



# Blue Heating System

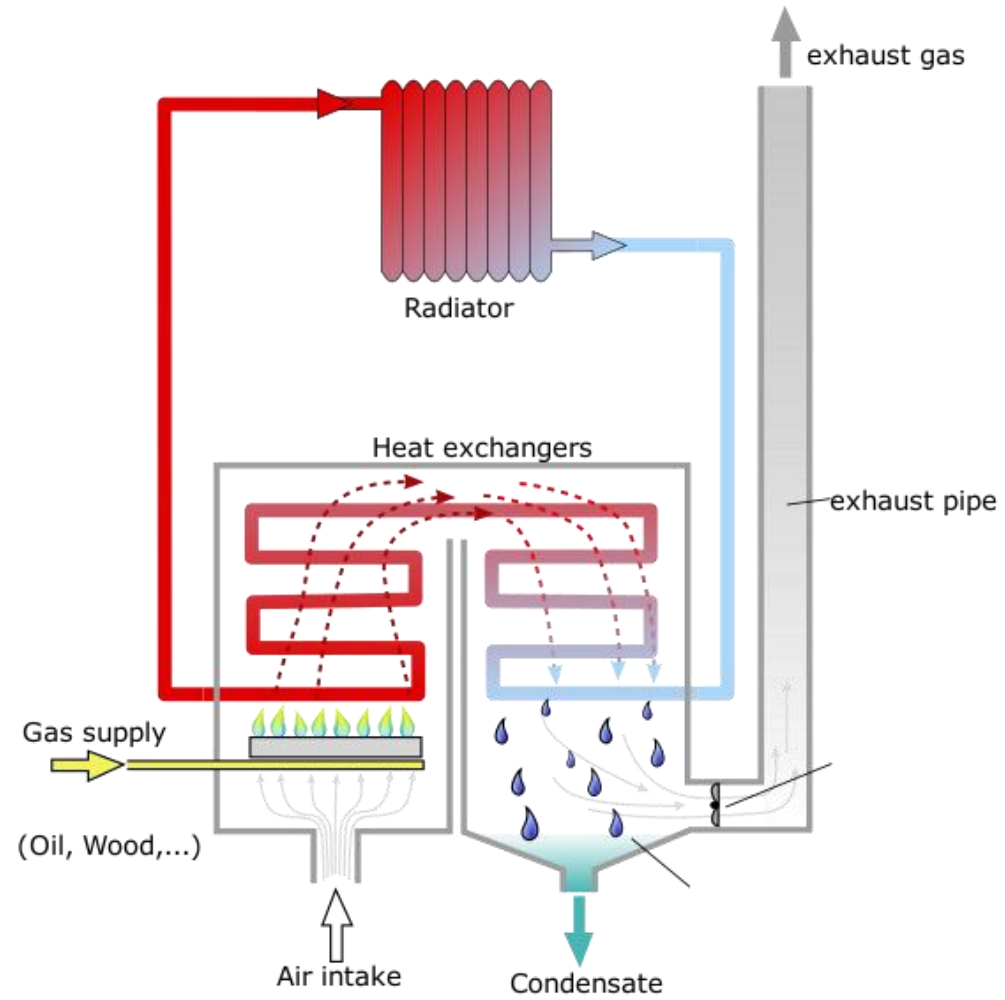
Glienke, R.

Victor, G.

Izadi, P.

Nefzi, L.

