



# Meet the Buyer event

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Cleantech Forum Asia, Sheraton Hotel, Singapore



PSA is a leading global port group and a trusted partner to cargo stakeholders around the world. With flagship operations in Singapore and Antwerp, PSA's portfolio comprises a network of over 50 coastal, rail and inland terminals in 18 countries. Drawing on the deep expertise and experience from a diverse global team, PSA actively collaborates with its customers and partners to deliver world-class port services alongside, develop innovative cargo solutions and co-create an Internet of Logistics.

PSA wants to improve efficiencies and explore new spaces in port operations and supply chain adjacencies through the application of novel technology and innovative solutions. They are looking for technology solutions for the logistics industry, supply chain and toward their vision for their container port of the future.

Meet the Buyer events offer **interesting opportunities for your company** to get in touch with the leading enterprises in a variety of business sectors. The event is **invite only** and will give you the chance to have an individual **one-to-one meeting** with **key decision makers**. Join the event, establish valuable collaborations, pitch your products and services, and discuss business partnerships that can fast-forward your company's growth.

**Interreg**  
North Sea Region  
SCALE-UP

European Regional Development Fund



EUROPEAN UNION



# Buyer profile

## What is their business?

PSA was formerly the Port of Singapore Authority, a statutory board regulating, developing, operating and promoting the Port of Singapore. In 1996, PSA's regulatory functions were transferred to the Maritime and Port Authority of Singapore. PSA Corporation Limited (the corporate successor to the Port of Singapore Authority) was subsequently established in 1997 to manage and commercially operate container terminals and related businesses in the Port of Singapore. PSA's operating entities are organised into five business regions: Southeast Asia, Middle East & South Asia, Northeast Asia, Europe and Mediterranean and Americas.

## What are they looking for?

### Sustainable environment

Solutions within a port that actively manage energy consumption, generate and regenerate energy, recycle materials and consumables, and reduce emissions.

- **Electrification of port equipment**, including cranes and vehicles for horizontal transfer of cargo, with efficient battery charging and management.
- **Alternative forms and/or hybrid use of sustainable energy** such as LNG, solar panels or wind power.
- **Smart grid systems** to track and manage peaks and lulls in energy consumption and achieve the lowest cost-combination of energy sources for peak operation levels.
- **Multi-purpose sensors and IoT** to track and detect leakages of utilities in their infrastructures.
- **Recover, reuse and recycle** materials, consumables and utilities.
- **Apps to reduce wastage and promote recycling** among individuals through social interaction and gamification.

### Smart Engineering

Machines, equipment and systems that are able to sense, respond and enable the execution of new capabilities.

- **Sensor-equipped autonomous machines** that are able to survey port and marine equipment (such as cranes) and infrastructure (such as underdeck marine structures) that are relatively inaccessible to humans for maintenance and fault detection.
- **Holistic maintenance solutions** for port equipment enabled by Internet of Things (IoT) solutions, predictive analytics, job scheduling and supply of parts.
- **Smart inventory management solutions** for spares and parts including innovative storage, warehouse AGVs, supply solutions and 3D printing.
- **Remote, virtual, augmented reality or telepresence applications** in areas such as training, supervisor-assisted maintenance and operations management.



## How can you apply?

If you are interested in this opportunity, please contact **Wouter van Rooijen** by sending an email to [w.vanrooijen@rotterdam.nl](mailto:w.vanrooijen@rotterdam.nl) or **Giuliana Unger** by sending an email to [g.unger@cleantechdelta.nl](mailto:g.unger@cleantechdelta.nl) and briefly indicate the interest of your company in the Buyer's case. You can also contact your regional SCALE-UP partner.

## SCALE-UP PARTNERS

This Meet the Buyer event is an exclusive invitation for companies associated with the partner organisations in the North Sea region. Cleantech member organisations have joined forces in the Interreg SCALE-UP project to enable cross-border business contacts between SMEs with green solutions and established large companies. The overall aim is to facilitate for innovative cleantech companies to scale up your start-up. Consultants at the member organisations help participants prepare the meetings and support them through the business process.

## CONTACT

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