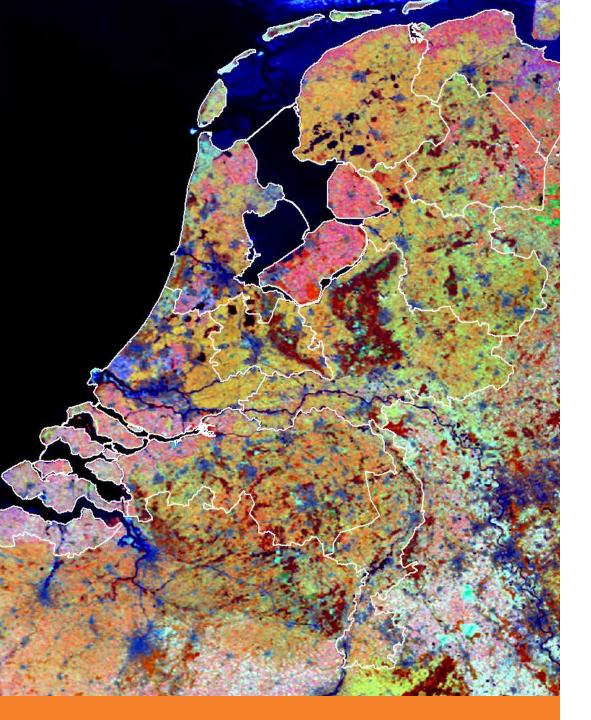
17 - 18 March 2015

## Netherlands Economic Mission to Denmark





folland.



Folland.

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Bert Koenders Minister for Foreign Affairs

#### Foreword

It is an honour to head this economic mission to Denmark in parallel with the State visit by Their Majesties King Willem-Alexander and Queen Máxima. Joining me is a group of 36 innovative companies from the energy and life sciences & health industries, both of which are leading economic sectors in the Netherlands. All the companies here with me are keen to strengthen existing relationships and explore potential new partnerships. I am also joined by Hans de Boer.

Trade relations between the Netherlands and Denmark go back more than 400 years, to the early days of Baltic commerce. In the 18th century, 1,000 to 2,000 Dutch ships crossed the Øresund Strait each year. In 2013, trade (both goods and services) between our countries reached a total of more than €11 billion. And there are still countless opportunities for growth.

Danish and Dutch people enjoy doing business together. We understand each other, and we both operate according the principle that a deal is a deal. We have an open outlook towards the world and realise that exports are essential to our prosperity. As an export destination, Denmark has a wealth of advantages. It is close to the Netherlands. Its market is highly developed and well organised. Its 5.7 million consumers have a high level of purchasing power. And it attaches great importance to innovation.

Though the focus of this mission is on sustainable energy and life sciences & health, there are many opportunities in other sectors, too.

When it comes to energy, Denmark is an inspiration. The country is strongly committed to sustainability and aims to be entirely independent of fossil fuels by 2050. Dutch suppliers of wind energy technology have extensive knowledge of and experience with logistics, maritime affairs and dealing with the forces of nature, making them ideally placed to respond to Denmark's needs.

Dutch companies also have a great deal to offer in the field of medical technology. Like the Netherlands, Denmark is having to tackle the problems of an ageing population and rising care costs. It is, for example, investing  $\in$ 5.6 billion in five new 'super hospitals' and renovating ten existing hospitals. This provides opportunities to Dutch companies, too, many of which are at the forefront of ICT development and the integration of ICT in care systems. They know how to deal with problems associated with demographic ageing and can guarantee the highest quality care. Government, businesses and research institutions work together closely in the Netherlands, boosting care quality and increasing the success rate of new technical solutions.

So there is every reason to have confidence in this mission. Together, we can ensure that this visit and the follow-up will further strengthen the warm relationship between Denmark and the Netherlands.

Bert Koenders Minister for Foreign Affairs

## Introducing the Netherlands



A country that the Dutch created in the delta of three large rivers, flowing into the North Sea... Where two thirds of GDP are earned below sea level... Where there used to be a lake almost two million acres wide where Amsterdam Airport Schiphol is today...

Where innovative and daring solutions for water control protect half of the country against the risk of being flooded. It earned us a worldwide reputation... We know water.

Source: Rijkswaterstaat

A country that was in need of more land for agriculture... Where land was reclaimed from the sea and kept dry: the famous 'polders'. A country supposedly too cold to grow certain vegetables and flowers... Where greenhouses were invented as a solution to this problem. Where Dutch farmers now produce 2.5 times more food per acre than EU farmers produce on average... We know food & flowers.



Source: Tomato World



A country that is the gateway to Europe... Connecting nearly half a billion consumers in the European hinterland to the world's producers... Thanks to the world-class Port of Rotterdam, the internationally praised Amsterdam Airport Schiphol, an extensive network of waterways, Europe's strongest road transport sector and an extensive network of rail links... We know logistics.

Source: Europe Container Terminals BV, Rotterdam

A country with an open and cooperative attitude... Whose residents have always felt the need to explore what lies beyond its borders... Where the world's first multinational corporation originated in the 17th century. A country where, today, more than 80% of people who are 15 years or older speak English... We know international business.



#### Worldwide ranking

- 1st Best performing European healthcare system (2013, Euro Health Consumer Index)
- 1st Production and auctioning of cut flowers and flower bulbs
- 2nd Number of broadband connections per 100 inhabitants (39.4%)
- 2nd Density of road network
- 2nd Export of agricultural products (103.3 billion US Dollar)
- 2nd Quality of Water Transportation (9.04)
- 2nd Logistics performance Index (4.05)
- 4th Largest seaport in the world (Port of Rotterdam), largest in Europe
- 6th Exporter of goods (555 billion US Dollar)
- 7th Foreign direct investment in the Netherlands (From Europe)
- 8th Import of commercial services (119 billion US Dollar)
- 9th Dutch investments abroad (976 billion US Dollar)
- 9th Importer of goods (501 billion US Dollar)
- 9th Export of commercial services (134 billion US Dollar)

#### Facts & figures 2014

- Form of government Parliamentary democracy, constitutional monarchy
- Capital city Amsterdam
- Seat of the government The Hague
- Composition of the country Twelve provinces, overseas territories of Aruba, Curaçao and St. Martin. The overseas islands of Bonaire, Saba and St. Eustatius, all three of which are situated in the Caribbean, are 'special municipalities of the Netherlands'
- Language Dutch, Frisian
- Monetary unit Euro
- Number of inhabitants 16,848,640 (May 2014)
- GDP in the EU 615.4 billion Euro (2014)
- GDP per capita 43.146 US Dollar (2012)
- Trading partners 1) Germany; 2) Belgium; 3) UK; 4) France;
- Import partners 1) Germany; 2) Belgium; 3) China;
- Dutch investments abroad 777.2 billion Euro (Ultimo 2013)
- Foreign direct investment in the Netherlands 485.9 billion Euro (Ultimo 2013)
- Command of foreign languages English (80% of > 15 years old), German (66%) and French (25%)

Knowledge is power. Sharing knowledge is more powerful. Doing business the Dutch way is doing business with you and for you! It's not about quick fixes or easy money, but about cooperation and consideration of individual needs of partners... Trade is in our DNA. It makes us **Pioneers in International Business**.

Source: Hans Kouwenhoven

Sources: Holland Compared, CBS, DNB, World Bank, IMF, OECD, WTO, UNCTAD, EIU, IMD Business School



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Holland.

## Task Force +lealth Care



Peter Post General Manager



Erik Pentinga Project Manager

The Task Force Health Care (TFHC) is a not-for-profit platform which stimulates cooperation among organisations within the Dutch life sciences & health sector and promotes sustainability in healthcare internationally. The partners in the platform are Dutch knowledge-institutes, NGOs, the government and companies active in the healthcare sector.

