Modules

COMING SOON

Budgets and Forecasting
AI and machine learning for budgeting and forecasting

COMING SOON

Revenue Management
Consolidated billing, arrears adjustments, estimates, recoveries, and revenue balancing

COMING SOON

Asset Management
Manage your meters, SIM cards, seals, modems and data concentrators

Our Solutions Support

Body Corporate / Homeowners Associations

Managing Agents

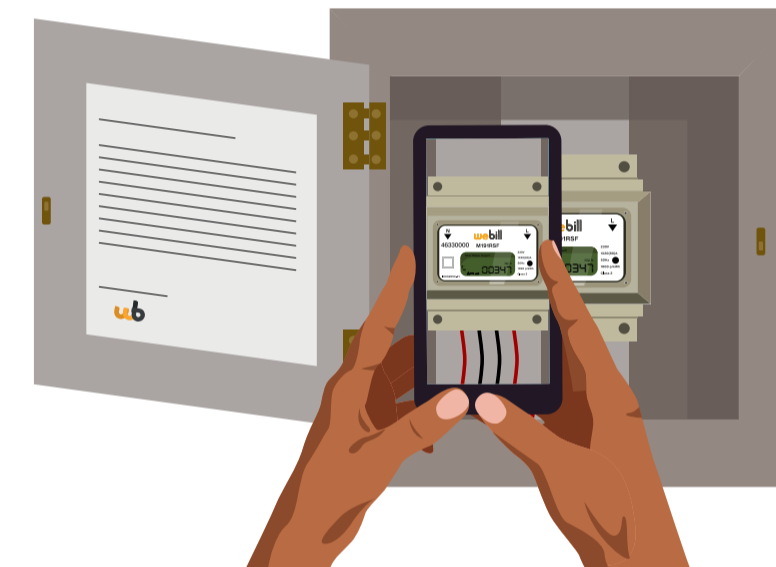**Independent Power Producers**

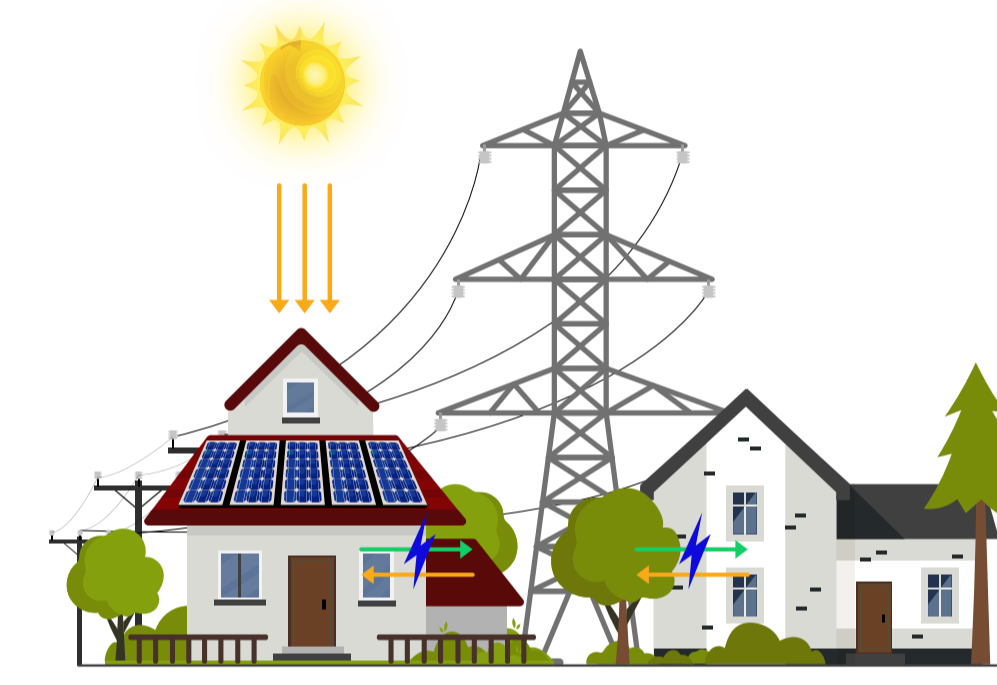**Property Developers**

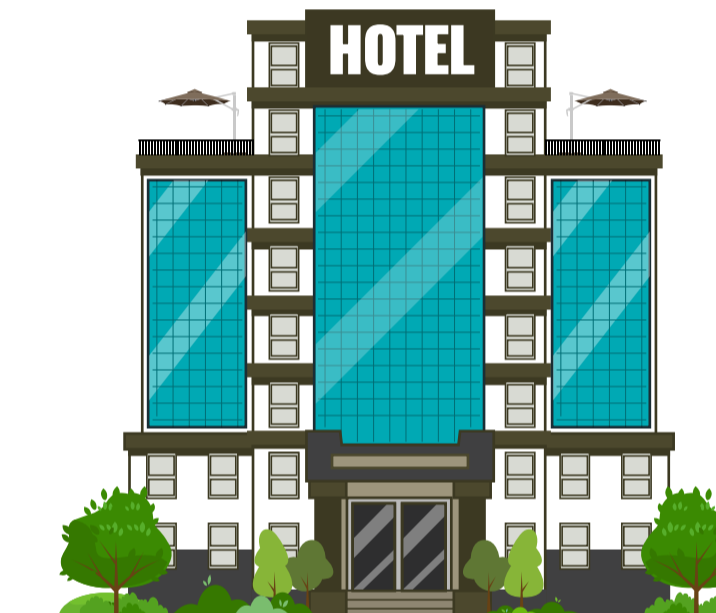**Property Managers**

Municipalities / Utility Providers

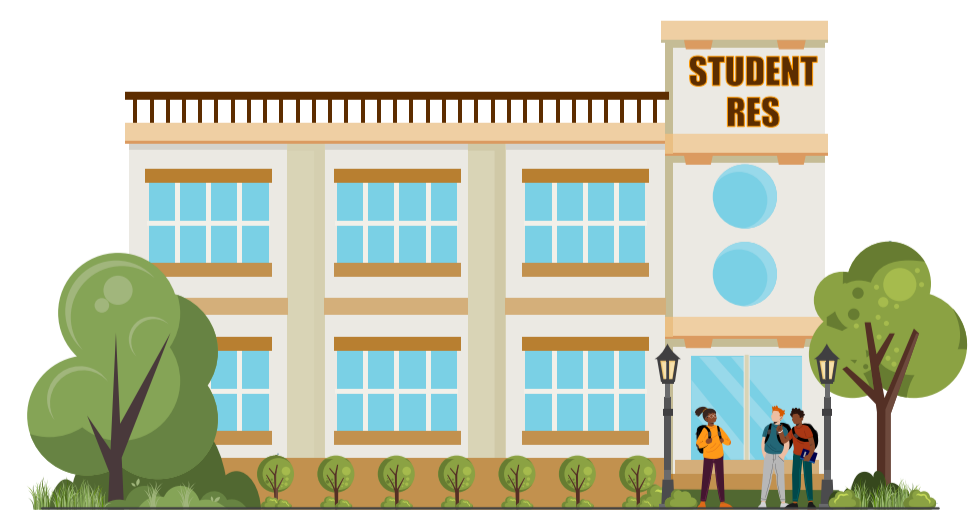**Multi-purpose Properties**

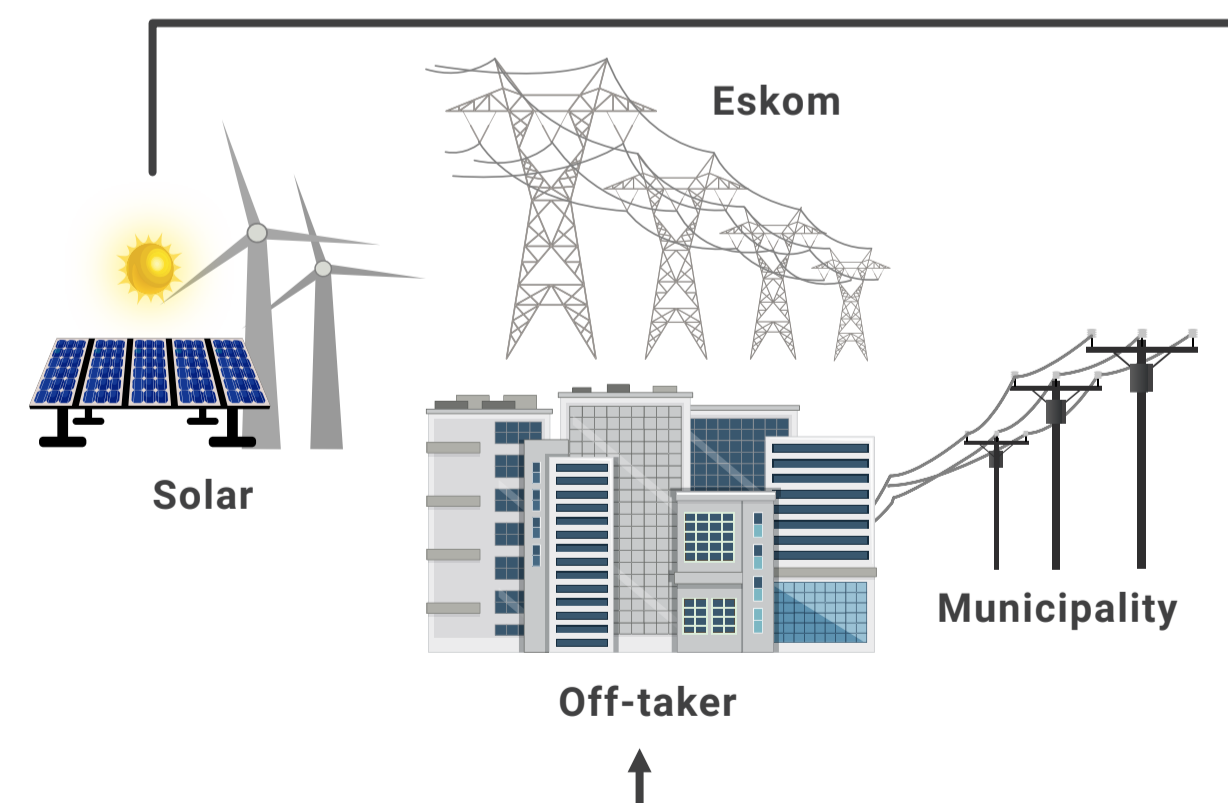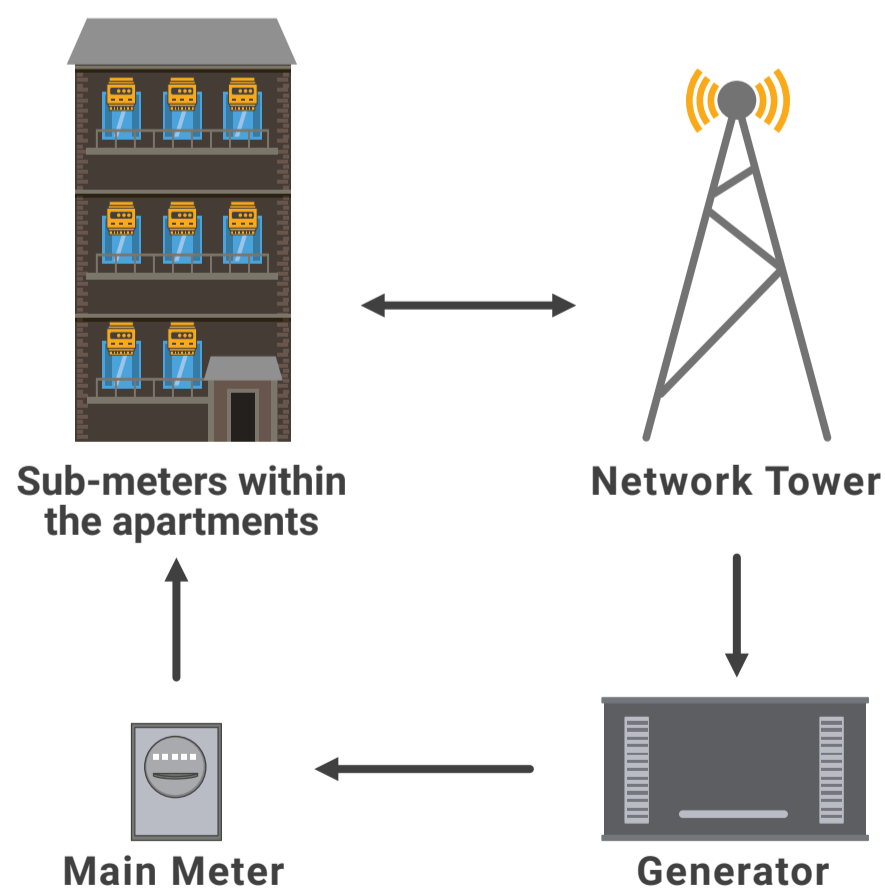**Meter Reading Companies**

