

Programme EC2i/SCT US matchmaking mission #2 NYC and Boston on 16-20 September 2019

Overview of programme

- **Events:** A side event in New York City at the Swedish-American Chamber of Commerce where Bridge Innovation Partners organizes B2B meetings and where city challenges are introduced. Participation at the Horizon 19 conference in Boston arranged by NECEC and World Climate Ltd (WCL), Greentown Labs (18-20 Sep 2019).
- **Dates:** 16-17 September in New York, 19 September travelling, and 19-20 September in Boston
- **Activities:** Pitching, B2B meetings and matchmaking sessions
- **Partners:** Bridge Innovation Partners to arrange the B2B meetings in NYC with the Swedish-American Chamber of Commerce. NECEC and WCL to engage in pro-active matching and procurement of buyers for SMEs at the Horizon 19 Conference. ENRICH to share relevant US partners for the SMEs and eventual participation on a Robotics Industry Event.

Detailed program

Date/City	Activity
Sun 15 Sept NYC	Arriving day <ul style="list-style-type: none"> • Arrival in NYC • Common dinner (voluntary) TBD
Mon 16 Sept NYC	Welcoming and Matchmaking day <ul style="list-style-type: none"> • Welcoming to the mission • Company pitching • B2B meetings
Tue 17 Sept NYC	Matchmaking day <ul style="list-style-type: none"> • Presentation of city challenges • Workshops with cities • B2B meetings
Wed 18 Sept NYC to Boston	Travelling day <ul style="list-style-type: none"> • Travelling to Boston
Thu 19 Sept Boston	Matchmaking day and Horizon19 <ul style="list-style-type: none"> • Participation at Horizon19 • Pitching and matchmaking event
Fri 20 Sept Boston	Horizon 19 and eventual robotics industry event <ul style="list-style-type: none"> • Participation at Horizon19 • Participation at robotic industry event • Fly back to Europe
Mon 23 and Tue 24 Sept NYC	Participation at the UN Summit (voluntary) <ul style="list-style-type: none"> • Participation to UN Summit for relevant companies

Monday, 16th September (Day 1)

Welcoming and matchmaking day, New York

Venue address
Swedish-American Chamber of Commerce 900 3rd Ave 29th Floor, New York, NY 10022, USA

Programme			
#	Description	Speaker	Time
1	Presentation by the Swedish-American Chamber of Commerce	TBD	9:30 – 9:35
2	Welcome and presentation of the programme session	Frederik Thure/ Mark de Colvenaer	9:35 – 9:45
3	Presentations of US corporations	US corporations	9:45 - 10:00
4	Potential of European SMEs	Frederik Thure/ Mark de Colvenaer	10:15 - 10:30
Coffee break			10:30 – 10:45
5	B2B meetings		10:45 – 12:00
Networking lunch			12:00 – 13:00
6	B2B Meetings		13:00 – 17:00
7	Logistics from Swedish-American Chamber of Commerce to Flanders House		17:00 – 18:00
8	Side event at Flanders House with NewYork Bluetech		18:00 – 20:00
Networking Dinner			20:00 – 22:00

Participants as of 11 July 2019			
Company	Representative(s)	Job position	Focus areas, challenges
Siemens	David Armour	Chief City Executive Northeast Corridor	Sustainable Buildings, Building Monitoring & Controls, Energy Storage, Smart City
Con Edison	Silvia Khurram Constantine Spanos Simon Odie	Project Managers, R&D, Smart Grid	CO ₂ , infrastructure, water management, robotics, IoT, prevention gas explosion, combustion Technologies that accelerate electrification of space and hot water heating. We are interested in technologies that assist with intelligent power flow control, smart inverter monitoring and control, active network management, and sensors that give us improved telemetry of structure conditions/health.
Daikin	Jon Hacker Nelson Rodriguez	Energy Efficiency Business Development Manager	Energy efficiency, green technologies, efficient buildings, control systems, renewable energies, software technologies
Other invited corporations: National Grid, ENGIE, Schneider, CISCO, Rambøll, WSP, Veolia, Sidewalk Labs			

Tuesday, 17th September (Day 2)

