



Meet the Buyer event

10 July 2019,
Trinity Centre, Cambridge Science Park, Cambridge, United Kingdom



Enzen is looking for new generation solutions in smart grid, smart maintenance management, smart metering, smart cities and vehicle to grid sectors.

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.

Time	Activity
15:00 – 15:20	Introduction to Enzen's innovation needs
15:20 – 17:20	Individual 1 to 1 meetings with Enzen representative (20 minutes each)
17:20	Close

Interreg
North Sea Region
SCALE-UP

European Regional Development Fund



EUROPEAN UNION



Buyer profile

Enzen focus solely on Power, Gas, Water and Renewables sector. They have unique knowledge and experience of these industries and intimately understand their requirements. Drawing on experience, insights, research and collaboration, They have developed tailored services and capabilities that answer the challenges of today and ensure businesses are prepared for tomorrow. They have direct access to a wide range of corporate clients from across the globe in the utilities sectors and are looking to partner with innovative SME's to offer leading edge solutions to these clients. Their main sectors of interest are listed below. Additionally, through their Applied Research and Collaboration (ARC) Centre, Enzen can offer state of the art lab facilities, world class academic support and opportunities for industry collaboration to incubate new technologies to market in the same sectors:

"Enzen believes that unless you understand the areas you work in, you cannot fully be effective or add value to those that take you as a partner. Enzen is set up to look at the issues and solutions that are both far and future, and now and near. In this way, we are able to advise and support our customers and ensure that they are ready for many possible futures and demands that will be placed on them." Sathesh Kumar, Chairman of Enzen

ARC UK Lab are developing new generation solutions that include examples of the following predominately for a UK and EU market but we are also looking for solutions that scale to India, Australia, Middle East and USA:

BUSINESS USE CASE NEEDS

- Smart Grid platforms across all energy, water and renewables
- Smart maintenance management
- Automated smart meters and smart market trading of energy
- Smart cities
- Vehicle to Grid

TECHNOLOGY NEEDS RELATING TO THE ABOVE BUSINESS USE CASES

- Machine learning and artificial intelligence for advanced learning and control for Energy, renewables, climate change
- Blockchain technology (BCT)
- Internet of things (IoT)
- Exchanger and battery storage systems for renewables and carbon capture
- Cyber security for energy management systems, critical national infrastructure
- Virtual reality VR and digital twinning for training and health & Safety
- Augmented reality (AR) and Mixed reality (MR), XR assistance for customers and engineering functions
- Satellite image processing for climate change and smart energy, smart city management

If you are working in our areas of technological and market interest, Enzen would like to talk to you about partnering with ARC. They will be able to share their current research themes in more detail and explore opportunities to collaborate to achieve high-impact, innovative outcomes.

How can you apply?

If you are interested in this opportunity, please contact Anthony Baltz by sending an e-mail to anthony.baltz@cambridgecleantech.org.uk and confirm briefly your interest in this Buyer's case. You can also contact the 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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