SCCER CREST

ENERGY Startup Day
innovative Startups | meet industry

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Zürich University of Applied Sciences
zhaw School of Management and Law
Center for Innovation & Entrepreneurship

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Commission for Technology and Innovation CTI

Energy and Cleantech Startup Day 2017
Participants List Startups

1. Energy efficient solutions

LEDCity AG

http://ledcity.ch

Represented by: Patrik Deuss, Patrik Kuster

TRL 9: actual system proven in operational environment

LEDCity automates the lighting sector to save energy. To achieve this, we are developing a 1 to 1 replacement for conventional fluorescent tubes and reduce our customers' energy consumption by 90%.

Up to 40 % of a companys energy costs is attributed to the use of lights. Therefore LEDCity offers a innovative lighting product which helps to reduce the energy comsumption of your own company/your customers drastically

LEDCity is looking for a multiplier and/or a strategic investor which can make the technology known and help to accelerate the sales.

Prime Computer AG

https://primecomputer.ch/

Represented by: Mario Tanner

TRL 9: actual system proven in operational environment

Prime Computer manufactures desktop PCs and servers in Switzerland. Our devices use less energy, are maintenance free and absolutely silent, thus saving our clients money and reducing the environmental footprint.

Companies using our devices reduce their IT energy consumption by up to 85% and benefit from zero maintenance costs (5 year warranty). Moreover, the fanless cooling system makes the devices absolutely silent, thereby increasing the wellbeing and concentration of employees in the workspace.

We aim to expand our existing client base as well as establish new networks and gather feedback from established companies.

2. Promotion of sustainability and renewable energy

myNewEnergy AG

http://myNewEnergy.ch

Represented by: Christina Marchand

TRL 9: actual system proven in operational environment

myNewEnergy is the first independent comparison platform and marketplace for consumer electricity products in Switzerland. Users can estimate their power consumption, compare different products by price and quality and place direct orders. To support customers in choosing an environmental friendly electricity product, myNewEnergy developed a grading system in collaboration with different stakeholders, including NGOs, authorities and providers of renewable electricity products.

myNewEnergy is very interested in possible collaborations with incumbents in the energy sector to support the energy transition. We can offer a profound knowledge in web- and application development based on integration of big data and good customer usability as well as energy knowhow, especially related to quality of energy products. We also have experience in creating films and other customer information tools. We are interested in helping Swiss energy utilities to reach out to their private customers and improve information and campaigns for renewable products. We would also like to extend the comparison to other energy related topics like PV-installation and e-mobility and look for partners in the development. Another topic is to integrate more regional based information in the comparison in collaboration with new partners. Our comparison can be used in a white label version on any website with a defined set of products, colours, etc. as it is on the comparis.ch website. It would also be easy to adept the comparison for an utility to show only the own products and services providing an convenient overview and order process for the customers.

myNewEnergy is looking for finance partners as well as knowhow partners for the extension of the services. We can profit from the exclusive connection of Swiss utilities to their customers, as well as their knowhow in the energy sector.

RENGOO (pre-Startup)

http://rengoo.ch

Represented by: Andrea Zulauf, Matthias Kaeser

TRL 3: experimental proof of concept

BLOCKCHAIN NETZWERK FÜR DIE SCHWEIZER ENERGIEWIRTSCHAFT

Wir entwickeln ein sicheres Netzwerk für die Schweizer Energiewirtschaft. Herstellung und Übertragungsdistanz werden visualisiert, die Endkunden (Verbraucher) können ihren Lieferanten frei wählen und gleichzeitig einen Beitrag zu einer effizienten und nachhaltigen Stromversorgung leisten.

Wir bieten eine technische Lösung für die Verrechnung und Integration von Energieproduzenten und Energieverbraucher innerhalb und ausserhalb des Marktgebietes ihres EVU's an.

Mit einer privaten Blockchain Architektur können anhand des Smart Contract, die dafür notwendigen Vertragsvereinbarungen B2B definieren und abgewickelt werden.

Wir suchen einen Industriepartner (40- 60%) welcher mit uns und dem BFE ein Leuchtturm Projekt realisiert. Auf technischer Ebene erfüllen wir die Bedingungen für ein BFE Leuchtturm Projekt (siehe 2016.06.30_Vollzugsweisung_P+D+L): Entwicklung einer Plattform / Netzwerk mit Blockchain Architektur, sowie Entwicklung / Evaluation eines Smart Meter mit integriertem Server und Narrow Band IoT Schnittstelle.

