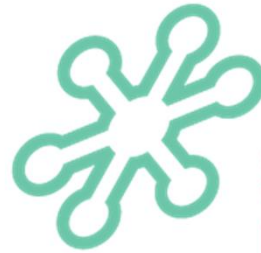
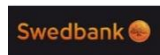




Miljöstrategi



Sustainable Business Hub



Gaia Marketing



## PITCH and MATCH®

- Three hour event
- The customer get an instant overview of what the market has to offer
- No purchase obligation for the customer
- Pitching companies get an opportunity to pitch for interested customer
- The pitching companies find each other
- Up to 15 pitches
- Pauses for mingel, discussions are important
- Lead time: Three months from definition of challenges to PITCH and MATCH® day

# PITCH and MATCH®

The customer appoint a panel

The customer identifies challenges within cleantech

Examples:

- Buildings that need to be energy refurbished
- Climate adopted green house
  - light, energy storage, surplus heat
- New residential area
  - Energy storage, urban farming, local energy production

# PITCH and MATCH®

## Sustainable Business Hub

- Offer big network of cleantech companies
- Assist the customer to formulate challenges – max three
- Locality with or without audience- up to customer
  
- Formulate and send invitation- Asks for innovative solutions
- Send questionnaire to registered companies- complete address details, heading and description of product
- Select registered companies together with customer
  
- Confirm to companies and ask for their presentations
- Contact media
- Moderate PITCH and MATCH®
- Invoice
- Evaluate

# PITCH and MATCH®

Sustainable Business Hub is happy to co-operate with Finland in PITCH and MATCH® with Finnish and Swedish companies

PITCH and MATCH® is registered trade name by Sustainable Business Hub

# THANK YOU!

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