Net-Billing

Accommodation and Community Utilities

Student Accommodation

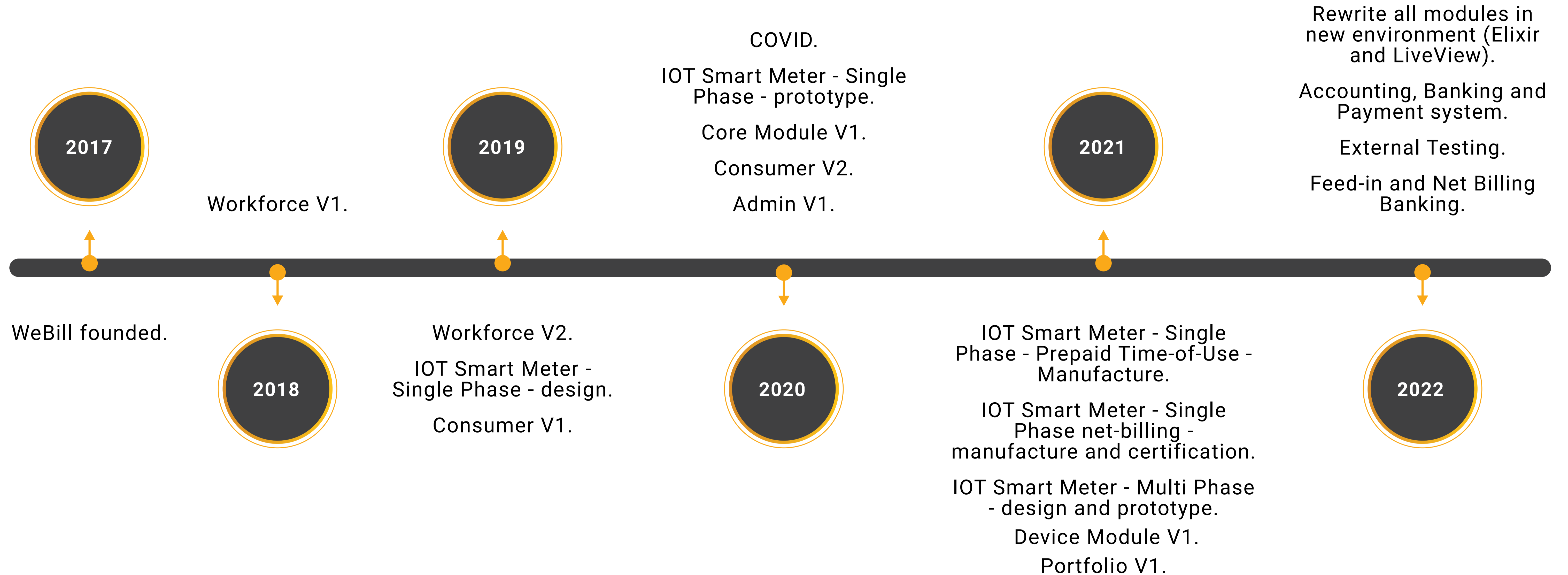**Wheeling Electricity**

Network Communications

Commercial Rental Outlets

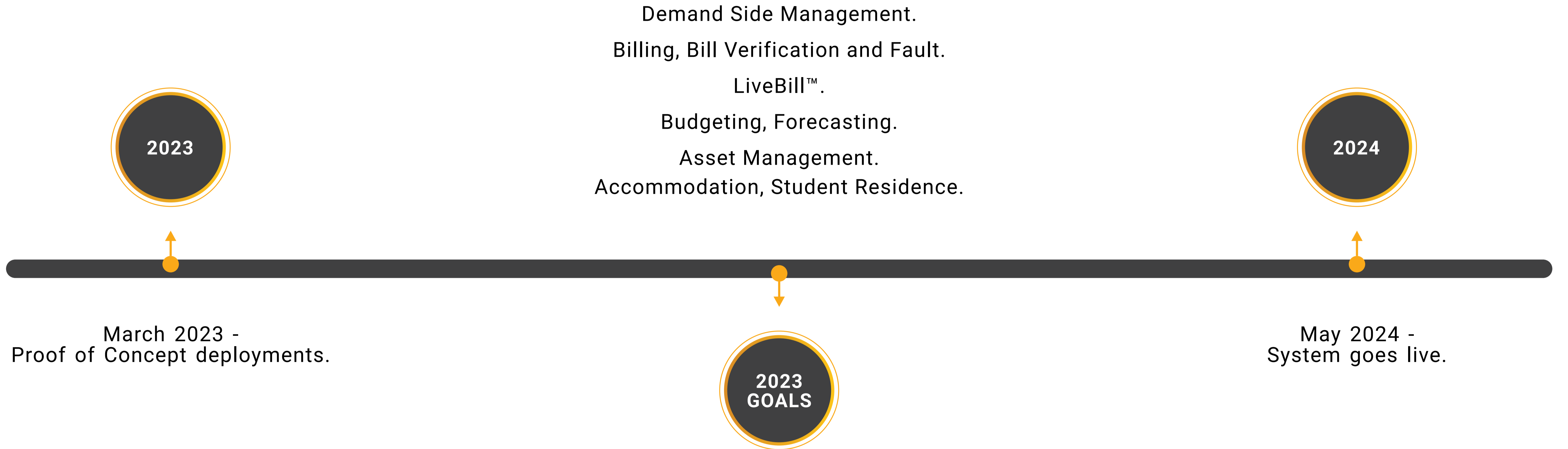**Residential Rental and Mobile Homes**

Our Historical Development Timeline

2017

2019

COVID.

IOT Smart Meter - Single Phase - prototype.

Core Module V1.

Consumer V2.

Admin V1.

2021

Rewrite all modules in new environment (Elixir and LiveView).

Accounting, Banking and Payment system.

External Testing.

Feed-in and Net Billing Banking.

Workforce V1.

WeBill founded.

2018

Workforce V2.

IOT Smart Meter - Single Phase - design.

Consumer V1.

2020

IOT Smart Meter - Single Phase - Prepaid Time-of-Use - Manufacture.

IOT Smart Meter - Single Phase net-billing - manufacture and certification.

IOT Smart Meter - Multi Phase - design and prototype.

Device Module V1.

Portfolio V1.

2022

Our Current Developments

2023

Demand Side Management.

Billing, Bill Verification and Fault.

LiveBill™.

Budgeting, Forecasting.

Asset Management.
Accommodation, Student Residence.

2024

March 2023 -
Proof of Concept deployments.
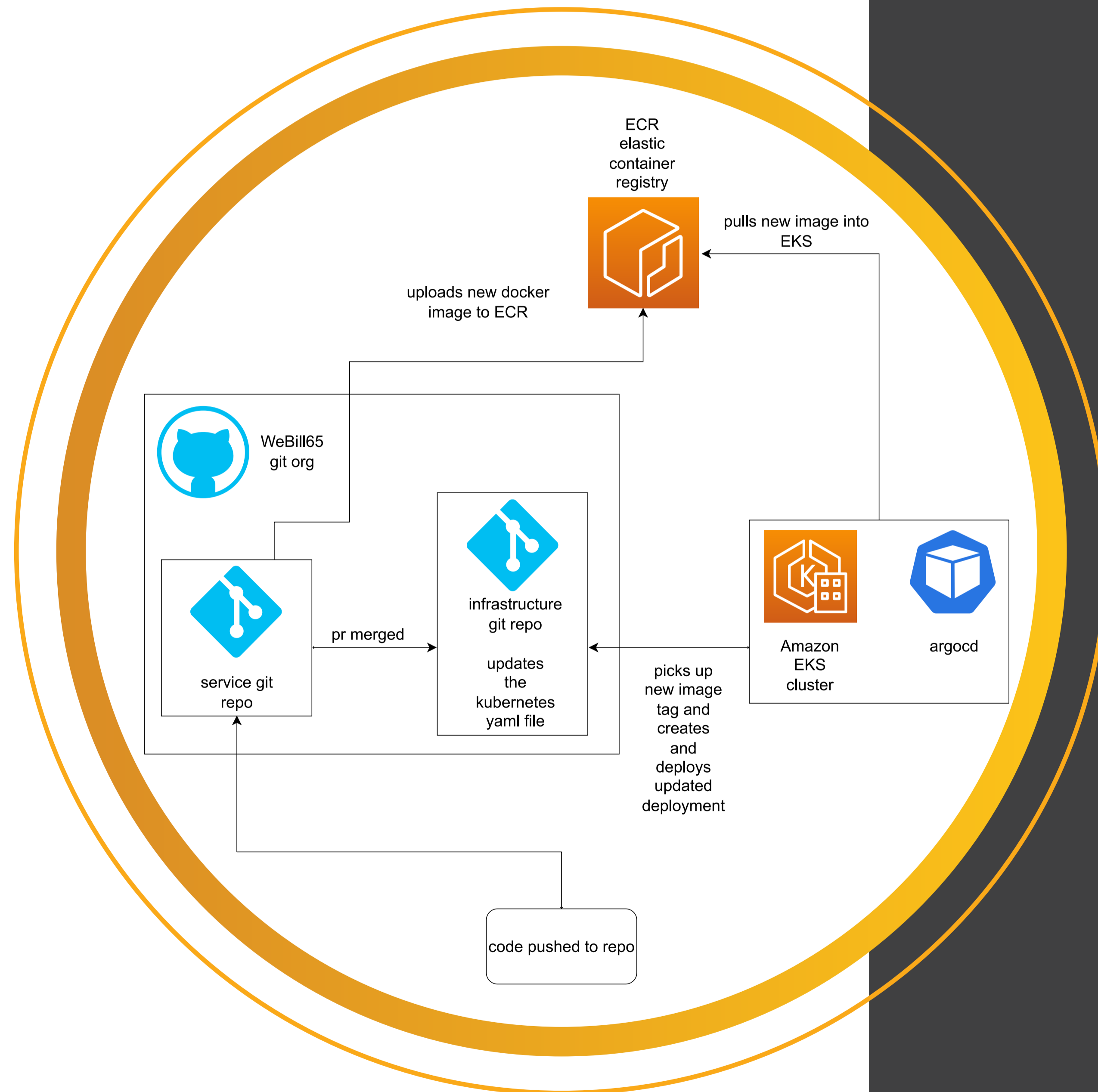
**2023
GOALS**

May 2024 -
System goes live.

Our IP

- **South African registered patent:** Prepaid time-of-use with net-billing.

- European and US patent pending.

- LiveBill™ (Dynamic queryable, payable electronic utility consumer bill).

- Missing utility reading date interpolation using machine learning.

- Straight-through bill processing from manual read.

- Live usage readings (currently every 30 min).

Our Technology and Architecture

- **Primary development Languages:** Elixir, Phoenix LiveView and React Native.

- **Main Data Repositories:** Postgres, TimescaleDB, Redis, MongoDB, S3, Algolia.

- **Message Brokers:** RabbitMQ.

- **Micro-services** (over 500 and growing).

- **CI/CD:** Kubernetes Clusters, Terraform and ArgoCD.