WeAct AG

www.weact.ch

Represented by: Riccardo Decarolis

TRL 9: actual system proven in operational environment

WeAct develops innovative & interactive, online-based engagement programs to promote sustainability, health and cooperation within organisations. With our team challenges based on gamification, we support companies, universities and schools in achieving behavioural change with enthusiasm.

WeAct can support companies in engaging their employees for topics such a sustainability, well-being and collaboration. Our solutions help communicate company goals and strategies internally as well as build credibility and reputation based on a learning-by-doing approach. With a WeAct Challenge employees are actively engaged. This leads to a higher level of motivation and has a positive impact on the overall productivity of the company.

By meeting and collaborating with established companies, WeAct will gain important feedback regarding the needs of potential customers, whilst receiving invaluable inputs to

further develop the proposed solutions. Established companies understand the market where we operate in and can suggest concrete improvements or direct us towards other potential partners and customers.

3. Decentral energy production/recovery/storage

Anerdgy AG

http://anerdgy.ch

Represented by: Sven Koehler, Peter Shaw

TRL 9: actual system proven in operational environment

Anerdgy has developed a roof edge building technology which combines local energy

generation, building design options and roof edge functionality.

Buildings account for 40% of energy consumption and 36% of CO_2 emissions in the EU.

• Anerdgy has developed a roof edge building technology which combines local energy generation, building design options and roof edge functionality in just one modular system.

Currently many flat roof buildings, which are renovated or new builds, face multiple challenges to be energetically upgraded – cost, functionality, aesthetics and the local energy generation have to be optimally combined by architects and building planners to achieve both the building owners' & the regulatory goals. As of today it is very difficult to achieve and as a result, the potential of flat roof buildings are very often not utilised.

• The Anerdgy WindRail C30 System enables architects & building planners to overcome the flat roof challenges in an easy way for both planning & installation by the use of our multifunctional system on roof edges. The system combines the maximum possible renewable local energy generation with great aesthetics and cost savings.

• The system is fully customizable for the various roof geometries and their needs.

• The WindRail C30 system takes over many of the functions of traditional separately installed elements thereby typically recovering 35-70% of its cost whilst additionally enabling easy integration of design options. The remaining 30-65% of the costs is repaid by the local energy generation with a typical energy production cost of 0.05-0.10€/kWh.

• The WindRail C30 system unlocks the immense potential of flat roof buildings, resulting in a by far better solution to achieve the goals of renewable local energy generation and CO_2 reduction than with the current standalone solutions.

Reports by the EU funded IEE project Episcope looking at European countries show that on average 11% of the buildings have flat roofs. A market review from Uni. St. Gallen indicate an addressable market size of 2.3 billion € per year.

• WindRail C30 can tap this hitherto huge untapped market.

We are looking for reference projects and customer throughout Europe.

Battronics AG

http://www.battronics.com

Represented by: Michael Hess

TRL 3: experimental proof of concept

Battronics Engineering markets the knowledge and technology to charge Li-ion batteries also below 15°C sufficiently fast. We provide our expertise and consulting that stationary and mobile battery applications operate safely also during autumn and winter conditions.

Battronics provides seminars, consulting and system dimensioning for both mobil and stationary Li-ion battery applications. Currently, we are establishing a battery test lab to help our costumers finding the best battery and solution for their needs.

We are interested in partnerships and battery projects with energy companies in Switzerland to both foster the change and advancement for the grid and mobility sector.

CARBONOL (pre-Startup)

http://www.carbonol.com

Represented by: Matthias Dettwiler

TRL 2: technology concept formulated

CARBONOL wants to enable people to continue using more convenient cars with a combustion engine and still be environmentally friendly / CO_2 neutral by merging the Power-to-Liquid approach with building technology. The new combination of technology will produce methanol out of PV power and CO_2. Waste heat of production process will be used for heating water and buildings and methanol will be used as car fuel. Decentralized - efficient - environmentally friendly!

CARBONOL develops a concept for the best possible integration of Power-to-Liquid into building technology. It is about wasting as little energy as possible in whole energy system for bigger buildings/neighbourhoods. Methanol as fuel enables a fast and comfortable change to a CO_2-neutral mobility because of using existing infrastructure (vehicle motors and gas stations). CARBONOL's concept is interesting for real estate, transportation companies or multi-utility companies.

CARBONOL is looking for partners with different professional expertise for BFE lighthouse project application and / or an application for a CTI project to solve some technical challenges

of process control. Goal is to implement a flagship project within next 2 years to showcase the potential and advantages of the integrated system.