The TFHC facilitates its partners in exposing their innovative and sustainable healthcare solutions to the rest of the world and to create awareness on the latest developments and solutions in healthcare.

The TFHC organises numerous activities on a weekly basis such as economic (trade) missions, Holland Pavilions at medical exhibitions, seminars and conferences, visitor programmes in The Netherlands and so forth. Next to these we act as a portal towards the Dutch life sciences & health sector, a knowledge centre for our partners and a neutral discussion partner for Dutch and foreign governments.

 Task Force Health Care

 PO Box 190

 NL-2700 AD Zoetermeer

 P: +31 79 3531283

 F: +31 79 3531365

 E: ppo@tfhc.nl

 www.tfhc.nl



Bioness provides unique innovative systems for rehabilitation of patients with central nervous system injury. With these technological solutions paralyzed muscles can be activated again. The main products are the H200 hand rehabilitation and the NESS L300 Plus, a neuroprosthesis for the treatment of foot drop and knee weakness. These products make use of Functional Electrical Stimulation (FES)

Recently, Bioness introduced the latest innovation on the market: The Vector Gait and Safety System. The Vector system is an advanced system

system safely followed by intensive physical therapy at an early stage of

The European headquarters of Bioness near Rotterdam is the center for

marketing, clinical support, logistics and technical support for Europe.

The Bioness Academy offers distributors and professionals continuous

education and training both in the Netherlands and in their own facilities.

for over ground walking and balance training. Patients can use this

their rehabilitation, yielding better results.



Cees Zuiderwijk Managing Director

BIONESS (NESS Europe)

Stationsweg 41 NL-3331 LR Zwijndrecht PO box 1123 NL-3330 CC Zwijndrecht P: +31 78 6256088 F: +31 78 6256089 M: +31 6 53555511 E: cees.zuiderwijk@nl.bioness.com www.bioness.com www.bioness.com





Stef Hesselink



Aad Romijn



Ingrid Hermans General Counsel

BIOS Groep

Honingerdijk 70 NL-3062 NW Rotterdam PO Box 4475 NL-3006 AL Rotterdam P: +31 10 2808159 M: +31 6 25030429 E: nvanderhorst@biosgroep.nl www.biosgroep.eu BIOS has its origin in 1904 and has since then been active in various segments of specialised passenger transportation such as taxi services and transport of elderly and disabled persons. Nationwide BIOS belongs to the largest suppliers of this specific type of passenger transport. BIOS holds the biggest national contract for transporting passengers with reduced mobility, commissioned by the Health Department. Most contracts are the result of public tendering.

In 1950 the company starts operating ambulance services. Today, BIOS operates ambulance services in the region Rotterdam-Rijnmond. Special feature is its critical care transfer service, by making use of Mobile Intensive Care Units. Finally, BIOS participates in a company producing laboratory setups.

In total, BIOS group has more than 1.500 employees operating >800 vehicles.

In August 2014, BIOS won three out of four areas in Region Syddanmark's tender for ambulance services comprising: i) scheduled patient transportation, ii) emergency services and iii) transportation of emergency doctors. Start 1 September next with duration of 10 years.

BIOS is an expert in sustainable passenger transport solutions, not limited to road transport en also including management and coordination. Two thirds of its fleet is powered by green gas installations and at Schiphol Amsterdam Airport a number of 71 full electric taxis (Tesla Model S) are deployed. This operation has been balanced out to zero-emission by compensating with generation of wind energy. BIOS' charge-hub close to the airport is the biggest and most sophisticated Tesla-charge station worldwide.

BIOS desires to initiate contacts with political and administrative decision makers from Danish healthcare- and (public) transport sector, representatives of airports.

#### Danish HQ

Blangstedgårdsvej 8 DK-5220 Odense SØ Postboks 70 DK-5100 Odense C M: +45 28629065 (Morten Hansen) E: mhansen@bios-danmark.dk www.bios-danmark.dk





Rob van Liefland CEO



Arjan de Rijke

Bussman, a specialist builder in the healthcare sector

Bussman is a company that has been constructing temporary accommodation for over 35 years now. Bussman designs, builds and installs temporary, semi-permanent and permanent buildings for a wide range of applications. Temporary accommodation is being used increasingly often for high-quality requirements, therefore the market demands specialisation. It has now been 10 years since Bussman made a conscious decision to focus primarily on developing and building facilities for the healthcare sector.

Bussman has made a major investment in gathering and developing the knowledge necessary for this advanced sector. Many companies can construct a fine building. But Bussman has specific expertise in developing, designing, building and equipping such a building following the requirements of the user. For example, Bussman supplies dialysis centres, MRi and CT-units and complete surgery theatres including central sterilisation departments, holding and recovery.

Bussman often acts more like a partner to our clients than as a supplier. Involving us at an early stage of the planning process allows us to constructively contribute with ideas and solutions. This contribution is not only hugely appreciated by our clients, is our experience, but often also results in substantial savings.

Hospital-related portfolio

- Dialysis centres
- Ophthalmology clinic, including operating theatres
- Various radiology buildings, for both MRI and CT
- Endoscopy units
- Various extensions of outpatients' departments with consulting and treatment rooms
- Maternity suites
- Various interim OT complexes
- A permanent treatment centre of > 4,000 m<sup>2</sup> which houses a complete OT complex, consulting and treatment rooms and bedrooms.

CCCG Holding



Gerrit Bakker CEO



Michiel van Kooten Technical director

CCG Holding consists of a group of companies specialised in furnishing, fitting and finishing high-grade interiors and classified rooms, as well as general construction for the healthcare, pharmaceutical and biotech markets. All group companies operate autonomously, but combine their expertise and know-how for clients' projects wherever possible.

The companies expanded by capitalising on market demand for highgrade interiors, the development of classified rooms and the realisation of complete construction projects. The requirements imposed in this respect on finishing, well thought-out details and top-quality products demand a specialist approach. Paying close attention to the users' needs and wishes has led to the development of unique solutions.

CCG Holding comprises the following companies: Cleanroom Combination Group, Gebebouw, RFC Products and Rooms For Care.

#### Cleanroom Combination Group

Has extensive experience in the realization of high-grade facilities within hospitals, such as operating theatres, hot-labs, compounding pharmacies, BSL laboratories etc. From detailed advice during the design, engineering and drawings prior to construction, to project management and implementation during the actual realization and service and maintenance.

#### **Rooms For Care**

Offers lifecycle sustained, smart solutions for health facilities for elderly. Focus is the "Smart bathroom concept". This offers maximum use of a small space through integrated solutions, such as the 90° turnable wall with an integrated sink and pass-through cabinets for linen and laundry. With 4 m2 it offers the same usability as a traditional bathroom which is normally 8 m2.

Type of commercial contacts wanted

- For Cleanroom Combination Group we are looking for decision makers for the construction and maintenance of hotfloors such as operating theatres, compounding pharmacies, central sterile service departments, hotlabs, cleanrooms, BSL3 facilities.
- For Rooms For Care we are looking for decision makers in health facilities for the elderly (care / or the disabled).

CCG Holding De Waterlaat 2 NL-5571 MZ Bergeijk PO Box 87 NL-5570 AB Bergeijk P: +31 497 556565 E: info@ccqholding.nl

www.ccgholding.nl

141 Ex.





Bussman medical & research IJzerwerf 1 NL-6641 TK Beuningen P: +31 24 6790100 M: +31 6 54785876 M: +31 6 53948873 E: robvanliefland@bussman.nl E: arjan@bussman-mr.com www.bussman-mr.com



#### HD Medi is an ambitious company

Every patient is entitled to receive the best possible support when taking medication. HD Medi aims to assist the pharmacist and healthcare in general to achieve this. Therapy loyalty ultimately reduces the overall costs of care and everyone benefits from that. The members of the HD Medi management team do their utmost to achieve this and endeavor to convey this enthusiasm to everyone: employees, pharmacists, patients and those formulating policy.



