

# Netherlands Economic Mission to New Zealand

7 November - 9 November 2016





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## Foreword



It is an honour to lead this trade mission to New Zealand, accompanied by 60 innovative Dutch companies. The visit is taking place parallel to the state visit by Their Majesties King Willem-Alexander and Queen Máxima.

The Netherlands greatly values its excellent relationship with New Zealand – a relationship that will be celebrated and reinforced during our three-day visit. Although our countries could hardly be further removed geographically, the ties between us are strong. This is partly thanks to the presence of a large Dutch community in New Zealand, which goes back to the wave of Dutch emigration in the 1950s when thousands took the plunge and moved to the other side of the world. Today there are around 150,000 Kiwis with Dutch roots, many of whom play key roles in all parts of society.

Even though the Netherlands is roughly one-seventh the size of New Zealand and has a population that is almost four times greater, we have a great deal in common. We share the same values, such as freedom, democracy and human rights, and we often face similar political and socioeconomic issues. We also encounter many of the same challenges in the areas of urbanisation, climate change and sustainable food production. And we are both creative in tackling these challenges, thanks in part to our many vibrant startups. Both New Zealand and the Netherlands are in the top 20 countries on the Global Innovation Index.

By sharing our state-of-the-art knowledge and our promising innovations on matters such as flood defence, smart highways, cycling infrastructure and medical technology, we can develop new solutions that will benefit not only the economy, but society and the environment as well. In this respect, joint research and student exchanges are invaluable. Wageningen University and Research Centre and Massey University are already working together on research into livestock production and greenhouse gases within the Global Research Alliance. And there is plenty of scope for stepping up cooperation in other areas too.

This mission is an opportunity to explore and create partnerships. Although there is no denying the physical distance between the Netherlands and New Zealand, our shared values and similar worldviews make it a small world after all. It is this common ground that makes me and the large delegation on this trade mission feel so closely connected to New Zealand.

**Henk Kamp**  
*Minister for Economic Affairs*

## Foreword



New Zealand and The Netherlands have always maintained a good relationship. Established long ago, the ties between the two countries are intensified in the last century by all the Dutch who choose New Zealand as their homeland. I see a lot of reasons to further strengthen this relationship and add a stronger economic element to it.

The Netherlands, although relatively small in surface and population, is a mid-sized economy with a very high standard of living and a surprising entrepreneurial spirit. Together with the main port function that The Netherlands have in Europe, it has an outstanding economic position in Europe and the world. The visit of King Willem Alexander and Queen Maxima of The Netherlands, is combined with an economic mission of a large business delegation, representing a variety of relevant sectors such as agri-food, horticulture, logistics, life Sciences and health, smart cities and sports. This mission provides great opportunities for both governments and businesses to show their potentials. During the seminars, company visits, match making events and focused discussions, businesses from New Zealand and The Netherlands are able to share their knowledge and aspirations. They also provide an opportunity to show that the Netherlands is for many companies from all over the world the preferred location for production facilities or global or regional headquarters.

Both of our countries might be geographically on a large distant, culturally we are close neighbours. In my view, economic relations between The Netherlands and New Zealand have a promising future. I encourage businesses of both countries to seek for opportunities and I am convinced that this mission will add great value to the process.

Good luck!

**Hans de Boer**  
President of the Confederation of Netherlands Industry and Employers VNO-NCW

# The Netherlands

# The Netherlands



## Locations

1. Amsterdam (and Airport Schiphol) | 2. Arnhem |  
3. Eindhoven | 4. Enschede | 5. Flushing | 6. Groningen |  
7. The Hague | 8. 's Hertogenbosch | 9. Leeuwarden |  
10. Maastricht | 11. Rotterdam | 12. Utrecht | 13. Zwolle

# Introducing the Netherlands

Joining forces to create sustainable solutions for the most liveable world, now and in the future.

## How do the Dutch make a difference?

Through their interactive approach to finding innovative solutions to the big challenges facing the world today. The Dutch way of thinking and working has been shaped by centuries of living in the low-lying delta of the Netherlands. Through the ages, the Dutch have joined forces to find ingenious ways to tackle challenges like water, urbanisation, energy, food, health and security. By being inventive,

pragmatic and open to new challenges, the Dutch have created a flourishing and resilient land. The Netherlands is a constantly evolving ecosystem of cities, industry, agriculture and nature, all integrated through smart infrastructure. It is a source of knowledge and experience that the Dutch are keen to share with others. Learning from the past to create a better future. Together, seeking sustainable solutions for the most liveable world.



## 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

- **Official name** Kingdom of the Netherlands
- **Form of government** Constitutional monarchy, parliamentary democracy
- **Head of State** His Majesty King Willem-Alexander, King of the Netherlands, Prince of Orange-Nassau
- **Capital** Amsterdam
- **Seat of government** The Hague
- **Administrative structure** Twelve provinces and the overseas territories of Aruba, Curacao and St. Martin. The overseas island of Bonaire, Saba and St. Eustatius, all three of which are situated in the Caribbean, are 'special municipalities of the Netherlands'
- **Surface area** 33.800 km<sup>2</sup>
- **Location** Western Europe, by the North Sea, bordering Belgium and Germany
- **Number of inhabitants** 16.915.195 (April 2015)
- **Number of inhabitants per km<sup>2</sup>** 500 (April 2015)
- **Monetary unit** Euro
- **Languages** Dutch, Frisian





environment. Both countries have a flourishing agricultural sector, with a strong focus on the dairy industry. Facing the challenges of the 21st century, environmental damage and water management are shared concerns. The Dutch have outstanding expertise in the issues of sustainable food production, smart farming, and water management and are eager to join hands with partners in New Zealand to develop cutting-edge products and services and integrated policy approaches.

### Partnering for sustainable future growth

The Dutch face challenges with an open and collaborative attitude. They have a strong drive to find inventive solutions. By working as partners and sharing knowledge and experience, challenges can be turned into opportunities. Based on our mutual understanding and trust, New Zealand and the Netherlands will strive towards strengthening our partnership to the benefit of sustainable growth.



## New Zealand and the Netherlands:

partnering for sustainable future growth

### Strategic partners

New Zealand and the Netherlands, although oceans apart, are bound by strong economic, political, social and cultural ties. The shared history between New Zealand and the Netherlands goes back almost 400 years. Following the Dutchman Abel Tasman, who was the first European that arrived in New Zealand in 1642, numerous Dutch immigrants found their new home in New Zealand. The Netherlands and New Zealand share values and similar views on important matters. This is reflected on the international stage where both countries cooperate on issues such as international peace and justice and international trade and development. Moreover, New Zealand and the

Netherlands are important strategic partners being each other's gateway into the Asia-Pacific and European region.

### Strong and growing economic ties

This economic visit to New Zealand serves to further strengthen the New Zealand-Dutch partnership. New Zealand and the Netherlands face the same kind of challenges such as urbanization, climate change and sustainable food production. Through sharing knowledge and innovations on matters such as flood protection, smart highways and bicycle infrastructure, and medical technology, we can find new solutions benefitting not only the economy, but also society and the





# Company Profiles



## Agri & Food

In 2050 there will be nine billion people living on our earth. All those people will need to be fed fresh food and this is a huge problem. But what people must realize is that more than 40% of the crops that grow in our fields do not end up on a plate.

### Contronics makes mist....

We use this natural phenomenon to cool, humidify and disinfect fresh food.

In greenhouses, postharvest chillers, refrigerated storage, transport and supermarket displays.

In slaughterhouses, bakeries and in the food production industry.

Under our mist blanket fresh food stays fresh for much longer. The quality of the product stays high, weight loss and the loss of nutritional value is avoided, shelf times are more than doubled, there is less packaging and energy is saved.

But the most important aspect is that the unnecessary waste flow of fresh food is cut by half.

Our dry misters are unique in the world. Contronics is the only company that develops and manufactures durable systems that can cope with the strict hygiene requirements in food. We are the inventors and world market leader in this field.

A new development is disinfection with mist. We cooperate with companies that manufacture natural and safe disinfectants, like ECAS and bioflavonoids. Combined with our humidification technique food contamination and the growth of mould is prevented. Trials in meat, bread and fruit have shown exceptional results. We are now implementing this revolutionary technique in Europe in the Fresh Demo program supported by the European Commission.

Contronics is the proud winner of the 2012 / 2013 European Business Award and the 2016 Global Food Industry Award.



**Frank Bakker**  
Managing Director



**Marjon Jongbloed**  
Independent Commercial Advisor

### Contronics Engineering

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**Paul Beltman**  
Sales Manager

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**EKRO** in The Netherlands is the world's largest and most modern veal production facility, slaughtering and processing annually over 400.000 heads in bone-in and boneless cuts and kitchen-ready products. EKRO exports to over 60 countries worldwide, supplying retail, foodservice and industry in any desired quantity, quality, specification and packaging, chilled or frozen. Approximately 80% of production is Premium Dutch Milkfed Veal, 20% is Premium Dutch Grainfed Veal, each with its own characteristics and following the changing market's needs and trends

EKRO is member of the Dutch based VanDrie Group, the world's largest integrated veal production chain. Control over the full production ensures a consistent, safe and high quality product and full tracking and tracing. Besides implementation of VanDrie Group's food safety program, Safety Guard, which exceeds EU-standards, EKRO is ISO22000 certified and boasts BRC and IFS controls. Food safety and animal welfare are not just words to EKRO, but guarantees.