City Challenges and Public tenders, New York

Venue address
Swedish-American Chamber of Commerce 900 3rd Ave 29th Floor, New York, NY 10022, USA

Programme			
#	Description	Speaker	Time
1	Welcome session	Frederik/Mark	9:00-9:15
2	Presentation on opportunities in the green economy in New York State	NYSERDA	9:15 – 9:30
3	Public procurement talk: Decarbonisation and renewable energies	Dan Spitzer	9:30 – 9:45
4	NYC challenges	Paul Rothman	9:45 – 10:00
5	Q&A: Panel debate with city stakeholders	All	10:00-10:45
Coffee break			10:45– 11:00
6	B2B meetings		11:00 – 12:30
Networking lunch			12:30 – 13:30
7	B2B Meetings		13:30 – 17:00
Free night and dinner			17:00– 22:00

Participants as of 28 June 2019			
Organization	Representative(s)	Job position	Focus areas, challenges
NYSERDA	Robyn Marquis	Project Manager, Clean Transportation	Green transportation, smart grid, buildings, mobility programs with smart cities, producing system demands, solar panels, water management, energy storage, grid storage, carbon capture clean energy (related to renewable and reduction of fossil fuels) products and services where the companies are looking for very significant expansion and an expectation of making a very large difference in the State (hopefully in the rest of the U.S. also, but New York State is our purview).
	Steve Wolk	Sr. Project Manager	
NYC Major's Office of CTO	Paul Rothman	Senior Product Manager	Building/Energy Efficiency, Energy Generation, Bulding Monitoring, Control systems, energy storage, air quality, water management, waste management,
Hodgson Russ	Dan Spitzer Nathaniel Lucek Mila Buckner	CleanTech and European-U.S. Practices Intellectual Property and Corporate Attorney	Decarbonization, renewable energies

		Associate, Environment and Energy	
Urban Future Lab	Joe Silver	Director of Programs	Hydrogen, smart grid, smart city, energy
Other invited city stakeholders: Representaitves of the City of Pittsburgh, city of Philadelphia			

Wednesday, 18th September (Day 3) Travelling Day, NYC to Boston

Travelling day	
Train from Pennsylvania Station (NYC) to Bus Terminal – South Station (Boston)	9:00 – 14:00

Programme			
#	Description	Speaker	Time
1	Free time		14:00-17:00
2	Kick-off Session: Breakthrough Technologies, Solutions and Business Models for the Clean Economy	TBD	17:00-18:00
Free night and dinner			18:00– 22:00

Thursday 19th September (Day 4) Matchmaking day and Horizon19, Boston

Venue address
Boston Convention and Exhibition 415 Summer St, Boston, MA 02210, USA

Programme			
#	Session Hall 1	Session Hall 2	Timing
1	Opening Session: Scaling Up the Clean Economy Transition		9:00-10:00
2	Advancing Clean Energy Through Industry Leadership	Accelerating Clean Transportation Through Infrastructure and Fleet Transformation	10:00-11:00
3	Networking / Matchmaking Break		11:00-11:45
4	Creating Sustainable Cities Through Actionable Technologies and Alliances	Using Energy Storage Hybrid Grids to Create Value for the Customer	11:45-12:45
Networking Lunch			12:45 – 14:00
5	Deploying and Partnering for Sustainable and Energy Efficient Infrastructure Solutions	Modernizing the Grid to Accelerate a Clean & Smart Energy Future	14:00 – 15:00
6	Networking / Matchmaking		15:00 – 15:45
7	Policy and Regulations: Cross-Sector Collaboration for Successful Policy-Making and Implementation	Retrofitting Buildings for Energy Efficiency and Smart Demand	15:45-16:45
8	Networking Reception		16:45-19:00

Friday 20th September (Day 5) Horizon19 and travelling day, Boston

Venue address
Boston Convention and Exhibition 415 Summer St, Boston, MA 02210, USA

