

# Experiences from EU projects

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## Case Vaisala

Tomi Salo / 2019-12-02, Scandic Park

**VAISALA**

# Outline

- Vaisala as a company
- Vaisala Industrial Measurements and its strategy
- Experience from near past
- On-going experience

Employs over

**1,800**

professionals  
worldwide



EMEA	Americas	APAC
<b>73%</b>	<b>19%</b>	<b>8%</b>

Has over

**30** in  
offices



**18**  
countries

**39%**  
of Vaisala  
people work  
outside of Finland

Serves  
customers

in over

**150**

countries  
annually



2018 net sales

**348.8** million  
euros

EMEA	Americas	APAC
<b>29%</b>	<b>39%</b>	<b>31%</b>

2018 R&D

investments  
were

**13%**

of net  
sales

**22%**

of employees  
work in R&D  
activities

Committed to using

**100%**

renewable  
electricity by

**2020**



# Industrial Measurements Serves a Variety of Industries

For example:

- Power
- Life Science
- Industrial Drying, e.g. paper
- Electronics and Semiconductors
- Building Automation, e.g. demand controlled ventilation
- Automotive
- Food Industry and Agriculture
- Biogas Industry



# Growth Through Product Leadership

## Discovering Customers' Needs

### Growth Markets



Liquid Measurements



Life Science



Power



RunWays

### Flagship Markets



High-end Humidity



High-end CO<sub>2</sub>



## Achieving #1 Position in Selected Markets

Application Expertise

Superior Channel

Geographical Reach

## Continuously Creating Winning Products

Instruments

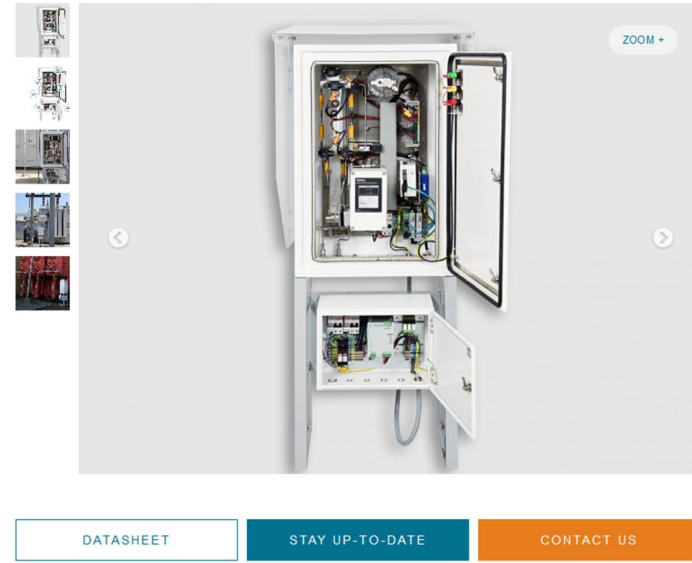
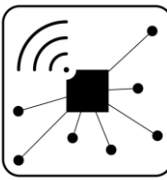
Systems

Services

Measurement technologies for gas and liquid

# ESEE – An ENIAC Project

- Environmental Sensors for Energy Efficiency
- 25 partners from five countries
- 1.4.2013 – 31.3.2016
- Vaisala focus
  - Development of optical gas measurement components
  - Development of an optical gas measurement module
- Vaisala results:
  - OPT100 launch spring 2016
  - Paved the way for MGP261



## Optimus™ DGA Monitor OPT100

### for Power Transformers Online Monitoring

Finally, the world's first maintenance free multi-gas DGA Monitor requiring no consumables of any kind.

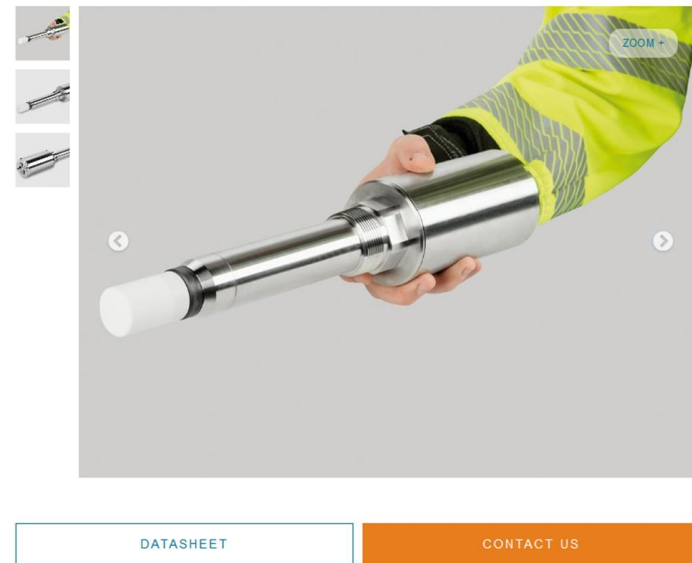
- No carrier or calibration gasses to monitor and replace regularly
- No internal column or measurement components to replace periodically
- No fixed filters/filter wheels, membranes or capillary tubes that will wear out and need repair or replacement

#### How is this possible?

Through the use of Vaisala's patented non-dispersive infrared (NDIR) technology and patented vacuum gas extraction system we are able to achieve the best long term stability, reliability, and measurement performance on the market all with no false alarms and nothing to service or maintain.