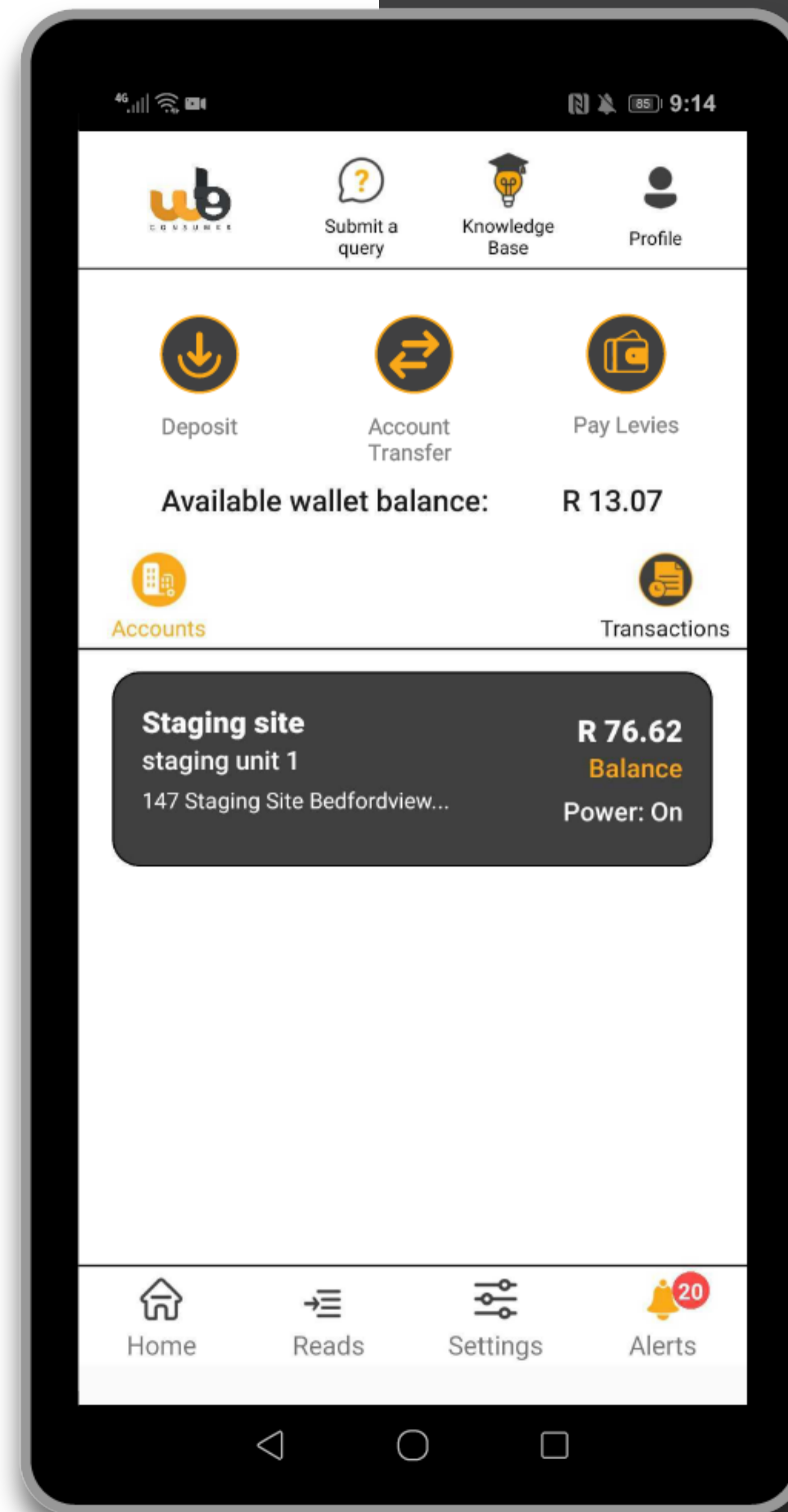- All assets and infrastructure deployed to AWS.

Our Competitive Advantage

Our advantage over all the others:

- The most affordable pricing option by far.

- Alternative energy feed-in banking management.

- True IOT capabilities.

- Real-time charging of utilities (every 30 minutes).

- Proprietary hardware enabling patented time-of-use prepaid net-billing.

- Inter-Organisation exchange, for example, clients with subsidiaries, clients managing other clients.
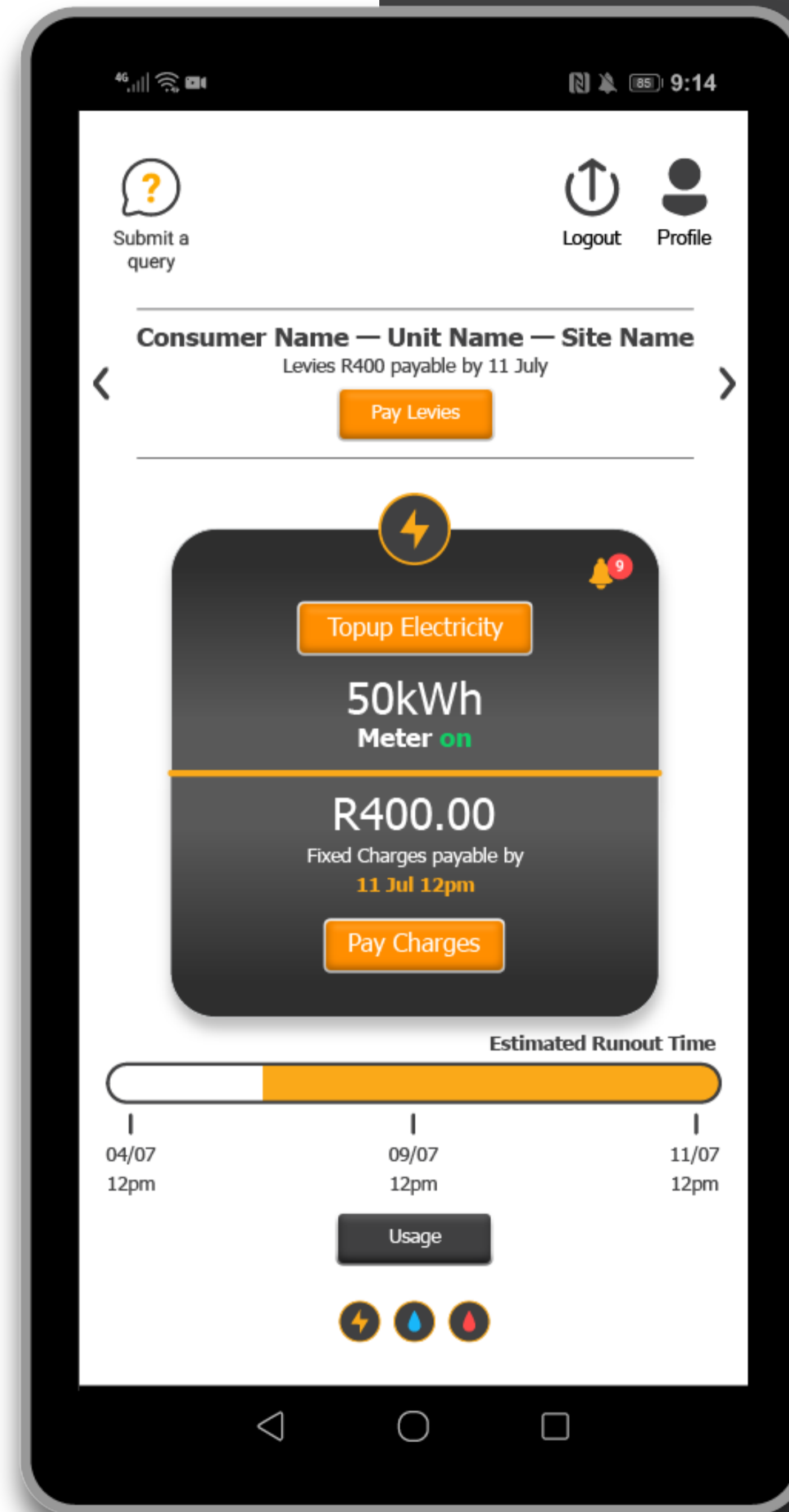
- Single consumer experience across different utility companies.