Please find more information on [www.ekro.com](http://www.ekro.com) and [www.vandriegrup.com](http://www.vandriegrup.com).

## GICOM

**GICOM** is a leading specialist in the development of computer-controlled climate systems for mushroom cultivation, organic matter processing systems, manure treatment systems and air purification systems worldwide. GICOM creates tailor made systems to meet every processing specification.



**Monique Groenenboom**  
CEO

GICOM is recognised as a reliable partner in the area of composting technology. GICOM offers advice and helps clients achieve their objectives in building composting systems and treating organic waste flows, such as kitchen and garden waste, manure, sewage sludge and biological drying. In each project GICOM provides professional design and planning services on site. GICOM installations are produced at the GICOM Metalworksplant in Biddinghuizen, The Netherlands. Besides own products GICOM Metalworks also produces special aluminium and stainless steel products for a variety of Agro-foodindustry related companies.

The drying and hygienisation of manure in tunnels is a technique developed by GICOM. This technique of drying manure in tunnels is directly applied at Komeco BV, part of the GICOM group. Komeco specialises in processing chicken and cow manure to high-quality pressed composted organic fertilizer pellets which results in a valuable fertiliser.

GICOM technology is based on quality and sustainability.

### GICOM

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## MilkWays Holding

**MilkWays Holding** develops maritime supply chain solutions, consisting of port tank terminals and highly specialized ships, for the transport of large volumes of liquid fresh milk and other dairy related ingredients. The specific solution for milk has been developed specifically for milk over last 2 years in close cooperation with Dutch dairy institution and a large dairy multinational. But most important is that the basic technology (cold & aseptic supply chains) has already been proven by Trilobes in the fresh orange juice market, transporting over 3 million tons annually over the past 10 years.

Milk is a highly regarded and world's largest food product, but it requires up to a 1.000 litres (analyzing the whole chain) of water to produce 1 litre of water. The technology of MilkWays enables to produce milk in region A (with the right resources as water, land, feed), then transport this milk as "raw material" to region B (with large population), where the milk can be locally processed into premium fresh products. MilkWays is currently discussing with various dairy multinationals worldwide, as they want to secure high quality supply of milk in various "milk deficit" regions like Asia.



**Diederik Brassler**  
CEO

### MilkWays Holding

#### Trilobes

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## Paqell

**Paqell** is a Dutch joint venture of Shell International and Paques established in 2011 to continue the Shell/Paques partnership on biological desulphurisation in the oil & gas sector existing since 1995. Paqell uses the sustainable biological THIOPAQ O&G technology which was originally marketed by Paques for the treatment of biogas produced by the anaerobic digestion of waste water. The THIOPAQ O&G process removes H<sub>2</sub>S from gas streams and recovers it as elemental sulphur preventing SO<sub>2</sub> emission to air. The focus is on natural gas, associated gas, refinery gas, acid gas and various off gases from tar/oil sand operations. The technology is a safe, stable and cost-effective alternative for Claus/SCOT and redox processes. Biological purification is the most sustainable process for desulphurisation of gas streams. Clients include Santos, Exxon, Shell, Pertamina, CNPC, Frames, Technip, Schlumberger and Jacobs. Worldwide there are over 200 THIOPAQ units installed for both biogas and natural gas in Europe, USA, Mexico, China, Taiwan, Indonesia, Japan and South Korea. In Australia and the Middle East we have plants under construction.

We would like to meet companies with a requirement to remove H<sub>2</sub>S in the production of sour natural gas, associated gas or acid gas in refineries and potential partner companies who can assist us with sales and service in Australia and New Zealand. We are also looking for fertilizer companies and other partners who are interested in the biosulfur which is produced in the THIOPAQ O&G process and which can be used a raw material for fertilizers.



**Joost Timmerman**  
Managing Director



**Philippe Micone**  
Licensing Manager Asia Pacific

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**Kees Engwerda**  
Business Development

## Partners Network

**Partners Network** adds value to the chain by supplying to retail, wholesale and processing industry with an international professional team in several countries. They are active in global distribution from our dedicated slaughterhouse, fishing vessel or fruit orchard to the importing country. Each load/container is a project and they handle it with care, their advice included a view on the multiple choices of origins they can offer you. Their approach is open with the goal to heighten volumes and service grade. Due to the various markets in their portfolio they are able to cluster volume and quality and therefore they are very competitive.

Considering the above Partners Network seeks contact with processors, distributors and wholesalers which they can supply with pork, chicken, fruits and fish products with the specifications and in time deliveries to your needs.

Please feel free to contact us in order to get more specific and personal information.

### Partners Network

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**Meiny Prins**  
Chief Executive Officer

## PRIVA. Creating a climate for growth

**Priva** leads the way in the development and production of technology for the optimisation of environmental conditions and process management. Priva provides solutions for horticulture, building automation and anything in between, with a unique combination of software, hardware and services.

Priva products and services are applied in various sectors such as greenhouses, offices and public buildings, urban farming, retail, hotels and open field horticulture.

The family owned company has worldwide offices and training centres, from China to Canada and from Mexico to Scandinavia and Australia. The company is represented in over 100 countries via an international network of certified Priva partners.

In horticulture and agriculture Priva helps entrepreneurs to take further steps in their development. The company always offers the right solution for any growers' ambition. With every step the company takes with their customers, the starting point is: greater efficiency per m2 with less energy consumption and the optimum reuse of water.

Everything Priva does revolves around people. The company encourages the development of their employees, believes in the growth potential of their customers and suppliers, and relies on their strength and dedication. That's what they call: Creating a climate for growth.

More info: [www.privagroup.com](http://www.privagroup.com)

### Priva

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**Rabobank**



**Suzanne van Tilburg**  
Senior Strategy Manager

## Rabobank

**Rabobank Group** is an international financial service provider operating on the basis of cooperative principles and dedicated to being a leading customer-centric cooperative bank in the Netherlands and a leading food and agri bank in the world. As a socially responsible bank, we are committed to contributing to welfare and prosperity in the Netherlands and to solving the global food issue.

Rabobank's Banking for Food growth strategy prepares the bank for a greater cause beyond business: we want to contribute in providing enough food sustainably for the world's growing population on less arable land by providing access to finance, access to knowledge and access to Rabobank's global network.

With over 400 offices, serving approximately 10 million customers in more than 40 countries, Rabobank has a large international network through which we can offer a wide range of international products and services on six continents. Each of our offices is locally rooted and consequently knows the local market through and through.

Within Rabobank's international network there are 19 International Desks which are designed specifically to serve Dutch SME's and corporate clients outside the Netherlands. Staffed with employees that speak both Dutch and the local language, the International Desks support our Dutch business customers with growing their business internationally.

### Rabobank

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**Mirjam van Dijk**  
CEO



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### Royal Duyvis Wiener

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### Royal Duyvis Wiener

**Royal Duyvis Wiener**, founded in 1885, with its head office in Koog aan de Zaan, the Netherlands, is one of the leading manufacturers in the global cocoa and chocolate processing industry. We optimize production processes by supplying new equipment and upgrading existing plants. We reduce production costs by saving energy and minimizing downtime. The Royal Duyvis Wiener group includes: Thouet Lehmann (Germany) JAF Inox (Brazil) Log5 (Koog aan de Zaan) and Royal Duyvis Wiener Indonesia (Jakarta).

The Royal Duyvis Wiener group is well-known across the globe as solution provider in every industrial environment, particularly in the cocoa and chocolate industry. The Royal Duyvis Wiener group is the sole global supplier of complete turnkey lines for the production of cocoa, chocolate, compound and nut pastes. For either lab or large-scale production, single machines or turnkey processing plants, we offer multiple solutions for the complete process from cocoa bean to bar.

Log5, part of the group since 2012, specializes in developing and manufacturing systems for the pasteurization of dry food products, such as nuts, grains, seeds and spices. Our non-chemical solution complies with health and safety regulations and delivers a 5-log reduction while maintaining exceptional product quality.

Besides pasteurization, we also deliver equipment for roasting, refining/ grinding for nut paste production and pressing equipment for the production of nut flower, seeds and oil.



**Henk Snellink**  
Managing Director

### Werner & Pfleiderer Haton

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### Werner & Pfleiderer Haton

**WP-Haton** was established in 1949 and is a subsidiary of the Werner & Pfleiderer Group since 1975. WP-Haton is located in Panningen, in the north of the province of Limburg, the Netherlands. The company employs about 116 people who work on development, production, sales and service of make up systems for the production of a wide variety of doughs.

In countries all over the world WP-Haton machines and plants are installed for all types of bread with different ingredients, shapes, proving times, weight and capacities.

The machines are used in industrial bakeries with non-stop production, in-store bakeries, catering or traditional bakeries where freshness, quality and large scale production are required.