#### Want More?

- The Optimus is shipped fully assembled and ready to be installed quickly - see our Quick Start 6-step Guide
- The Optimus uses a simple to use built in web based UI, no proprietary software to deal with - see the video below
- Interested in seeing an animation on how the vacuum gas extraction and IR technology operate - see the video below



## Methane, Carbon Dioxide and Humidity Multigas Probe MGP261

### for Smart Control of Biogas Quality

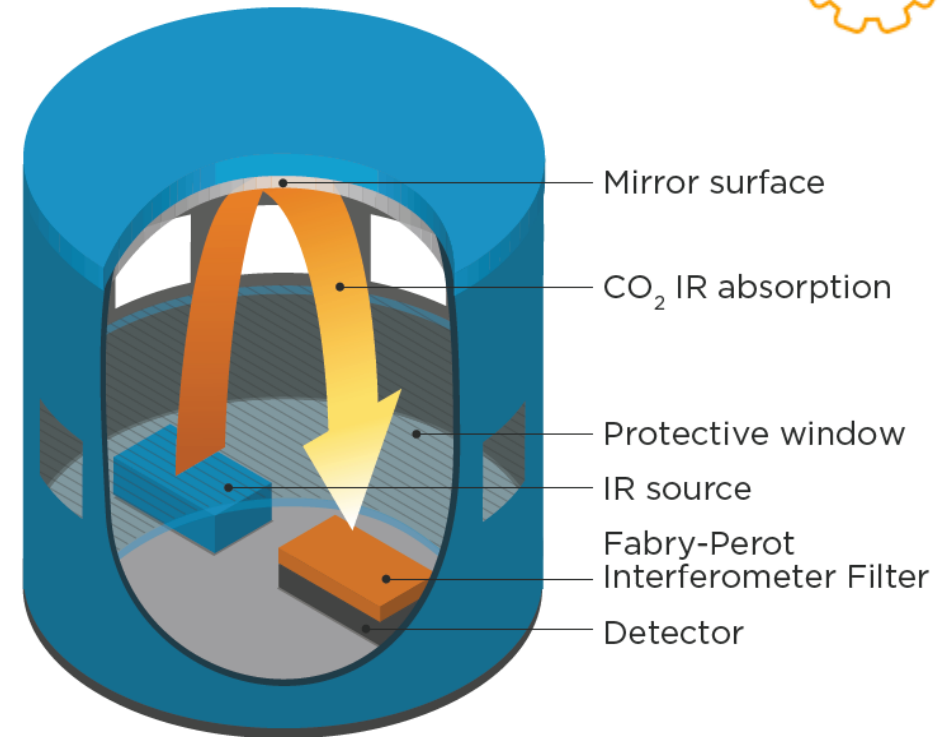
Get more value out of waste by improved decision-making, and by reducing your operating costs. Vaisala CARBOCAP® MGP261 Multigas Probe for Methane, Carbon Dioxide and Humidity helps in improving your process and in protecting the Combined Heat and Power (CHP) engine. The MGP261 probe is compact in size, Ex certified, and can be installed directly into the gas line without the need for sample treatment.

The measurement probe is suitable for applications such as anaerobic digestion of landfill, industrial and municipal waste, wastewater treatment, CHP engine monitoring, as well as active carbon filter monitoring.

# APPLAUSE – An ECSEL Project



- Advanced packaging for photonics, optics and electronics for low cost manufacturing in Europe
- 31 partners from 11 countries
- 1.4.2019 – 31.3.2022
- Vaisala has its own Use Case (of six Cases)
- Focus on development of cost-effective concepts for modules of optical water vapor measurement



*Structure of the CARBOCAP® sensor.*

# APPLAUSE – An ECSEL Project



## ■ WHY

- To co-create: sharing experiences and combining efforts
- To learn: large consortium developing new tools, methods and processes for advanced packaging and assembly

## ■ HOW

- Networking: find the opportunities for you
- Application: trusting professionals for the PO and FPP creation, and management





# Thank You!

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**VAISALA**