



# Meet the Buyer event

Format: virtual B2B meetings



The SOVEREIGN Group is a neutral and independent transport and handling specialist for courier, transport and logistics companies.

The SOVEREIGN Group is looking for innovative low/zero carbon solutions for road freight transport and warehouses

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 fastforward your company's growth. For interested parties a webinar will be organized, followed by virtual B2B matchmaking sessions for selected scale ups with representatives of Sovereign Speed.

**Deadline for application:** 01.09.2021

**Individual online meetings between successful applicants and the SOVEREIGN Group:**  
08.09.2021 – 31.10.2021





# Buyer profile

## What is their business?

With over 750 employees from 35 nationalities in 17 countries, the neutral logistics company handles more than 1 million shipments per year and uses 350 own vehicle units as well as around 50.000 sqm warehouse space to offer a variety of logistics services to its customers all over Europe. As an “airline on the road”, SOVEREIGN serves over 100 overnight connections across Europe via its own (less-than-truck load) network. Subsidiaries include Sovereign Aircargo (Airfreight handling), Sovereign Direct (Full-Truckloads), Sovereign Courier (E-Commerce), Activ Cars (Contract logistics) and Business Wings (Airline).

## What are they looking for?

The topic of sustainability and decarbonization is also becoming more and more important for the logistics sector and the SOVEREIGN Group has set itself the goal of working increasingly on solutions as a company with its own fleet and buildings in the future. The long-term goal of emission-free logistics is to be achieved in three steps: 1. Fuel & emission measurement 2. Emission reductions 3. Emission avoidance.

According to the current state of knowledge, alternative engine technologies for many of Sovereign's transport services are mostly still in development and low-emission or zero-emission fuels are not yet widely available. Sovereign's transport services are versatile: local transport, long-distance transport (national / international), contract logistics, FTL, LTL, air freight. In addition, the fleet includes every vehicle class, from vans to 40t trucks. On the one hand, this is a challenge for the future, but also an opportunity, as a wide variety of solutions can be used depending on the application.

The company is therefore looking for innovative low/zero emission solutions for all vehicle types and transport service categories. These can be alternative engine or fuel technologies, as well as technical solutions for the existing fleet.

Moreover, the company is interested in clean energy and energy-efficient solutions for warehouse and handling locations.

Lastly, the company has started to invest into offsetting initiatives and is open to new, innovative offsetting projects and concepts.

## What can Sovereign Speed offer your company?

The SOVEREIGN Group is ready to take the next steps towards more sustainable logistics and is looking for solution providers it can actively collaborate with. It has dedicated internal resources and funding for this topic.



Headquartered in Hamburg, Germany but with offices all over Europe as well as a variety of different transport service offerings, the SOVEREIGN Group offers start-ups the chance to implement their solutions in different business environments and real-life use-cases. The SOVEREIGN Group also sponsors the HAUS61, a start-up accelerator in Frankfurt, Germany. Through this involvement, future collaborations with the start-ups are also possible.

### How can you apply?

If you are interested in this opportunity, please contact **Martina Christiansen** by sending an email to [m.christiansen@ee-sh.de](mailto:m.christiansen@ee-sh.de) and briefly indicate 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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