Mobile Applications

• **Consumer App:** Manage and top up your accounts and meters. Get notifications and usage statistics on all your devices.
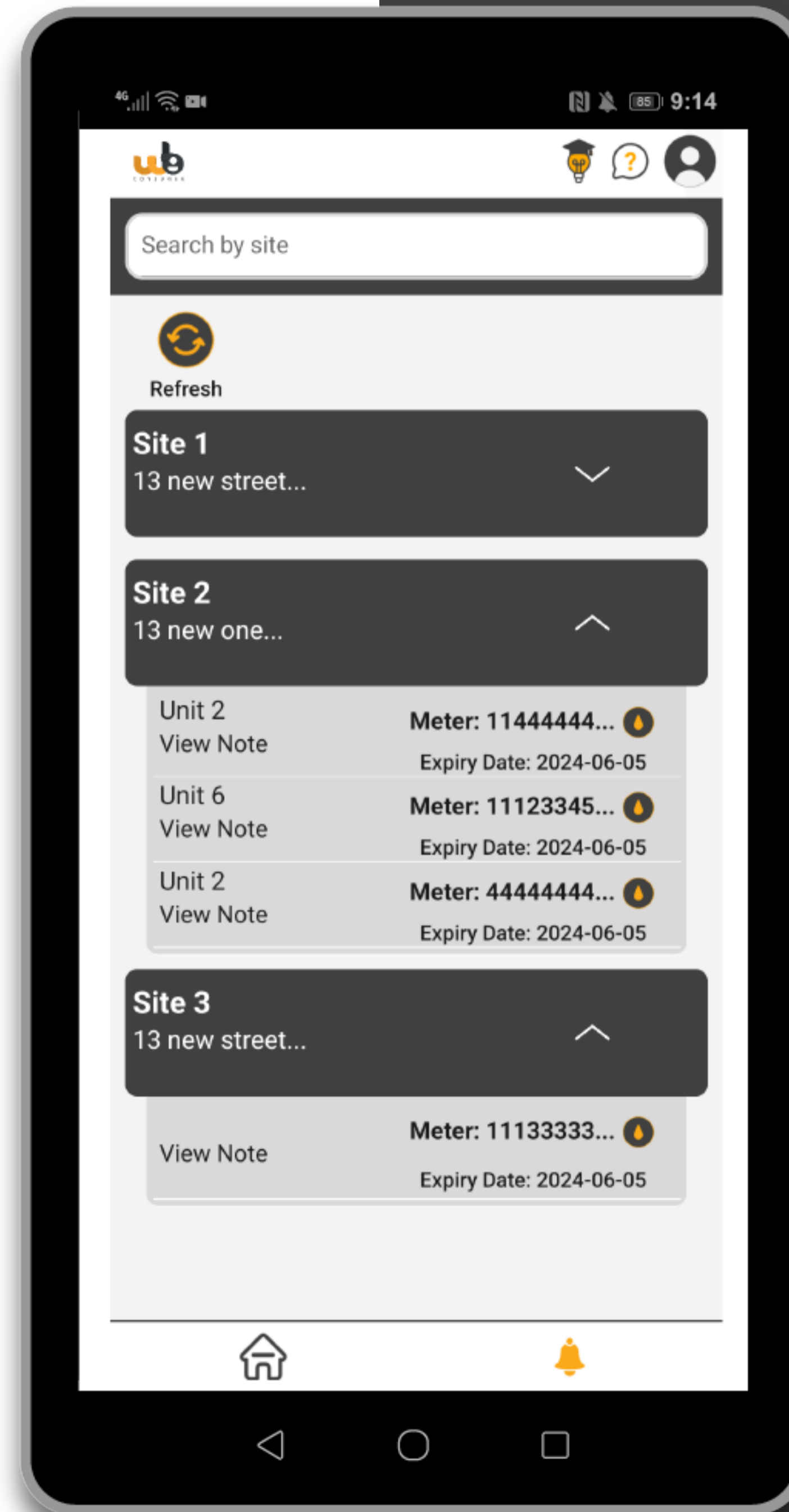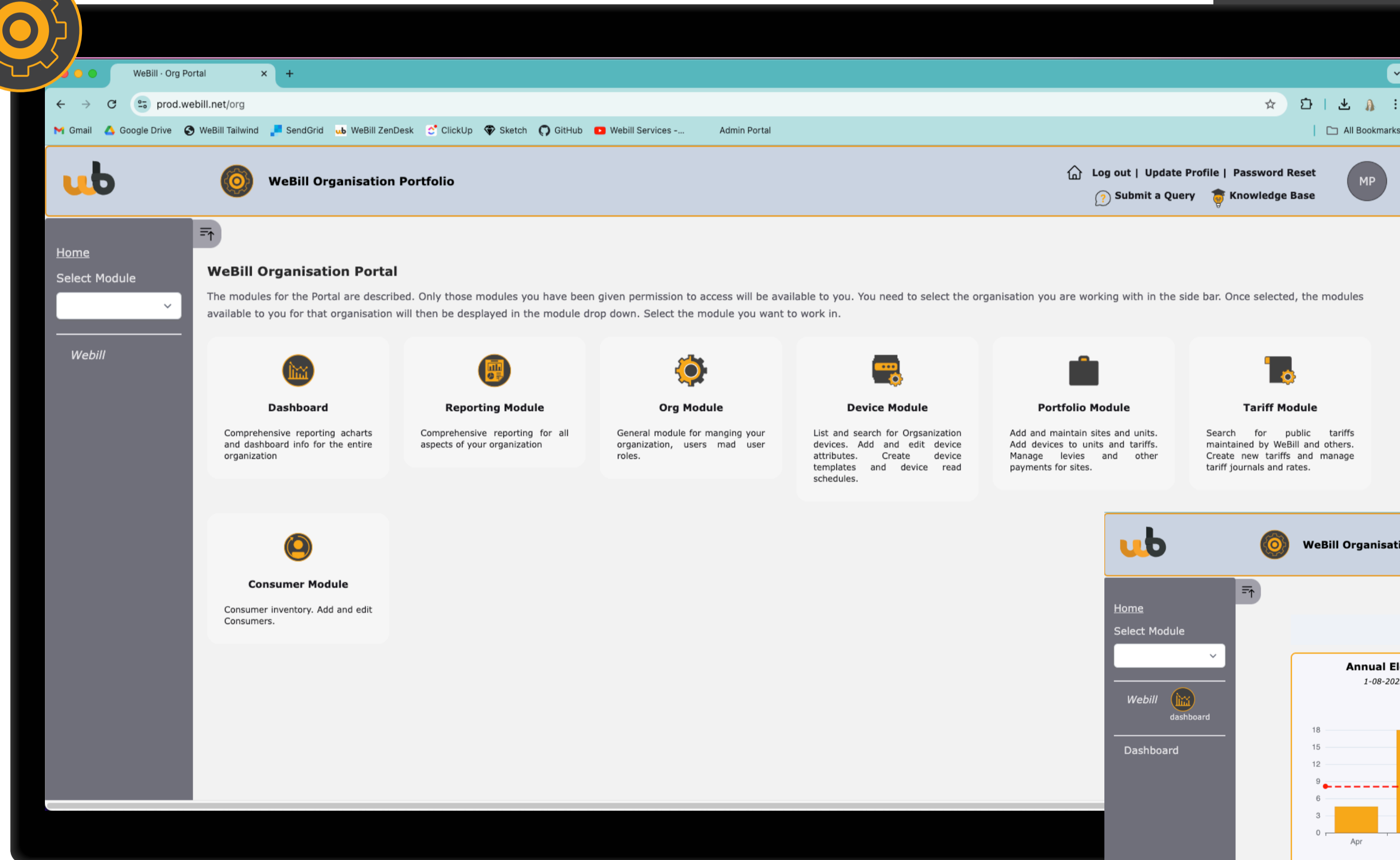
Mobile Applications

• **Consumer Lite App:** A simple easy to use mobile application to mange your meters and view your consumption.
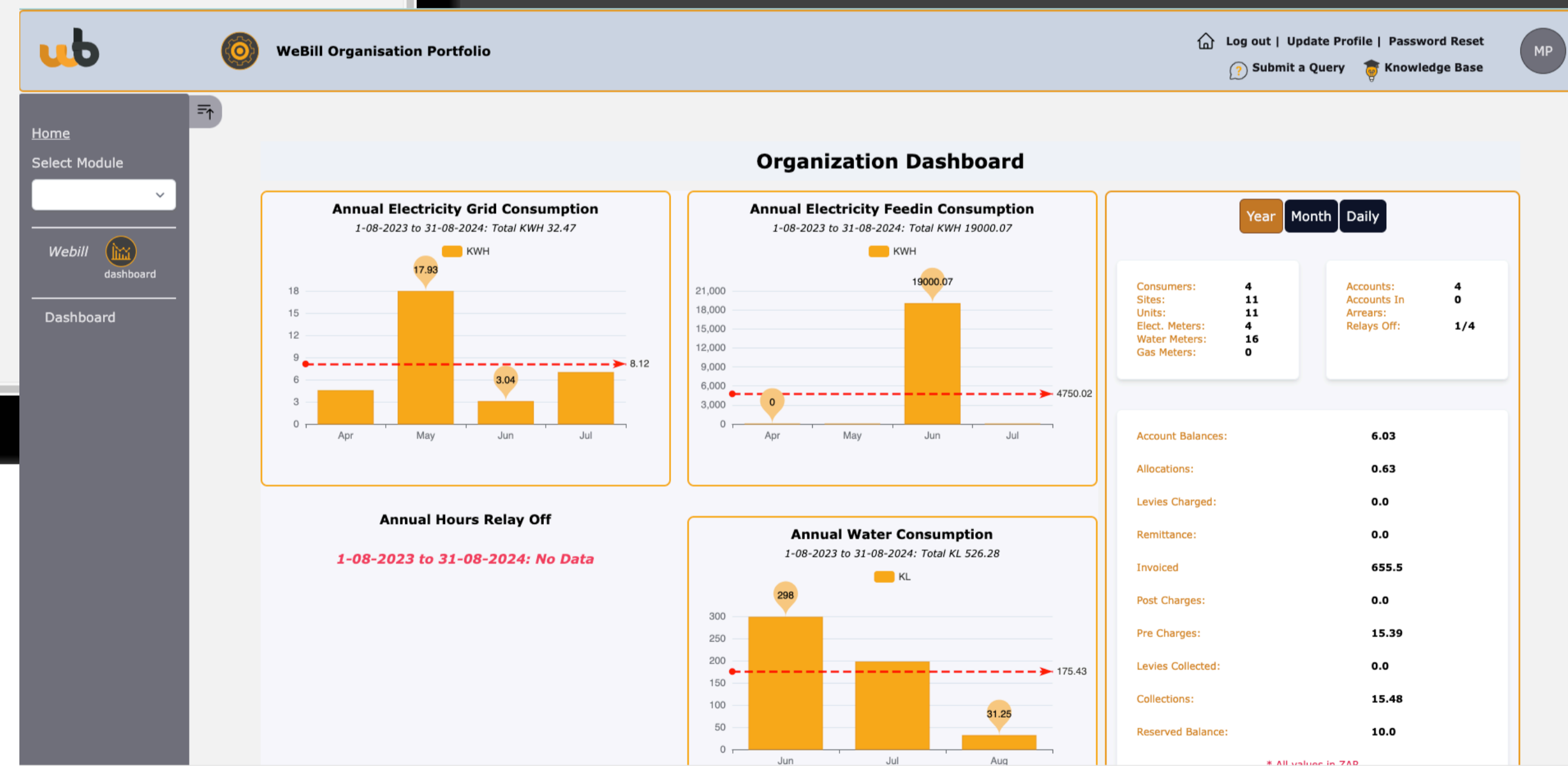
Mobile Applications