With its all encompassing so called Blue Value service and support package WP Haton ensures its clients to have continuous, reliable machinery at their disposal. This client-oriented approach increases the added value of WP Haton's machines. Reducing downtime at bakeries is one of WP Haton's primary objectives.

Blue Box and Blue Control are part of WP Haton's Blue Value service and support package. The Blue Box is a practical, plastic case filled with machine parts which combat wear-and-tear. The contents of the case varies per machine and is entirely attuned to the client's needs.

Blue Control: Using ICT connections WP Haton can explain machines included in its Blue Value network, and can assess their performance. Faults can be evaluated remotely, which often results in quick solutions without an engineer having to be sent out.

To provide clients with a bespoke maintenance package WP Haton has introduced a five stage package. This allows clients to opt for a service level which matches their unique needs.



## Life Sciences & Health



**Amanda Mackintosh**  
New business development



**Bob Splinter**  
Area Sales Manager

### Bayards Heliport Solutions

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## Bayards Heliport Solutions

**Bayards Heliport Solutions** has been successfully designing, engineering, manufacturing and installing safe, efficient and cost-effective heliport solutions for over three decades. With more than one hundred installed helipads for renowned hospitals such as the Queensland Children's Hospital, the University Hospital of Geelong and the Royal London Hospital, it is safe to say Bayards is a helipad expert.

When it comes to landing and take-off in air medical services, location and operational efficiency are of paramount importance. Therefore, we sit together with our clients to find the optimum location for the heliport and we create the perfect, customized helipad solution. We can install our rooftop helipads on any building – whether it is a new or an existing building – without adding further structural reinforcements. In addition, our helipads can be delivered with stretcher ramps, walkways and staircases and they can be outfitted with all the desired operational support equipment such as fire-fighting, lighting and winterisation systems.



**Liliane Limpens**  
Designer | Owner | Director

### DollsVilla Global

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## DollsVilla Global

**DollsVilla Global** is the worldwide company for the marketing and the distribution of the innovative DollsVilla by Liliane®. The DollsVilla by Liliane® is the child high sustainable house on wheels for the children's most cherished 1:6 cars and dolls of 30 centimetres. With a complete design interior, a car ramp and trays. Made of birch plywood [double transparent varnish], solid beech wood, stainless steel, plexiglass. The metal castors have double-brake systems. The DollsVilla is made in Germany. TÜV Certified EU | US.

### Products

- DollsVilla by Liliane® leading for group play by 4 - 6 children  
Exterior Interior
- DollsVilla by Liliane® light for group play by 2 - 3 children  
Exterior Interior

### Unique selling points

- Stimulation of group play, social-emotional and language development
- Child high play-furniture with several play area's [not a table-toy]
- Made for the most cherished dolls of children [30 cm], and for their cars
- For boys too - with a car ramp for cars, horses, bicycles, skate boards
- Storage unit for accessories [drawers and wall shelves in the leading-model]
- Sustainable | Design

### End users | Sectors

- Hotels with junior guests [high end]
- Nurseries | Child care centres
- Department stores [high end] | Shops for Design and Toys
- Centers for [speech] Therapy and Rehabilitation
- International primary Schools
- Hospitals [waiting rooms, professional use]
- Holiday locations for children with disabilities | Women's shelters | Asylum centers [donations by serviceclubs, foundations etc.]



**Robert Gorter**  
Managing Director Elsevier Australia

## Elsevier

**Elsevier** is a leading provider of information solutions for professionals around the world. Our mission is to lead the way in advancing science, technology and health. We provide over 25% of the world's clinical content and serve over 20 million healthcare professionals.

Our clinical solutions empower individual doctors and nurses, as well as interdisciplinary care teams, to make faster, smarter decisions and avoid medical errors at the point-of-care to improve clinical outcomes. We provide the most complete and trusted evidence-based medical, surgical, specialty, nursing and drug content accessible at all stages of patient care.

Our solutions encourage patient-centred care by integrating evidence-based content directly into EHR/EMR systems. This includes care planning and clinical documentation, order sets and current drug information.

We also provide performance management tools and skills training intended to track training, knowledge acquisition and develop and maintain a high performing team, which ensures consistent top performance in patient care and administrative management through evidence-based interactive training.

Some well-known solutions for the Australian healthcare sector include ClinicalKey, ClinicalKey for Nursing, Elsevier's Order Sets and Clinical Skills.

## Elsevier

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**Janet van der Wal**  
Managing director



**Arnold Hofstra**  
General manager

## Finqo-Academy

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NL-8435 VX Donkerbroek  
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NL-8430 AA Oosterwolde  
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www.finqo-academy.nl

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## Finqo-Academy

### Education and consultancy

Through consultancy, quality management and project management we assist companies and organisations of making them future-proof. Since 2008 we have successfully guided various profit- and non-profit organisations with our services.

For guiding organisations to a higher level, it is of the utmost importance to educate and motivate their employees. Finqo-Academy has experience over many years with building, implementing and guiding multiple trainings and e-learnings for several target groups. To realise this, Finqo-Academy builds and composes these short trainings together with 'Kweekvijver', a collaboration between Stenden University, NHL University, 'De Friese Poort' and Friesland College. This way, the trainings and e-learnings remain up-to-date content-wise and educational-wise.

### Products and Services Offered

- Education (e-learning, training, supervision and coaching)
- Consultancy for government and health/ care (-related) institutions
- Quality management
- Project management

### Unique Selling Points

- years of experience and accumulated knowledge of the target groups and services;
- proven and demonstrable quality service provided by quality marks;
- through the cooperation with universities the trainings and e-learnings remain up-to-date content-wise and educational-wise;
- small organization and thereby flexible in its services;
- qualified personnel.

### Profile of Commercial Contacts Wanted

- We would like to get in touch with the responsible procurement of the following institutions/organizations:
- government agencies / public authorities/ social security and health section
- care / welfare institutions
- (high) schools / universities/ colleges
- banks and financial institutes, the section that (also) deals with customers with debt





## KCS Cleanroom Systems

**Karsten Cleanroom Systems (KCS)** is a specialized cleanroom company operating in Europe, Asia, Africa and Australia. KCS has its own factories in NL and China. KCS has total staff of 130p and 150p variable dependent on project volume. Turnover is Euro 20-25mio with consistent solid profit level.



**Martin Karsten**  
CEO

Our business scope comprise design, supply and installation of complete cleanroom configurations for the pharma/biotech industries, healthcare a.o. KCS is long time player (over 20 yrs) in this niche market and has become qualified supplier at the major international EF's active in this market.

The base of KCS business development is the own developed cleanroom system where all cleanroom applications can be integrated in one system with same outlook and flush room finish. This flush finish is key to safe cleaning and prevention of contamination inside cleanrooms.



**Linda Xu**  
Deputy Director China

Furthermore KCS has developed special products for the hygiene market under the names:

- BIOLED lights
- SUPRA Pass Through Boxes
- CLEANSEAL Pipe Seals a.o.
- KOMPA Door closers
- SLIMLINE Airtight Doors

These special products are produced in our brand new factory in Shanghai. The combination of western technology and manufacturing capacities in KCS China and Europe creates a very efficient cost base which gives us the chance to offer these high tech products at the favorable price/quality ratio.

For the Australian/NZ market KCS is cooperating with Global Cleanrooms Inc. headed by its director Michael Fox. For all commercial contacts we refer to;

**Global Cleanrooms Inc.**  
Office +61 1300 562 313  
PO Box 2160 Taren Point, NSW 2229  
michael@globalcleanrooms.com  
www.globalcleanrooms.com

### KCS Cleanroom Systems

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NL-4731 TB Oudenbosch  
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## Lomed Nederland

**Lomed Nederland** operates in 18 countries around the world through different distributors or Agents. In the Netherlands Lomed is market leader in the orthopedic/cast room hand therapy and homehealthcare products, manufactured by Lomed and distribute for different companies from all over the world.



**Raymond de Loos**  
Managing Director

Our activities in the Netherlands are manufacturing and distributing our products to most major Hospitals in the Benelux, clinics and shops.

### Products and Service Offered

- Manufacturing and distributing Orthopedic products
- Shower and swim protection for people wearing casts or bandages, Seal- Protect and Swimprotect.
- Different splint material for the total body, Buddysplint, joint eight, thermoplastic material.
- All products for cast rooms including specialized equipment developed for the Orthopedic departments, EZ caster
- New and innovative orthopedic products like Sandelo castshoes, Pinn-Balls, Terry Pad, scissors.
- Producer of 300 different fixation material based on Velcro.

### Unique selling points

- Most products are innovated and designed by Lomed in cooperation with university hospitals in the Netherlands and specially for the doctors and nurses on several departments inside hospitals or clinics.
- All these products are very well accepted in different markets around the world.
- Our team is experienced in developing new and innovated or redesigned products, all developed products are closely designed together by Lomed techs and doctors and nurses that actually work in the field.
- Based in the Netherlands.