Programme			
#	Session Hall 1	Session Hall 2	Timing
1	Sustainable Production: From Waste Reduction to a Circular Economy	Integrating Electricity Into Markets and Customer Value	9:00-10:00
2	Clean Economy Leadership: Country and State Success Stories	Financing the Smart City of the Future	10:00-11:00
3	Networking / Matchmaking Break		11:00-11:45
4	Innovating the Low-Carbon Economy for the Next Decade	Integrating Off-Shore Wind Into Markets and Customer Value	11:45-12:45
Networking Lunch			12:45 – 13:45
5	Closing Session: Fast Forward to the UN Summit, 2020 Climate Plans, and the 2030 Sustainable Agenda	Modernizing the Grid to Accelerate a Clean & Smart Energy Future	14:00 – 15:00
6	Networking reception		14:30 – 16:00

[Click here to see the Horizon 18 participants](#)

Horizon 19 participants as June 17th 2019

Confirmed Sponsors: Mintz, Braskem, Eversource, Bloom Energy, Qlik, Bluewave Solar, Willdan, Ameresco, MassCEC (founding sponsor), Schneider Electric, Ecosystem Energy, (shortly confirming is: National Grid, German Consulate, GE, Groom Energy, Opendatasoft, Shell New Energies, Anbaric, and more...)

Confirmed Institutional Partners: Climable, Coalition of Northeast Governors, Greentown Labs, Research Triangle Cleantech, Second Nature, US Climate Alliance, Clean Energy States Alliance, Boston University ISE, NEWIEE, CABA, Clean Energy NH, Greater Boston Chamber of Commerce, LF Energy

Confirmed Speakers: Confirmed Speakers: Gina Raimondo, Governor of Rhode Island, Robert Armstrong, Director, MIT Energy Initiative, Sue Coakley, NEEP, Anne Watson, Mayor of Montpelier, Vermont, Qlik - speaker TBC, Tom Burton Mintz Levin, Kavita Ravi, Bluewave, Nick Sprague, Braskem, Asim Hussain, Bloom Energy, Second Nature, Timothy Carter, Peter Damgaard, PKA, Emily Reichert, Greentown Labs, Sebastian Henbest, BNEF, Angela Hultberg, Ingka group (formerly IKEA Group), Neil Gerber, IBM, Jacqui DeRosa, Ameresco, Evan Speer, California Department of General Services, Carolyn Ryan, Greater Boston Chamber of Commerce, Richenda Van Leeuwen, Rocky Mountain Institute, Ron Gonen, Closed Loop Partners.

Media Partners: - BloombergNEF - Navigant Research - Glarepost - Green Journal - Green Match - Renewables Now - Revolve - Antenna Group

Organization team

The European Cleantech Internationalization Initiative (EC2i) and SmartCityTech (SCT) are represented by 15 leading European clusters in the smart city and cleantech sectors with an objective of implementing a joint internationalization strategy to help European SMEs exploiting the opportunities of collaboration in the United States.

In addition to the matchmaking opportunities with US partners, the mission is also the perfect opportunity to find new business partners among the participating European companies.

SCT	SmartCityTech	www.smartcitytech.eu
Danish Sound Network	Danish Sound Network (Denmark)	www.danishsound.org
DSP Valley	Designing Smart Products Valley (Belgium)	www.dspvalley.com
GAIA	The Association of Electronic and Information Technologies in the Basque Country (Spain)	www.gaia.es
Systematic	Systematic – Paris Region Digital Ecosystem (France)	www.systematic-paris-region.org
AMEC	The Association of the internationalized industrial companies (Spain)	www.amec.es
Brains Business	BrainsBusiness – ICT North Denmark (Denmark)	www.brainsbusiness.dk
BICNET	The Bavarian Cluster for Information & Communications Technology (Germany)	www.bicc-net.de
House of Energy	House of Energy – The Danish Energy Cluster (Denmark)	www.house-of-energy.dk
Cluster SCC	The Technologies for Smart Cities & Communities – Lombardy Cluster (Italy)	www.clusterscclombardia.it
TICE	The National Portuguese ICT Cluster (Portugal)	www.tice.pt