Martijn Veltmaat Chief Executive Officer

#### Your complete solution

HD Medi offers a total package when it comes to automated medicine dispensing. The automated dispensing systems, which have various capacities for processing patient-specific medication, form the basis of the package. HD Medi software offers multiple functionalities: from processing patient and medication data from an OCS file to the management of users and medication. The HD Medi software provides integrated control of the additional, optional equipment, such as the Vizen (sachet inspection system), the Wizer (winding and cutting system for sachets based on patient or organization) and the STS LS (for packing special medication or part-tablets).

By applying a barcode (GS1 can be used) it is possible to provide unique identification for every sachet.

Customized, complete automation solution for small and big pharmacies to help improve medication adherence for patients. All hardware and software compliant with GMP/GaMP standards. Market leader worldwide in the field of patient specific medication distribution.

Technical sales and service companies, hospital pharmacies and dose dispensing pharmacies.





Chiel Grevers Sales Manager



Klaver Bicycle Parking Systems

Weberstraat 5

PO Box 702

NL-7903 BD Hoogeveen

NL-7900 AS Hoogeveen

E: ahondema@klavergroup.nl E: info@klavergroup.nl

P: +31 528 745200

M: +31 6 51683530

www.klavergroup.nl

Aukje Hondema Sales Support

Klaver Bicycle Parking Systems is market leader in delivering the most innovative solutions and products in the bike parking branches. Because bicycle parking is our core business we are unique compared to our competitors. Parking your bike goes further than just a rack, every situation is different and requires the best accompaniment to find the best solution in every case. Our products and services are developed to make sure our customers and users are facilitated as optimally as possible. Take for instance the health industry, this sector also values innovative solutions therefore we are proud to have several references like UMCG, The Medical Centre Groningen and The Medical Centre Utrecht.

Below you find details of our products and related activities:

- Free advice, guidance and information on all aspects of bicycle parking
- Bicycle racks only with front fork support of the highest quality
- The two level parking system 2ParkUp, provides efficient parking by doubling the capacity per m2. Easy, safe and with a long service life.
- Shelters developed especially for our products for an optimal occupation

#### HD Medi

Niels Bohrweg 6 NL-8218 MD Lelystad PO Box 64 NL-8200 AB Lelystad P: +31 320269333 M: +31 646158734 E: m.veltmaat@hdmedi.eu www.hdmedi.eu





Bart de Jong



Petr Foit

LINET Group SE Amstelwijckweg 2 NL-3316 BB Dordrecht P: +31 78 6521850 F: +31 78 3030245 M: +31 6 53729074 M: +46 70 9158282 E: Bart.dejong@linetgroup.com E: petr.foit@linet.com www.linetgroup.com

LINET Group SE is a leading provider of innovative high quality beds, mattresses, furniture and complete service solutions to hospitals, nursing and retirement homes. The group focuses on customer-oriented product development based upon excellence in combining technology and design capabilities.

LINET Group at a glance:

- Among the TOP 4 hospital and senior care beds manufacturers worldwide
- Headquartered in Dordrecht, Netherlands
- 2 production sites (Germany and Czech Republic)
- 15 subsidiaries
- 75.000 beds sold in 2013/14
- More than 1.000 most prestigious university hospitals equipped
- More than 10.000 nursing homes equipped

#### Two brands under one name

The LINET Group SE combines two strong and traditional brands.

- In healthcare the holding represents sophisticated beds and customised intelligent solutions of LINET, a company founded in 1991.
- Wissner-Bosserhoff has been bringing aesthetics and functionality to top quality beds and furniture for caregivers and their residents since 1952.





Bart van 't Ende



**Rob van Overbeek** General Manager Projects

Metaflex Doors Europe is specialised in developing and producing sliding door systems.

Our prominent market is the healthcare market. Metaflex believes in a safe and comfortable environment around the bed and the operation table, for hospital staff as well as for the patient. With almost 40 years experience in the field and high customer satisfaction, we know what moves our clients and the market and therefore we can offer the best solutions.

Specially for the healthcare market Metaflex has developed hermetical sealing doors; ideal for applications in conditioned spaces such as operating rooms. The sliding door seals the room completely airtight, even with high over- or under pressure. Therefore uncontrolled movement of air is minimized. In situations with conditioned or contaminated air behind the door, this is very important. Besides hermetical sealing sliding doors, Metaflex is specialised in fire-resistant, smoke-tight and radiation-proof doors with or without automation. We have the best solution for areas where safety, reliability and ease of use are self-evident.

Metaflex sliding doors have the following (combination of) characteristics: Hermetic sealed

- Semi-hermetic sealed
- 100% design freedom of the door blade
- Fire resistant
- Smoke tight
- Radiation proof
- Glass door blade for complete transparency
- Insulation for freezer or cooler

Metaflex would like to cooperate with highly committed sales and/or service partners in Denmark. We will provide full support to these sales and service partners by sales- product- and assembly training. Metaflex has extensive 'know how' which we will share with our partners to benefit us both. Communication and dedication are our values which we translated in to our slogan: 'Open to the world, close to you'.

Metaflex Doors Europe Ambachtsstraat 11 NL-7122 MP Aalten PO Box 300

NL-7120 AH Aalten P: +31 543 477333 M: +31 653 361337 M: +31 610 924072 E: bart.vantende@metaflex.nl E: rob.vanoverbeek@metaflex.nl E: info@metaflex.nl www.metaflex.nl

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Anouk Vanwersch Strategic Business Support



Ira Hornborg-Franck Sales Support

MMID

Westvest 145 NL-2611 AZ Delft P: +31 15 2136736 M: +31 6 14525446 E: anouk@mmid.nl www.mmid.nl MMID is one of the fastest growing product development agencies in Europe. Since it started in 1992 MMID has been integrating functionality, design and producibility into its product development process; which has proved to be a very successful formula.

At our four offices in The Netherlands and Germany, over 80 highly talented specialists are working together, crossing the boundaries of their disciplines. Together with our clients we have accomplished many products, which add value to the life of the end-user.

Our guarantee: in the last 22 years more that 85% of the projects that we have worked on together with our clients were successfully introduced to the market: TOGETTHERE.

We believe that working together gets people further. Therefore we are looking for international partnerships with companies in all different kind of market areas in order to develop excellent products together.





Clasien van der Houwen Gynaecologist



Anne Visser Consultant Health Care and ICT

MyDigipoli is an internet-based platform creating personal records for patients to inform them about their medical problems and treatment options with visual and interactive tools. Instead of general leaflets with a lot of irrelevant information, patients will get customized information. For example if an operation will be the treatment, the record shows what the surgery entails, risks and benefits, alternatives, who is going to perform the operation, what to expect when admitted to their hospital and what to expect at home. MyDigipoli also makes communication back and forth possible with a consultant or a nurse.

We developed records for several themes e.g. pelvic floor, fertility problems, vascular disease and pain problems. Every hospital will have some different approach and the information is easily adapted for local use. Consultants are in control. They can manage their own patient centred system. They can develop questionnaires and coaching systems themselves. The platform provides the basics to make more records for other themes.

#### What problem does this innovation solve?

Patients experience a personal approach, they feel well informed, and they feel in control. They appreciate the possibility to ask questions online. They, and their family members, do have a better idea of their treatment and their possibilities.