# Current way of heating

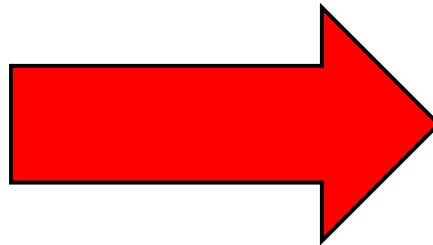


# Political perspective

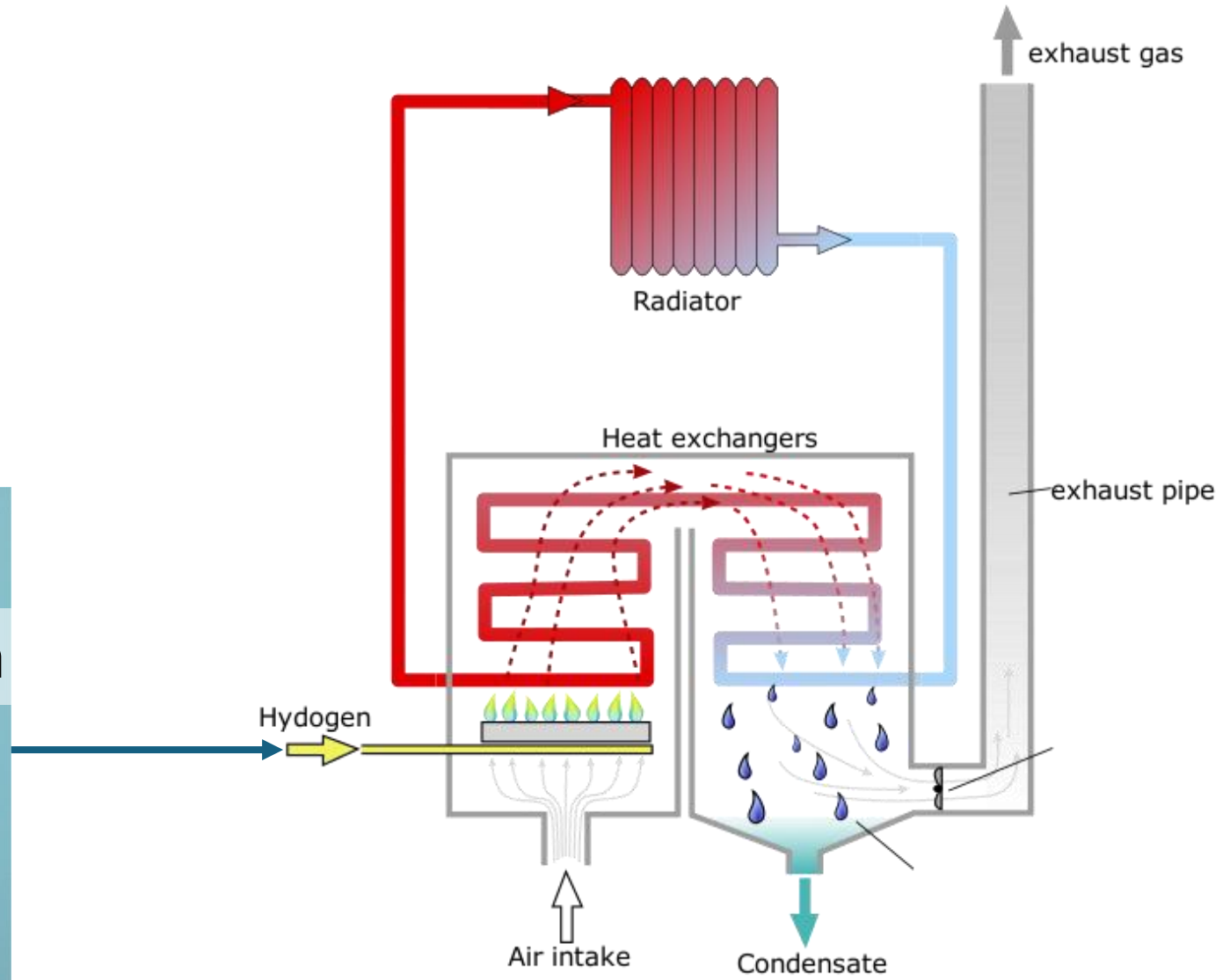


# Core idea

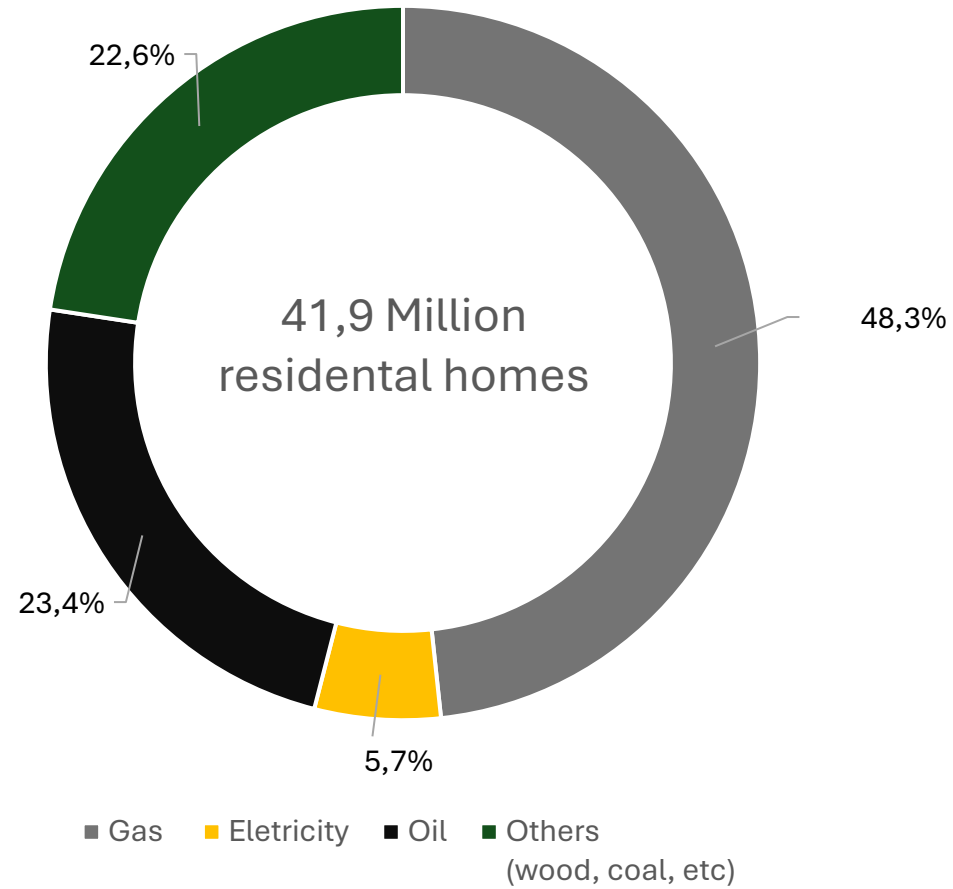
- Replace conventional heating-energy sources with Hydrogen



# Product



# Main costumers



# Needs

## Design, Manufacturing, Logistic

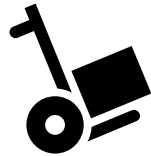
- Development and design will be done by us



- Product manufacturing by a external manufacturer

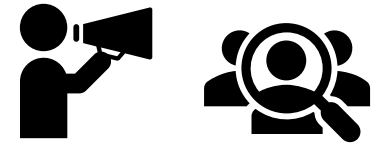


- Logistic (internal)

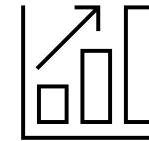


## Marketing Costs

- A good marketing strategy is important



- Hiring Sales Expert



## Installation

- External technician



# Costs

## Fixed Costs

### **Design and Development:**

- Team
- Consultancy for verification and Certification 30,000€ - 50,000€

### **Safety and Testing:**

- Safety Testing: 10,000€ - 30,000€
- Certification and Compliance: 5,000€ - 5,000€