### Profile of Commercial Contacts wanted

- We are looking for steady partners well involved in the hospital market by distributing products to one or all the different departments .
- Orthopedic dep.
- Cast rooms
- Hand and foot therapy/surgery and departments.
- Ergotherapy dep.
- Emergency dep.
- Homehealthcare shops.
- Pharmacies (several products for this sector)

### Lomed Nederland

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www.lomed.com

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School of  
Health Care  
Studies



**Kim Bisschop**

Manager External Relations

## Rotterdam University of Applied Sciences

**Rotterdam University of Applied Sciences** offers high quality bachelor, associate and master degree programmes to 35.000 students. At the School of Health Care Studies about 4000 students work in a powerful and flexible learning environment in which current developments in higher education and in the healthcare sector are leading elements.

Students and teachers from our school cooperate with the Research Centre Healthcare Innovations in systematic practice-based research within the work field, meant to improve the quality of both healthcare and higher education. Our School challenges young adults to exceed their own expectations in becoming junior health care professionals, level-headed when necessary and able to make the right decisions. For a university in the heart of a city with a low education ratio this is quite a challenge, particularly because the city of Rotterdam is characterized by a large ethnic and cultural diversity. To cope with large scale community problems many healthcare students participate in the activities of the Centre of Expertise Social Innovation, dealing with 'wicked problems' in deprived areas.

Our School is involved in developing innovative care concepts in close cooperation with strategic partners like Medical Delta, the Healthcare Boulevard and Erasmus Medical Center.

To enable students, teachers, researchers and partners in the work field to further innovate healthcare we hope to increase our international network by finding Australian partner organizations in healthcare, sports and higher education with a tradition in practice based research and an innovative scope to collaborate with in the future.

### Rotterdam University of Applied Sciences

School of Health Care Studies

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**Peter Post**

Managing Director

## Task Force Health Care

### Improving Healthcare Together

**The Task Force Health Care (TFHC)** is a public-private platform with over 100 partners founded in 1996. Our mission is to improve healthcare and wellbeing internationally with the use of Dutch expertise and in a sustainable and demand-driven manner.

The TFHC network consist of partners from industry, knowledge institutes, NGO's, healthcare providers and the government, all active in the Dutch Life Sciences & Health sector. Our partners provide smart solutions to various healthcare challenges.

To accomplish our mission, we organise all kinds of activities to (I) stimulate cooperation and knowledge-sharing in order to combine forces within the Dutch healthcare sector and (II) present and position The Netherlands abroad in order to be involved in the global and local healthcare challenges.

In the last decade, the TFHC visited and maintained relationships with more than 30 countries. With the use of country platforms, the TFHC continues to build and maintain sustainable international relations.

### Task Force Health Care

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# Logistics



**Paul Boekweg**  
CEO



**Marcel van Etten**  
Business Development Manager



**Maaïke de Jong**  
Business Analyst

## Davanti Warehousing

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## Davanti Warehousing

**Davanti Warehousing** is a specialist in the development and implementation of Warehouse Management Systems (WMS) with a track-record of more than 25 years. 80 professionals combine over 1000 years of IT and logistical knowledge to provide our customers with the best warehouse management solutions.

Davanti does not only supply the best WMS but implement a solution for each unique warehouse operation. Davanti is a fast growing company with global ambitions and offices in the Netherlands, Poland, the US and Australia.

CORAX is a state-of-the-art Warehouse Management System especially designed to manage warehouse processes in the food industry. CORAX ensures efficient real-time handling and traceability of all inbound, storage and outbound flows within the warehouse.

CORAX is designed from the end-user perspective. Intuitive screens and functions enable fast and efficient implementations and an optimal user experience. CORAX is technologically very advanced. The solution is 100% web-based and runs in the Microsoft Azure cloud. All mobile warehouse processes are supported via applications (APP's) that run on any Android or IOS device. APP's can be downloaded from the App- and Play Store. The integrated EDI module facilitates smooth integration of CORAX in any existing IT infrastructure.

### Unique Selling Points

- Specialised in advanced food logistics
- 100% Azure cloud
- Fully webbased
- APP's for Android and IOS
- 3D Visualisation of warehouse
- Advanced EDI integration tooling

### Profile of Commercial Contacts Wanted

Large companies that are active in the food industry in Australia and/or New Zealand and handle their own distribution. These companies could be producers, distributors, wholesalers, retailers or logistical service providers that run other companies' logistics.





## Smart Cities



## CityGIS

CityGIS is a Dutch company with its headquarters in The Hague.

Our mission is to provide the best possible geographical and information system to the market where every second counts: Public Order and Safety. And in that area we are the market leader in The Netherlands, Belgium and Luxemburg.

For many years now the innovative products of CityGIS are being used for the most demanding customers like Police, Fire Brigade and Ambulance. During large scale operations (like the Nuclear Summit 2014 in The Hague). Focus is also in information sharing (inter regional, interdisciplinary and international) and get that to the right person at the right time.

Communication and gathering of information and sharing this data is key in this process. We believe the Smart City concept can play an important role in that, as well as people's participation. Therefore we cooperate with the City Of Nijmegen and the Radboud University of Nijmegen and our partner firm Intemo in the Smart City Project Nijmegen.



**Paul Hoefnagels**  
CFO

### CityGIS

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**Marco Maréchal**  
CEO / Strategic (communication)  
advisor

### Connected Strategic Change Processes

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## Connected Strategic Change Processes

**“The outside world is already inside; how do you deal with it?”**

The world is changing rapidly, the circular economy, innovation, sustainability and participation have become central issues. At the center of it all are the stakeholders and citizens (consumers). Knowledge, attitudes and behavior are human aspects that can be influenced, anticipated and used.

Our team consists of highly motivated professionals who are ready to apply their knowledge and experience to your particular requirements.

The quality of our service lies in the creation of strategic level connections. Our specialism is traffic and transportation, mobility issues and issues pertaining to the “water” domain.

We realize different trajectories for a variety of clients. There are also projects which we either co finance. For a comprehensive overview, please visit our website [www.toconnect.nl/en](http://www.toconnect.nl/en)

My inspiration is to go global and conduct the survey, my vision and these results in your country. Guiding and giving advice to the different kind of projects in the field of Public Transport, self driving cars, cooperative systems, connected cars, smart mobility and smart city. We operate on the cutting edge of technology and human behavior (people), let them participate in the different kind of projects, you can create acceptance and develop services and products that people want to buy.

- Strategic (communication) advice within all levels (nationwide, regional and local) of government and accompanied business organizations, public relations and spokesman.
- Book: “Mobility in the future 2030, the first nationwide study”.
- ICT companies, service providers, insurance companies, Automotive area, Lease companies and branch associations.



**Simone van Schijndel**  
Director Geotechnical Engineering,  
Regional manager New Zealand and  
Australia

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## Deltares

**Deltares** is an independent institute for applied research in the field of water and subsurface. Throughout the world, we work on smart solutions, innovations and applications for people, environment and society. Our main focus is on deltas, coastal regions and river basins.

Deltares employs over 800 people and is based in Delft and Utrecht, the Netherlands. In Oceania, we have local representatives in Brisbane, Perth, Taupo and Hamilton.

### Products and Services Offered

- Applied research and specialist consultancy
- World-class physical modeling facilities and experimental field facilities
- State of the art modeling software

### Unique Selling Points

- We believe in openness and transparency, as is evident from the free availability of our software and models.
- Knowledge is our core business. For Deltares the quality of our expertise and advice is foremost.

We work closely with governments, businesses, other research institutes and universities at home and in Australia and New Zealand.

## DocWolves

driving your decisions



**Rens Groeneveld**  
CEO



**Niels Broeks**  
Compliance Officer

### DocWolves

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E: niels@docwolves.com

## DocWolves

**DocWolves** operates from the Netherlands with sales offices in Paris and Barcelona. Founded in 2011 the business has expanded to a dedicated team of 22 IT enthusiasts. DocWolves provides cloud-based document solutions to more than 250 organizations. Thousands of end-users are completely paperless preparing their meetings as well as during and after their meetings. DocWolves operates in both the private market (banks/pension funds, healthcare and enterprises) and the public market (local councils, regional boards and national governments).

### Products and Services Offered

- OurMeeting | paperless meeting
- Parlaeus | (cloud)council information system

### DocWolves' Unique Selling Points

- Highly qualified and dedicated development team
- All IP belongs to DocWolves. No external vital parts involved
- Experience in the public market and understanding of the underlying processes
- Experience in supporting local export partners for sales & marketing
- In-depth market and segment knowledge

### Unique Selling Points OurMeeting | Parlaeus

- Easy and intuitive agenda creation with real-time revisions
- Meeting members immediately have document access and can start preparing
- Instant access to minutes, decision lists and action items from a single dashboard
- Always work in the latest version of the agenda documents
- Annotate and share documents with other members
- Organize action points before entering the meeting
- Quick and simple implementation, low costs

### Profile of Commercial Contacts Wanted

- Companies involved in document management solutions
- Companies involved with public information systems
- Integrators for AV systems in the public market
- Consultants for information strategy
- Cloud enterprise solution suppliers



## Dutch Cycling Embassy

The Dutch Cycling Embassy can put you in touch with its extensive Dutch network. Whether your goals involve research, planning, policy-making, product development, manufacturing, construction or building bicycle facilities or infrastructure, we can help you find the best possible partners.