EC2i	European Cleantech Internationalization Initiative	www.ec2i.eu
SB Hub	Sustainable Business Hub (Sweden)	www.sbhub.se
TWEED	Technology of Wallonia Energy, Environment and Sustainable Development (Belgium)	www.clusters.wallonie.be/tweed
CLEAN	CLEAN – Denmark’s Cleantech Cluster (Denmark)	www.cleancluster.dk
Tenerrdis	Tenerrdis – Cluster for energy transition (France)	www.tenerrdis.fr
GTC	Green Tech Cluster – Innovative energy and environmental technologies (Austria)	www.greentech.at

Our US partners	
<p>Bridge Innovation Partners</p> 	<p>Bridge Innovation Partners (BIP) is a strategic corporate development firm that sponsors and promotes growth companies through the stages of commercialization and internationalization in the United States to access new markets, support product development and secure capital investment.</p>
<p>NYC mayor's office of the CTO</p> 	<p>The following departments of the New York City Mayor's Office are interested in hearing more about European cleantech and smartcity companies for their public tenders: Department of Buildings, Mayor's Office of Sustainability, Environmental Protection, Health and Mental Quality, Department of Sanitation, Metropolitan Transportation Authority (MTA).</p>
<p>NYSERDA</p> 	<p>NYSERDA has \$280 million available for energy storage projects to assist the state in combatting climate change and support Governor Cuomo's nation-leading energy storage target of 3,000 MW by 2030 to put New York on the path to carbon neutrality, under the Governor's Green New Deal.</p>
<p>NECEC</p> 	<p>Northeast Clean Energy Council (NECEC) is a clean energy hub in the Northeast region of the United States. NECEC helps clean energy companies start, scale, succeed, and bring together business leaders and key stakeholders to engage in influential policy discussion and business initiatives while building connections that propel the clean energy industry forward.</p>
<p>World Climate Limited</p> 	<p>World Climate Ltd (WCL) develops and facilitates large scale collaborations and transactions between businesses, governments, and investors for local, national, and global solutions in the areas of climate changes and sustainability.</p>
<p>Hodgson Russ</p> 	<p>Hodgson Russ counsels clients on every aspect of the policy and legal issues facing renewable energy projects through regulatory approvals, financing, construction and successful operations thanks to their large network and knowledge about the US cleantech market opportunities at the private and public levels.</p>
<p>ENRICH</p> 	<p>The European Network of Research and Innovation Centres and Hubs (ENRICH) offers services to connect and support European research, technology and business organisations into the US market through tailor-made, research and innovation internationalisation support services.</p>



Horizon 19 Conference

Dates	18 – 20 September, 2019
Location	Boston
Description	<p>Horizon 19 is a global event-driven platform that harnesses the international movement towards a clean economy. Horizon will bring together 2000+ global leaders from business, finance, cities, states and countries:</p> <ul style="list-style-type: none"> • Customers: high-level representatives from governments, state and cities seeking clean solutions providers, business executives and project developers from large corporations looking for new technology and B2B partnerships. • Solution providers: a large number of CEOs from Fortune 500 companies, SMEs, startups, technology and service providers, integrators, and consultants, clusters and industry associations. • Investors: C-level executives from commercial banks, pension funds, multilateral development banks, insurance companies, asset managers, institutional investors, philanthropists and angel investors. <p>The event will focus on critical themes such as planning for more clean energy, developing resource-efficient supply chains, creating smart and sustainable cities, and implementing new infrastructure and transport opportunities. This will be done by exploring disruptive technologies, financial innovations, and business models, and by matching customers, solution providers and projects across key areas of the clean economy, such as energy, industry, transport, cities, water and waste.</p> <p>Themes:</p> <ul style="list-style-type: none"> - Plenary sessions: keynotes, panel discussions, presentations - Breakout sessions: Project and solution-oriented discussions, dialogue between costumers, solution providers and investors - Workshops: case studies, executive dialogues, lunch roundtables, best practice sessions, presentations of reports and publications - Pitch arena: 15 minutes pitches on customers needs, innovations, technologies, projects, initiatives, business models, financing models, project challenges, market gaps, etc. - Matchmaking: private meetings, negotiations sessions, agreements signings, investor meetings, shark tanks and Dragons Den sessions etc. - Showcasing: showcasing, products launches, receptions - Social Events: networking reception, contest, award ceremonies, conferences, etc.