



# Meet the Buyer event

14<sup>th</sup> October 2019

Cambridge Innovation Park, Denny End Road, Waterbeach,  
Cambridge CB25 9QE (United Kingdom)



Cambridge Innovation Parks combines premium office space with additional amenities to create an ideal environment for high-tech companies to grow, from their very inception through to the point at which they need to start scaling up and beyond.

Cambridge Innovation Parks are looking for the latest innovations in **Energy, Renewables, Energy Storage, Carbon Storage, Local Materials and Building Control Systems** for application in both **new build scenarios** and in **retrofitting of older buildings**.

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.

## Event time schedule (preliminary)

14:00	Registration
14:15	Welcome, Martin Garratt, CEO, Cambridge Cleantech
14:20	Overview of needs: Cambridge Innovation Parks, Rick Parisi and John French, Cambridge Innovation Parks
14:45	Q & A and Discussion
15:00	1-1 Meetings Between Solutions Providers and corporates. Networking and Refreshments
17:00	



**Interreg**  
North Sea Region  
SCALE-UP



European Regional Development Fund

EUROPEAN UNION



# Buyer profile

## What are they looking for?

- **Energy and Renewables for application in both new build scenarios and in retrofitting of older buildings.**
  - New products or products under development for renewable energy capture or generation in the built environment; Solar Power; PV glass technologies e.g. PV Solar, other local generation technologies including piezoelectric power generation e.g. Pavegen and similar companies.
- **Energy insulation approaches for new build and retrofitted older buildings**
  - New products or products under development for enhanced insulation performance for the building fabric. To include glazing systems, curtain walling, triple glazing secondary glazing products and fabric first wall insulation systems, retrofitted systems, air management and chemical material treatments for the internal and external fabric to improve U values.
- **Energy Storage Technologies for the Built Environment**
  - Companies offering local energy storage and supply systems off grid e.g. Connected Energy, to enable peak power energy lopping and storage and local off grid utilisation. Other novel or emerging technologies to maximise value from local energy storage and utilisation technologies including car charging.
- **Carbon Storage and Sequestration in new build**
  - Companies offering bio-based and bio-philic material based products to enhance the Carbon sequestration as part of life cycle analysis and embodied energy management of buildings.
- **Local materials and Local Supply Chains**
  - Examples of building systems and processes that maximise local use of materials and local production/manufacture and off site construction to both reduce transport miles and carbon impact but also maximise local job creation and use of local resources. Modular systems and fabricated systems, flying factories and use of new technologies and the manufacturing process to enhance product efficiency.
- **Heat Pumps and Mechanical Ventilation and Heat Recovery Systems**
  - Examples of the latest product offers in the use of efficient air handling systems in the context of 'air tightness' linked to the use of non-gas heating and cooling systems for office environments with a low or zero carbon footprint.
- **Building Control Systems**
  - Examples of new control and operational systems to enable smart and efficient use of resources and building performance optimisation in use
- **Other**
  - Other new or emerging products or technologies that can be deployed to reduce both operational and embodied energy in buildings, both new build and retrofitted buildings

## How can you apply?

If you are interested in this opportunity, please contact **Anthony Baltz** by sending an email to [anthony.baltz@cambridgecleantech.org.uk](mailto:anthony.baltz@cambridgecleantech.org.uk) and briefly indicate the interest of your company in the Buyer's case by **25<sup>th</sup> September 2019**. 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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