



Meet the Buyer event

Format: virtual B2B meetings



thyssenkrupp

thyssenkrupp Marine Systems is the world market leader in conventional submarines and a leader in the development of new naval surface and underwater technologies.

They are looking for sustainable stationary energy conversion and storage solutions like temporary buffer store, sustainable heating plants for facilities and renewable power sources.

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.

Deadline for application: 15th March 2022





Buyer profile

What is their business?

We develop and manufacture the standard of tomorrow's navies. Our goal is to be the most modern naval company in Europe. Today, we are the world market leader in conventional submarines and a leader in the development of new naval surface and underwater technologies. Not only can we look back on nearly 185 years of shipbuilding tradition – together with our industrial partners, we make a significant contribution to maintaining peace, freedom and security, today – worldwide.

We offer innovative products and services from a single source: With ATLAS ELEKTRONIK we have strategically complemented our portfolio and developed from a platform provider into an integrated systems house. This is our unique selling point in Germany and only a few companies offer this in international competition.

thyssenkrupp Marine Systems with our sites in Kiel, Hamburg, Bremen and Emden, belongs to thyssenkrupp. A globally operating group of companies with a 42 billion € turnover and 106,000 employees in 78 countries. thyssenkrupp develops and produces technology-based solutions for future customer and market requirements.

What are they looking for?

thyssenkrupp Marine Systems is looking for...

- ...a high-efficient buffer store to emit non-used energy time-delayed for production. A photovoltaics system with a power input of 550-650 kWp will be installed for the electrical supply of a production line in a currently built shipbuilding facility. The calculated yearly electrical energy consumption is around 1 MWh.
- ...refurbishment of an existing heating boiler system of a production hall by using a heat pump system based on air, water or geothermal energy as a source. The size of the existing heating boiler system is around 300 kW. Other innovative solutions for a heating system are also welcome.
- ...on side renewable and sustainable (thermal) energy conversion and storage with a power output of 250.000 kWh-500.000 kWh/a to reduce the CO₂ footprint.

What can thyssenkrupp Marine Systems offer your company?

thyssenkrupp Marine Systems is looking forward to accelerate the necessary change to a zero-emission production with innovative partners. In an active collaboration in a broad field of research & development throughout all parts of the company, we offer an outstanding expertise and the chance to network in an international group.



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 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 (max. 150 words)
- 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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