



TRADING PLATFORM ACROSS ENERGY SECTORS: PUBLIC CALL FOR BLOCKCHAIN PROJECTS

The project “Scale up North Sea Region” wishes to draw your attention to an exciting opportunity to pilot your company’s blockchain technologies with Danfoss – a large multinational company leading in areas of climate & energy, food and infrastructure.

Danfoss Trata Slovenia, together with Blockchain Think Tank Slovenia (BTTS), are looking for blockchain companies and projects in the wider region, that are developing technological solutions within the energy industry.

Scope of the call:

The scope of this public call is to explore opportunities within trading platform across energy sectors. Platform should have a possibility to support trading of heating, cooling, power and gas on a city (municipality) level. Stakeholders who are involved in the trading platform are energy companies (utilities), residents as consumers, industrial consumers and prosumers (industrial, commercial and individual).

Main goal of the project:

The goal of this project is to select companies, that will carry out pilot projects together with Danfoss Trata and at the end evaluate possibilities for collaboration partnership with this global company.

The public call will address Slovenian and foreign companies (Italy, Austria, Portugal, Italy, Croatia, etc.) that are developing or have already developed functioning solutions in the energy field.

The course of the project will be as it follows:

- PUBLIC CALL: interested companies are invited to submit descriptions of their technological solutions. Danfoss guidelines / minimal requirements for registered technological solutions will be further specified (see word document 2).



- SELECTION OF APPLICANTS: from all the companies that will provide descriptions of their technological solutions, Danfoss and Blockchain Think Tank representatives will select projects (5-7) with the biggest potential for a pilot project and for a potential long-term collaboration.
- HACKATHON: planned on February 6th and 7th, the selected projects will be invited to a two-day hackathon, which will take place in Ljubljana, at Danfoss' premises. The aim of the hackathon will be testing companies' technological solutions together with Danfoss representatives and in the end presenting them to the Danfoss expert commission.
- PILOT PROJECT(S): The registered solutions that are closest to the company's digital strategy and make the most practical technological and economical implementation in Danfoss business processes, will be selected by the Danfoss' expert commission.

Practical Information

How to submit your proposal:

To register and submit your proposal, please send your contact name, e-mail and phone number to ideas@danfoss.com.

You will receive an E-mail with activation link to the Danfoss online platform and details on how to submit your proposal.

Key dates during the process:

The Danfoss platform will close for new proposals on 9th January 2020. Danfoss and BTTS will pick max 20 proposals that be will asked to give a 3 minutes pitch on-line on 13th January 2020.

5-7 proposals/companies will be invited to Ljubljana to a 2 days Hackathon on 6th-7th February 2020.

Each company is expected to bring a team of 3 – 4 people to the Hackathon.

Your data will be protected:

When your proposal is submitted it will be visible to a few people at Danfoss and Blockchain Think Tank Slovenia and the content will only be used to evaluate the idea. We will not use the content for any other purposes, and it will be deleted after the end of the competition.



If you proceed to the hackathon you must be prepared to pitch your proposal to all the participants. All participants will have to sign mutual agreement to respect each other's IPR and confidential information.

We will protect your personal data under GDPR. More details will be given when you register.

Danfoss has right but not also an obligation to decide, whether one or more projects will be picked to start pilot project or any other form of business cooperation with Danfoss.

Danfoss will provide platform to which interested companies will be submitting descriptions of their technological solutions.

About the partners in project:

Danfoss is a Danish based and family owned international company that leads in areas of climate & energy, food and infrastructure by engineering tomorrow. Danfoss Trata Ltd., operating in Slovenia, is a global Danfoss District Energy competence centre for the business development, product portfolio development, R&D and management of the entire global supply chain. Danfoss is not only aware of the challenges that digital transformation in Industry 4.0 brings but is also monitoring the development of new technologies (Blockchain, the Internet of Things, Big data) and adapts its business strategy to new market opportunities.

Blockchain Think Tank Slovenia is an independent association of blockchain technology experts, industry's representatives and blockchain technology enthusiasts. Think Tank' mission is to connect the blockchain industry with stakeholders in the economy and in the public sector.

You will receive more detailed information when you register.

If you have questions before you register, you can contact Danfoss directly with an email to

Sasa Kojic sasa.kojic@danfoss.com

or Mateja Panjan mateja.panjan@danfoss.com

You can also email Peter Merc peter@fintechfactory.eu at the BTTS.