



# Meet the Buyer event

21 November 2018

Westerlaan 10, 3016 CK Rotterdam (the Netherlands)



Royal Vopak is the world leading independent tank storage company. Vopak is looking for digital solutions for their assets and for clean liquid bulk storage and handling services.

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?

Royal Vopak is the world's leading independent tank storage company. They operate a global network of terminals located at strategic locations along major trade routes. With a history of over 400 years, and a strong focus on sustainability, Vopak ensures safe, efficient and clean storage and handling of bulk liquid products and gases. Vopak enables the delivery of vital products ranging from oil, chemicals, gases and LNG to biofuels and vegoils. Vopak is listed on the Euronext Amsterdam stock exchange and is headquartered in Rotterdam, the Netherlands. Including the joint ventures and associates, Vopak employs an international workforce of over 5,700 people.

## Building on the heritage

Vopak's history dates back to 1616. Our earliest ancestors stored and handled coffee, tea, cocoa, sugar, silk, spices and other products from all over the world for trading companies such as the Dutch East India Company, the world's first multinational company. Since then, much has changed. Dry bulk gave way to liquid bulk and the company grew, eventually establishing a presence on all the inhabited continents. Unchanged is that they are still loading and unloading ships and storing and handling products for multiple customers. Vopak has thus been connecting global trade flows for over 400 years. Looking forward, Vopak will continue to enable the delivery of vital products by building on their heritage and living the five Vopak Values: Care for Safety, Health and the Environment, Integrity, Team Spirit, Commitment and Agility.

## Vopak is looking for solutions in the following two fields:

### Digital

- **Sensors:** operational data, Internet of things solutions, sensing at a distance for valves and pumps.
- **Data platforms and applications:** to increase operational efficiency (for example to calculate optimum between temperature and viscosity).
- **Energy management systems** (industrial scale)
- **Emission control solutions** (e.g. measuring of emissions or the type of gas).

### Energy transition

- **Energy storage:**
  - Hydrogen flow batteries
  - Flywheel energy storage for peak shaving of energy
  - Other kinds of flow battery systems.
- **Waste heat:**
  - Technology to capture/store waste heat (possibly to eject it into the district heating network).
  - Technology to reuse waste heat
  - Technology to process thick industrial sludge (such as oil)



- **Waste gasses:**
  - Capture of polluting gasses
  - CO<sub>2</sub> capture and usage (e.g. to empty the pipe lines – this is currently done with NOx)
- **Waste water:**
  - Smart sensors to measure water pollution
  - Insulating solutions (e.g. nano coatings).

If you are interested in this opportunity, please contact **Tara van de Lagemaat** by sending an email to [t.vandelagemaat@cleantechdelta.nl](mailto:t.vandelagemaat@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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