

Industrie 2030 – Matchmaking

Der Zukunftsdialog für Entscheider aus Wissenschaft und Wirtschaft



Cleantech-Startups@FrankfurtRheinMain

24. April 2017

18:30 – 21:30 Uhr

TechQuartier, Platz der Einheit 2, 60327 Frankfurt am Main ([Anfahrt](#))

Start where the business is! Das Industrie-Gründersystem in FrankfurtRheinMain

Die Provadis Hochschule veranstaltet das Matchmaking-Event „Cleantech – Startups treffen Industrievertreter“.
Lernen Sie jetzt auf unserer [Webplattform](#) bereits die 20 aktuellen Start-ups kennen, die durch das Climate-KIC Accelerator-Programm Deutschland (Standorte Berlin, Frankfurt und München) gefördert werden. Wir versprechen Ihnen viele innovative Ideen!

Kommen Sie dann am 24. April 2017 mit den Start-ups auf unserer Veranstaltung Industrie2030-Matchmaking in den Austausch. Profitieren Sie von den neuartigen Geschäftsmodellen – entweder als potenzieller Abnehmer, als technischer Experte oder als Enabler.

18:30 Begrüßung

Prof. Dr. Hannes Utikal, Leiter des Zentrums für Industrie und Nachhaltigkeit, Provadis Hochschule, Frankfurt am Main
Dr. Thomas Funke, Co-Direktor, TechQuartier, Frankfurt am Main

18:45 Bedarfsgerechtes Gründen: Eine Chance für den Industriestandort Deutschland

Prof. Dr. Wolfgang Rams, Provadis Hochschule, Frankfurt am Main

19:00 Matchmaking

Start-ups treffen auf Industrievertreter – Informationen über die Start-ups finden Sie unter matchmaking-startups.industrie2030.de
– Fingerfood & Drinks –

20:15 Wrap up und lessons learned

20:30 Get started ... One hour disco

21:30 „Kommen Sie gut nach Hause!“

Moderation: Bernd Winters

Veranstalter



Partner



Provadis School of International Management and Technology AG

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aponix vertical barrel – lego-like 3D growing component for urban micro farming.

Description



A conventionally equipped greenhouse can only be run in a profitable way if it has a cultivation area above 2000sqm. You will not find this much space in urban areas. Cultivation areas there will be any shape and location between 50sqm and 1000sqm and spread across the cities. The aponix vertical barrel is the ideal component to set up these new production facilities – urban micro farms.



aponix.eu

Business Model



The aponix vertical barrel parts are the main product of aponix. It is already a working product sold in small quantities worldwide. Aponix manufactures and sells the parts in Germany. For an international rollout we are looking for retailers and manufacturing licensees.

Category

Circular economy
Facilities
Food
Urban micro farming equipment

Target



Increase sales from Germany. Find licensees and partners to build working sales channels in foreign markets. Show the product at major tradeshows. Extend the DE patent and PCT announcement to EU, USA, BRICS etc. to protect future licensees.

Contact



Marco Tidona
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Notes

Climate friendly advertising that doubles your impact, and makes cycling profitable for bike riders

Description



bikuh connects the advertising industry with bicycle riders. Anyone owning a bike can place an advertisement on the front wheel and in return gets paid up to 20 cents for each ridden kilometre. Advertisers profit from mobile advertisements that are ridden directly by their target group. Through an app, bikuh tracks each ride providing data of the campaign exposure which is new to outdoor advertising.



bikuh - pedal for payback

Business Model



With bikuh we created a multi-sided business model that has a triple win effect. The advertiser, the bike rider and the environment benefit. We do not only offer a new way of outdoor advertising, we also create more advertising space. Allowing more targeted exposure and better prices. Bike riders on the other hand are incentivized to ride, as they get paid per ridden kilometer. Thus saving CO₂ emissions that would otherwise be produced through other transportation means.

Category

Mobility
Health services

Target



In 2017 we will launch our own app (in May in Android and iOS app stores) and establish bikuh in Frankfurt am Main. Partnerships in several major cities are being established such as Berlin, Hamburg in Munich in order to introduce bikuh in all these cities, latest by end of 2018.

Contact



Angela Gonzalez Pedrero
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Notes

Blue Inductive offers wireless charging systems for mobile robots and electric cars.

Description



Blue Inductive offers a new generation of wireless charging systems with high power and exceptional efficiency (up to 95% from grid to battery proven!).