During discussion with patients, consultants can focus on important questions like what options do you have and what is suitable for you. Shared decision making is meaningful now.

#### What do we offer?

We can provide the intellectual idea and help you to develop your own Internet-based platform. If wanted we can help you built a platform like ours.

MyDigipoi is looking for:

- Hospitals wanting to develop online, personalized information for patients.
- Strategic partners, who can be helpful to implement health records for information.
- Other additional partners for e-health solutions. For example companies generating medical content.

MyDigipoli (mijndigipoli) de Lange Jacht 16 NL-9244 HN Beetsterzwaag M: +31 6 51345384 E: info@mijndigipoli.com E: clasienvanderhouwen@ planet.nl E: aavisser@home.nl www.mijndigipoli.com

## Noordhoff Health



André Matera Director



Hans Helmonds Business Unit Manager

Noordhoff Health Het Spoor 8-14 NL-3994 AK Houten PO Box 342 NL-3990 GC Houten P: +31 30 63833047 M: +31 6 30279329 E: a.matera@noordhoff.nl E: h.helmonds@noordhoff.nl www.noordhoff-health.nl

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Noordhoff Uitgevers is the largest educational publisher in the Netherlands, offering learning solutions that help students, teachers and professionals to achieve maximum results. Noordhoff Uitgevers employs about 400 professional employees and works with hundreds of authors, specialists in education.

Noordhoff Uitgevers delivers printed and digital course materials, services and tools for primary education, secondary education, vocational education and higher education.

Noordhoff Uitgevers is located in Groningen and Houten (Netherlands). Noordhoff Health is located in Houten (Netherlands) and Berlin (Germany).

Noordhoff Uitgevers is part of a group of European educational publishers, Infinitas Learning.

Noordhoff Health is the leading e-learning and learning technology provider for the Dutch healthcare sector. We provide products and services directed towards developing and maintaining knowledge and skills, to ensure that healthcare professionals and students stay proficient.

The company's concept combines individual and organizational learning in a way that leads to compliance and performance improvement. With solutions including high quality e-learning courses and the PulseWeb<sup>™</sup> mobile learning environment (available in 7 languages), Noordhoff Health supports the entire learning process, including assessment, e-learning, tests, workplace learning, coaching and planning.

Many renowned clients in care, cure and vocational education use our learning solutions successfully. Our solutions lead to an increase of quality and a decrease of risk. One of our key areas of expertise is employee training and compliance for Medical Technology.

Noordhoff Health is extending its innovative range of e-learning services in countries like Germany, South Africa and Surinam. From our office in Berlin, Noordhoff Health brings e-learning and learning technology to the German health market. Not only do we offer a wide range of courses and learning technology, we also act as a partner to care institutions during the implementation and management of e-learning solutions. Adapting, expanding and updating our range to meet the specific needs of local markets.





Roderick Villevoye

#### OpenCeilings

Barbara Strozzilaan 101 NL-1083 HN Amsterdam P: +31 20 8202190 M: +31 6 24220657 E: roderick@openceilings.nl www.openceilings.com

OpenCeilings Denmark 2Rethink Furniture Jens Mathiasen Gentoftegade 32 2820 Gentofte Denmark P: +45 51510845 E: jens@2rethink.dk The OpenCeiling is an innovative and creative solution for false/ suspended ceilings. The OpenCeiling consists of photopanels illuminated by LED lighting. The photopanels show a beautiful and realistic image of the sky, creating the illusion of a real skylight.

By only using High Resolution images of skies and trees and premium quality LED components we aim to provide a near perfect simulation of nature. The OpenCeiling creates a sense of space and brings a welcome experience of daylight into any interior. The LED OpenCeiling is a plug&play model and can be installed within minutes. It is an ideal way to provide an immediate upgrade to any interior without the need for a major refurbishment.

In healthcare interiors the OpenCeiling can provide a welcome distraction during stressful medical procedures. The natural elements and experience of daylight help towards creating a Healing Environment.

In offices the OpenCeiling can transform a standard interior into a fresh, open and productive workspace. Moreover, dark interiors without direct access to sunlight benefit from an OpenCeiling due to the experience of daylight that the OpenCeiling provides. Custom designs are possible and may help towards creating a branded environment.

In retail the OpenCeilings can create a better shopping experience and can help to attract or retain customers in a store.

Over the last 6 years we have helped to bring the benefits of nature inside the interiors of companies like Philips, IBM, Tata Steel, Mazda, Regus, Reed Elsevier, Achmea and numerous hospitals in The Netherlands (such as VUmc Amsterdam, UMC Utrecht, UMCG, Amphia, NKI ALV and others).



Royal Philips of the Netherlands is a diversified technology company, focused on improving people's lives through meaningful innovation in the areas of Healthcare, Consumer Lifestyle and Lighting. The company is a leader in cardiac care, acute care and home healthcare, energy efficient lighting solutions and new lighting applications, as well as male shaving and grooming and oral healthcare. Headquartered in the Netherlands, Philips posted 2013 sales of EUR 23.3 billion and employs approximately 115,000 employees with sales and services in more than 100 countries.



Jens Ole Pedersen Manager Business to Government and Business Development, Philips Nordics



Karen Sørensen CEO of Philips Nordics

**Royal Philips** 

Amstelplein 2 Philips Center, Breitner Tower PO Box 77900 NL-1070 MX Amsterdam www.philips.com

Philips Danmark A/S Frederikskaj 6, DK-2450 Copenhagen SV P: +45 20340180 E: jens.ole.pedersen@philips.com E: karen.sorensen@philips.com www.philips.dk



Marcel Dukker Business Development Director



Adriaan Schipper Business Developer

#### Technolution

Burgemeester Jamessingel 1 P.O. Box 2013 NL-2800 BD Gouda P: +31 182 594000 M: +31 6 1504 8748 E: marcel.dukker@technolution.eu E: info@technolution.eu www.technolution.eu

#### SigmaXG

M: +31 6 29024688 E: adriaan.schipper@sigmaxg.eu E: info@sigmaxg.eu www.sigmaxg.eu Technolution is an engineering company with in dept knowledge of application domains and of technology which enables us to create the right solutions for our customers. We test new technologies through investment in our own R&D before we apply them to our products. The fact that we develop and produce working systems and products allows us to build long-term relationships with our customers. We are specialized in high-speed processing / data-acquisition and complex hardware for the High Tech industry and System integrators e.g.

#### Products and services

We design and develop high end electronic products e.g. hardware, software and applications on customer specification or for our own products. Healthcare is an important domain for Technolution. In projects we create specific hard and software at single customer demands. We deliver products including Intellectual Property.

#### SigmaXG

SigmaXG is a solution of customized of the shelf products and software by Technolution to create Systems of Systems. It offers ultimate flexibility to take video and control (USB keyboard and mouse) from any connected source to any connected destination. You can distribute and process video with the quality you need and the latency you can afford. With SigmaXG, you are in control. www.sigmaxg.eu

Unique selling points of Technolution

- We provide solutions (hardware, software, building block, IP) for high end equipment.
- · Strong at the combination of hard and software
- Typically high speed data processing or acquisition
- In demanding surroundings or environments
- With knowledge of the domain of Rontgen, MR and homecare

We would like to meet leads for our high tech engineering services; OEM's like Philips, Elekta or FEI or companies that design and develop high end products with their own R&D departments. And we would like to meet companies that deliver ICT infrastructures (including Cath Labs and Operating Theaters) to hospitals which can integrate SigmaXG and companies that can explore and operate the Nordic markets for SigmaXG.