We could offer the knowledge and expertise of more than 50 Dutch organizations with the focus on infrastructure, urban planning, technical modelling, policy making, governance/ funding and process management to be able to get more people cycling. Together with our partners, we could deliver high level (conference) speakers, organize FactFindingMissions and ThinkBike Workshops to think together with local organizations.



**Mirjam Borsboom**  
Managing Director



**Edward Douma**  
Project Coordinator

### Unique selling points

- We connect the top of the Dutch cycling experts with those who want to professionalizing the cycling conditions in your city, state or country.
- We are non-profit and independent, representing many different companies and therefore being a reliable partner.
- We are very helpful in any stage of professionalizing cycling conditions, both to cities with no facilities at all, up to countries who are very well developed with regard to cycling.
- Our aim is to get more people on the bicycle worldwide, sharing our experience and knowledge with the world.

Dutch Cycling Embassy is looking for partners who might be interested in Dutch knowledge on cycling. This can be both within the public and private sector. Ideally, we meet decision makers who want to make cities and regions more sustainable, accessible and improve the quality of daily life by using other, more durable means of travel, ideally cycling.

### Dutch Cycling Embassy

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NL-2611 RV Delft  
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M: +31 651 043 995

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M: +31 682 976 890



## GSC3

### GSC3 - Global Smart City and Community Coalition

One of the most important challenges for cities and communities is working together on the implementation of new solutions and sharing valuable lessons learned. Being it energy, water, mobility or waste related solutions, it is essential to make these solutions sharable and replicable. This is because change in a city or community is costly and can be especially challenging for early adopters and developing economies.

Cities around the world need a platform for collaboration, sharing results, insights, and best practices. This is where we can lend a hand.

The Global Smart City and Community Coalition - GSC3 - is a pre-competitive and not-for-profit network organization of cities, communities and regions to share replicable solutions.

The GSC3 has connected cities around the world, and is proud of its ten founding cities, including Amsterdam, Austin and Bandung. The GSC3 forms consortia that set up re-usable projects that meet the triple bottom line for social inclusion, sustainable ecology and healthy economy.

More information can be found at our website: [GSC3.city](http://GSC3.city)



**Bram Reinders**  
Chairman and Founder



**Rik Wamelink**  
Director of Operations and Communications

### Global Smart City and Community Coalition GSC3

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## Heijmans Technology

**Heijmans** is one of the largest construction companies in the Netherlands that operates in property development, (non-) residential building, roads and civil engineering. Heijmans is active as a general contractor in the Netherlands, Belgium and Germany and as a technology provider in various markets with local partners.



**Joziene van de Linde**  
Managing Director



**Vincent de Waal**  
Technical Sales Manager

Heijmans distinguishes itself by searching for solutions together with its partners at an early stage in the design process and realizing and maintaining these solutions through the integration of knowledge and know-how. Our work starts on the drawing board and extends to include management, maintenance and service. We combine knowledge and creativity to create innovative products and concepts that we apply on a broad scale. Examples are the housing concept Heijmans ONE, the standard application of intelligent home control technology, BikeScout, Fairy Trail and innovative asphalt products such as Self-Healing asphalt, BrainJoint and the sustainable asphalt Greenway LE.

Heijmans Technology is a subsidiary of Heijmans, fully dedicated to the development and international commercialization of Heijmans' cutting edge innovations. Heijmans Technology is founded on the conviction that technological developments are offering new opportunities for the future of the construction industry. The scarcity of (green) space, green energy, materials and fossil fuels will increase further unless the construction industry radically renews itself. The intelligent use of alternative materials, new energy and mobility modes can bring significant changes to the construction business. Heijmans Technology is committed to lead this change in international construction and thus create sustainable value for Heijmans and its clients and partners.

### Heijmans Technology

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## StudyPortals

### StudyPortals is the 'Amazon' for Higher Education

Imagine education choice to be transparent, globally: a place where students can find and compare all their options across borders, and get informed how to make that best educational dream come true.

StudyPortals provides an online study choice platform where prospective students can find and compare over 140,000 Bachelors, Masters, PhDs and Short Courses worldwide.

This works: over 11 million users in 2015 of which 190,000 actually enrolled in a study program abroad. Students from over 200 countries: 40% from Europe, 35% Asia, 15% North America.

Colleges and universities can reach students from all over the world through one channel, with a minimum of effort. Partnerships work on the basis of measured results towards their student, diversity and quality objectives; reaching the exact talent pools where they like to see more from. Over 2,450 universities participate including Harvard, Stanford, KIT, University of Cambridge, ETH, University of Melbourne, CSU, CDU, RMIT, the University of Beijing, Fudan University etc.

StudyPortals was awarded for business and social excellence: Best EdTech Growth company globally in 2016 by EdTechX, one of Fastest Growing Companies from the Netherlands in '14/'15/'16 (#1 Gazelle Awards and Deloitte Fast 50) and the Rising Star award in '13 from the European Association of Higher Education

See: [www.studyportals.com/video](http://www.studyportals.com/video)



**Edwin van Rest**  
Co-Founder and CEO

### StudyPortals

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### StudyPortals Asia Pacific Office

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**Saskia Beer**  
Founder / Director

**TransformCity** is a smart city and civic engagement start-up, building on years of avant-garde experience in stakeholder-driven urban transformation. Our online participatory urban planning dashboard launched its pilot this spring. Launching customers were City of Amsterdam and local property owners with additional support from the Ministry of Infrastructure and the Environment. We are the first use case in the European Innovation Partnership on Smart Cities and Communities, featured on Amsterdam Smart City and we won the second prize in Le Monde International Smart Cities Innovation Awards 2016. We already received requests from ca. 15 cities worldwide, among them three Australian cities. With our team of 5 we are currently in the process of scaling internationally.

**Products and Services Offered**

- Online participatory urban planning dashboard
- City toolkits, workshops, lectures and consultancy

**Unique Selling Points**

- transparent, inclusive and equal stakeholder interaction and participation.
- positive approach: integrating urban development, citizen engagement and city marketing.
- Neighbourhood-based: integrating all relevant datasets, functionalities and stakeholders into one coherent dashboard.
- bottom-up and top-down: allowing stakeholders to interact with each other and with the official institutions.
- our founder is a renowned innovator in the field of stakeholder-driven urban transformation, developing our products and services from knowledge deeply rooted in practical experience;
- very experienced team of experts, most of whom are frequent international speakers in their field.

**Profile of Commercial Contacts Wanted**

- urban planning, smart city and citizen participation decision-makers working for cities, regions or provinces
- area development companies and process managers whose projects can benefit from our tooling

**TransformCity**

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NL-1053 XE Amsterdam  
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**Neil G. Simmons**  
CEO

**Wondura** is a new winter experience, accessible to all, which comes alive under a floating sheet of light. A dynamic interactive light installation exclusively designed to encircle the spectacular Wondura ice rink area. Advanced technology will generate customised light patterns directly choreographed by skaters' movements on the ice dictating the intensity, audio and animations of the whole experience for skaters, performers, spectators and distant onlookers. Ice skating as it's never been seen before! Unique in the world, just as unique and special as the location itself. Wondura is not just an event, nor is it just an illumination, nor a show, nor a combination of all three. It's an ever-changing dynamic piece of living art that will be as inspiring to spectators as it will be to skaters. Yes, the ice will be perfectly groomed! Yes, people will be having the time of their lives! But foremost, Wondura is a brand new winter experience, a new tradition. From a distance, this seemingly hovering sheet of dancing light becomes a magical addition to the environment. From beneath, the carefully mapped light design plays with the unique night sky to create a truly wonderful experience...

Wondura is a collaboration between three Dutch companies, NEGOSI, Ice-World International and Circus Family, together with international partners. All with their own extensive global expertise in delivering (to) high level events and together delivering an experience that is much more than the sum of their parts.

**Products and Services Offered**

- Spectacular ice & snow area
- Trendsetting retail area
- Curated product offer
- Creative happenings
- Inspiring approach
- Social hub
- Breathtaking park scape

**Unique Selling Points**

- Unique experience
- Crosses all demographic differences
- Works alongside local communities
- Collaborates with professional partners
- Attracts local innovators, creatives and artists
- Encourages participation from everyone
- Driven by our own passion

**Wondura**

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## Sports



**Erik Swennen**  
CEO & Founder

## AAA-LUX Lighting

In 2009 **AAA-LUX** developed the world first LED floodlighting to illuminate outdoor sports fields. Today as a market leader AAA-LUX realized 600 projects in 30 countries worldwide already, for sports fields, stadiums, ports, airports and large outdoor industrial areas.

AAA-LUX believes that new technologies are about to change the use and perception of illumination forever. AAA-LUX combines new technologies to supply high-power LED lighting systems, in order to reduce energy consumptions and increase illumination quality and flexibility.

As a result, the safety and security of assets is assured, productivity of employees is improved and the game-experience of both athletes and spectators is taken to another level. At the AAA-LUX head office and research centres in Eindhoven, the Netherlands, we continuously develop new LED floodlighting and control solutions. Eindhoven is considered internationally as being 'the cradle of modern illumination' and is home to many high-tech companies. The symbiosis with which the regional lighting industry cooperates enables AAA-LUX to continuously draw from vast knowledge and a large talent pool when developing new LED high-power illumination solutions.