### **Sales:**

- Sales Expert Salary: 40,000€ - 60,000€

### **Administration:**

- Administrative Costs: 5,000€ - €15,000€

### **Storage:**

- Storage Facility Costs: 20,000€ - 35,000€



# Costs

## variable Costs

- Boiler Manufacturing 5,000€ - 10,00 €
- Installation per Unit: 1,500€ - 2,500€

### **Solar Power and Energy Storage per Unit:**

- Solar Panels: 15,000 € - 25,000 €
- Battery Storage: 5,000 € - 10,000 €

Total Fixed Costs (average): 175,000€

Total variable Costs (average) for 20 units:  $20 \times 37,000\text{€} = 740,000\text{€}$

Total Costs: 897,500€

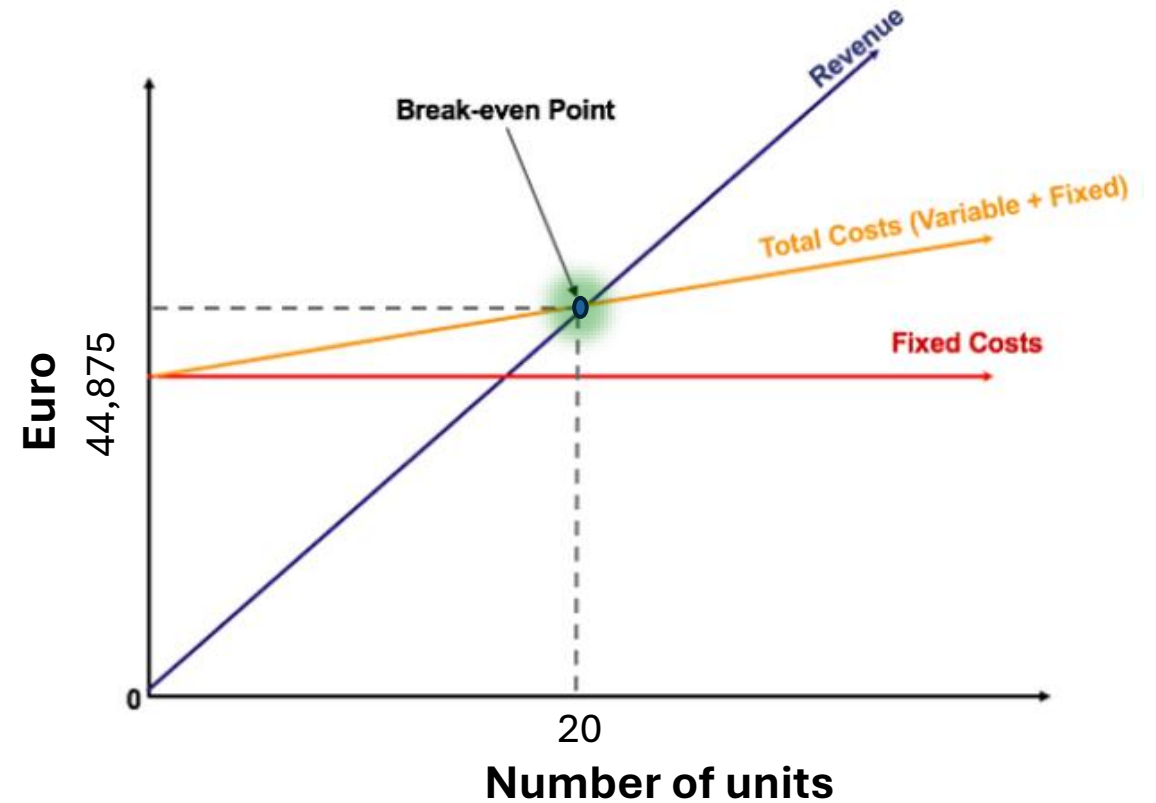
