



# Meet the Buyer event

22 October 2020

Digital Event



6Aika

Leverage from  
the EU  
2014-2020



SMART OTANIEMI



**Partners:** City of Espoo, The Six City Strategy, Smart Otaniemi innovation ecosystem, VTT Technical Research Centre of Finland Ltd., Aalto University Startup Center and Kirahub

*Espoo is the second-largest city in Finland with 280.000 residents and a part of the Helsinki Metropolitan Area. Espoo aims to be Europe's most sustainable city and carbon-neutral in the 2020s. Clean technology solutions will be developed and implemented with partners to support sustainable growth. Together with businesses, the city is at the forefront of smart urban development, climate work and the circular economy.*

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.

Interreg  
North Sea Region  
SCALE-UP

European Regional Development Fund



EUROPEAN UNION



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*Kera is the most extensive zoning project currently running in Espoo. The Kera area will undergo major changes in the 2020s. The industrial and warehouse area will be transformed to an urban and smart district with at least 14,000 residents and 10,000 jobs. There are already large corporate headquarters in Kera and the new change is beginning with the revival of silent and crumbling industrial halls for temporary use. Kera will be built into a pearl of sustainable urban development and an international reference point where the city, together with its partners, will create new clean and intelligent solutions that make life easier for residents.*

*The modern Kera, which will be built in the coming years, will provide a significant pilot ground for new smart city solutions, which will also pave the way for larger international projects. Espoo's role as a UN model city for sustainable development contributes to this. The City of Espoo's objectives of permanently becoming the most sustainable city in Europe and achieve carbon-neutrality during the 2020s will be taken into account in Kera's development. Smart solutions and permanent value will be created through the cooperation launched with the City's partner network.*

*The goal for Kera is to become an international example of circular economy based on a digital platform. The aim is to create a pleasant, safe and clean district based on co-creation and circular economy. This will include testing and introducing new digital solutions and applications. Kera will feature, for example, new energy solutions, modes of transport and urban food production as part of a vibrant urban environment. The existing railway traffic and the ongoing development of 5G technology in the area make it possible to implement cutting-edge IoT and mobility solutions already in the construction phase. New buildings will be constructed while the repurposing and temporary use of the existing ones will be enhanced.*

*Find more information [here](#).*



## What are they looking for?

The energy sector is at a turning point. The transition to low-emission energy production methods and new smart technologies is shaping the operating environment. At the same time, energy production is being dispersed even to the property or flat level – anyone can become a producer and distributor of energy. This upheaval is further being increased by the opportunities presented by digitalisation and the electrification of transport.

**An energy ecosystem has been outlined for the Kera district in Espoo to respond to the challenges of the future. The objective is for energy production, distribution and management to take place in a multifaceted manner as a whole, serving the citizens in Kera.** In practice, the new ecosystem could mean, among other things, regional and city block-specific energy production, a smart grid, smart buildings, household demand response, energy storage and energy communities.

**The goal of future energy services is for solutions to be easy and cost-effective for the citizens and, at the same time, low in emissions, supporting the regional carbon neutrality target.** The development of Kera's new energy services and solutions is an example of cooperation that breaks organisational boundaries and is based on a new kind of voluntary multi-operator model, an energy ecosystem.

**City of Espoo together with The Six City Strategy and in collaboration with Smart Otaniemi innovation ecosystem, VTT Technical Research Centre of Finland Ltd., Aalto University Startup center and Kirahub are looking for solutions for the following topics related to the development of the Kera area and especially to area's energy services:**

1. **Energy communities:** Service design and concept
2. **2-way low-heat network** - How to get the properties to produce and supply energy to the grid and exploit the investment potential?
3. **Electricity and heat energy stores** - How to implement?
4. **Producing electricity in the area** - How to create cost-effective model?

## Partner profiles



Espoo is the second-largest city in Finland with 280.000 residents and a part of the Helsinki Metropolitan Area. Espoo is one of the most sustainable cities in Europe and our goal is sustainable future. We are cooperating with a wide range of partners to find new energy solutions. In Espoo, heating accounts for nearly a half of aerial emissions. Together with Fortum, we have undertaken to make the City of Espoo's district heating carbon-neutral by 2030. Cooperation has increased the use of renewable energy and waste heat in the generation of district heating from zero to 30 percent in just a few years. The work to develop smart and sustainable energy solution goes on.

<https://www.espoo.fi/en-US>



**6Aika**

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6Aika is a strategy for sustainable urban development. It is a joint strategy of the six largest cities in Finland: Helsinki, Espoo, Vantaa, Tampere, Turku and Oulu. Together, we tackle the challenges of

urbanisation and evolve towards ever smarter and inherently human-centric cities.

<https://6aika.fi/en/frontpage/>

**SMART OTANIEMI** Smart Otaniemi is an innovation ecosystem that connects experts, organizations, technologies and pilot projects. The target of Smart Otaniemi initiative is to plan and implement a new type of smart energy piloting area and ecosystem - a living lab with real customers involved. Pilots from different domains (smart energy, buildings, transport, communication) will be combined in the area which enables finding synergies and maximizing benefits from cross-cutting value chains. Smart Otaniemi serves as a showroom and pilot platform for new smart energy solutions. In addition it serves both experimental research activities as well as close-to-market proofing of concepts and products. The ecosystem is coordinated by VTT Technical Research Centre of Finland.

<https://smartotaniemi.fi/>



VTT is a visionary research, development and innovation partner. We drive sustainable growth and tackle the biggest global challenges of our time and turn them into growth opportunities. We go beyond the obvious to help the society and companies to grow through technological innovations. We have over 75 years of experience of top-level research and science-based results. VTT is at the sweet spot where innovation and business come together.

VTT – beyond the obvious.

<https://www.vttresearch.com/en>



Aalto Startup Center is a hybrid accelerator, we offer both incubation services and accelerating program. We run a Business Generator program for startups in Espoo, Finland. We offer our services to startups at the beginning of their journey.

From its networks the accelerator can facilitate and utilize ideas, research, contacts, know-how and funding. At the same time it replenishes its networks with ideas and know-how of its own. At the heart of this cycle is enabling the accelerator companies to grow, develop, sell their products, and thus create jobs, tax revenues and ultimately economic growth on a national level.

<https://startupcenter.aalto.fi/>



**KIRAHub**

KiraHub is a non-profit association boosting sustainable digitalisation of the built environment in Finland.

<https://kirahub.org/en/home/>



## How can you apply?

If you are interested in this opportunity, please contact **Giuliana Unger** by sending an email to **[g.unger@cleantechdelta.nl](mailto:g.unger@cleantechdelta.nl)** and briefly indicate the interest of your company in the Buyer's case. You can also contact your regional SCALE-UP partner.

The deadline to apply is Friday, November 20, 2020.

Clean Tech Delta is organizing an event around the future of the build environment where the TU Delft and The Green Village will be presenting their challenge in a wider context. During the event, you will have the opportunity to ask your questions.

Sign up and find more information on the event itself [here](#).



## 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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