Blue Inductive

Business Model



We develop and sell wireless charging systems for industrial applications (mobile robots, AGVs, forklifts, etc.). Along with our wireless chargers, we offer modern lithium battery systems (designed and produced by partner companies) and help our customers to pick the right battery technology for their application. Regarding the automotive market, we plan to cooperate with car manufacturers and OEMs in form of JDPs, licensing and sub-contracts.

Category

Energy storage solutions
Mobility
Transport & logistics
Robotics

Target



In 2017 we will finish the development process of our first product (3000 Watt wireless charging system), so we can start series production in Q1/2018. We will run several pilot field tests with key customers in 2017 to test and validate our system. Furthermore we will start the development project of our second product, a wireless charging system with even more power.

Contact



Johannes Mayer
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Notes

CAALA optimizes building designs economically & ecologically

Description



With CAALA® architects can calculate and compare in seconds millions of building variants with regards to energy demand, CO2-emissions, investment and operational costs. Our SaaS solution assists architects in optimizing building designs in the early development phases by providing life cycle assessment on design variants considering all relevant design parameters (e.g.: heating system, wall material, etc.).



CAALA

Business Model



Architects lack tools which support them in assessing the life-cycle building performance in the early design stage both from a cost and environmental perspective. As a consequence, building projects regularly exceed cost estimations and do not reach their potential environmental impact. Our goal is to supply architects with the tool needed to achieve energy and CO2-emission savings on a large scale. We sell our software as SaaS and charge a yearly fee for access to our servers.

Category

Energy efficiency
Circular economy
Digitalization

Target



Our main goals in 2017 are: launching our Software into the market, doing additional pilot projects, acquiring first paying customers and securing additional funding.

Contact



Sebastian Dominguez
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Notes

ChargeX – The smart power strip for electric cars

Description



ChargeX - we develop a power strip to connect multiple electric cars to a single charging station. We hereby solve the problem of fully charged cars blocking a charging station. Our product allows a mostly automated plug-in process creating multiple charge points at low costs from a single charging station.



ChargeX

Business Model



Since we are developing a hardware product, our main focus is to sell our power strip to EV owners and infrastructure providers, such as car park operators. The value we create for users of electric cars is a high availability of charging stations wherever they arrive. For infrastructure providers, we increase the utilization of individual charging stations, therefore reducing the overall costs of providing sufficient charging infrastructure in the future.

Category

Mobility

Target



Our main milestone for 2017 is to finalize our first prototype. Later in 2017 we will test our power strip with different types of electric cars and charging stations. Our plan from the business point of view is to get into the EXIST program, found our company and have the partners to start pre-production.

Contact



Michael Masnitza
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Notes

CleanSquare
Robotics - fully
autonomous
outdoor cleaning.

Description



CleanSquare develops autonomous street sweeping vehicles that automatically clean industrial areas, business parks and other traffic free environments. We collaborate with vehicle producers, facility management firms and municipal service providers. Our technology kit can be used on new or used street sweeping vehicles.

CleanSquare
Robotics

CleanSquare Robotics

Business Model



Street sweeping and street cleaning is expensive, error prone and highly repetitive. CleanSquare sells a technology kit that enables street cleaning vehicles to autonomously perform cleaning operations in outdoor environments. This leads to perfectly maintained outdoor environments, reduced number of accidents and better cleaning efficiency.

Category

Circular economy
Facilities

Target



CleanSquare plans to demonstrate autonomous street sweeping in summer 2017 and seeks collaborations with vehicle producers, facility management firms and municipal service providers to enable cleaner and perfectly maintained outdoor environments.

Contact



Julian Nordt
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Notes

The future of clean Boating

Description



DAVY creates clean powertrains for boats based on hydrogen fuel cells and Li-Ion batteries. With cheap and powerful automotive components DAVY powertrains offer better performance, with unmatched operating cost and no direct emissions. The modular architecture enables applications ranging from recreational boats to passenger vessels. By changing the way boats are powered, we contribute to decarbonisation.



DAVY

Business Model



DAVY develops, produces and supports powertrains which are sold to ship yards & boat manufacturers (B2B). Profit is generated by the margin of approx. 30 % on every unit sold and additional 40 % of service-related revenues.

Category

Energy
Energy efficiency
Energy storage solutions
Mobility
Transport & logistics
Digitalization

Target



Within the next months, we plan to accomplish the following steps:

1. Finalization of the digital prototype and the first stable version of the controller software
2. Construction of the hardware prototype
3. Testing of the prototype and demonstration to first customers and partners

Contact



Moritz Weißenborn
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Notes

Development of energy- and resource efficient agricultural production systems.

