

# Newsletter N°3 - 2022



## Editorial

Dear partners, dear friends,

It's time to say goodbye. After ten years as CEO, it is time to hand over the operational management of the Sontex Group. They were intense years with some difficult phases (e.g. the euro crisis in 2015), but above all with many positive developments that have prepared Sontex well for the future and make me optimistic. My successor comes from within our own ranks and thus ensures continuity:



Patrick Grichting has been in the company since the beginning of 2015, first as head of R&D, then as head of S&M. He therefore knows all products and customers very well. Thank you for actively supporting him in his new challenge! I will remain in the company as a shareholder. I would like to thank all employees, partners and people who have accompanied me over the years for the many positive encounters and common successes.

I hope that we'll manage to toast to it very soon.

Olivier Carnal

General Manager

## New Product

### Sontex 878

With the Sontex 878, Sontex is launching a LoRaWAN®-capable heat cost allocator. In addition to the Sontex 566 with bidirectional Sontex radio and the Sontex 868 with OMS-compatible wM-Bus, the Sontex 878 completes our range of radio-equipped electronic heat cost allocators.

The devices are supplied with a long and short standard telegram and standard interval times. If necessary, the LoRaWAN®-specific parameters can be changed later with the Superprog software. Thanks to the bidirectional radio, the parameters such as Kc values can also be configured remotely via the "downlink." Of course, the radio communication is AES-128 encrypted.

The Sontex 878 is delivered in "Installation" mode. In this mode, the joining (JOIN) procedure is automatically initiated as soon as the device is mounted on the backplate. The JOIN process repeats once a day, if the network connection fails. Depending on the reception quality in the network, the heat cost allocator automatically determines whether a short or long telegram is to be sent. The transmission intervals correspond to the values programmed in the device.

The Sontex 878 is LoRaWAN® certified and perfectly complements our portfolio of LoRaWAN® devices such as water meters, heat meters, and radio modules. Further details on the Sontex 878 LoRaWAN® can be found on our website [www.sontex.ch](http://www.sontex.ch).

## Solutions

CLS

Based on the EU Energy Efficiency Directive EED, tenants are entitled to receive monthly consumption information from their landlord. To comply to this, all meters must be retrofitted with remote reading by 2027. Sontex has already taken a big step in this direction with its Sonexa platform. In accordance to the new heating cost regulation HKVO and the metering point operation law MsbG, it is required that such remotely readable equipment can be securely connected to a smart meter gateway SMGW, taking into account the requirements in the technical guideline TR-03109 of the BSI. For this application, Sontex will be able to offer its own solution of a certified CLS adapter. Customers who have already switched to the Sonexa solution will be able to implement this step seamlessly. The Sonexa solution, in connection with the certified CLS adapter, guarantees a legally compliant and future-oriented solution.

## Inside Sontex



Name, surname: Jens Hauggaard

Number of years at Sontex: almost 5 years

Position: Business Development and Sales Manager

Hobbies: My hobbies are sailing, skiing, and enjoying a nice time with friends and my family. I also very much appreciate being a member of Rotary, helping people who have a difficult life, or doing a project that benefits the environment.

My contribution to the environment: At home we have decided to cook and eat vegetarian food at least 4 times per week. From time to time, we also buy from the app "To Good to Go," which gives us more variety in terms of food and even lets us save money on our food purchases.

Why Sontex: My colleagues at Sontex are competent and I have fun working closely with our customers which makes the daily work a pleasure. Also, I think our portfolio of products is great and looking at the road map for the future, I think we are the best sub-metering company in the world!

My contribution to Sontex: A big part of my job is naturally not only working with my colleagues at Sontex, but also working with our partners who sell our products and solutions all over the world. My contribution and job is to make sure that our partners are motivated to sell our products and that we are excellently aligned on the business and new requirements on the portfolio for the local markets.

My personal slogan: You can what you really want.

## Proxiserve talks about Sontex



A leader in housing services in France and established in Belgium, the Proxiserve group is present in all the businesses involved in the maintenance and renovation of buildings (housing, offices, and tertiary sectors). They are present as well in the monitoring of consumption: individual and collective heating, multi-service solutions, installation of electrical terminals, water and electricity metering, and the supply and management of distributed energy and telecoms. With its 4,000 employees, including 3,400 technicians deployed in the field, the Proxiserve group is a pioneer in the implementation of ever more innovative services: multi-service offers, senior offers, connected VMC offer, connected boiler and thermostat, but also smart and supervised charging stations for electric vehicles. An independent French ETI with an entrepreneurial spirit, Proxiserve is proud to actively contribute to the energy transition. Our suppliers, such as Sontex, have an integral part in the quality of our products. They have become a real partner in recent years. They are very

attentive to our needs and they provide us with high quality heating cost allocators. We share their progress in R&D.

## Hello from Germany



After a long break, we were finally able to organize a 3-day customer event at our headquarters in Sonceboz in September 2022. With 25 participants, we experienced three very enjoyable days starting with a tour of our factory and production facilities followed by the very educational conferences and trainings. We were gladly assisted by our colleagues from Switzerland. It was a very informative event.

Many new technologies such as LoRaWAN transmission, our Sonexa Platform, and our customer portal were presented, which was very much appreciated.

The event ended with two great evenings and many interesting discussions. We will certainly repeat this event next year.



**Marc Swoboda**

General Manager Sontex Deutschland GmbH

## Ciao from Italy



Sontex Italy's activities resumed at a great speed after the summer. September was a very busy but also rewarding month. Our technicians were, in fact, engaged in the installation of the first heat cost allocators with LoRaWAN technology (model 878). This was done in the pilot apartment building located in the Parioli district of Rome, the second district of the city that is located close to the left side of the Tiber River. Of course, this is just the beginning of the ambitious project that we plan to realize and which will mark the turning point in the era of heat cost allocators.

Sontex Italia also participated in the Anaci Day event in Milan for the first time. This was a great opportunity for our sales engineers to present smart, state-of-the-art energy-saving solutions to property managers.

**Emanuele Fiorini**

General Manager Sontex Italia Srl



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