

New York City & Boston

INVITATION

to the EC2i and SCT
Matchmaking Mission
to the United States

September 16-20, 2019

**SMART
CITY
TECH**



Programme

September 16-20, 2019

MONDAY NEW YORK CITY

SME Matchmaking
& B2B Meetings.
Cocktail Reception.

TUESDAY NEW YORK CITY

City Challenges Day
& Public Tenders.

WEDNESDAY NYC > BOSTON

Travel Day &
Horizon 19 Evening
Reception Event.

THURSDAY BOSTON

Horizon 19:
Joint European
Pitching Session
& B2B Meetings.

FRIDAY BOSTON

Horizon 19:
Joint European
Pitching Session
& B2B Meetings.

What is the EC2i & SCT Internationalisation Project?

Our aim is to identify opportunities for European SMEs in the United States within cleantech and smart city.

EC2i - European Cleantech Internationalisation Initiative - is a network of 5 European clusters in the cleantech sector.

SCT - SmartCityTech - is a network of 10 European clusters in the smart city sector. The mission is part of SmartCityTech's ECST Go Global project.

Both networks aim at increasing the competitiveness of European cleantech and smartcity SMEs and supporting them in expanding their businesses in the United States.

Both networks are funded by the European Union COSME program - the program for the competitiveness of enterprises and SMEs.



Why participate?

By participating in this mission you will be able to develop your business in the United States by meeting relevant American partners and business stakeholders through B2B meetings, presentation of public tenders, and conference pitching.

You will be part of a large European smartcity and cleantech delegation attending tailor-made events in New York City and Boston.

Your company will be introduced to stakeholders in smartcity and cleantech projects in New York City as well as in the New York cities of Albany, Rochester, Syracuse, and Buffalo.

The last two days you will be exposed to hundreds of potential business partners at the Horizon 19 conference in Boston, where the mission will have a common pitching area.

In addition, you will have the opportunity to make business connections within the 40 European companies participating in the mission.

The background of the left side of the image is a photograph of the Statue of Liberty in New York City, taken from a low angle looking up at the statue against a clear blue sky. The statue is green and holds a torch in its right hand and a tablet in its left.

DAY 1

Welcome and
SMEs Matchmaking Day

Monday
September 16th
New York City

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|-------------|---|
| 08:30-09:30 | Shuttle bus from hotel to meeting venue.
(Swedish-American Chamber of Commerce). |
| 09:30-09:45 | Presentation be Swedish-American Chamber of Commerce.
By TBA. |
| 09:45-10:00 | Welcome and presentation of the programme session.
By Frederik Thure (EC2I) & Mark de Colvenaer (SCT). |
| 10:00-10:30 | Company pitching: Presentation of European SMEs. |
| 10:30-10:45 | Coffee break. |
| 10:45-12:00 | B2B meetings. |
| 12:00-13:00 | Networking lunch (hosted). |
| 13:00-17:00 | B2B meetings.
(Parallel space for SMEs that are not in B2B). |
| 17:00-19:00 | Cocktail reception (hosted).
(Swedish Consulate: 1 Dag Hammarskjöld Plaza, 885 2nd Ave). |
| 19:00-22:00 | Networking dinner (hosted).
Location TBA. |



DAY 2

City Challenges Day
and Public Tenders

Tuesday
September 17th
New York City

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|-------------|--|
| 08:30-09:30 | Shuttle bus from hotel to meeting venue.
Venue TBA. |
| 09:30-09:45 | Presentation on New York state transition plan and new opportunities.
By NYSERDA. |
| 09:45-10:15 | Public procurement talk.
By Dan Spitzer, Hodgson Russ. |
| 10:15-11:00 | Panel with cities across New York state. |
| 11:00-11:15 | Coffee break. |
| 11:15-12:30 | Parallel workshop with cities.
Parallel B2B meetings. |
| 12:30-13:30 | Networking lunch (hosted). |
| 13:30-17:00 | Parallel workshops with cities.
Parallel B2B meetings. |
| 17:00 | Free night and dinner (no host) in New York City. |



DAY 3

Travel Day and
Reception Event

Wednesday
September 18th
NYC > Boston

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|-------------|--|
| 09:00-14:00 | Travel to Boston.
Itinerary TBA. |
| 14:00-18:00 | Free time. |
| 18:00-20:00 | Horizon 19 reception and networking event. |
| 20:00-22:30 | Dinner (hosted). |



DAY 4

Matchmaking and
Horizon 19

Thursday
September 19th
Boston

08:30-09:00 Shuttle bus from hotel to conference venue.
(Boston Convention and Exhibition Center).