EnergyXploit AG

(no website)

Represented by: James Meier, Christoph Pfister

TRL 3: experimental proof of concept

EnergyXploit implements a sustainable and ecological heating/cooling system into the foundation of your building. Through innovative geothermal heat pipes (probes) built in hollow concrete piles of your building's foundation, you generate in a more efficient and sustainable way all energy needed to heat up or cool down your entire building.

We are still searching for a collaboration partner in the field of building technologies as well as photovoltaic systems to develop an overall control unit which optimises the entire energy system "energy pile – heat pump – photovoltaic unit". The R&D costs will be integrated into the application for fundraising in project phase II. Special heavy construction companies, main contractors, energy planning companies and architects benefit from our more efficient heat pipes. The development of new measurement technology which will also be part of this R&D project, increases the efficiency of the overall planning and energy optimisation process of complete systems.

By using our new geothermal heat pipe to cool and heat buildings, we are able to create additional customer value and play a crucial part in reducing CO_2. Therefore, we are searching for construction projects where a pile foundation is essential. As a start-up company we are not able to finance reference projects by ourselves. Therefore, we are in need of investors and business angels especially during the seed financing phase and in order to realise reference projects, where energy optimized buildings are planned and constructed.

Joulia AG

http://joulia.com

Represented by: Reto Schmid

TRL 9: actual system proven in operational environment

With Joulia-Inline heat recovery is very attractive. The linear heat exchanger is invisibly integrated into a slim shower drain in the shower floor, and efficiently recovers up to 42% of the heat energy from the warm shower water as it goes down the drain. In this way Joulia-Inline provides more comfort while using less energy. Because in modern homes hot water uses more energy than the entire home heating system, Joulia-Inline helps to keep this valuable energy in the home, and helps plug the last gaping hole in an otherwise perfect insulation perimeter.

Trying to convince building owners, architects and facility managers to implement new technologies from young companies in their building projects needs lot of time, men and persuasive power. Joulia will benefit from partnerships with well-established incumbents because of the co-branding potential and their existing network.

Lignin Project (pre-Startup)

http://www.ligninproject.com

Represented by: Remy Buser

TRL 4: technology validated in lab

We recently developed a process to convert lignin, a largely underutilised fraction of biomass, into a phenol bioreplacement at record yields (up to 15x compared to standard methods). Extracting lignin's full potential de-risks a green technology for the production of cost-competitive commodity chemicals.

Beyond our expertise in the valorisation of biomass, we offer a state-of-the-art technology, which greatly increases the cost-competitiveness of biorefineries.

We are currently looking for talents and collaborators in the field of biomass pretreatment. The startup is also a perfect opportunity for early-stage investments.

NewGreenTec GmbH

http://www.newgreentec.com

Represented by: Frido Stutz, Urs von Arx

TRL 9: actual system proven in operational environment

NewGreenTec GmbH is developing, manufacturing and selling innovative products for sustainable energy supply, focusing on hybrid micro power plants, small wind turbines combined with photovoltaic and batteries.

NewGreenTec GmbH is offering to participate in a fast-growing market with unique products, state of the art technology and an experienced team. The energy revolution, the energy strategy 2050, CO_2 – reduction and the actual trend for clean energy, decentralized energy generation and independency from existing grids results in a huge potential for our products and services.

NewGreenTec GmbH is looking for partners for further development of the products, for marketing and sales and the growing phase including financing. We hope to find partners who are interested to participate as a shareholder, in business development and in manufacturing, distribution and installation of the products.

RyBa Solutions GmbH

http://www.green-y.ch

Represented by: Rafik Barhoumi, Dominik Schnarwiler

TRL 3: experimental proof of concept

RyBa Solutions GmbH develops a highly efficient decentralized energy storage system which combines an electricity storage with a heating and cooling unit. Our unique air cycle technology provides an eco-friendly solution with low investment costs and a high durability.

We offer a potential innovative product which can be used in existing or new business fields in the area of electricity storage or heating and cooling, e.g. for home battery or PV suppliers but also heating engineers. Besides that, we offer advanced technology and know-how transfer which can be used for other products and business fields.

Well established companies can help us with getting faster an easier access to the market via existing customers and products, e.g. selling-on or system enhancements. Further, we will profit from their financial support as well as their know-how and framework in the field of market engineering.

smart converion GmbH

http://smart-conversion.ch

Represented by: Daniel Bertschi

TRL 4: technology validated in lab

Wir haben weltweit den ersten Generator entwickelt der Abwärme in Strom umwandeln kann. Zudem kann der gleiche Generator auch kühlen ohne klimaschädliche Kältemittel.

Wir sind auf die Zusammenarbeit mit etablierten Unternehmen angewiesen da wir nicht über grosse Ressourcen verfügen, um die Pilotprojekte im gewünschten Zeitrahmen zu realisieren. Technische Innovation ist immer ein Wettlauf mit der Zeit.