Description



The Food & Energy Campus aims to interconnect different branches of agriculture in order to produce high quality food for the region in a resource efficient manner. We question conventional concepts of agriculture and develop new methods and technologies to ameliorate the production system. Companies with expertise in different fields of agriculture combine their knowledge for a sustainable food production.



Food & Energy Campus
Groß-Gerau GmbH & Co.KG

Business Model



The Food & Energy Campus Groß-Gerau will work on different business models: 1. Food and energy production, selling the food locally, 2. Offering seminars and trainings regarding the implemented technologies and methods for sustainable food and renewable energy production, 3. Selling consultancy and project development services for other F&E locations, 4. Selling technical products (greenhouse technologies, growing system technologies and energy related technologies), and 5. Rolling out the farm concept in the frame of a Franchise-Organization.

Category

Energy
Energy efficiency
Food

Target



In 2017 the company plans to develop a new prototype of Sunlight Greenhouses. The first four greenhouses will be build on the campus to establish marketing for high quality, lokal food products. A concept for investors based on different business plans shall be established.

Contact



Stefan Ruckelshaußen
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Notes

Gelatex Technologies produces gelatin-based leather-like eco-textile Gelatex that is cheaper and greener than real leather.

Description



Gelatex Technologies produces gelatin-based textile. The team started to work on the idea in spring 2016 with the aim of making the textile industry more sustainable. The idea of using gelatin for the production of leatherlike textile grew out of the university research. We won Climate Launchpad competition and the company Gelatex Technologies was founded after that in November 2016 by two co-founders.



Gelatex Technologies

Business Model



There is about 2 billion m2 of leather produced annually worldwide. The majority of it is chrome-tanned causing serious pollution, health problems and allergies. All eco-friendly alternatives are too expensive, hard to produce in big quantities or the material only looks but does not feel like leather. Gelatin is made of waste of meat industries (bones, skin) in gelatin factories. We supply it and use it to produce leatherlike textile Gelatex. The material is organic, it feels like leather, it is cheaper and greener than leather and can be easily produced in big quantities.

Category

Circular economy
Sewing industry

Target



We plan to have the first ready-to-sew samples of the material by autumn 2017. This would enable us to get the first customers and pre-orders for the production. By the end of the year we wish to disclose funding of 100 000 Euro for further development and hiring new team members.

Contact



Mari-Ann Meigo
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Notes

A novel approach in fighting air pollution

Description



More than 130 European cities do not uphold air pollution limits. Fixing this problem requires a vast amount of air quality data, which traditional solutions cannot yield. Hawa Dawa developed a new bottom-up air quality monitoring technique that provides remote, real-time & in-situ air quality data anywhere & anytime.



Hawa Dawa

Business Model



European cities invested 240 million EUR in outdated technologies to acquire air quality data in the last 2 years alone. On the other side, mediocre air quality apps were downloaded 12 million times by consumers. To fulfill the need for accurate information we provide air quality APIs and data packages to cities & municipalities & a subscription-based app for individuals.

Category

Climate/Environmental monitoring
Mobility
Medical technology/devices
Health services
Digitalization

Target



- Successful launch of first B2G project in Munich (status: contractual negotiations)
- Generate Munich wide air pollution heat map
- Start App development
- Refine Hardware UX
- Launch funding round to be concluded by Oct. 2017

Contact



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Notes

Infinite Fingers offers Cloud-based Monitoring and Control Solutions for Renewable Energy Off-Grid Power Systems

Description



We help off-grid operators to keep systems up & running for their entire lifespan by offering a platform which can integrate technology from any manufacturer. By streamlining data analysis and visualization into a single platform, we enable detailed understanding of the whole system as well as remote management and configuration.



Infinite Fingers GmbH

Business Model



- 1 time payment for controller + Monthly fee to get access to advanced multi-layer cloud-based service for fleet management (PaaS = Platform as a Service)
- Obtaining income directly from end users through service fees related to the operation of installations in partnership with main operator (OaaS = operation as a service)

Category

Energy
Energy storage solutions
Digitalization

Target



Development of advanced features of Front End and Back end of our Solution
Find Business partners, technology partners, commercial collaboration

Contact



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Notes

Revolutionizing
the way people
enjoy drinking
pure water

Description



JOYCE is the world's first scent-based retronasal drinking system which makes it possible to drink pure water – free from sugar, additives or calories – while enjoying a delicious taste. By tricking the brain into thinking that pure water tastes like lemon or a wide variety of other flavors we provide a healthy, delicious, convenient and environmental friendly product that even saves our customers money.