09:00-18:00 European Pitching Session at Horizon 19:
Matchmaking and B2B meetings.

- Plenary sessions: keynotes, panel discussions, presentations.
- Breakout sessions: Project and solution-oriented discussions, dialogue between customers, 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 and financing models, project challenges, market gaps, etc.
- Matchmaking: private meetings, negotiations sessions, agreements signings, investor meetings, shark tanks and Dragons Den sessions, ect.
- Showcasing: showcasing, products launches, receptions.
- Social Events: networking receptions, contests, award, etc.
- Key areas: energy, industry, cities, mobility, water, and waste.

12:30-13:30 Networking lunch (hosted).

18:00-18:30 Transport from venue to hotel.

18.30-21:00 Dinner (hosted).



DAY 5

Matchmaking and
Horizon 19

Friday
September 20th
Boston

08:30-09:00 Shuttle bus from hotel to conference venue.
(Boston Convention and Exhibition Center).

09:00-14:30 European Pitching Session at Horizon 19:
Matchmaking and B2B meetings.

- Plenary sessions: keynotes, panel discussions, presentations.
- Breakout sessions: Project and solution-oriented discussions, dialogue between customers, 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 and financing models, project challenges, market gaps, etc.
- Matchmaking: private meetings, negotiations sessions, agreements signings, investor meetings, shark tanks and Dragons Den sessions, ect.
- Showcasing: showcasing, products launches, receptions.
- Social Events: networking reception, contests, awards, etc.
- Key areas: energy, industry, cities, mobility, water, and waste.

12:30-13:30 Networking lunch (hosted)

14:30-18:00 Free time.

18:00-18:30 Transport from venue to airport.

Horizon 19

Horizon 19 is a global event-driven platform that harnesses the international movement towards a clean economy. Horizon 19 will bring together 2000+ global leaders from business, finance, cities, states and countries.

The event will focus on critical themes such as planning for cleaner 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.

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.



Our US Business Partners



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)



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 change and sustainability. WCL's focus on producing private-public partnerships, deal flows, strategies and investments transform sustainable vision into reality for businesses, institutions, governments, and philanthropists.



The International Business Innovation Association (InBIA) is a global nonprofit organization that has welcomed and supported entrepreneurial organizations for over 30 years. Our goal is to provide industry resources, education, events, and global programming to help our members. Our mission is to help communities enable their entrepreneurs to transform their dreams into innovative businesses that make global prosperity a reality.



The New York State Energy Research and Development Authority (NYSERDA), promotes energy efficiency and the use of renewable energy sources. These efforts are key to developing a less polluting and more reliable and affordable energy system for all New Yorkers. Collectively, NYSERDA's efforts aim to reduce greenhouse gas emissions, accelerate economic growth, and reduce customer energy bills.



Bridge Innovation Partners (BIP) is a management consulting firm that promotes growth through all phases of your business, focused on pivotal transitions, from new products and services to exit planning and execution. Our background in business leadership, anchored by a sound understanding of finance and business development through the 'entrepreneurship lens', allows us to relate well with our clients.



NECEC helps clean energy companies start, scale and succeed with our unique business, innovation and policy leadership. We bring engage in influential policy discussions and business initiatives while building connections that propel the clean energy industry forward. Our results-oriented team turns a clear vision into reality and effectively influence policy to build a world-class clean energy hub in the Northeast.

Participation capacity

The allocation of places is assigned following the "first come first served" principle with a limitation of 40 participants

Want to know more?

Contact DSP Valley if you are interested in participating in the mission or if you want to subscribe to the mailing list for updates every two weeks.

Contact person:
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+32 476 46 08 59

Price

2000 EUR / person
flight and accommodation not included



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