SMT Energy AG

http://www.smt-energy.ch

Represented by: Lukas Bonorand, Dario Meier

TRL 4: technology validated in lab

SMT provides a safe, reliable and affordable electrical energy storage for our future smart grid. In contrast to incumbent technologies (e.g. Li-Ion) our solution can provide constant and fully usable energy capacity for over 20 years, resulting in a low cost of ownership.

Offerings to potential collaboration partners:

Energy storage solution, that delivers constant, reliable and fully usable capacity for > 20 years with a low cost of ownership for:

• Utilities, TSO's, DSO's: Grid balancing, reducing grid upgrade infrastructure costs, regulatory services, virtual power plants

• Commercial & industrial organizations: Cost reduction, peak shaving, regulatory services

• Residential homeowners, building developers, real estate: Increase of solar self-consumption and degree of autarky

Benefits for us in meeting and collaborating with established companies:

• Partnering with utilities would allow us to realize pilot projects in different levels of the electrical grid.

• Utilities and PV vendors as distribution partners for residential home batteries would minimize our customer acquisition costs and accelerate market entry and acceptance.

• Partnering with a technology developing company would accelerate technology development and provide access to competencies.

4. Services for decentral energy production

Blockstrom AG

http://www.blockstrom.com

Represented by: Urs Springer

TRL 8: system complete and qualified

Blockstrom enables real estate investors to supply solar power to the inhabitants of residential houses. We provide consulting services, helping investors to assess the potential of production and consumption of solar power within their buildings. Once the power plants are installed, we provide fully automated metering services and a complete set of electronic billing data to the property managers.

Blockstrom would like to meet: Real estate investors with a) sizeable property portfolios in Switzerland (both residential and commercial) and b) an interest in sustainability, i.e. the production of clean solar power on their roofs to be sold to their tenants. Specifically: Pension and real estate funds, project developers, property managers.

Blockstrom can offer: i) Explanation of the potential of own consumption of solar power, based on the new energy law entering in force in 2018, ii) support during the implementation process of „own consumption groups" / „Eigenverbrauchsgemeinschaften", and iii) measurement of the electricity consumption by smart meters, calculation of power costs for each tenant and delivery of electronic billing data from our specifically designed web portal.

The Meetings will help Blockstrom to: reduce effort to meet clients and cooperation partners, improve product based on feedback, increase sales and revenues.

Entelion (pre-Startup)

(no website)

Represented by: Tomasz Gorecki, Luca Fabietti

TRL 4: technology validated in lab

Entelion coordinates distributed energy resources, such as commercial buildings, electric storage systems and power production units to augment their ability to offer fast energy services.

A campus-scale prototype of our coordination platform including software and control equipment has been built. Development of an industrial prototype is underway.

We would benefit greatly from direct feedback from potential customers in the development of the industrial prototype of our platform. We need an industrial partner to scale up quickly and access customers with the trust of an established company in the field.

Hive Power sagl

http://hivepower.tech

Represented by: Gianluca Corbellini

TRL 7: system prototype demonstration in operational environment

Hive Power provides a platform for decentralized energy communities, secured by the blockchain technology, where all prosumers benefit from convenient tariffs and optimal control. The platform design, open to third parties integrators, is achieved by devising a mathematically sound market mechanism that incentives the participants to collaborate with each other, coordinating their production and consumption.

As a B2B company, Hive Power offers a software platform tied to an embedded hardware module that can be easily integrated into product lines by hardware manufacturer (energy meters, batteries, inverters, load control units, energy supply equipment, EV supply equipment, water heaters and heat pump controllers).

On top of Hive Power platform, energy utilities can implement new market schemes in addition to existing services in their portfolio.

Hive Power is interested in collaborating with hardware manufacturers, DSOs and facility managers to exploit our market solution in pilot and demonstration projects.

Preferred location may include relevant solar energy penetration or self-consumption communities, Hive Power will provide a rapid development kit that can be used to demonstrate the viability of the solution in a relevant environment.

MPower Ventures AG

http://www.mpower.africa

Represented by: Manuel Seiffe, Michael Eschmann

TRL 9: actual system proven in operational environment

MPower Ventures AG uses an innovative franchise model to provide energy and related services to off-grid customers in emerging markets. The product includes a financing package that allows our clients to pay the system with fuel savings. MPower launches its product in Zambia and then expands into neighboring countries.