### Products and Services Offered

- LED flood lighting for sports fields, stadiums, ports, airports and outdoor industrial areas.
- Control systems

### Unique Selling Points

- One-to-one replacement of conventional lighting
- Use existing masts and infrastructure, so extremely cost effective
- In-depth knowledge of the lighting technology

### Profile of Commercial Contacts Wanted

- Potential resellers
- Cities and Councils
- Large companies in ports, airports and industry
- Sports Associations

## AAA-LUX Lighting

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**Michel van Troost**  
Publishing and Managing Director

## Arko Sports Media

**Arko Sports Media**, founded in 2000, is the leading Dutch and Flemish publishing house of professional information in the field of sports. Arko Sports Media has an impressive portfolio consisting of several high-quality magazines, books, websites, e-zines and multimedia platforms (such as SPORT-NEXT.nl) on sports business. Arko has a special department, Arko Conferences, responsible for most of their own events, events of third parties and study trips for professionals. Our main goal is to improve the level of knowledge in the niche business of sports.

Arko Sports Media closely operates with a number of prominent parties in the sport environment in the Netherlands, such as NOC\*NSF, the Ministry of Health, Welfare and Sport, the Netherlands Institute for Sport and Physical Activity and Sports, The Dutch and Flemish Society for Sports and the main universities and colleges.

### Professional career

Michel van Troost is part of the managing team of Arko Sports Media and as such responsible for the complete outline of the publishing policy. Michel has a background in Sport Economics and began his career at Arko Publishers in 1996; first in marketing and later in publishing. In 2001 he seizes the opportunity to combine his professional experience in publishing with his passion for sports and became the publisher of Arko Sports Media. Currently he is responsible for and shareholder of this specialize publishing house and manages a team of 25 employees. In 2006 Michel was elected 'Sportmarketeer of the year' in the Netherlands.

## Arko Sports Media

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**André de Jeu**  
Director Association of  
Sports and Municipalities

## Association of Sports and Municipalities

### Together strong for local sports!

The **Association of Sports and Municipalities** on sports policy is the platform in the Netherlands for the development and positioning of sport and physical activity as a binding element in society.

The policy on sport and physical activity is important for the general welfare of citizens. It provides opportunities for talent, meaningful leisure activities, active participation in society and promotion of a healthy lifestyle.

Municipalities play an important role when it comes to sport and physical activity in the Netherlands. As a director through enabling policy and as financier of the many sports facilities.

Municipalities ensure that sport and physical activity are accessible to all citizens. Presence in a safe neighbourhood, together with the promotion of a healthy lifestyle, are important focus points. The Association of Sports and Municipalities is also partner to achieve objectives in other policy areas such as education, health, urban development and city marketing.

### Association of Sports and Municipalities

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**Bert Jonker**  
CEO

## CLAFIS Ingenieurs

**CLAFIS Ingenieurs** is a leading engineering firm. Our consultancy and engineering services are deployed within various sectors. We operate in the Chemistry, Industrial, Energy & Transport, Food, Buildings, Geodesy, Infrastructure, Maritime, Environment, Oil & Gas and Technology sectors on a daily basis.

CLAFIS Ingenieurs is committed to partnership with its clients. We aim to fully understand the needs of our clients and their markets, enabling us to support them in their issues. A combination of our technical and management skills enables us to deliver comprehensive solutions. From concept to final product, from maintenance to management. Our professionals accept roles in consultancy, engineering or project management.

In combination with our market-level rates, our personal input and no-nonsense mentality, this has enabled us to reach the top 20 of engineering firms in the Netherlands within only ten years' time with a workforce of >400 employees.

Personal attention is in our DNA. Our commitment to personal attention is expressed in our strongly embedded branch network. Meanwhile, CLAFIS Ingenieurs has seven branches throughout the Netherlands. Our local presence allows us to maintain our long-term relations and develop knowledge of the local conditions, legislation and regulations.

Team spirit is leading in our company culture. Collaborating and exchanging knowledge are central. Commitment and partnership our key words. We compose the best team for each project.

Our living environment is continually subject to change. Such changes come with both challenges and opportunities. Together with the client, we always look for the most sustainable solutions. CLAFIS Ingenieurs aims to embed sustainability in the organization and the work processes.

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## Dotcomsport

We are **Dotcomsport**, a software company located in the Netherlands. At Dotcomsport we love sports and are dedicated to develop unique and intuitive solutions and services for the sports industry.



**Johan Henkes**  
Director



**Marten Schiphof**  
Director

### Dotcomsport

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One of these solutions is the multilingual player development system Dotcomclub, created for football organisations and clubs around the world.

In addition, we have an application dotcombond, which is completely customized for each sport(organisations).

### The benefits for your organisation

- Standardized platform with the right information for all functions within the organisation.
- Easily accessible (web-based) in a secure environment.
- Easy to use. Can be accessed from your PC, tablet and smartphone. Match and training registration is quick and efficient.
- Library containing drills and exercises uploaded by the organisation itself.
- Easy to communicate within and from the application (using external email or the messaging system provided in the application).
- Monitor the entire development of the players, teams and coaches.
- Preparation, analysis, statistics, reviews and scouting information is digitally available in an array of various charts.
- Up-to-date absence registration.
- The application is flexible and adjustable, and does not force you to work in a certain matter.
- Uploading and sharing video's and files is easy.
- Scout players from other clubs and manage them in the scouting section of the application
- Video analysts can upload videos and tag entire matches for both players and the entire team.
- Create custom player evaluations forms for each individual team.



**Ron van Raam**  
Managing Director



**Rozanne van Vliet**  
Manager Sports

### Drain Products

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## Drain Products

For more than fifteen years **Drain Products** has specialized in a wide range of innovative water management solutions for urban areas. It is our goal to create nature-based solutions for cities of the future; solutions that are based on circular rather than linear processes, and rely on multifunctional use of space instead of monofunctional urban design.

Together with SWDsystems, an internationally known company specialized in innovative sports surface and sub base solutions, we have created a sustainable sub base sports pitch water system, capable of supporting both natural and synthetic surfaces.

Along with the full water management comes consistent performance, lightweight construction and due to its modular construction the system is perfectly suitable for temporary events. This system has been applied for many different sports and events. In 2012 we have installed 65.000 m2 of water management system for the London 2012 Olympics equestrian event and we are currently working on several projects to create sustainable solutions for portable water problems in the North West Province of South Africa and India. This so called Greensource system transforms a synthetic turf sports pitch into a rainwater catchment, storage, distribution and drinking water supply system.

With innovative water management solutions it is our goal to contribute to the creation of healthier cities for people worldwide, and we feel that innovative sports pitches are an essential part of that.



**Aarnout Brombacher**

Member National TopTeam Sports & Vitality, Representative for Dutch Universities / Knowledge Institutes  
Dean & professor in Industrial Design, Eindhoven University of Technology

**Eindhoven University of Technology**

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**Eindhoven University of Technology**

**Eindhoven University of Technology (TU/e)** is a research university specializing in engineering science & technology. Our education, research and knowledge valorization contribute to:

- science for society: solving the major societal issues and boosting prosperity and welfare by focusing on the Strategic Areas of Energy, Health and Smart Mobility
- science for industry: the development of technological innovation in cooperation with industry
- science for science: progress in engineering sciences through excellence in key research cores and innovation in education

The TU/e profiles itself as a leading, international, in engineering science & technology specialized university. We offer excellent teaching and research and thereby contribute to the advancement of technical sciences and research to the developing of technological innovations and the growth of wealth and prosperity both in its own region (technology & innovation hotspot Eindhoven) and beyond.

In short, the TU/e profiles itself as the university where innovation starts.



**Berend Rubingh**  
Professional Management  
Consultant

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**Manage to Manage**

Berend Rubingh (1957) is a Professional Management Consultant in the Sports Industry since 1993. His Consultancy Firm **Manage to Manage** is based in The Netherlands, but he is active around the world, mainly in the area of Change Management and Organization Development. Among his clients are National and International Sport Federations, Professional Sport Organizations, Sport Clubs and Governments (local, regional and national).

He is one of the founders of the Sport Management discipline in Europe and co-founder (1992) and honorary president of the European Association for Sport Management (EASM).

He lectures Change Management at the University of Groningen, Faculty of Business and Economics and is a sport management guest lecturer at the University of Brussels and several other Universities in Europe. Berend is a regular keynote speaker at conferences and is often invited as Chair or Workshop leader.





**Hugo van der Poel**  
 Director

## Mulier Institute

The **Mulier Institute** is the biggest non-profit centre for social scientific sport research in the Netherlands, with roughly 20 fte academic staff. Clients are the EU, the Dutch ministry of Health, Well-being and Sport, provinces, municipalities, sport organisations and companies. Research areas include the organisation and stimulation of sport for all, sport participation, sport and health, sport and school, sport clubs, sport facilities, sport events and sport policy.

The Mulier Institute is able to provide scientifically sound data and practical knowledge to tackle sport policy questions, and is interested in comparative research and cooperation and exchange with international partners in this field.