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Ton Hauzer Managing Director

Clean air is an economical asset. Good air quality increases the quality of life where we live, learn and work, secures the quality of our food/ medicine/products and can warn us for oncoming danger. As air quality engineers, U.C. Technologies designs, builds turnkey and services systems that monitor and create the air quality needed. Our systems are used for access control, air pollution and odour reduction, a safe working/living environment, product/food safety, warning systems for fire/explosion risk. Being brand independent we realize optimal combinations of components from colleagues and U.C. Technologies' products.

Renowned names among our clientele are for instance: Philips, DSM, BASF, SCA, Oerlikon, Sulzer, VDL, Perfetti, KLM, Schiphol, Royal Dutch Army/Navy/Airforce, Wärtsila, Snecma, Air France, Douwe Egberts. Our patents and collaboration in European research projects confirm our continuous effort to remain among the best achievers in our sector.

We are open to any form of partnership aimed at creating better air quality solutions.

# 



Eric de Munck Owner Director

Vahlkamp International is a manufacturing company of Nurse Call Sensors in Hospitals, Nursery homes, Elderly homes and Home Care. These sensors like Fall detection, Wander Guard and Epilepsy alarms etc. are used for making the care process more efficient. Vahlkamp is a company with accent on service and flexibility: fast delivery out of stock, customizing products, quick repair service and focus on client friendly operation. The price/performance ratio is excellent.

We are looking for distributors of our products and cooperation in the field of healthcare, for distributing our products through Denmark and Scandinavia.

U.C. Technologies Thorbeckestraat 75a NL-5301 NE Zaltbommel P: +31 418 680844 F: +31 418 680813 M: +31 6 53734688 E: ton.hauzer@uctechnologies.nl www.uctechnologies.eu

#### Vahlkamp International A. Hofmanweg 5a NL-2031 BH Haarlem P: +31 23 7505162/63 M: +31 6 46287386 E: ericdemunck@vahlkamp.nl www.vahlkamp.nl

### **VANAD** GROUP



Sven Walraven Vice President International Sales

VANAD Group is an international ICT company that effectively connects people, systems and organizations within healthcare. Our solutions enable us to always deliver systems communication and integration solutions with results. Our products and services grant more than 12,000 healthcare organizations access to the right medical information every day. With over 30 years of experience and 1,000 employees globally, we build customer relationships, achieve success and implement the right solution for our customers.

Whether linking subsystems in a healthcare organization, offering insight into up-to-date medication information, capturing the information from the medical devices, sharing images within (regional) partnerships, or using innovative eHealth and Point of Care Testing (POCT) applications, we integrate everything seamlessly into the healthcare process and with the information systems.

Products and Services Offered:

- Enterprise Application Integration solution
- Medical Device Connectivity solution
- Health Information Exchange

#### Unique Selling Points:

- More than 30 years of experience in integration and communication
- Our solutions are the standard within Dutch healthcare (market share above 90%)
- Our solutions are specially made for the healthcare
- Our employees are specialized healthcare technical consultants

#### Profile of Commercial Contacts Wanted:

Danish regions and healthcare institutions that might be interested in communication and integration solutions.

#### VANAD Group

Rivium Westlaan 1 NL-2909 LD Capelle aan den IJssel P: +31 10 2881680 M: +31 6 53657950 E: sven.walraven@ vanadgroup.com www.vanadgroup.com





Leon Damen Managing director

The VARI-STEPP is a simple, yet effective and innovative product of Dutch design. It is a flexible door sill, facilitating an unimpeded passage of wheeled traffic, such as wheelchairs and hospital beds.

launched in the Dutch and Belgium markets.

- A water-retaining door sill, but not an obstacle
- An excellent water bar for wet rooms
- Ergonomic for staff
- Wheelchair-friendly

designers and testlabs.

• Helps to avoid falls among elderly people

The VARI-STEPP is the solution for sectors with considerable levels of wheeled traffic, such as:

The company VARI-STEPP is a Dutch start-up, established in 2011.

Its owner created an invention with a team consisting of (prototype)

Turning the invention into the product took until March 2014 when it was

- Hospitals
- Nursing and care homes
- Hotels
- Kitchens
- Airports/stations

#### References

The VARI-STEPP performed excellently in laboratory tests. It exceeded by far the cyclic load criteria applicable. Trials with the VARI-STEPP have been carried out at numerous sites throughout the Netherlands, to the clients' complete satisfaction.

#### USP's

- · Solution for an existing problem
- Patented technology
- Dutch design
- · Available in a normal and in a fire-retardant version

#### Distribution relationship

We are looking for a distribution partner for the market of the Kingdom of Denmark with the following profile:

- · Knowledgeable in the field of applications;
- Able to deliver custom in the assembly of the 2 semi finished products;
- Having a well organized sales team with a network consisting of architects, building contractors; or
- Distributing already a product range which could connect the VARI-STEPP; and Prepared to render customisation, distribution, installation and support services.

#### VARI-STEPP

Philipsenstraat 1 NL-5371 CN Ravenstein PO Box 111 NL-5370 AC Ravenstein P: +31 486 425640 M: +31 6 57213395 E: info@vari-stepp.com www.vari-stepp.com

#### 🔛 Waarneembemiddeling.nl

In short: we deliver webbased poolmanagement for medical professionals and healthcare institutions which enables easy communication, invoicing, online agreements, quality measurement and planning. Which saves time, trouble and creates more capacity from existing pool.



Vincent de Schepper

More specific: Over the past 14 years Waarneembemiddeling.nl has had the same drive: to connect all health care providers working in primary healthcare on one online platform.

We have developed the biggest internet platform for primary healthcare in the Netherlands during the past 14 years. With over 90% of all Dutch GPs enlisted we facilitate, in a secured internet surrounding, easy contact between doctors, nurses and secretaries regarding work related issues: • Recruiting temporary and/or permanent staff (colleagues)

- Dealing with capacity problems, also last minute issues
- Pool management (only work with your 'own' pool of people you already know)
- All administration that comes with (temporary) work like contracts, invoicing, official document handling (e.g. check quality, validity and expiration dates)
- Create extra capacity from current staff by raising efficiency to a higher level
- In total more than 33.000 vacancies per year are filled in successfully through our online platform; over 22.000 health workers have enlisted.

Also two-thirds of all out-of-hours service centres in the Netherlands are member of our platform. Their biggest concern is to ensure continuity of care in their centres during the evenings, nights and weekends. They use our platform to deal with planning issues and under-capacity caused by absence due to e.g. illness, holidays or education of healthcare providers.

#### Commercial contacts wanted:

- I would like to meet people active in (primary) healthcare with responsibility for total capacity of staff (GPs, nurses and secretaries) and continuity of care. Both during office hours as well as out-of-hours service.
- Preferably an active and/or entrepreneurial GP with a good perspective on the Danish situation and needs.
- Representatives of regional out-of-hours service centres
- · Public authorities responsible for primary healthcare
- Representative of The Danish College of General Practice

## Wassenburg



Ellenore Hoff Global Marketing Manager



Peter Willems-Alnøe General Manager ViCare

Wassenburg Medical Edisonring 9 NL-6669 NA Dodewaard P: +31 488 500700 M: +31 6 15288744 E: marketing@ wassenburgmedical.nl www.wassenburgmedical.com With head offices in the Netherlands, Wassenburg Medical B.V. is a leading international company based in the Netherlands and specializing in the development and manufacture of innovative high-level washer disinfectors and drying/conditioning cabinets for flexible endoscopes. The company was established in 1984 and has developed into a highly qualified specialist in all aspects of automated endoscope reprocessing.

Since 2013 Wassenburg Medical B.V. is part of the HOYA Lifecare division (www.hoya.com). With head offices and manufacturing premises in the Netherlands and Vietnam, and offices in the Netherlands, United Kingdom, Ireland, Belgium and France, the full product range is distributed through an exclusive distribution network in Europe, Asia, the Middle East and Africa. In the Denmark, the full WASSENBURG<sup>®</sup> product portfolio is distributed through ViCare.