MPower has built a strong core team with deep expertise in company structuring, finance & tax, development finance, business development, solar energy, software engineering and mobile app development and the team members have working experience in emerging markets and particular Africa. Our impact start-up will provide energy and related services to 634 million potential off-grid customers in Sub-Sahara Africa. We are looking for interested investors and strategic partners that are keen to collaborate with an innovative impact start-up that sees the huge potential to provide electricity to the off-grid population in emerging markets.

We combine third-party hardware with our own self developed software and an innovative franchising business model. While the hardware will be procured from 3rd parties (solar, batteries, appliances etc.), the software solution will be developed internally. We are open to partner with strategic "established companies" that can support our venture in the fields of sales / distribution (in emerging markets), solar and battery research & development (e.g. electric engineering) or energy software development. We are of course open to speak to established companies about investment opportunities.

Pexapark AG

http://www.pexapark.com

Represented by: Michael Waldner, Florian Müller

TRL 9: actual system proven in operational environment

Pexapark is a global collaborative intelligence platform for commercial managers, investors and owners of wind energy assets.

The platform provides continuous benchmarking of revenue, OPEX and operational performance among peers worldwide. Insights from benchmarking enables users of the platform to find optimization potential, access relevant knowledge in the community, and team up with peers to tackle similar challenges together.

Turning insights into performance improvements, the platform facilitates to connect with trusted third parties to commission quality work for their wind parks and get jobs done based on specific needs.

Collaboration partners with own renewable assets will gain insights already early on as the platform progresses. Partners will have the opportunity to shape the development of the platform and tools to benefit their own needs. Also, early collaboration partners will be granted "Founding Member" status in the network which will be available for public display if desired.

Leverage the business network of collaboration partners to bring more commercial managers and investors of wind farms to the platform. Also, collaboration on specific wind farm O&M markets (e.g. insurance, off-take agreements) would be valuable for developing the platform.

Solarify GmbH

https://www.solarify.ch

Represented by: Aurel Schmid, Raimund Neubauer

TRL 9: actual system proven in operational environment

Solarify enables small-scale investors to participate in and benefit from the energy transition by buying solar panels installed and operated by Solarify on rented roofs. We have 2 operational projects and a pipeline of projects for instance in partnership with the municipality of Berne. What sets us apart:

1. Buyers can participate in the energy transition even without owning a roof and for as little as 400 CHF.

2. Buyers legally own their panels and can sell them at any point.

3. Revenues are higher than amortisation: Buyers have a profit from day one.

What we have to offer:

Solarify has developed an automated analysis and management system allowing to handle any number of small-scale investors in solar projects and to determine their economic viability. As a service provider Solarify can handle all aspects of solar project management such as contracting roofs, coordinating solar installers, selling solar panels, legal and administrative procedures with buyers, ensuring maintenance of solar installations, calculating and paying out revenues, tax receipts to panel buyers. etc. We can offer any combination of these tools to partners who want to implement solar projects together with the population / their clients. Solarify offers different branding options from all aspects of a project to complete white-labelling.

How we will profit:

Solarify is looking for partners in two main areas.

1. Increasing the number of managed projects with a partner who has access to roofs and clients and needs efficient management tools. Typically, this could be a utility that wants to develop citizen financed solar installations.

2. Solarify needs to enlarge its client base for its own projects and would greatly benefit from a collaboration in the promotion of the sale of solar panels. Typically this is a partner who wants to highlight its sustainable credentials, support an innovative idea and offer benefits (such as discounted solar panels) to its employees, clients, etc.

Sympheny (pre-Startup)
(no website)

Represented by: Julien François Marquant, L. Andrew Bollinger

TRL 3: experimental proof of concept

Sympheny offers a cloud-based software platform to support the planning of renewables-based decentralized energy systems for neighborhoods, districts and cities. Using an innovative data-driven approach, our platform facilitates the realization of optimally efficient and sustainable energy system solutions that effectively exploit the opportunities offered by emerging energy technologies.

We can offer insight and first access to advanced computational tools/methodologies to support:

• the optimized design of (renewables-based) decentralized energy systems for neighborhoods & districts.

• the data-driven identification of possible business opportunities for integrated energy systems at the neighborhood-/district-scale.

We would benefit from:

o Knowledge of potential customers and customer segments, and the needs of each that could be met by our platform.

o Collaborations to refine and adapt our platform to meet the specific knowledge needs of potential customers.

Younergy Solar AG

http://www.younergy.ch

Represented by: Oscar Ax, Jean Paul Noujeim

TRL 9: actual system proven in operational environment

Younergy offers solar energy solutions with no initial investment costs to residential, business, and government customers throughout Switzerland. With the Younergy Solar Community and Solar-Abo, we install and maintain a solar system at no cost - the customer only pays for the electricity.