JOYCE

Business Model



We will generate two separate streams of income. One results out of selling the drinking system itself, the other one from continuously selling the aroma pods which last for about 20l of water. By selling the drinking system itself for the lowest price possible we aim to establish a "razor razorblade" business model and make our profit from selling the aroma pods. The main distribution channels will be our own online shop, amazon Launchpad and distribution partners such as "Globetrotter" or "Sport Scheck".

Category

Beverages
Health

Target



Our drinking system is already protected by two utility patents and a trademark for the name JOYCE. We are currently working on a more extensive IP protection and plan to issue a EU patent as well as a EU wide trademark in the next 3 months. To achieve entering the market around May 2018 we are seeking funds of 250k Euro in order to start production in reasonable quantities.

Contact



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Notes

Nano-Join provides the best forward-thinking interconnection material for electronic industry on the market.

Description



Nano-Join sinter materials enhance the performance of nearly every electronic device! Nano-Join is a Berlin based technology start up, which has a patent pending for EU and US markets. Especially in these countries we see our technology in the areas of renewable energies and e-mobility as a sought after technology!



Nano-Join GmbH

Business Model



Nano-Join GmbH produces and sells patent-pending silver sinter pastes which are mainly used as an interconnection material for high performance electronics. We sell our product directly to manufacturers in these areas.

Category

Energy efficiency
Chemistry
Manufacturing

Target



We want to deepen contact and cooperations to our industry partners and even sell our product in higher ranges. In addition we want to close seed investment. Furthermore there will be installed a quality management system for our product and we want to develop new sinterpastes to broaden our product portfolio.

Contact



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Notes

We produce e-powered bicycle trailers for last mile logistics

Description



NÜWIEL is a startup from Hamburg. Our aim is to change cities by providing clean mobility solutions. Our e-powered bicycle trailer can be used with any bicycle, cargobike or electric bike. It carries its own weight and empowers a rider to move freely. NÜWIEL's patent pending technology makes the trailer intelligent. It knows exactly when to accelerate, decelerate and brake.



NÜWIEL

NÜWIEL GmbH

Business Model



Over 12.000 packages are delivered only by UPS Post every minute. The more we order online, the more delivery vans will be on the roads. This will aggravate traffic congestion and increase air pollution. NÜWIEL's e-powered bicycle trailer is a sustainable and efficient transportation solution for last mile logistics. According to a research study, delivery by bike is 50% faster than by van in densely populated cities and saves up to 85% on fuel costs. NÜWIEL plans direct sales of the trailers in Q3. 2017.

Category

Mobility
Transport & logistics

Target



Currently we are testing trailers with 4 pilot customers from Hamburg and Berlin (among them UPS Post and Messenger). Certification of the trailer will follow in May-June. Pre-orders and series production are planned for Q3-Q4. 2017.

NÜWIEL is looking for investment opportunities to start series production.

Contact



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Notes

prosumergy makes solar power available for tenants in apartment buildings

Description



prosumergy acts both as a PV project developer and a green electricity provider (one-stop shop): we identify suitable operating sites, put up and run PV systems adjusted to local needs, and sell solar power directly to tenants. In other words, we plan PV systems optimised for on-site consumption on apartment buildings, have them installed by professional solar technicians, take care of operation and maintenance, and sell electricity directly on-site.



prosumergy

Business Model



For each project we employ a two-fold revenue model: on the one hand prosumergy receives a service fee for project development as a percentage of the total net investment from the respective investor. On the other hand, like other energy providers we receive monthly instalments from our end customers (tenants) whom we sell electricity to (via SEPA direct debit scheme). Additionally, we receive feed-in compensation from grid operators for surplus energy on a monthly basis.

Category

Energy

Target



First of all, we want to have more projects under contract. We see many opportunities to broaden the focus of our business model in terms of integrated energies: for example, the combination of PV with other energy sources, such as combined heat and power units, the marketing of excess energy within the surrounding neighbourhood, the integration of electric vehicles or the implementation of energy efficiency measure.

Contact



Lena Cielejewski
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Notes

Recovering the untapped energy potentials in water pipe systems

Description



pydro was founded in August 2016 at the Hamburg University of Technology in Germany. The company's mission is to develop a pressure regulating micro turbine to exploit the untapped energy potentials in water distribution networks in water supply and industries.



pydro

Business Model



Pressure reducing valves are installed in water pipe networks all over the world. Their only purpose is to reduce water pressure in the pipes. Our turbine functions as a pressure reducing valve but instead of „destroying“ the energy, it converts it into electricity. The turbine has adjustable blades with which it can control the pressure reduction and adapt to varying flow and pressure levels. The turbine is sold to water suppliers, industry parks and waterintensive industries.

