



Meet the Buyer event

18 September 2019, Boston Area.

GreentownLabs, 444 Somerville Ave, Somerville, United States of America



A global leader in sustainable housing, Saint-Gobain is present in 67 countries with more than 179,000 employees. The Group mobilizes its companies' expertise and provides a range of solutions for buildings that are comfortable, more energy efficient and more pleasant to live every day. Its high-performance materials are also found in industrial and consumer markets, such as the automotive, aeronautical, health and energy industries.

Saint-Gobain is organized in three Sectors: the Building Distribution Sector brings the Group a thorough understanding of customers' needs, be they building professionals, private project owners or large companies. The sector serves over 7 million customers in the new building, renovation and home improvement markets. The Construction Products Sector designs and develops innovative solutions to improve the quality of living spaces and reduce the environmental impact of buildings, with unique product and service offerings for all construction fields, tailored to local conditions. The Innovative Materials Sector offers a unique portfolio of materials and processes for the habitat, transport, health and industrial markets.

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.

Selected participants may be eligible for the following:

- *Partnership and/or investment from Saint-Gobain and CertainTeed by end of program*
- *\$25,000 in non-dilutive grant funding*
- *Desk space at the Greentown Labs Global Center for Cleantech Innovation*
- *Acceptance into Greentown Launch, a 6-month acceleration program for start-ups at Greentown Labs*
- *Exclusive access to the Greentown Labs and Saint-Gobain networks*
- *Access to select Saint-Gobain testing capabilities, technical facilities and expertise*



- **Procure & Distribute**

Materials, products, and services (physical, virtual) ordered and delivered from manufacturer to jobsite and/or end user and all steps in between.

- Materials delivery
- Logistics and tracking
- Finance and payment processing
- Account tracking and management

- **Build & Construct**

Processes, tools, technologies to enable construction including materials installation and management. Enabling efficient and high-quality installation plus collaboration between different stakeholders including architects, general contractors, builders, and specialty construction trades (specific to North America).

- Automation and robotics
- System solutions / pre-fabricated components
- Track and manage job sites (safety, efficiency, sustainability, quality)

- **Operate & Occupy**

Connecting product and material solutions to enhance value created for owners and occupants.

- Building performance monitoring, identification of retrofit opportunities
- Notification of defects/issues to remedy
- Sustainability tracking
- Building model documentation / management (wiring, value added products, BOM for residential)

If you are interested in this opportunity, please contact **Wouter van Rooijen** by sending an email to w.vanrooijen@rotterdam.nl and briefly indicate the interest of your company in the Buyer's case. You can also contact your regional SCALE-UP partner.

Interreg
North Sea Region
SCALE-UP

European Regional Development Fund



EUROPEAN UNION



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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