### Mulier Institute

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**Nieke Strijland- van Wensveen**  
 Dutch Designer & Happy Eutonist

### NIKE design & consultancy

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## NIKE design & consultancy

**My credo is: “ You Are Nature: Take Care Of It!”**

In Holland it is difficult to get farmers and naturelovers together. But we are in fact similarly driven.

My belief is that cultures can ‘stitch’ them together: Grounded Wisdom.

Protecting by carrying out: that’s what it’s all about.  
 Protecting: by an environmentally mature concept.  
 Carrying out: good platform, better plan, best design

And a best design is a blessing for the future.

NIKE design & consultancy is a small company with great ideas:

we can bring Dutch Design to NZ based companies: in the Maritime Industry, (Interior-) Architecture, Objects, Art, Landscaping.

### International projects:

- conceptual and maritime design in the Heavy Lift & Transport sector (Dockwise Vanguard and Shell Gumusut)
- amazing sustainable solutions with recycled plastic cribbing and replacement of hardwood workdecks
- projectconsultancy of ALP/ Teekay Towagevessels
- residential and commercial buildings
- shops, fashionlabels, agricultural projects

Dutch Design: originality, care- and useful, with a twist and within your timeline. If you want to make a Brand- and Branchefree move: consider us. We connect & combine existing strengths, and place quality before quantity.

NIKE design & consultancy joins the Mission because we have conceptual plans for Fashionable Sportswear. To connect and ‘stitch’ together:

Nature, Sport and Corporate Social Responsibility.  
 Get the best of cultures: New Zealand and the Netherlands and everything in between!



Vereniging voor Sportgeneeskunde



**Anja Bruinsma**

Director VSG and six others organizations, related to the VSG.



**Rhijn Visser**

Chairman of the board VSG

### Netherlands Association of Sports Medicine (VSG)

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## Netherlands Association of Sports Medicine (VSG)

**The Netherlands Association of Sports Medicine (VSG)** was founded on May 8, 1965. The objective of the VSG is to promote sports medicine in its widest sense, with special attention for the (professional) interests of the members of the Association.

The efforts of the VSG are dedicated to the task and place of its members in sports health care and to the quality of education and post-graduate training in this field. The VSG aims for an optimal exchange of knowledge and skills at both a national and an international level.

### VSG scientific goals:

- To enhance the knowledge about sports medicine among its members and among others who are involved with health care for athlete's.
- To stimulate scientific research, applied as well as fundamental, in the field of sports medicine.
- To promote the exchange of knowledge with other scientific associations.

Sports medicine is a medical specialty in the Netherlands since July 1st 2014. Presently there are 140 registered sports doctors and 25 doctors in training to become sport-physicians.

### Partners:

NOC\*NSF, FIMS, Red Cross, KNMG, WADA, sport leagues, Dutch health organization

### Products and Services Offered

The VSG is an institution that develops and shares scientific knowledge. With an important task in public health information.

### Profile of Commercial Contacts Wanted

Sports physicians or organisations that participate in sport medicine/ health issues (Exercise is medicine) (key players by)Health/exercise organisations, Sport leagues And/or sponsors of major sports/health issues.



**Nicolien Nicolai**

Manager Transition

### NOC\*NSF

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## NOC\*NSF

The “**Nederlands Olympisch Comité \* Nederlandse Sport Federatie**” (NOC\*NSF) is the main organization for organized sports in The Netherlands. The 88 member organizations account for around 28,000 sport clubs which totals more than 5 million people involved in organized sports.

### Elite sports

Elite sport brings us together. We strongly support our elite athletes and teams, who inspire us to challenge ourselves. In elite-level sport, it is our ambition to rank among the top-ten of sport countries of the world.

### A level of public sport participation of 75%

For many years, sport federations and NOC\*NSF have worked hard to enable people to do sport. And their efforts have paid off. It is our aim to raise sport participation among the general public from 65% to 75%.

### The sport club

Important characteristics of Dutch sport clubs are that they are based on volunteerism and that clubs are democratic organisations run by the members themselves. Most sport clubs are members of national sport federations, which, in turn, are members of NOC\*NSF. A sport club has as its primary aim to enable its members to take part in sport. That said, and in the face of a changing society, a growing number of clubs are beginning to resemble community-services organisations.

### Sport for people with impairments

NOC\*NSF has set itself the goal of getting as many people with impairments as possible to participate in sport within the organised sport structure and as close to their homes as possible. The aim is to increase and improve the opportunities for people with impairments, by using the knowledge, experience and facilities member sport federations already possess.



**Hans Zoethoutmaar**  
Adjunct Directeur / Projectmanager

### Rotterdam Topsport

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## Rotterdam Topsport

‘Obtaining and reinforcing the (inter)national position of Rotterdam as leading city of sports, with the best possible sports infrastructure and organisation.’

Active on the border between the business sector and top-level sports, **Rotterdam Topsport** is indirectly tied to the municipal organisation; next to the financial support by the city we have to generate a substantial part of our budget through sponsoring.

We focus on our role as a network organisation in a public-private partnership with the municipality of Rotterdam, the (inter)national world of sports, the business sector, the media, and the educational and scientific world, with the objective to improve Rotterdam’s top-level sports climate. In the broadest sense of the word. From guiding talents to initiating the build of new locations, offering sport medical care and organising sport events.



## Horticulture & Starting Materials



**Thijs Maathuis**  
Export Manager

## Certhon

**Certhon**, established in 1896, designs and realizes greenhouses, growth chambers and greenhouse installations for the international horticultural industry. We realize completely integrated projects as well as specific heating, cooling, irrigation and electro technical systems.

By uniquely bundling our know-how right from the start of a project we integrate our products and services in an optimized way. When combining this with our expertise in logistics it will save time and money for the realisation of the project.

We believe that taking a turnkey approach to a project is no longer sufficient enough for our clients, this is why we like to use the term; ROI-key (key to return on investment). With these projects in particular, the combination of our expertise gives added value, from setting up the business case to project realisation, after sales service and agronomical support.

### Certhon

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**Marcus van Heijst**  
Account Manager Oceania

## PRIVA. Creating a climate for growth

**Priva** leads the way in the development and production of technology for the optimisation of environmental conditions and process management. Priva provides solutions for horticulture, building automation and anything in between, with a unique combination of software, hardware and services.

Priva products and services are applied in various sectors such as greenhouses, offices and public buildings, urban farming, retail, hotels and open field horticulture.

The family owned company has worldwide offices and training centres, from China to Canada and from Mexico to Scandinavia and Australia. The company is represented in over 100 countries via an international network of certified Priva partners.

In horticulture and agriculture Priva helps entrepreneurs to take further steps in their development. The company always offers the right solution for any growers' ambition. With every step the company takes with their customers, the starting point is: greater efficiency per m2 with less energy consumption and the optimum reuse of water.

Everything Priva does revolves around people. The company encourages the development of their employees, believes in the growth potential of their customers and suppliers, and relies on their strength and dedication. That's what they call: Creating a climate for growth.

More info: [www.privagroup.com](http://www.privagroup.com)

### Priva

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**James Bertram**  
Specialist Marketing  
Communication

## Rijk Zwaan

**Rijk Zwaan** is a Dutch family-owned vegetable breeding company. It is amongst the top 5 in the global vegetable seed market with a turnover of approx. 400 million euros and a market share of 8%.

Rijk Zwaan seeds are sold in more than 100 different countries through 30 locally operating sales subsidiaries and numerous distributors. To align its products perfectly with market requirements, the company maintains close contact not only with growers but also with the rest of the vegetable chain. Rijk Zwaan takes a personal approach and strives for win-win situations and long-term partnerships.

The head office is situated in De Lier, The Netherlands. Rijk Zwaan employs around 2,600 people and they are the company's most important asset. The company culture is centred on involvement, team work and loyalty. As a result, Rijk Zwaan's employees are highly motivated to provide all customers with top-quality seeds and a high level of service.

Rijk Zwaan is active in Australia for more than 25 years. The main office is located in Daylesford with trial facilities and seed production. A trial station is located in Gatton. Rijk Zwaan Australia is also responsible for the sales in New Zealand where we have a long term distribution relation with Terranova Seeds in Auckland.

### Rijk Zwaan

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**Wouter de Jong**  
Commercial Director

## Ludvig Svensson

**Ludvig Svensson** is world leader in climate screens. The Svensson screens give the grower more effective climate control: from solar reflection and light diffusion to shading and cooling. The screens save large amounts of energy and reduce the need of pesticides, creating better water management and a better climate.

With experience in varied and extreme climates worldwide we know how to make more out of your natural climate. So when every plant counts, count on Svensson for a better climate!

### Products and Services Offered

- Innovative climate & screen solutions.

### Unique Selling Points

- Svensson Climate Advice is the name of the service we provide so you can be sure you're getting the right climate screen for your crop and growing conditions. This tailor-made climate and screen advice includes recommendations on how to make the most of your new climate screen in everyday situations.
- We have our own research and development, our own manufacturing and our own representatives.
- On top of this we have a solid network of installers, greenhouse builders and specialists to support your new build or refurbishment project.

