



# Meet the Buyer event

21 November 2018

Cambridge Innovation Center

Stationsplein 45, 3013 AK Rotterdam (NL)



Royal Vopak is the world leading independent tank storage company. Vopak is looking for digital solutions for their assets and for clean liquid bulk storage and handling services.

Meet the Buyer events offer **interesting opportunities for your company** to get in touch with the leading enterprises in a variety of business sectors. The event is **invite only** and will give you the chance to have an individual **one-to-one meeting** with **key decision makers**. Join the event, establish valuable collaborations, pitch your products and services, and discuss business partnerships that can fast-forward your company's growth.

**Interreg**  
North Sea Region  
SCALE-UP

European Regional Development Fund



EUROPEAN UNION



# Buyer profile

## What is their business?

Royal Vopak is the world's leading independent tank storage company. They operate a global network of terminals located at strategic locations along major trade routes. With a history of over 400 years, and a strong focus on sustainability, Vopak ensures safe, efficient and clean storage and handling of bulk liquid products and gases. Vopak enables the delivery of vital products ranging from oil, chemicals, gases and LNG to biofuels and vegoils. Vopak is listed on the Euronext Amsterdam stock exchange and is headquartered in Rotterdam, the Netherlands. Including the joint ventures and associates, Vopak employs an international workforce of over 5,700 people.

## Building on the heritage

Vopak's history dates back to 1616. Our earliest ancestors stored and handled coffee, tea, cocoa, sugar, silk, spices and other products from all over the world for trading companies such as the Dutch East India Company, the world's first multinational company. Since then, much has changed. Dry bulk gave way to liquid bulk and the company grew, eventually establishing a presence on all the inhabited continents. Unchanged is that they are still loading and unloading ships and storing and handling products for multiple customers. Vopak has thus been connecting global trade flows for over 400 years. Looking forward, Vopak will continue to enable the delivery of vital products by building on their heritage and living the five Vopak Values: Care for Safety, Health and the Environment, Integrity, Team Spirit, Commitment and Agility.

## Vopak is looking for solutions in the following three fields:

### Digital

- **Sensors:** operational data, Internet of things solutions, remote sensing for valves and pumps
- **Blockchain:** lower transaction costs, transparency of the supply chain
- **Big data applications**
- **Robotics for cleaning and inspection of the tanks:** non-man entry tank cleaning (robotics)

### Operational

- **Terminal for eyes principle:** broad automation opportunity – for example fibre optics
- **Productivity of truck loading base**
- **Energy management systems**
- **Quantitative measurement of emissions – truck loading, tanks, pipelines equipment.**

### Energy transition

- Hydrogen

If you are interested in this opportunity, please contact **Tara van de Lagemaat** by sending an email to [t.vandelagemaat@cleantechdelta.nl](mailto:t.vandelagemaat@cleantechdelta.nl) and briefly indicate the interest of your company in the Buyer's case. You can also contact your regional SCALE-UP partner.



## SCALE-UP PARTNERS

This Meet the Buyer event is an exclusive invitation for companies associated with the partner organisations in the North Sea region. Cleantech member organisations have joined forces in the Interreg SCALE-UP project to enable cross-border business contacts between SMEs with green solutions and established large companies. The overall aim is to facilitate for innovative cleantech companies to scale up your start-up. Consultants at the member organisations help participants prepare the meetings and support them through the business process.

## CONTACT

<p><b>BELGIUM</b> Cleantech Flanders</p> <p>Frans Snijkers <a href="mailto:frans.snijkers@cleantechflanders.com">frans.snijkers@cleantechflanders.com</a> Tel +32 473 34 12 16</p>	<p><b>DENMARK</b> CLEAN</p> <p>Maria Skotte <a href="mailto:mas@cleancluster.dk">mas@cleancluster.dk</a> Tel +45 6142 4400</p>
<p><b>NETHERLANDS</b> Clean Tech Delta</p> <p>Tara van de Lagemaat <a href="mailto:t.vandelagemaat@cleantechdelta.nl">t.vandelagemaat@cleantechdelta.nl</a> Tel +31 10 820 88 29</p>	<p><b>SWEDEN</b> RISE Swedish Research Institute &amp; Cleantech Inn Sweden</p> <p>Richard Englund <a href="mailto:richard.englund@cleantechinn.com">richard.englund@cleantechinn.com</a> Tel +46 703 791 645</p>
<p><b>UNITED KINGDOM</b> Cambridge Cleantech</p> <p>Sam Goodall <a href="mailto:sam.goodall@cambridgecleantech.com">sam.goodall@cambridgecleantech.com</a> Tel +44 01223 750017</p>	<p><b>SCALE-UP COORDINATION</b> City of Rotterdam</p> <p>Wouter van Rooijen <a href="mailto:w.vanrooijen@rotterdam.nl">w.vanrooijen@rotterdam.nl</a> Tel +31 6 15 25 1699</p>



Powered by VITO