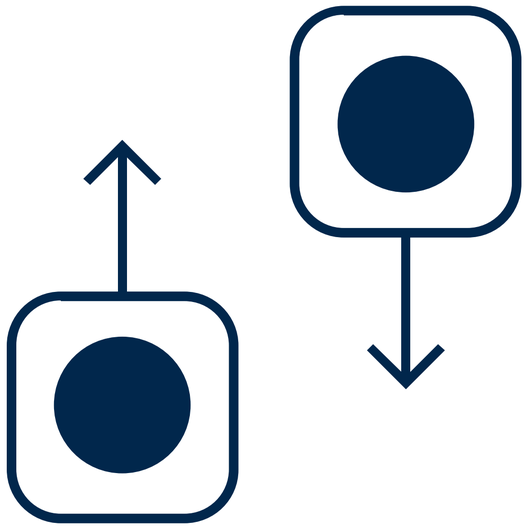
Dropper

Enhance your spaces with AI people counters



Domenico Galdiero
CEO & CO-FOUNDER

Hidden problem

Huge cost

Dropper

The Problem

Way to get important KPI about space occupancy in real time

Dropper

The Problem

Dropper

The Problem

CORPORATE

20%

Empty sitting
in offices for more than
a third of working hours

30%

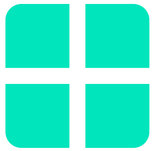
Energy wasted
in relation to the
energy consumed

Source: Harvard Business Review - Companies That Don’t Manage Utilities Strategically Are Throwing Money Away