Younergy offers investment opportunities, potential collaborations on solar-pv installations, and our Solar Community for businesses and multi apartment housing developments. For real estate companies this means an opportunity to offer solar power to end customers at low prices without having to invest in their own solar systems. Utilities could, among other things, profit from our technical expertise as well as from integrating our Solar-Abo in their product line.

Finding new investors would allow Younergy to further develop and market our core products, the Solar-Abo and the Solar Community. We seek long term partnerships with real estate developers on projects where we offer complete solar solutions for multi apartment housing developments. Working together with utilities is, and will be, important in order to facilitate our operations (e.g. make billing easier for end customers, keeping red tape to a minimum, etc.) It may also be a great opportunity to offer our products to a larger customer base.

5. Services for utilities and cities

Adaptricity AG

http://www.adaptricity.com

Represented by: Fabian Krek

TRL 9: actual system proven in operational environment

Adaptricity develops innovative software for the cost-efficient planning and operation of electric distribution grids in the context of the transition towards renewable energies. Our

products and consulting services help distribution grid operators to save investment costs by thoroughly evaluating all possible conventional grid upgrade options as well as SmartGrid technologies.

Adaptricity creates value by making grid planning & operation more cost-effective. We transform cutting-edge scientific expertise into effective, easily applicable software products & corresponding grid analytics services. Apart from optimizing grid planning & operation, our technology enables new applications like grid monitoring with Smart Meter data, or effective asset management.

The cooperation with industry partners and the setup of different pilot projects will help us to further extend the functionalities of our SmartGrid platform and to better understand the needs of distribution grid operators in the light of the upcoming energy transition.

BEN Energy AG

http://ben-energy.com

Represented by: Felix Lossin

TRL 9: actual system proven in operational environment

BEN Energy develops and operates the Energy Analytics Platform – analysing, predicting, and affecting customer behaviour to create next generation energy services. We offer software that combines data analytics and behavioural psychology to engage utility companies with residential clients.

We offer a compatible energy analytics platform which is adaptable to customer engagement strategy and company branding. Our software provides relevant customer insights, which can be used directly or to build and tailor utilities' customer engagement and energy predictive analytics or efficiency solutions.

Meeting with established companies allows us to get in touch with potential customers and research partners. Through collaboration with utility companies we aim to turn their customer data into relevant insights and socialize energy behaviour.

CEEX - ENSEA (pre-Startup)

http://www.ensea.de, http://www.ceex.ch

Represented by: Christian Dollfus, Marky Goldstein

TRL 6: technology demonstrated in relevant environment

Ensea provides a system which is able to calculate a power price within a distributed virtual network on the basis of bid and call through a full automatic way using webservices. The system is able to exchange physical power within a peer-to-peer network. As the system can be fed with a tax between every virtual network node, it enables fully dynamic grid pricing

as as option. As this foster regional consumption and production, our product has the name "RegMarket".

As an Option (new service) ENSEA offers a LoRa Solution for near range collection of Power Data.

It enables new models of distribution of Power between devices and enhance models like "Peer-to-Peer" Power or "Mieterstrom".

Incorporating ENSEA's Infrastructure can enhance customer retension, being prepared for a full liberalized power market in the future and fostering innovation in the distribution of power.

A partner or Power Vendor can enhance his portfolio of Services with new innovative products enabling a real alternative for producers of Clean Energy establishing an "e-Bay" for power on a exchange platform.

ENSEA is looking for partners incorporating the solution within a service protfolio and enhance the development eventually with a KTI Project or direct financing. Potential ideas can be "Mieterstrom"

for huge buildings with many producers and consumers or regional peer-to-peer "Direktstrom" or "Regionalstrom" ("Strom von der Gegend" -- offener, direkter Austausch/Handel)

for huge buildings with many producers and consumers or regional peer-to-peer "Direktstrom".

Clemap AG

http://www.clemap.ch

Represented by: Gino Agbomemewa, Raffael Meier

TRL 6: technology demonstrated in relevant environment

CLEMAP is an electrical energy sensor which is centrally installed in the electrical panel of a building and analyses the energy consumption of private houses, small and medium companies. Through our load disaggregation technology, CLEMAP is able to provide consumption information of appliance categories (for example: the consumer will know how much energy he or she consumed in the use of his fridge). Energy providers will be able to access the data over a web portal and build future services around customer's consumption profiles.

The CLEMAP team has various years of energy and data analysis experience. CLEMAP is able to read out of electricity data, pattern and forecasts. CLEMAP has various ideas that wishes to discuss with established utilities.

