



Meet the Buyer – Online

Pitch your ideas to

First Base



FIRST BASE

First Base is a mixed-use developer focused on delivering long-term social value for communities across the UK

They are looking for innovative and sustainable solutions for their new development in Cambridge

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: 26/04/2021

Online meetings between successful applicants and the First Base team:
06/05/2021





Buyer profile

What is their business?

First Base is a privately-owned mixed-use developer focused on delivering long-term social value for communities across the UK. Specialising in placemaking and urban regeneration, First Base have established a reputation for delivering innovative buildings and places that are adaptable to the changing needs of communities and businesses.

Their mixed-use portfolio of projects, ranging from residential, retail to workspace, always include placemaking and **sustainability at their core**.

First Base has partnered with some of the world's leading investors including: Blackstone, Morgan Stanley, JP Morgan Chase & Co and Starwood Capital. The projects have been delivered with leading architects, including Rogers Stirk Harbour + Partners, Porphyrios Associates, Allford Hall Monaghan Morris and Glenn Howells. The company is owned by its directors, based in Central London and was founded in 2002.

What are they looking for?

First Base is working with local stakeholders to develop plans for a modern mixed-use quarter near **Cambridge** station. **Devonshire gardens** comprise workspace, Build-to-Rent apartments, and leisure and community spaces set around new public gardens. While providing high-quality public realm for the community, the mixed-use scheme will also hold **strong environmental and sustainable credentials which seamlessly align with their investment values**.

First base is looking for innovative solutions, technologies, and products for this new development in the following areas:

- 1) Building-integrated PV solutions
 - Latest, efficient, rooftop systems
 - Latest novel technologies for PV in terms of power, flexibility and efficiency (PV film, glass, etc.)
 - Solutions to transfer PV into EV charging and other sustainable/community-focused amenities
- 2) Air quality solutions (indoors & outdoors)
 - Innovative technologies in indoor air filtration systems that promote clean air, fighting viruses, etc
 - Air purity techniques to fight pollution and improve health and wellbeing
 - Air quality monitoring (outdoor)
- 3) Future Mobility / EV charging solutions / hydrogen
- 4) Heating / energy efficiency/ storage & balancing / phase change materials
- 5) Water reuse & efficiency / SuDS (Sustainable Drainage Systems)



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, 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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| <p>BELGIUM Cleantech Flanders Frans Snijkers frans.snijkers@cleantechflanders.com Tel +32 473 34 12 16</p> | <p>DENMARK CLEAN Maria Skotte mas@cleancluster.dk Tel +45 6142 4400</p> |
| <p>NETHERLANDS Clean Tech Delta Giuliana Unger g.unger@cleantechdelta.nl Tel +31 10 820 88 29</p> | <p>SWEDEN RISE Research Institute & Cleantech Inn Sweden Richard Englund richard.englund@cleantechinn.com Tel +46 703 791 645</p> |
| <p>UNITED KINGDOM Cambridge Cleantech Camila Vila Echague camila.vila@cambridgecleantech.org.uk Tel +44 7493 099018</p> | <p>GERMANY EE.SH Axel Wiese a.wiese@ee-sh.de Tel +49 4841 6685 27</p> |
| <p>SCALE-UP COORDINATION City of Rotterdam Wouter van Rooijen w.vanrooijen@rotterdam.nl Tel +31 6 15 25 1699</p> | |