Category

Renewable Energy
Energy Efficiency
Clean Tech
Water Tech
Internet of Things

Target



1. pilot partners in water supply and industries such as chemicals, food & beverages, pulp & paper etc.
2. A seed investment to reach market entry
3. Strategic partners for sales, R&D and production

Contact



Felix Müller
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Notes

Reusable Laundry Detergent System

Description



ReLaDe changes the concept of how laundry is done. It is the basis for the first reusable laundry detergent system in the world which is also environmentally friendly. Our novel solution chemically binds specific enzymes onto magnetic nanoparticles. The resulting enzymatic cleansing particles with magnetic functionality can be easily removed from wastewater via magnetic force, and reused in subsequent wash cycles for a defined period of time.



ReLaDe

Business Model



ReLaDe plans to cooperate with worldwide home appliance manufacturers and license out our technology to be incorporated in their products. The implementation of this solution will give a significant added value to their products in a highly competitive and large market. Moreover, eco-friendly products are extremely well marketable. The resulting all-in-one product (Washing machine and integrated reusable detergent system) enables to meet client demand for user comfort and build up a business model with valuable client loyalty.

Category

Energy
Circular economy
Chemistry
Clean-tech
Nanotechnology

Target



Ideally we would like to have found a large industry partner with whom we can cooperate the R&D on our technology and system. Including them in early development stages will greatly benefit the later commercialization of the technology. In the coming months we would also like to have built our first fully functional prototype system in order to perform full scale testing.

Contact



Andrew Surname
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Notes

We offer a Really Easy measurement system to enable integration of REnewables and energy savings.

Description



RExometer stands for Really Easy and eXtendable meter. We offer a service based on our measurement system to enable economic sensible integration of renewable energies.

RE^xometer

RExometer UG (haftungsbeschränkt) i.Gr.

Business Model



Our measurement system has been specially developed with the focus on being simple to install and mostly automatic to set-up. This allows it to be installed by virtually everyone, which results in higher flexibility of use, significant price advantage (no need to fly in specialists), increased sustainability. During the measurement, we can visualize the data in real-time and by this create additional customer benefits like pre-emptive maintenance of the energy system. Based on the data collected by our measurement system, we can then analyze and design the optimal economic renewable energy system.

Category

Energy
Energy efficiency
Digitalization

Target



Bring our product from prototype status to series-production readiness. To realize a project with an energy supplier, which would allow us to scale quickly.

Contact



Elias Dörre
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Notes

SirPlus creates solutions to massively reduce B2B food waste

Description



SirPlus massively saves and reduces B2B surplus food by matching supply and demand efficiently through our secondary market (digital marketplace) for surplus food. We bring wonky and expired food back into the circular economy (B2C & B2B).

We start in Berlin with a same-day-delivery service and a food outlet store to sell the food we save to private customers and businesses.



SirPlus

Business Model



Food businesses like retailers, logistics players and producers have to dispose vast amounts of the food they cannot sell anymore. We receive surplus food from our partners in this sector for free and sell it at discount prices through our store, delivery and online shop. Of all food provided to us, we give 20% to NGOs for free. On the digital marketplace we will charge for SaaS fees and for transactions.

Category

Transport & logistics
Circular economy
Digitalization
Food

Target



- start same-day-delivery service in Berlin
- open our food outlet store in Berlin
- start development on the digital marketplace for surplus food.

Contact



Raphael Fellmer
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Notes

ZOLAR's Online Configurator makes purchasing a solar system for residential home owners as simple as possible. Installation included.

Description



ZOLAR makes purchasing a solar system for residential home owners as simple as possible. The ZOLAR online configurator proposes an individual solar system optimized out of thousands of products. The home owner can customize the system based on their personal preference and download a fixed price offer for the system including installation.



ZOLAR GmbH

Business Model



ZOLAR revolutionizes the way people purchase a solar system. We are providing an exciting customer experience, which makes it easy and convenient to find an optimal solar system. The optimization algorithms of the ZOLAR Online Configurator allows us to automatically propose the optimum system solution. ZOLAR becomes the face to the customer by also installing and maintaining the installation. This allows us to create one-time as well recurring long-term revenue.

Category

Energy

Target



We want to show more traction in the market and further develop our online configurator. We are looking for strategic partners with access to the residential home market in order to scale our operations.

Contact



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Notes
