



# Meet the Buyer – Online

Pitch your ideas to  
**Deutsche Telekom**



**Deutsche Telekom (DT) is one of the world's leading integrated telecommunications companies**

**They are looking for credible, scalable, and innovative companies that represent radical models and innovative best practice in the energy sector to face DT's significant increase in its energy demand with the move to 5G**

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.

**Deadline for applications:** 05/02/2021

**Online meetings between successful applicants and the Deutsche Telekom team:** Feb/March-2021







## What can Deutsche Telekom offer your company?

You will have the opportunity to meet with senior contacts within the DT Group Innovation team and if selected, present your company/solution during a DT Board meeting with the potential to validate your solution for application with Deutsche Telekom and/or their customers.

Introductions could also be arranged with DT's early stage startup incubator hubraum (<https://www.hubraum.com>) located in Berlin, Kraków and Tel Aviv; as well as DT Capital Partners (<https://www.dtcp.capital/>), who have a long history of working with scale-ups and supporting them to drive growth. DTCP has invested upwards of \$2BN in >70 firms over recent years. DTCP is headquartered in Hamburg with offices in Menlo Park, Tel Aviv and Seoul.

## How can you apply?

If you are interested in this opportunity, please contact **Camila Vila-Echague** by sending an email to [camila.vila@cambridgecleantech.org.uk](mailto:camila.vila@cambridgecleantech.org.uk) briefly outlining the interest of your company in the Buyer's case.

You should include:

- a summary of why your product/solution or service meets the buyers needs
- a link to your website
- your contact details

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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