Project Dynamo

William Berrington | Partner UK
+44 (0) 7899 794080
william.berrington@gtallp.com

Ioana Puiu | Partner UK
+44 (0) 7507 891401
ioana.puiu@gtallp.com

Kevin O'Neill | Partner US
+1 619 987 8223
kevin.oneill@gtallp.com

Asset Acquisition Opportunity For A Building Technology Innovator

Dynamo is the **provider of AI-driven retrofit and energy modelling products, designed to accelerate the global transition to low-carbon buildings**, whose **modular platform integrates seamlessly into EMS** (Energy Management Systems) and CRE workflows.

Backed by a **team of industry specialists with deep expertise** in building science, energy modelling and AI, Dynamo delivers **transparent, scalable insights enabling smarter retrofit decisions** and measurable property portfolio impact.

This **asset sale** includes **all IP to the flagship AI-powered remote-auditing tool, all active customer and partner contracts**, and the **dedicated 10-person team.**

Key Acquisition Highlights

Proprietary AI Product

AI retrofit engine built since 2023 that ingests client data and utility history to produce **decision-grade baselines and ECM recommendations**. Four validated modelling modules quantify **cost, energy, and carbon** impacts with audit-like transparency

Highly Scalable Solution

Replaces slow, costly audits with **AI-driven portfolio modelling** that runs thousands of building scenarios in minutes. Rapid shortlisting is **physics-validated**, so teams move from analysis to action faster—with confidence.

Technical & Entrepreneurial Team

North America–based, **5+ years working together** across building science, energy modelling, AI and software. Proven early-stage builders with **BD capability** to convert pipeline and scale partnerships

Value for EMS Vendors & End-Users

Makes EMS **more competitive and cross-sellable** by adding forward-looking retrofit intelligence. For portfolio owners and operators, it **streamlines capex planning** and enables timely, cost-effective decisions at scale.

Alignment with Market Trends

Targets the retrofit segment amid rising activity across North America and beyond. Benefits from **PropTech adoption and compliance tailwinds**, accelerating demand for transparent, defendable savings estimates.

Robust Pipeline + Financial Profile

$2.3M pipeline focused on owners/operators and service providers with large portfolios; **15+** active testers inform product fit. Lean cost base (>80% staffing) supports operating leverage, with a $1.15M revenue forecast for 2026.

Instantaneous Energy & Carbon Modelling
Converts basic building data into detailed energy, carbon, and cost savings forecasts in seconds, without requiring full energy audits.

Portfolio-Scale Retrofit Prioritisation
Rapidly screens thousands of buildings to identify the most impactful energy conservation measures.

Integration-First Design
API-first architecture makes it easy to embed into existing workflows, platforms, and dashboards.

Proven Accuracy
Built on validated physics-based energy modelling enhanced with machine learning to deliver high confidence at speed.

Prospective Clients & Pipeline

Acelab   AECOM   Brightly (A Siemens Company)   BRIGHTWORKS SUSTAINABILITY   wesgroup

$2.3M — Of potential revenues in pipeline as at Sep 2025

15+ — Current beta testers providing valuable insight

Market & Growth Opportunity

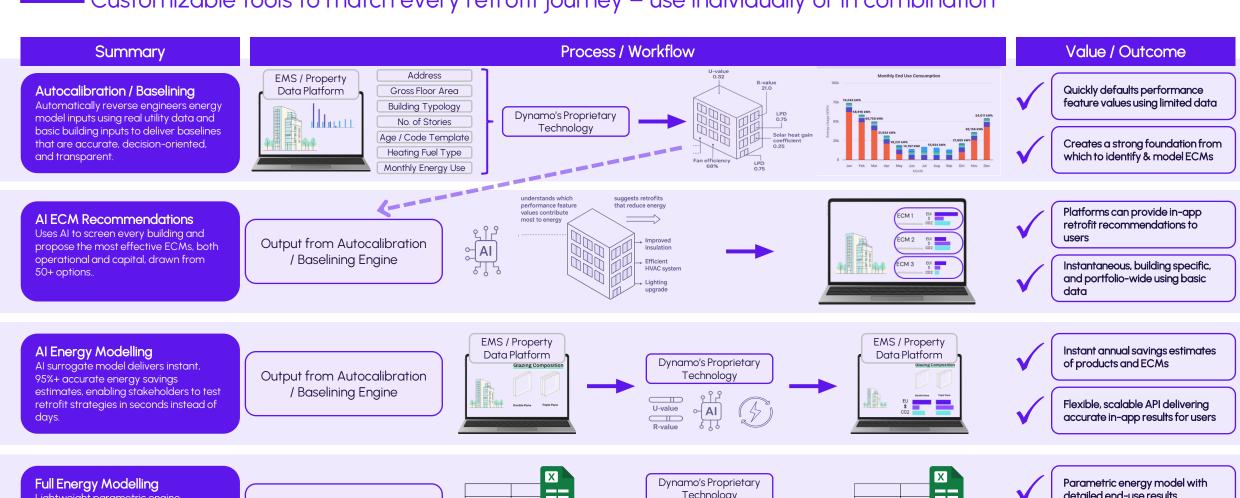**$500B** — Market for energy efficiency retrofits 2024E[1]

$53B — EMS market size. growing at 13% CAGR[2]

6M+ — Buildings in USA alone are in need of retrofitting every year

Product Overview

Customizable tools to match every retrofit journey – use individually or in combination

Summary	Process / Workflow	Value / Outcome

Autocalibration / Baselining
Automatically reverse engineers energy model inputs using real utility data and basic building inputs to deliver baselines that are accurate, decision-oriented, and transparent.

- ✓ Quickly defaults performance feature values using limited data
- ✓ Creates a strong foundation from which to identify & model ECMs

AI ECM Recommendations
Uses AI to screen every building and propose the most effective ECMs, both operational and capital, drawn from 50+ options..

- ✓ Platforms can provide in-app retrofit recommendations to users
- ✓ Instantaneous, building specific, and portfolio-wide using basic data

AI Energy Modelling
AI surrogate model delivers instant, 95%+ accurate energy savings estimates, enabling stakeholders to test retrofit strategies in seconds instead of days.

- ✓ Instant annual savings estimates of products and ECMs
- ✓ Flexible, scalable API delivering accurate in-app results for users

Full Energy Modelling
Lightweight parametric engine powered by EnergyPlus delivers detailed, physics-based simulations that validate AI results with engineering-grade accuracy

- ✓ Parametric energy model with detailed end-use results
- ✓ ESCOs & consultants can identify ECMs & enable sales of products