Waarneembemiddeling.nl Kerkenbos 1057a NL- 6546 BB Nijmegen P: +31 24 3812280 M: +31 6 52085941 E: v.deschepper@ waarneembemiddeling.nl

www.waarneembemiddeling.nl





## CLEANTECH HOLLAND Your Portal to Dutch Cleantech Solutions



Rogier Blokdijk Business Development Manage

FME / Cleantech Holland wishes to make a valuable contribution towards the achievement of the national, European and international climate objectives. It will do so by promoting the products and services of Dutch clean technology companies on the international markets.

Cleantech Holland is an export organization and platform for Dutch clean tech businesses, universities, governments, and nonprofit organizations.

Our aim is to promote the use of Dutch products, services, systems and innovations in the following fields:

- Renewable Energy
- Energy Infrastructure
- Energy Efficiency
- Energy Storage

The world is our market and we actively promote our solutions worldwide. We are committed to advancing sustainable solutions for benefit of the economy and the environment.

The tools we use to promote the Dutch Cleantech sector are; incoming and outgoing trade missions, Holland pavilions at international tradeshows and exhibitions, international matchmaking, study tours, promotion material and much more.

Cleantech Holland Boerhaavelaan 40 NL-2713 HX Zoetermeer PO Box 190 NL-2700 AD Zoetermeer P: +31 79 3531295 M: +31 6 83526941 E: info@cleantechholland.com www.cleantechholland.com





**Koen Havlik** CEO

# Algoritmica helps wind power operators and OEMs to increase wind farm availability and reduce O&M costs, which are up to 30% of the LCOE. Algoritmica PreMonition is predictive maintenance and performance monitoring software that uses all of the available data and self-learning algorithms to automate and scale your data analysis. Our first customers are Vattenfall and a top10 OEM from Germany.

The benefits that PreMonition offers are:

- Unparalleled predictions of failures. Reduce on cranes, boats, spare parts, and personnel costs.
- Automatically spot underperformance, such as turbine misalignment or forgotten curtailment.
- Plan maintenance in optimal weather conditions.
- Automatically detect defect sensors that can result in costly availability disputes.

We are still looking for a few early adopters that want to be among the firsts to use the solution that we're developing. We also joined this mission to learn about the market and validate some assumptions. I invite anyone with experience in this market for a conversation.





Emile Stuy Export manager

Anker Stuy Verven is a Paint & coating producer for different sectors. Our major division produces paints for the wood processing market/ carpentry. Anker Stuy is market leader in the Netherlands to companies that produces windows, doors, furniture and interior elements. This is due a special binder which is invented and been developed by own research. This binder has the unique characteristic for a extreme low water absorption. In that way the wooden element has a long outside durability up to 15 years without renovation. Also within this division is a range of products for the renovation market. These are being distributed over more then 50 dealer in and outside the Netherlands. A special line of renovation paints are our Rolsma Bio-based paints which are produced with a sustainable binder based on linseed oil. Anker Stuy Verven has a own research laboratory. Anker Stuy is researching and producing the paints of the future. For example paints with solar power techniques or coating systems that give light in the dark. "seramic.nl This 100% energy neutral coating can be a solution for a energy neutral infrastructure. Besides this division Anker Stuy also manufacture a coating system for the windmill industry based on a new technology that gives a higher lifetime warranty than current coating systems.

We would like to come in contact with companies that supply products within these industries. For example distributors, paint manufactures for private labels, wholesalers with affinity within the abovementioned sectors.

Anker Stuy Paints is a third generation family business. The company was founded by A.A. Stuy in 1952. The company is characterized by short communication lines, flexibility, extreme high service and onsite support. As a result we are active in more than 20 countries in and outside Europe.

#### Algoritmica

Padualaan 8 NL-3584 CH Utrecht P: +31 30 2270467 M: +31 6 24980082 E: koen@algoritmica.nl http://algoritmica.nl Anker Stuy Verven Hellingwal 1 NL-8407 EM Terwispel P: +31 51 3465000 M: +31 6 13094446 E: info@ankerstuy.nl E: e.stuy@ankerstuy.nl www.ankerstuy.nl





Marie de Graaf



**Rik Aalders** 

Green Giraffe – The renewable energy financial advisors An unparalleled track record in successfully closing deals for our clients.

Green Giraffe was launched in 2010 by experienced finance specialists with a strong and proven track record in the renewable energy sector with offices in Paris and Utrecht. Since then Green Giraffe has expanded its business with offices in London and Hamburg and has grown from 10 to 30 professionals working on transactions throughout the renewable energy sector with a strong focus on offshore wind. Green Giraffe is a multi-disciplinary financial advisor with expertise in project & structured finance, M&A, contracting, legal and tax. We advise on both equity and debt financing transactions and integrate our experience and extensive market knowledge in modelling to ensure that the financing is structured in the most beneficial way and we will get the deal done.

Our track record shows a consistent presence in the market providing us with the most up to date market precedents and standards. In 2014 we successfully closed 8 transactions amongst which Gemini (600 MW offshore wind farm, the Netherlands), NOP Agrowind (195 MW onshore windfarm, the Netherlands) and Westermeerwind (144 MW nearshore windfarm, the Netherlands). We are globally active with mandates in North West Europe, USA and Africa. Green Giraffe has been acknowledged as the most successful financial advisor in renewable energy in 2014 by Infrastructure Journal, ranks as number one as financial advisor in the EU Europe Renewables 2014 league by Inspiratia and the Gemini Project was awarded European Power Deal of the year 2014.





Roel Swierenga

The Hansa Green Tour Foundation was created in 2010 to help raise awareness about already available knowledge, products and services in the Hanseatic region in northern Europe regarding sustainable products and sustainable technologies. To learn from 'best practises' in those cities and regions that take the lead in sustainability. The northern european Hanseatic region is one of the best performing regions regarding sustainability, renewable energy, education and innovation. The Hansa Green Tour is focusing on the cleantech sector in The Netherlands, Germany and Denmark.

Hansa Green Tour connects national sustainability and cleantech organisations and initiatives in this region and shares available knowledge. We do this by organizing once a year a unique business networking tour with alternative energy vehicles in which participants drive from The Netherlands to Germany and Denmark to showcase sustainable technology and products, visit sustainable 'best practices' and organize high level networking events along the route. In 2014 Copenhagen was the final destination, the 6th edition will take place 3-6 June 2015 and will finish at Samsø – Renewable Energy Island.

The Hansa Green Tour offers companies once a year a unique marketing possibility to showcase their products and services at several locations in 3 countries in a very compact and intense program of 3-4 days. We are looking for companies that want to showcase their products or services in the Hansa Green Tour 3-6 June 2015.

#### Hansa Green Tour

De Nijverheid 21 NL-9207 DG Drachten M: +31 6 55567218 E: info@hansagreentour.com www.hansagreentour.com

Green Giraffe Maliebaan 83a NL-3581 CG Utrecht P: +31 30 8200334 M: +31 6 46318495 M: +31 6 55153266 E: m.degraaf@green-giraffe.eu E: r.aalders@green-giraffe.eu www.green-giraffe.eu





Bart Willems Commercial Manager

MPI Offshore is a world leader in Offshore Wind Turbine installation, and the first company to bring to the market a purpose designed and built Wind Turbine Installation Vessel (WTIV) – the MPI Resolution in 2003.