- **Workforce App:** Field workers application for manual meter reads, installations, disconnections and onsite audits.

Web applications

- **Customer Portal:** Portal through which all aspects of an organisation can be managed, including Tariffs and Portfolios.
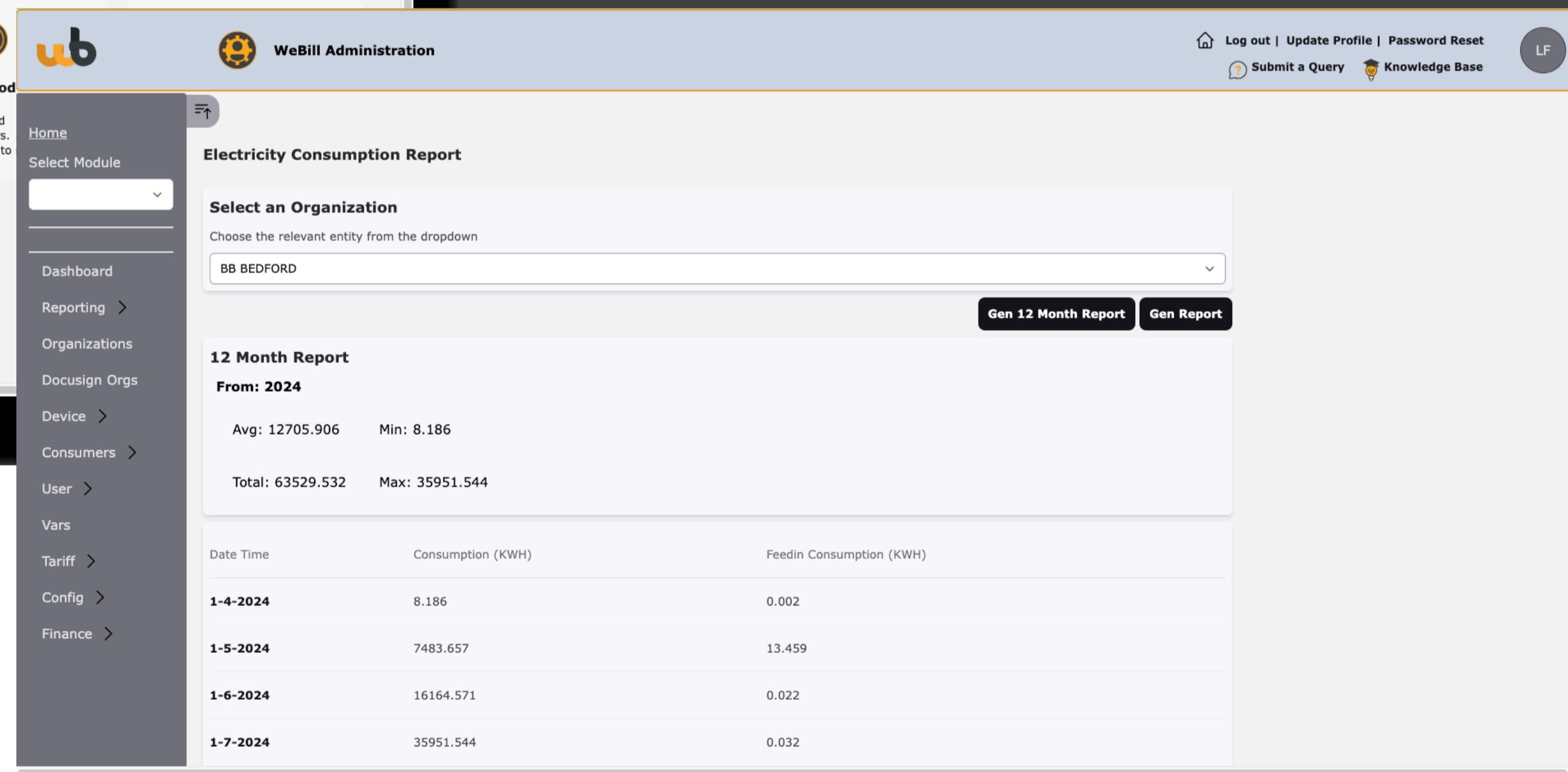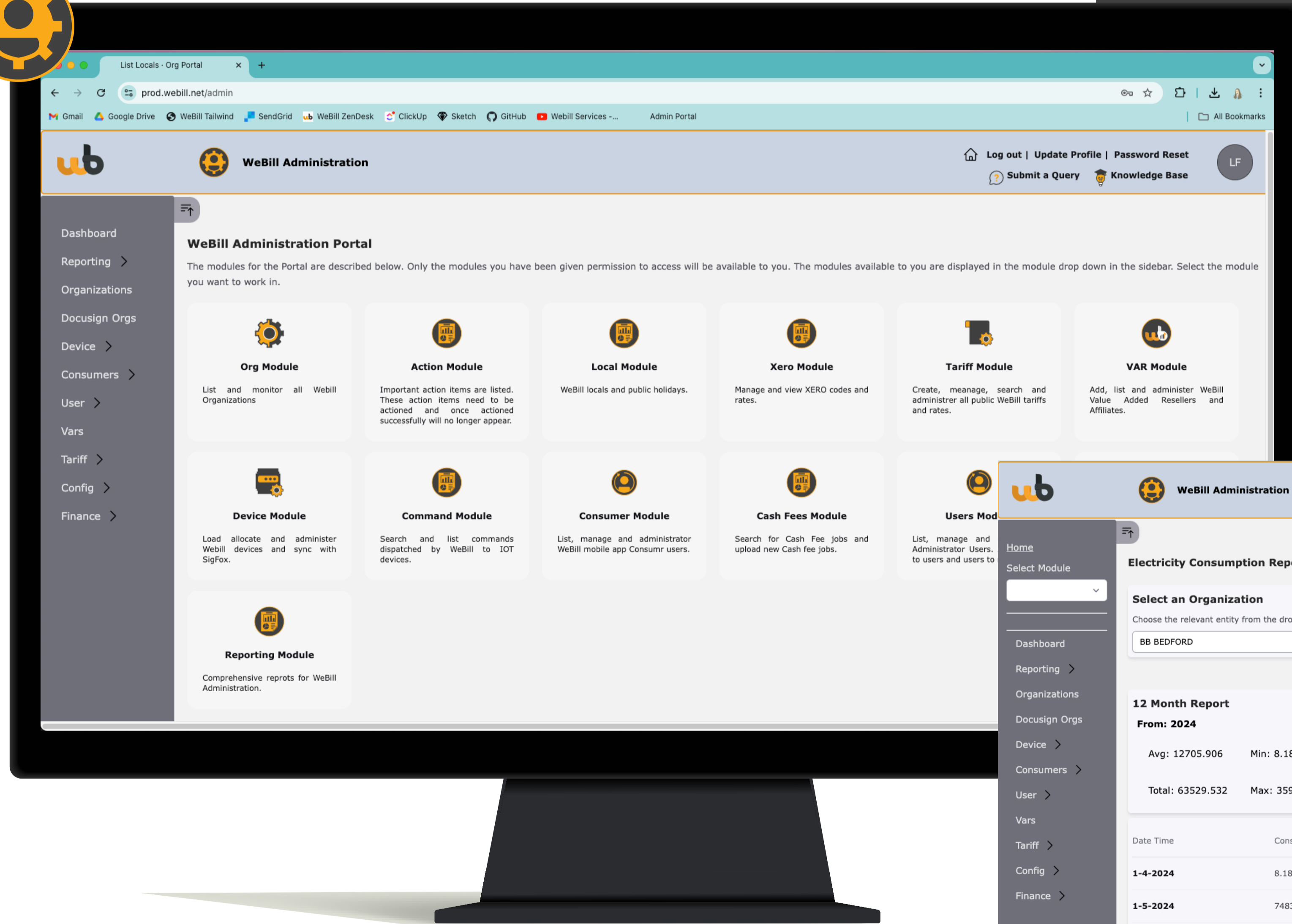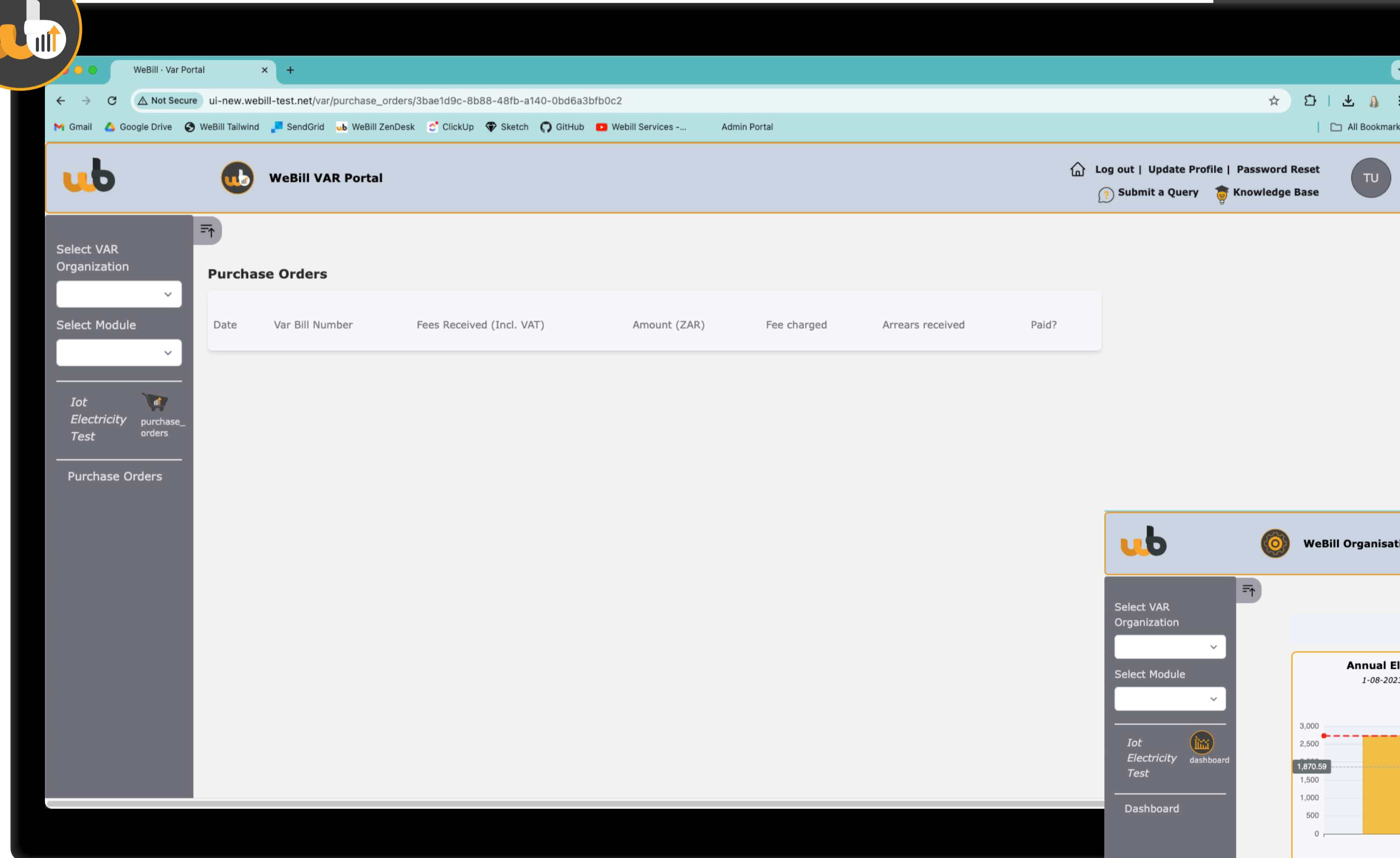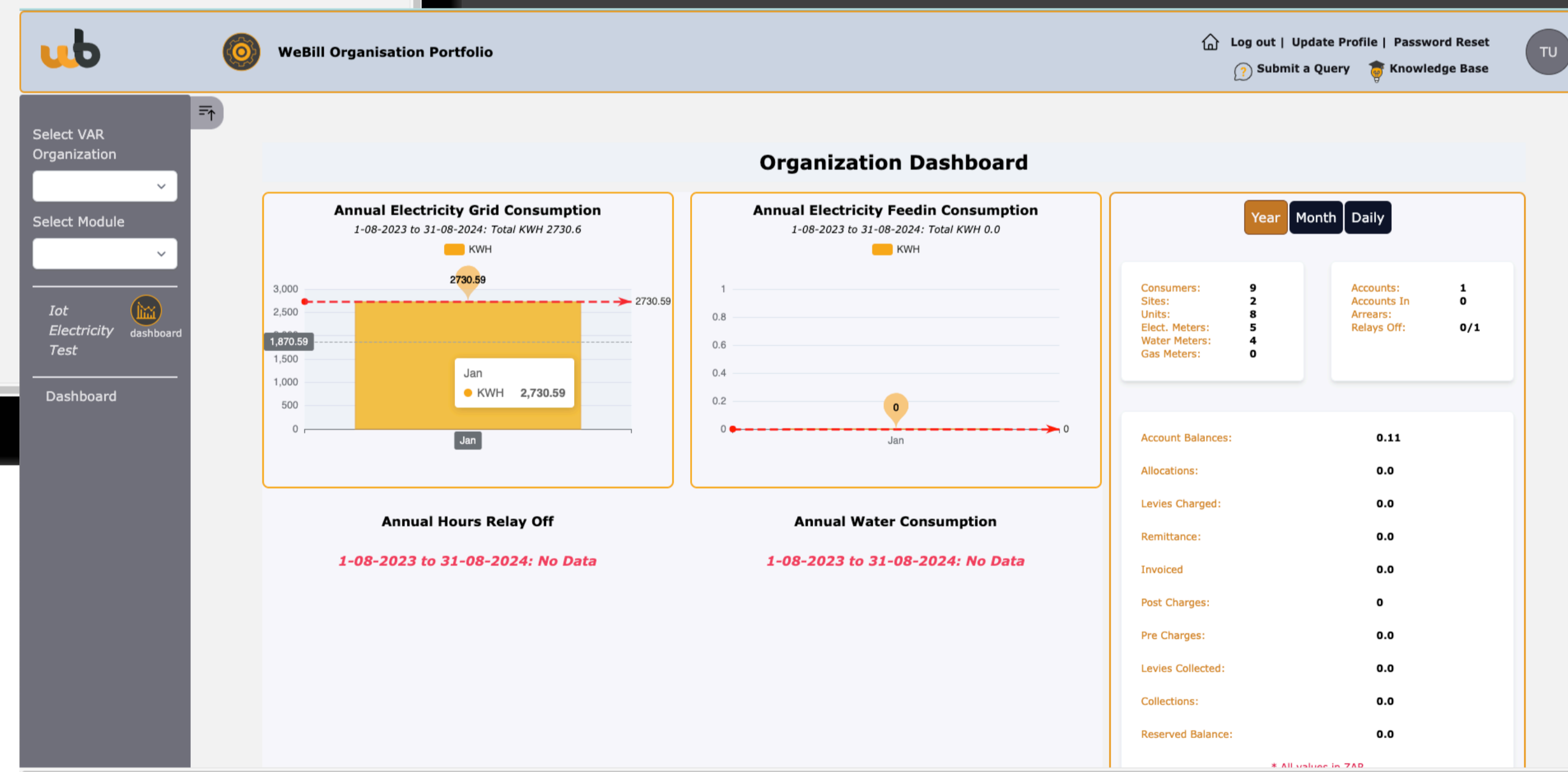
Web applications