Thanks to the data collect via our first product, CLEMAP is able to offer a detailed electricity energy data at household or company level. CLEMAP intends to propose better estimation of

forecasts in energy consumption based on customer behavioral data and / or gamification and engagement products (earning coins or money while interacting with energy).

First of all, CLEMAP wants to jointly develop ideas and future products to serve end customers, second of all, CLEMAP sees established companies as a channel to market and the access to thousands of customers.

Inventsys (Schweiz) AG

http://www.inventsys.ch

Represented by: Martin Morawetz, Henrique Haas

TRL 7: system prototype demonstration in operational environment

With our solution we digitalize Maintenance Operations, Asset Management as well as the help and Service Desk for Utilities and Towns. Our 'Zero Code', user friendly, native Geospatial and Mobile SAAS is the answer for a swift digitalization of our broad Utility landscape.

With a potential collaboration partner we are looking forward to jointly develop use cases on the bases of our flexible platform maybe in combination of other technology partners. We already can show well rounded successful industry verticals.

Established companies have in depth and detailed process experience. We have a new generation, fast and handy approach to digitalize operative asset management (any asset) and to integrate with much heavier systems. This could be a win win situation.

kWIQly GmbH

http://www.kwiqly.com

Represented by: James Ferguson, Andreas Mueller

TRL 9: actual system proven in operational environment

kWIQly solves problems of data quality and waste opportunity search for large C&I energy managers.Now that (outside Switzerland) good data is commonly available large retailers, government organisations and utilities are expecting scalable analysis of energy data.

We export services from Switzerland. One day Swiss enterprise will expect technologies available to their peers elsewhere in Europe. In the UK we work with the major enterprise clients of British Gas, Gazprom, RWE/NPower, Corona, Total Gas & Power, SSE. In competitive markets these utilities seek client retention, differentiation and deeper client insights -

In Switzerland energy is not taken earnestly. Life is good and the market is sleepy; it is uncompetitive, limited data is available and flawed assumptions of efficiency are common. One day good channel partnerships will enable us to support Swiss commerce, as we would wish to. We are certainly not prophetic though we do indeed see the world outside Switzerland

and recall [c.f. Marcus 6:4 ... Ein Prophet gilt nirgend weniger denn im Vaterland und daheim bei den Seinen.]

Virtual Global Systems AG

http://vglsy.com

Represented by: Seeholzer Urs, Seeholzer Michael

TRL 9: actual system proven in operational environment

Die Virtual Global Systems AG ermöglicht ihren Kunden eine schnelle, sichere, wirtschaftliche Teilnahme am Regelenergiemarkt.

Wir bieten mit der eigenentwickelten VGLS-Lösung (V-EMBEDDED, V-SCHEDULE, V-GRID, V-POOL, V-BTRIEB (Kundenbetriebsportal) unseren Partnern und deren Endkunden ein rundum Sorglospaket an, um schnell, sicher und flexibel am Regelenergiemarkt teilzunehmen zu können.

Xemtec SA

http://www.xemtec.ch

Represented by: Thomas Baechler

TRL 9: actual system proven in operational environment

Xemtec manufactures and sells IoT-devices converting mechanical utility meters into smart meters.Multi-fluid (electricity, water, heat, and gas) management software packages open the big energy data cloud enabling energy/ressource monitoring, saving (leakage detection e.g.), and analytics.

Xemtec is ready to start mass production (1k-10k units ramp-up per month in 2018) of its smart metering products (battery-powered reading units and universal communication gateways). Xemtec is looking for Working Capital - as a credit line, venture-debt, or participation - to cover production leadtimes which are currently in the range of 6-12 months for certain critical components (such as Li-batteries e.g.).

To finance its mass production Xemtec is looking forward to getting in contact with working capital partners acting in energy (electricity, gas, heat) and resource (water) management markets and interested in the connected world (IoT). Collaborating with established companies in these fields is essential to the development of Xemtec.

Zaphiro Technologies Sàrl

http://www.zaphiro.ch

Represented by: Paolo Romano, Lorenzo Zanni

TRL 7: system prototype demonstration in operational environment

Zaphiro Technologies is a spin-off of the Swiss Federal Institute of Technology of Lausanne (EPFL). It offers to electrical utilities SynchroGuard, the first synchrophasor-based monitoring and automation system that makes electrical grids more reliable and efficient while reducing costs.

We offer to established companies SynchroGuard, an all-in-one solution for grid monitoring, control and fault management. SynchroGuard consists of multiple SynchroSense units communicating with SynchroHub grid controller and the associated proprietary software (patent pending).

