



# Meet the Buyer event

11<sup>th</sup> February 2020

Residence de France, 11 Kensington Palace Gardens, Kensington,  
London, W8 4QP (United Kingdom)



Schneider Electric is looking for new solutions in Smart Grid, Data analytics on commercial and residential buildings, Energy distribution and E-mobility.

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.

## Event time schedule (preliminary)

15:00	Registration & Welcome
15:10	Innovation needs, Katie Mills, Head of Innovation UK & Ireland, Schneider Electric
15:20	Q & A and Discussion
15:30	1-1 Meetings Between Solutions Providers and corporates.
17:00	Corporates and Innovators Networking

**Interreg**  
North Sea Region  
SCALE-UP

European Regional Development Fund



EUROPEAN UNION



# Buyer profile

## What is their business?

Schneider Electric provides energy and automation digital solutions for efficiency and sustainability. They combine world-leading energy technologies, real-time automation, software and services into integrated solutions for homes, buildings, data centres, infrastructure and industries. They make process and energy safe and reliable, efficient and sustainable, open and connected.

With over 180 years of history and innovation, today Schneider Electric's heritage empowers them to innovate at every level.

See more at <https://www.se.com/uk/en/>

## What are they looking for?

Schneider Electric manages energy from plant to plugs and is therefore, looking for a wide range of innovations to improve their energy efficiency services:

- Smart Grid solutions including micro-grids solutions
- Data analytics to track and improve the use of energy, with a focus on commercial and residential buildings
- Increased visibility over energy distribution to improve efficiency
- E-mobility

## How can you apply?

If you are interested in this opportunity, please apply through [this link](#) before **Friday 10<sup>th</sup> January 2020** and briefly indicate the interest of your company in the Buyer's case. For more information, you can contact Sylvie Russell at [sylvie.russell@cambridgecleantech.org.uk](mailto:sylvie.russell@cambridgecleantech.org.uk)

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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