# Profit

**Break-Even Price per Unit:** Total Costs/20 units

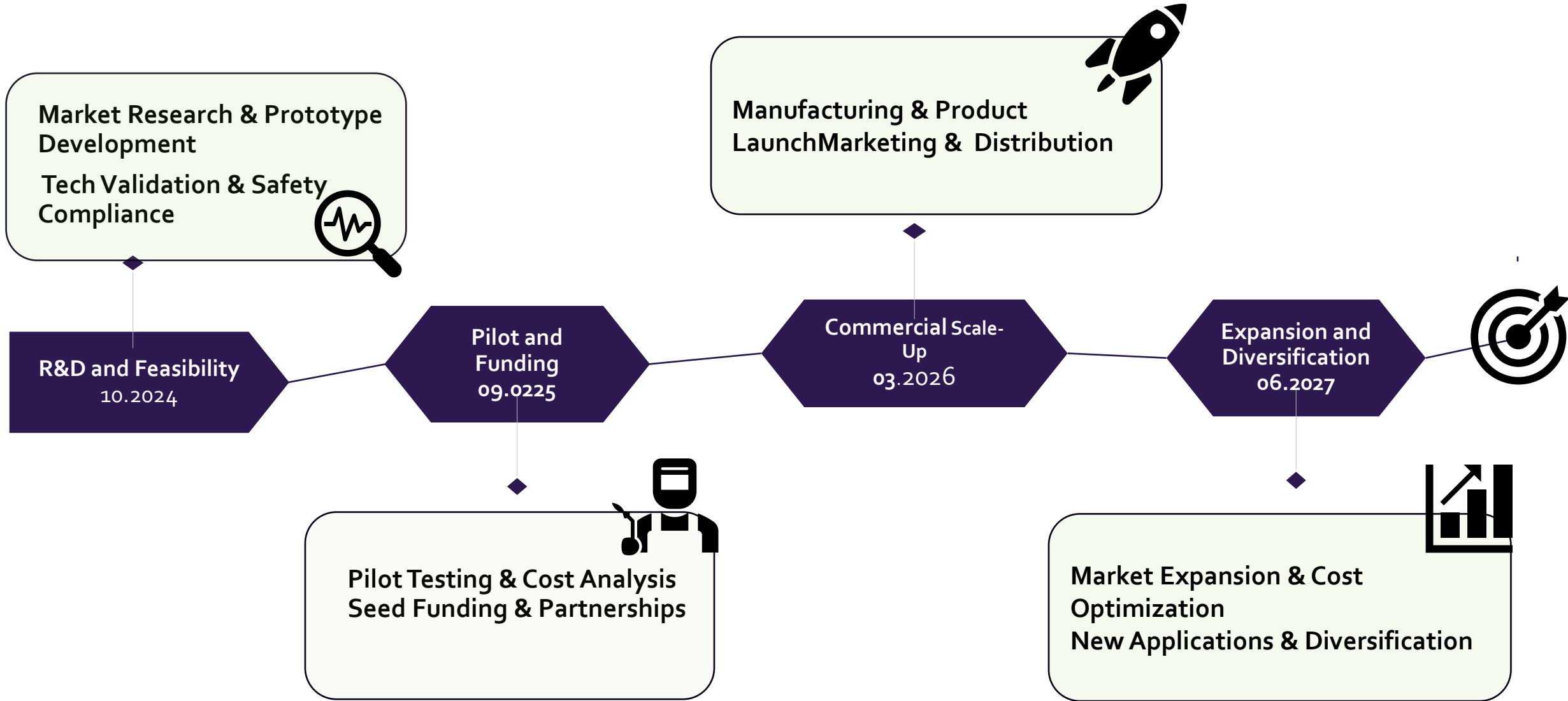
- Break-Even Price =  $897,500\text{€}/20 = 44,875\text{€}$

**To achieve profitability:**

- Selling Price per Units should exceed 44,875€
- Suggested Selling Price: 50,000€ - 70,000€



# Project Milestones



# Future Plan



## **Integrated SOE & Fuel Cell**

Dual-use for hydrogen production and energy generation

## **Metal Hydride Storage**

Safe, compact, efficient hydrogen storage



## **Hybrid Home Systems**

Integrated solar, hydrogen, and fuel cell solution

## **R&D for Scale-Up**

Focus on cost and performance optimization