Dropper

The Problem

RETAIL



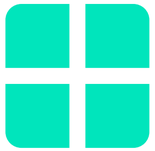
Manage store layout

Analyse conversion rate

Dropper

The Problem

RETAIL



Manage store layout

Analyse conversion rate

Non automated solutions

Each problem

Specific solution

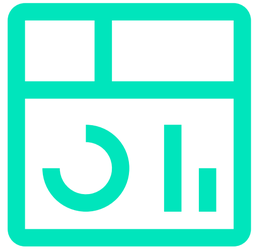
Dropper

Our Solution

Space monitoring IoT sensors

Anonymous sensors by design
that monitor flows
and room utilization

Personal Dashboard



Visualization of real-time data
through graphs
and heat maps

Dropper

Personal Dashboard

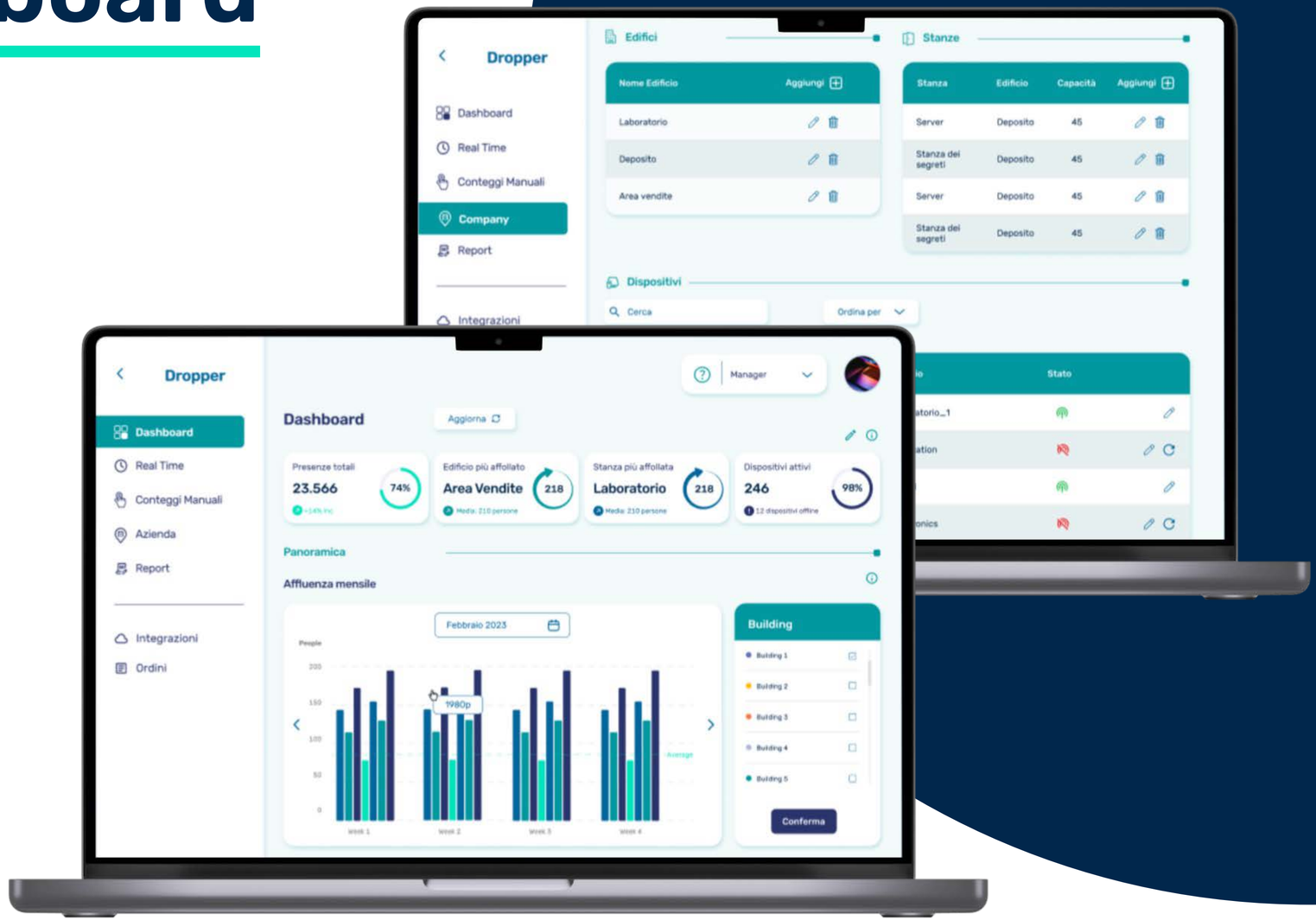
We give your data a meaningful aspect

↓

Understand trends

↓

Optimize resources

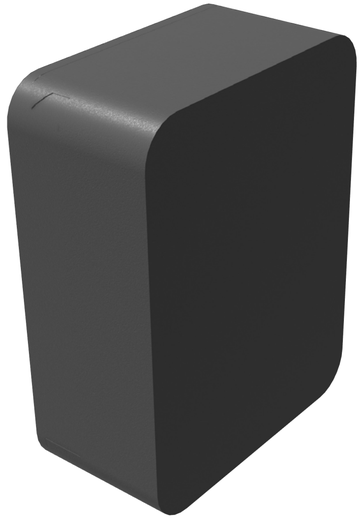


Dropper

Our Devices

Mm Waves
TRL 8

ToF
TRL 9



Sniffer Wi-Fi
TRL 9

Dropper

Privacy Protection

No cameras

Anonymous data only

Dropper

Smart Cities - Torino

- Flow management for security
- Monitoring of nightlife and noise pollution
- Analysis of space filling

- Observation of occupancy time
- Counting people in real time
- Understanding of the most frequent routes

Dropper

Smart Offices - Real Use Case

- **Optimisation of energy consumption**
- **Improvement of space management**
- **Future forecasts on occupancy**

- **Observation of occupancy time**
- **Evaluation of the change of data over time**
- **Times of highest attendance of people**

14,5% Savable energy

35.840,2561 kWh out of a total of **247.174,18 kWh**

20% Optimisable space

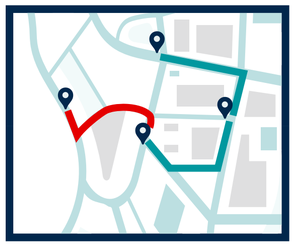
389 mq out of a total of **1947 mq**

Dropper

Public transport - Horizon Project

Metrics to optimize public transport

Sniffer sensor installation on bus and bus stop



Most frequent routes

People standing at bus stops

People going up and down at bus stops

Flow analysis through departure and arrival matrix

Number of people on board

Our Team

Dropper

Administration & Governance

Domenico Galdiero

CEO & CTO

Electronic Engineer
Graduated @ Politecnico di Torino
3+ yrs experience in startups

85% ownership

Alessandro Severini

Co-Founder & CMO

Designer - Founder of Felfil
Reached 1M revenues
8+ yrs experience in startup

15% ownership

Research & Development

Alessandro Dell'Atti

R&D Engineer

Mechanical Engineer
3D Printing production
3+ yrs experience in product startup

Raffaele Mattera, Ph.D

Head of Data Science & AI

Senior Assistant Professor
University of Rome - Sapienza
LUISS Guido Carli
Expert in prediction techniques
Top 3% young scholars

Dropper

Thank you,
it’s time for questions.

Domenico Galdiero
CEO & CO-FOUNDER

domenico@dropper.ai
+39 366 289 5000

2025