### Ludvig Svensson

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**Arie Meeuwissen**  
CEO

## Taks Handling Systems

**Taks Handling Systems** is one of the leading manufacturers of harvest logistic solutions for greenhouse horticulture, fruits and vegetables. From the Netherlands (Breda) we develop, produce and assemble innovative modular and custom-built solutions for internal transport systems for all over the world. High-grade harvest processing and packing systems for internal transport, sorting, packing, palletizing, tracking and tracing. All the solutions are distinctive in quality and service and for sure known for the long operating life. The systems offer a quick and efficient processing of for example vegetables and fruits.

Already for many years, efficiency improvement and labour saving are known challenges in the greenhouse cultivation, fruits, vegetables and mushroom cultivation. Taks Handling Systems has developed a concept for you to realize a Blueprint for Efficiency. Together we analyze the company situation, labour employment and efficiency improvements. Based on this analysis we determine the optimal solution for your harvest processing. With our transport systems, packaging systems, palletizers and management software for the greenhouse cultivation, vegetables and fruits cultivation we always offer a suitable solution for your packing hall, worldwide. We would like to make for you a Blueprint for efficiency because Taks Handling Systems ensures efficiency improvement.

Taks Handling Systems offers the ideal solution for automation of internal transport. More info see: [www.taks.nl](http://www.taks.nl)

### Unique Selling Points

- Dutch engineering
- Limited downtime
- High speed handling
- Less manual labour
- Superb quality

### Profile of Commercial Contacts Wanted

Owners of packing halls for greenhouse vegetables, fruits and mushrooms.

### Taks Handling Systems

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**Loek Hermans**  
Chairman



**Saskia Goetgeluk**  
General Secretary

### Topsector Horticulture & Starting Materials

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## Topsector Horticulture & Starting Materials

**Horticulture & Starting Materials** is recognized as a top sector in The Netherlands. Rightly so, because it is a very knowledge-intensive and innovative sector with substantial social and economic significance. With its seeds and seed potatoes, fruit and vegetables, plants and flowers, bulbs and trees, this sector is the source of nutrition, health and happiness. The Horticulture & Starting Materials sector accounts for € 12.5 billion in domestic production, € 17 billion in exports and more than 450,000 jobs.

### World leader as a source of sustainable solutions to global challenges

The major societal and economic challenges of the world have one thing in common: they compel us to do more with less. The population is growing and ageing, concentrating itself in cities and the climate is changing. We will soon have to meet the needs of nine billion people in terms of nutrition, health and happiness, while energy, space, water and minerals are becoming scarcer.

This is, however, is the strength of the Dutch Horticultural & Starting Materials sector. Dutch plant breeders and propagators provide seeds and young plants for diseased and drought-resistant crops with a higher yield and a better taste and shelf life. Growers achieve the highest productivity per hectare and are at the forefront of energy efficiency, renewable energy and CO2 reduction.

In this process we work demand driven and look for solutions adapted to specific local circumstances all over the world.

Topsector Horticulture & Starting Materials is the connection between business, knowledge institutions and government and connects them to work together on innovative solutions, we are always looking for collaborations to strengthen this golden triangle.



**Joek van der Zeeuw**  
Sales manager

### Van Dijk Heating

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## Van Dijk Heating

**Van Dijk heating** is a Dutch company, founded in 1977. Specializing in products for glass-houses. We manufacture a number of high quality and user friendly products to grow more efficient. All our products are developed by ourselves and we sell them all over the world.

### We ask special attention for:

#### **Our FLUE GAS CONDENSERS**

We manufacture flue gas condensers in many sizes and kinds. With a condenser you can raise the efficiency of your boiler up to 14%. Our condensers fit any type of boiler.

#### **Our CO2 dosing units and equipment**

For dosing flue gasses from a boiler or CHP. We also specialize in calculation and balancing the PVC-distribution system.

#### **Turbulators (double twisted type)**

Are shaped strips which are used in the tubes of a boiler. All the types are based on customers request.

#### **Our Active Ventilation System**

For the advanced energy-efficient growing method we produce units out of Polypropyleen to control the humidity. Using this systems means energy saving as well a very equal temperature over the greenhouse surface.

#### **Ecoster drain water sterilizers**

Based on the principle of Loui Pasteur we produce drain water sterilizers which boils the water. We have three different types. With a gasburner. Heating with an electrical element and a system which uses the existing heating system. The Ecoster makes the drain water 100% virus free.



Water



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## Deltares

**Deltares** is an independent institute for applied research in the field of water and subsurface. Throughout the world, we work on smart solutions, innovations and applications for people, environment and society. Our main focus is on deltas, coastal regions and river basins.

Deltares employs over 800 people and is based in Delft and Utrecht, the Netherlands. In Oceania, we have local representatives in Brisbane, Perth, Taupo and Hamilton.

### Products and Services Offered

- Applied research and specialist consultancy
- World-class physical modeling facilities and experimental field facilities
- State of the art modeling software

### Unique Selling Points

- We believe in openness and transparency, as is evident from the free availability of our software and models.
- Knowledge is our core business. For Deltares the quality of our expertise and advice is foremost.

We work closely with governments, businesses, other research institutes and universities at home and in Australia and New Zealand.

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**Case Van de Graaf**  
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## Dutch Dredging

**Dutch Dredging** is a medium size dredging company, based in Sliedrecht in The Netherlands. The holding is an independent family business. The total scope of activities consists of dredging, surveying and related marine operations in the fullest sense. The 'medium' size guarantees an organisation 'small enough' to provide short and clear communication lines, quick decision making and flexibility, but 'big enough' to guarantee sufficient technical know-how, expertise and financial back-up. Working with "mother-nature" requires environmental concern and safety and we try to live up the latest standards in this field. Last but not least we think dredging (like every business) is 'people business' and we stimulate professionalism, enthusiasm and humour to keep the work enjoyable. Dutch Dredging currently employs around 200 well educated and highly motivated professionals worldwide.

### Dutch Dredging

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## Meever & Meever

Founded by Jan van Meever in 1973, **Meever & Meever** has seen a steady growth in Producing, stockholding, renting out and processing steel products related to marine & civil engineering.

### **Steel sheet piles**

Meever & Meever offers a wide range of hot rolled and cold formed U & Z sheet piles. We provide additional services as pairing, crimping/welding, cutting, anti-corrosion paint and water tightness paint. Another activity is the rental, sale-buy-back services of sheet piles and rental of vibrators & power-packs.

### **Anchoring systems**

The core of our modular self-drilling anchor system

### **Engineering and re-designing**

### **Welded steel tubes**

From production and stock we offer spirally and long-welded tubes in qualities X42 - X80 with diameters from 32 to 3000 mm

### **Combined walls**

Sheet piles in combination with pipes or hz piles.

### **We are looking for:**

- Piling companies
- Companies within the business ( piling companies or traders) to start up a company together in Australia and New Zealand.



Others



## TRANSFER LBC

Since 1996 TRANSFER LBC has been leading in supporting companies looking to exploit market opportunities in mainly the Americas and Europe, and vice versa. From their local offices in these countries TRANSFER LBC provides essential services for successful market entry, supporting multinationals as well as SME's. Over the past 20 years more than 2.000 companies have received their support, among them are companies like Berenschot, Boels Rent Partner, Boskalis, Damen Shipyards, Imtech, Kema, Makro, Naco, NXP, Philips, Stork, TNO, Vanderlande, Vinci Construction. TRANSFER LBC possesses elaborate experience with carrying out economic missions led by Ministers and in presence of members of the Royal family. TRANSFER LBC has carried out a dozen missions led by amongst other Minister Ploumen, Bleker, Eurlings and Schultz. Several times these trade missions ran parallel to state visits of King Willem-Alexander and Queen Máxima or other members of the Royal family. TRANSFER LBC can also be contacted for follow up services after a trade mission.

For this Economic Mission, TRANSFER LBC is contracted to prepare the matchmaking programs of the participating companies in New Zealand.



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## VNO-NCW

**The Confederation of Netherlands Industry and Employers** (known as VNO-NCW) is the largest employers' organisation in the Netherlands. VNO-NCW represents the common interests of Dutch business, both at home and abroad and provides a variety of services for its members.

Over 160 (branch) associations are members, representing more than 115,000 enterprises. They cover almost all sectors of the economy, including more than 80% of all medium-sized companies in the Netherlands and nearly all of the larger, corporate institutions.

VNO-NCW represents the interests of Dutch business and industry and provides a range of services to its members. VNO-NCW strives to represent its members' interests by promoting a high quality business environment and investment climate in the Netherlands, with a view to boosting the competitiveness of Dutch industry.

VNO-NCW's role in representing its members is reflected in its active ongoing contacts with the government, politicians, public authorities, trade unions and non-governmental bodies. As the voice of Dutch business, VNO-NCW sits on numerous government advisory and consultative committees. To help it represent the interests of Dutch business in the European Union, VNO-NCW has its own office in Brussels. It is also a member of the European employers' organisation and actively participates in the policy-making of this body. At an international level, VNO-NCW represents Dutch companies in the Geneva-based International Labour Organisation (ILO) and, through the BIAC, in the OECD, the collaborative association of Western industrialised nations.



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## Official Delegation

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