We are looking for partnership with electrical utilities to test and improve SynchroGuard in real-scale pilot projects. We are also looking for partnerships with established companies in the field of active grid management.

6. Transportation solutions

eCarUp AG

http://ecarup.com

Represented by: Fabian Trinkler, Martina Hickethier

TRL 9: actual system proven in operational environment

eCarUp is an easy to use platform for the search, the renting and the invoicing of (semi)private e-charging stations. Any charging station can be easily upgraded with our intelligent hardware and then made available to other users according to the owner's preferences (times of use, pricing).

eCarUp offers a flexible and customizable platform to commercialize e-charging stations for businesses, real-estate companies, restaurants, hotels or car parks. Different user circles and a built-in billing tool ensure user specific charging solutions for every requirement. Drivers are part of the growing eCarUp community and can easily charge their cars at the growing network of available stations.

By cooperating with established companies, eCarUp profits from a faster growing network of e-charging stations and therefore a bigger network effect. Additionally, developing projects with partners creates valuable feedback in order to improve our solution.

ImagineCargo GmbH

www.imaginecargo.com

Represented by: Ville Heimgartner

TRL 9: actual system proven in operational environment

ImagineCargo positions itself as the prime service provider for fully sustainable logistics solutions with trikes and trains. Their offering includes same-day last mile delivery with high capacity trikes to fully decentralised logistics service from the manufacturing plant in China to the customer's door step in Europe.

These utilities introduce our services to their clients for a reason, - let's talk !

The transition to a decarbonised logistics world we need to work together. Only by meeting the relevant players, ImagineCargo can collaborate to make it happen.

Janach&Huang GmbH (pre-Startup)

(no website)

Represented by: Ivan Huang

TRL 7: system prototype demonstration in operational environment

We developed and tested a brand new personal transportation vehicle for urban environment of 21 century.

We will share our principal concept, refreshing analyze on Electric Vehicle Development, technology, past decade experience, design, innovative production, distribution and business model.

We are looking for a partner who shares our vision of a grand plan for future urban mobility and together to commercialize this project. We are also interested to look for potential future client for new business model, for instance for car sharing, industrial or commercial user, special purpose vehicle etc. Last but not least to look for bigger platform to more media exposure.

NovaVolt AG

http://www.novavolt.ch

Represented by: Florian Kienzle, Marco Mangani

TRL 9: actual system proven in operational environment

NovaVolt offers a future-proof solution for the charging of electric vehicles. Based on the ZapCharger Pro, an innovative charger from the Norwegian company Zaptec, scalable installations can be realized.

Potential collaboration partners of NovaVolt are utilities, energy and e-mobility service providers as well as installation and planning companies. NovaVolt combines profound knowhow with selected technologies and thereby enables future-proof solutions. Partners will receive from us the ZapCharger Pro technology consisting of state-of-the-art hardware and software, trainings as well as support for commissioning and operation. They can integrate the ZapCharger Pro solution in their existing services and offer to their customers. With that they can solve the challenges their customers have in providing, managing and scaling of EV charging infrastructure

Collaborations between NovaVolt and established companies will be a win-win. NovaVolt brings the innovative ZapCharger Pro technology from Norway to the partners and the partners bring their existing customer base into the collaboration

NovaVolt AG

http://www.novavolt.ch

Represented by: Florian Kienzle, Marco Mangani

	We are interested to have a one-to-one meeting with this Startup :
1. Energy efficient solutions	
LEDCity AG	
Prime Computer AG	
2. Promotion of sustainability and renewable energy	
myNewEnergy AG	
RENGOO (pre-Startup)	
WeAct AG	
3. Decentral energy production/recovery/storage	
Anerdgy AG	
Battronics AG	
CARBONOL (pre-Startup)	
EnergyXploit AG	
Joulia AG	
Lignin Project (pre-Startup)	
NewGreenTec GmbH	
RyBa Solutions GmbH	
smart converion GmbH	
SMT Energy AG	
4. Services for decentral energy production	
Blockstrom AG	
Entelion (pre-Startup)	
Hive Power sagl	
MPower Ventures AG	
Pexapark AG	
Solarify GmbH	
Sympheny (pre-Startup)	
Younergy Solar AG	
5. Services for utilities and cities	
Adaptricity AG	
BEN Energy AG	
CEEX - ENSEA (pre-Startup)	
Clemap AG	
Inventsys (Schweiz) AG	
kWIQly GmbH	
Virtual Global Systems AG	
Xemtec SA	
Zaphiro Technologies Sàrl	
6. Transportation solutions	
eCarUp AG	
ImagineCargo GmbH	
Janach&Huang GmbH (pre-Startup)	
NovaVolt AG	