Currently the fleet of vessels and equipment offered by MPI includes the MPI Adventure and MPI Discovery – both considered the next generation of the award winning MPI Resolution, with a greater capacity both in cargo and crane capacity to install Monopiles or foundations up to 900Te, and the current market of Offshore Wind Turbines up to 5MW. Early January 2015 MPI acquired Victoria Mathias, a 2011-built windturbine-installation vessel, designed to transport, lift and install wind turbines and their foundations. Key features include a 1,000-tonnecapacity main crane, a maximum operating depth of 45 metres and the ability to jack with 4,350 tonnes of cargo on board. Following closely in the traditions of the existing MPI fleet, Victoria Mathias has been renamed MPI Enterprise and operates under the Dutch flag.

MPI Offshore can offer individually or as complete packages:

- WTIVs with a capacity to carry and install up to 10 complete units
- Sub Sea inter ray cable installations
- Experienced construction crews
- SPMT manoeuvres and handling
- Full engineered packages for temporary and permanent works
- Project consultancy
- · Case studies and feasibility of ports, locations and projects
- Design and Supply of mechanical and hydraulic handling equipment
- Fast support crew transfer vessels





Rob Borgonjen Commercial Manager

N-Sea Offshore is an independent subsea contractor and specialist in survey & IMR services, provides vessel based diving, (W)ROV, ROTV and MFE (Mass Flow Excavation) operations for offshore assets, platforms, FPSOs, subsea cables & pipelines, offshore wind farms and other renewable operations in a safe, sound and swift manner minimizing impact on production and environment.

Services: installation support, inspection, maintenance, UXO surveyidentification and removal, geophysical /geotechnical surveys and positioning.

**N-Sea Offshore Wind** Industrieweg 29 NL-4301 RS Zierikzee PO Box 200 NL-4300 AE Zierikzee P: +31 111 456000

M: +31 6 14651246

www.n-sea.com

www.mpi-offshore.com

NL-4511 AR Breskens

**MPI Offshore** Haven Westzijde 21

PO Box 28

P: +31 117 384262 M: +31 6 55686490 E: commercial@nl.mpi-offshore.nl E: Bart.willems@nl.mpi-offshore.nl





Siete Hamminga

Robin Radar Systems Mercuriusweg 1-A NL-2516 AW The Hague P: +31 88 7008700 M: +31 6 47104106 E: siete.hamminga@ robinradar.com www.robinradar.com Robin is entirely dedicated to the development of radars, specifically for bird monitoring in both wind farms and aviation. Its mission is to increase flight safety for humans, bats and birds.

Robin systems offer unique capabilities. It can detect birds at distances up to 10 kilometres, all around, day and night. It visualizes and logs hundreds of birds simultaneously including their size, speed, direction, flight path and location in meters accurate. This data enables the identification of patterns in bird behaviour.

Robin originated in the eighties as a project within the Dutch Research Institute TNO. In cooperation with the Royal Dutch Air Force and later the European Space Agency (ESA), they started developing unique algorithms to use radar for bird strike prevention. The technology became commercially available in 2010 and is currently operational at 17 locations in Europe. Seaway Heavy Lifting



Richard den Hollander Business Development Director

Seaway Heavy Lifting is a leading offshore contractor in the global Oil & Gas and Renewables industry, offering tailored T&I and EPCI solutions. By utilizing our highly skilled and motivated workforce, quality assets and continuous focus on new technologies we provide our clients with safe, effective and added value solutions.

Seaway Heavy Lifting owns and operates crane vessels Stanislav Yudin and Oleg Strashnov, which have a revolving lift capacity of 2,500mt and 5,000mt respectively.

Seaway Heavy Lifting Albert Einsteinlaan 50 NL-2719 ER Zoetermeer P: +31 79 3637700 M: +31 6 51824497 E: rhollander@shl.nl www.shl.com.cy





Bernard Fortuyn Member of the Managing Board

Siemens AG (Berlin and Munich) is a global technology powerhouse that has stood for engineering excellence, innovation, quality, reliability and internationality for more than 165 years. The company is active in more than 200 countries, focusing on the areas of electrification, automation and digitalization.

One of the world's largest producers of energy-efficient, resource-saving technologies, Siemens is No. 1 in offshore wind turbine construction, a leading supplier of combined cycle turbines for power generation, a major provider of power transmission solutions and a pioneer in infrastructure solutions as well as automation, drive and software solutions for industry.

The company is also a leading provider of medical imaging equipment – such as computed tomography and magnetic resonance imaging systems – and a leader in laboratory diagnostics as well as clinical IT. In fiscal 2014, which ended on September 30, 2014, Siemens generated revenue from continuing operations of  $\epsilon$ 71.9 billion and net income of  $\epsilon$ 5.5 billion. At the end of September 2014, the company had around 357,000 employees worldwide.

In The Netherlands Siemens had in the same period around 2300 employees working in the nine divisions. The order intake reached in this fiscal year a new record of EUR 2,9 bln, mainly because of two big projects in Wind Power (Gemini and Westermeerwind). Siemens will deliver 60 new Avenio trams for the city The Hague. With the University Medical Center Groningen (UMCG) Siemens Healthcare closed a contract for managing equipment and services and close corporation on personalized healthcare. Shipbuilder IHC Merwede chose the PLM software of Siemens for their processes of shipbuilding.

#### **Siemens Nederland** Prinses Beatrixlaan 800 NL-2595 BN The Hague

PO Box 16068 NL-2500 BB The Hague P: +31 70 3333070 M: +31 6 13300177 E: bernard.fortuyn@siemens.com





Eric Finé Business Development Manager

Smulders Projects International is a project management and engineering company, specialized in foundations for offshore wind. In 2002 Smulders Group started with the construction of steel monopile foundations and transition pieces. Today more than 1.000 offshore foundations have been manufactured by Smulders.

Smulders Projects International, subsidiary of the Smulders Group, is an international organization employing around 800 staff, across four main facilities: lemants, Willems, Smulders Projects and Spomasz.

The Group has over 50 years of experience in the engineering, construction, supply and assembly of steel constructions and has an annual capacity of more than 50.000 ton. The core activities are subdivided over 3 market segments: Wind & Renewables, Offshore Oil & Gas and Civil & Industry.

Smulders Group combines its several production facilities over Europe with a specific set-up and capabilities to optimize production and costs. The joined 'forces' make Smulders Group fast and flexible in this market. Through strategic partnerships Smulders Group is not limited to steel, but can offer complete solutions to the clients.

Smulders Projects International Industrieweg 2 NL-5731 HR Mierlo P: +32 14 672281 M: +32 4 71973417 E: info@smulders-projects.com E: eric.fine@iemco.be www.smulders-projects.com

## Studioninedots

Studioninedots is an Amsterdam-based architecture and urban design practice with an international portfolio of diverse projects ranging from housing to urban concepts.

Our practice excels in projects that transform complex urban sites,

interweaving the built environment with the social fabric of a city. We

specialize in infill projects that (re)use unoccupied city sites to maximise

with complex conditions that require innovative solutions, for instance,

on derelict sites. By distilling the issue, we discover the project's essence

that will drive its architecture. Simultaneously these dynamic sites inspire

scarce land and curb urban sprawl. These are often 'impossible' locations



Arie van der Neut Architect|Partner

new collective ways of living. Our integrated, proactive and research-based approach, and extensive experience delivers a coherent end-result. Our success with urban transformation projects in the Netherlands – a leader in this field – and new types of collective architecture has inspired us to share this

knowledge with partners abroad who face similar urban challenges.