ADMINISTRATOR

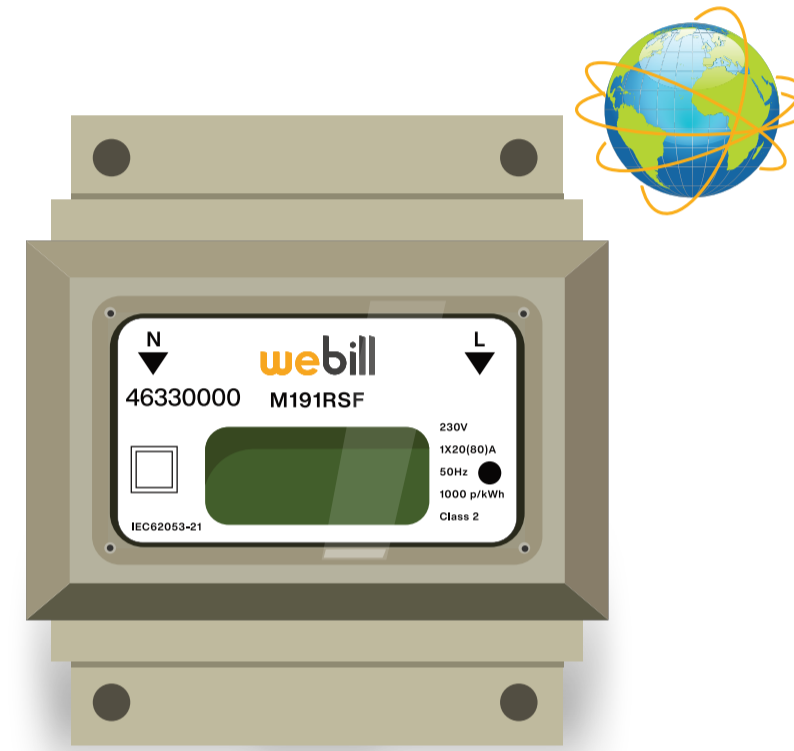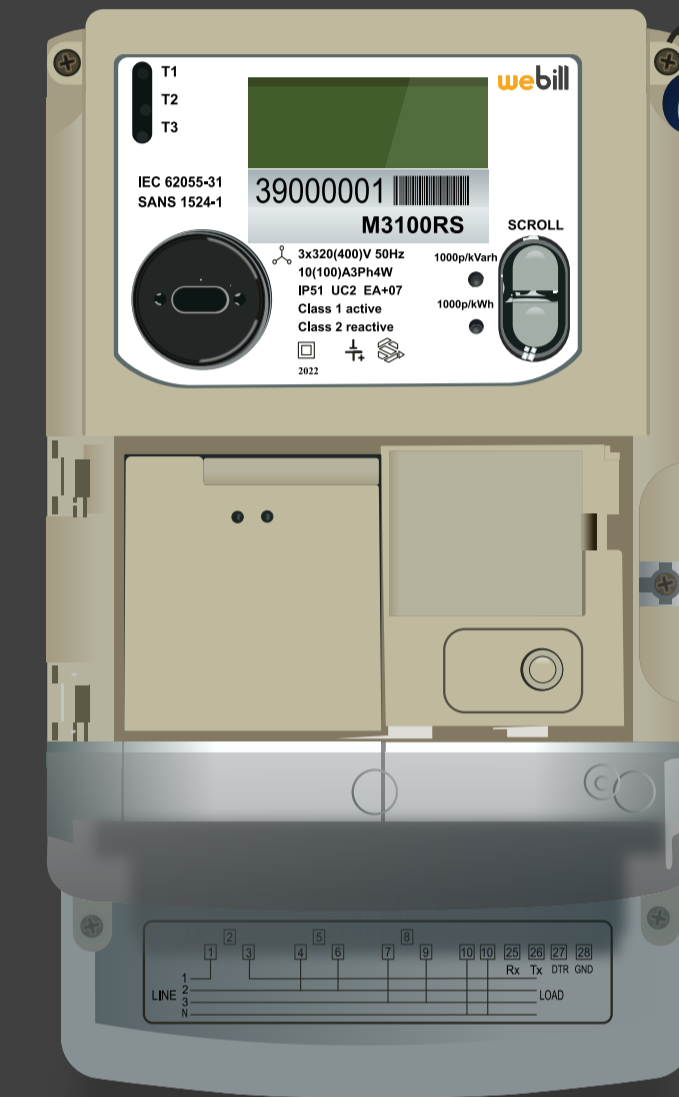- **Administrator Portal:** for WeBill internal use.

Web applications

- **Value-Added Reseller (VAR) Portal:** Portal through which a VAR can add and manage their VAR customer organisations and track their income revenue streams.

Our hardware

South African patent
Single-Phase

- Hourly and Half Hourly Readings.
- Import and Export Consumption.
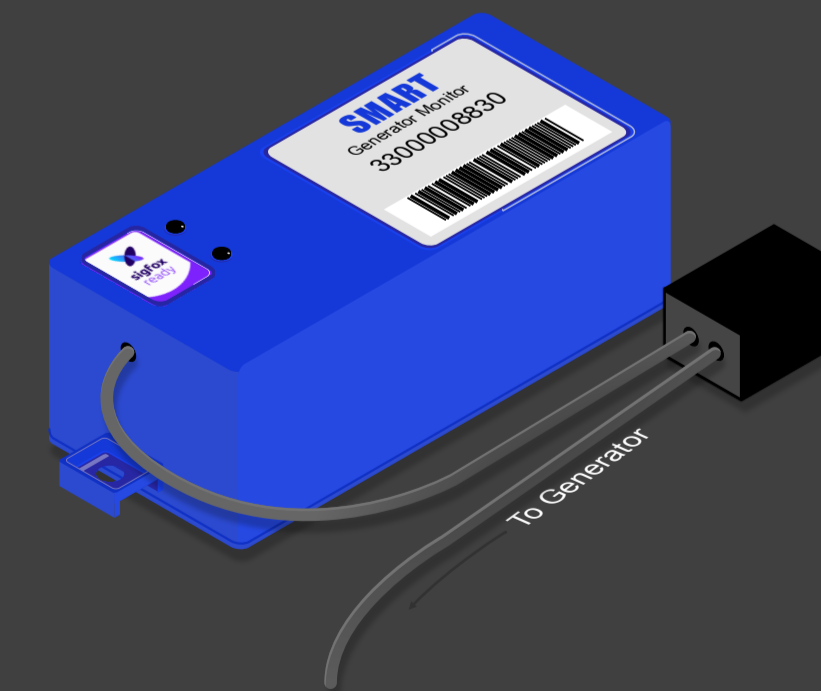- Net-Metering.
- Relay.
- kWh.

Three-Phase

- Hourly and Half Hourly Readings.
- Relay.
- kWh.
- kVArh.
- kVA / kW.
- Monthly Maximum demand.
- Net-Metering.

Water Monitor

- Hourly Kilolitre Readings.
- Excessive Consumption Alerts.
- Burst Pipe Alerts.
- Leakage Alerts.
- Leakage Amounts.

Generator Monitor

- Monitors when your generator turns on and off.
- The system will be able to charge different
- Tariffs are based on whether the generator is on or off.
- Allows for accurate billing based on generator tariff.

Certifications

Webill has invested 5 years and tens of millions of rands to reinvent the smart meter and provide a robust cloud-based infrastructure to support it.

Webill smart meters are locally manufactured using patented South African technology which is SABS, NERSA, ICASA and SANAS-approved.

The Webill smart meter was developed using world-class technology to provide the cheapest bi-directional smart meter available with the lowest operating costs.

ICASA Approved

SABS Approved

iSERT Sigfox Approved

YADAV Measurements Load Switch Approved

We use the services of the following companies

Elixir Dev House / Consultants

Chip Communication Manufacturer

Electronics Engineering

Legal

Patent Attorneys

Communication Network

Water Device Manufacturer

Meter Manufacturer

Logistics

Accountants

HR Department

Our Market

Areas to be targeted 2023-2027

Country	Available Installation Base (SAM)	Targeted Base (SOM)
South Africa	50 million	500,000
Nigeria	35 million	200,000
Rest of Subsaharan Africa	30 million	100,000
UK	30 million (smart meter)	100,000
Australia & New Zealand		50,000
Florida State, USA	12 million	50,000
Turkey	23 million (TEDAS)	50,000

The above areas were chosen due to current prospects and potential regionally located VARs.

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