**Jos Korver** Founder/Director

TecLine

Paasheuvelweg 34a

P: +31 20 5659130

M: +31 6 53472384

#### TecLine International supplies technical staff.

From sales offices in Germany and the Netherlands and various recruitment offices throughout Europe TecLine supplies trained and experienced professionals in the electrical and construction sectors, both on- and offshore. The well trained technicians work on projects in energy, petrochemicals, offshore, heavy industry and infrastructure. As experienced partner in the supply of technical personnel since 1976, we develop customized solutions. Besides that TecLine has developed a fully web based logistics tool in order to proceed the services rendered. Our technical staff from different EU countries is deployed on projects mostly in Germany and the Netherlands, but also in other European countries.

#### **Desired Contacts**

The wind industry requires a high degree of quality and safety in the production/installation of windmills. Moreover, the sector is characterized by different working hours and a mobility challenge when working offshore.

TecLine would like to bring its services to the attention of companies active in the wind energy sector and in need of a professional international supplier of appropriately trained technical personnel from the EU.

#### Studioninedots

Krelis Louwenstraat 1 (B28) NL-1055 KA Amsterdam P: +31 20 4889269 M: +31 6 53516349 E: ant@studioninedots.nl www.studioninedots.nl





Zdravko Angelov Managing Director

VizionZ Engineering

Molengraaffsingel 12 NL-2629 JD Delft P: +31 70 7446724 M: +31 6 13417785 E: info@vizionz.nl www.vizionz.nl

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When building offshore wind farms, the steel foundations are one of the most costly parts of the construction. The conventional steel foundations account for almost 30% of the total investment costs. By damping the vibrations of the wind turbines through the seawater inside the foundation, the innovative ZeaDamper<sup>™</sup> system from VizionZ Engineering revolutionizes the way foundations are engineered. By adding the ZeaDamper<sup>™</sup>, new offshore wind farms can be built on much smaller foundations, with a reduced diameter and wall thickness. Therefore, the use of the system realizes substantial cost savings on material and installation and offers an extension to conventional foundations for a more sustainable construction. Furthermore, with the ZeaDamper<sup>™</sup>, the wind farm maintenance costs can be reduced. The system also contains an active control system that generates and uploads data to the cloud for real-time monitoring and diagnostics.

#### Volker Stevin International





Muriel van der Hulst Development Manager



Marcel van Bergen Managing Director

Volker Stevin International

Korenmolenlaan 2 NL-3447 GG Woerden PO Box 203 NL-3440 AE Woerden P: +31 348490300 M: +31 6 30050502 M: +31 6 46005252 E: mvanderhulst@ volker-stevin.com E: mvanbergen@ volker-stevin.com Volker Stevin International is a reliable, capable and stable construction partner realising marine projects for the global energy and civil sector with safety and sustainability as top priorities. As an innovative contractor we conduct the design, management, logistics, transport and installation for offshore structures and foundations and offer fully integrated solutions to help clients reach their offshore potential. In addition, Volker Stevin International focuses on marine structures such as jetties, bridges and quays and the immersion of large concrete structures such as tunnels, caissons and gravity based structures.

Volker Stevin International is an independent operating subsidiary of VolkerWessels, a Dutch group of more than 120 companies with an annual revenue of  $\in$  4.9 billion and 14,500 employees. We make extensive use of technology, motivated staff and shared knowledge between the VolkerWessels companies to deliver powerful results while minimising risks and complexities inherent to offshore construction.





Henk van den Berg Director



Chiel van Rooijen Managing Consultant

Xenergy Services Stephensonstraat 113 NL-7903 AS Hoogeveen PO Box 204 NL-7900 AE Hoogeveen P: +31 88 1420199 M: +31 6 53683490 M: +31 6 83894175 E: h.vandenberg@ xenergy-services.com E: c.vanrooijen@ xenergy-services.com The core business of Xenergy Services is maintenance on, and revision of rotating equipment eg gas turbines, steam turbines and compressors. Next to this we provide specialist bolting solutions. With our Subsidiary Arvick a new product is added to our portfolio.

With Arvick we are developing a new way of connecting large flanges where accurate bolt load and a small spread is demanded. We use Ultrasonic Bolt Load Measurement to assure a correct load for every bolt. This made it possible to develop a faster and more accurate system to build (offshore) wind turbines. With this system we can fixate a connection within an hour so building time of towers can be reduced. Using Ultra Sonic technology means every bolt is checked and can be re-checked with accurate figures in a much shorter time frame. All data is stored so a comparison can be made with previous load measurements. Using this system means risk factors on bolted connections can be lowered resulting in a more efficient turbine.

If connections are deteriorating it can be seen before it becomes a problem so the necessary steps can be taken before accidents occur.

#### Profile of wished contacts:

Wind turbine Manufacturers, engineers, wind farm asset managers, wind farm builders.





## **Official Delegation**

#### Ministry of Foreign Affairs



Ministry of Foreign Affairs PO Box 20061 NL-2500 EB The Hague P: +31 70 348 6255 www.government.nl/ministries/bz

Bert Koenders Minister of Foreign Affairs



Ministry of Foreign Affairs PO Box 20061 NL-2500 EB The Hague P: +31 70 348 4242 E: simon.smits@minbuza.nl www.government.nl/ministries/bz

Simon Smits Director-General for Foreign Economic Relations



Ministry of Foreign Affairs PO Box 20061 NL-2500 EB The Hague P: +31 70 348 6255 E: christoffer.jonker@minbuza.nl www.government.nl/ministries/bz

Christoffer Jonker Private Secretary to the Minister of Foreign Affairs



Ministry of Foreign Affairs PO Box 20061 NL-2500 EB The Hague P: +31 70 348 4189 E: ahmed.dadou@minbuza.nl www.government.nl/ministries/bz

Ahmed Dadou Spokesperson



Ministry of Foreign Affairs PO Box 20061 NL-2500 EB The Hague P: +31 70 348 6232 E: heleen.poppens@minbuza.nl www.government.nl/ministries/bz

Heleen Poppens senior policy officer international business

## **Business Delegation**



VNO-NCW PO Box 93002 NL-2509 AA The Hague www.vno-ncw.nl

Hans de Boer President / Business Delegation Leader



VNO-NCW PO Box 93002 NL-2509 AA The Hague www.vno-ncw.nl

Mechteld Oomen Deputy Director International Economic Affairs



Ministry of Economic Affairs | Netherlands Enterprise Agency PO Box 93144 NL-2509 AC The Hague P: +31 88 602 1146 E: karin.schipper@rvo.nl www.rvo.nl

Karin Schipper Project Manager Economic Missions

#### Contact details Embassy Copenhagen



Eddy Middeldorp Ambassador



Embassy of the Kingdom of the Netherlands Toldbodgade 33 DK 1253 Copenhagen | Denmark P: +45 33707240 M: +45 53701952 E: jw.coert@minbuza.nl denemarken.nlambassade.org

Embassy of the Kingdom of the Netherlands

DK 1253 Copenhagen | Denmark

E: ejm.middeldorp@minbuza.nl denemarken.nlambassade.org

Toldbodgade 33

P: +45 33707239

Joan Willem Coert Deputy Head of Mission



Renske Nijland Senior Policy Officier Embassy of the Kingdom of the Netherlands Toldbodgade 33 DK 1253 Copenhagen | Denmark P: +45 33707237 E: renske.nijland@minbuza.nl denemarken.nlambassade.org



Embassy of the Kingdom of the Netherlands Toldbodgade 33 DK 1253 Copenhagen | Denmark P: +45 33707236 E: soren.lester@minbuza.nl denemarken.nlambassade.org

Søren Lester Senior Policy Officier



Embassy of the Kingdom of the Netherlands Toldbodgade 33 DK 1253 Copenhagen | Denmark P: +45 33707235 M: +45 28940268 E: hilde.posthoorn@minbuza.nl denemarken.nlambassade.org

Hilde Posthoorn Senior Officer Economic- and Trade Department

## **Notes**



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