

Netherlands Trade Mission to India

22 - 25 May 2018 | sector Smart Cities





Smart Cities

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Jolanda van der Aart

Senior Manager Foreign
Investments, Head of India Desk

amsterdam inbusiness assists Indian companies in their expansion into Europe.

We are a government agency representing the Amsterdam Metropolitan Area, official partner of Invest in Holland. Being a one stop shop, we offer free, active support and independent advice to enterprises planning to invest or settle in the region. We organize Fact-Finding visits: tailor-made fact finding programmes to become informed about the market, availability of talent, business climate, service providers and to visit office locations.

We provide information on the Dutch legal regulatory & fiscal framework, the labour market and available incentives. Independent benchmark reports are available on salary levels, office rent, cost of living for your European location.

Support for international staff: apartment search for expats, (short stay/long stay), introductions to international schools, expat clubs, and referrals to doctors, dentists, accountants through our International Newcomers Center in Amsterdam.

In addition offer assistance with connections to the labour market via introductions to recruiters, networks and communities of professionals.

Furthermore we link you to business & partner networks: introductions to strategic partners, business networks, associations, knowledge institutions, tax authorities, governmental agencies and- via our network - to potential clients.

Indian companies have made a great contribution to the Amsterdam region, and we're excited to invite even more businesses from India to establish themselves in The Netherlands and participate in our vibrant economy!

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Antea Group

Antea Group is an international engineering and environmental consulting firm. We specialize in full-service solutions in the fields of energy, environment, infrastructure, urban planning and water. By combining strategic thinking and multidisciplinary perspectives with technical expertise, we deliver sustainable results for a better world.

With offices in the Netherlands, Belgium, France, Spain, United States, and India (represented by its subsidiary Unihorn India) our multidisciplinary consultancy and engineering firm contributes in projects around the world with more than 4.000 employees. We serve clients ranging from global energy companies and manufacturers to national governments and local municipalities.

Water

An essential part of everyday life, water can be viewed from many perspectives - scarcity, flooding, drinking, transportation and transformation into energy. Water management is multi-faceted and requires a delicate balance between social and economic needs. We understand current water concerns and translate our hydrology, water quality, sewerage, ecology and environmental knowledge into solutions that support efficient use of this natural resource, protecting the livelihoods of future generations.

Urban Planning

As the global population grows, urbanization increases and, as a result, the design and use of land is becoming more and more complex. We understand both the technical and political aspects of urban planning. Through research, analysis and sound engineering principles, our solutions ensure spatial plans are fully incorporated into the fabric of our communities and market value is maximized.

Smart cities

Antea Group uses its knowledge and ingenuity to develop smart solutions for urban planning within four working fields: Smart Governance, Smart Mobility, Smart Environment and Smart Public Space.


Mels Crouwel

Architect/Founding partner at
Benthem Crouwel Architects

Benthem Crouwel Architects

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Benthem Crouwel Architects

Benthem Crouwel Architects is a multidisciplinary award winning design studio. For almost four decades, BNTHMCRWL has been creating innovative, flexible and efficient designs in a variety of scales: from airports, universities, museums, bridges, railway stations, metro lines, offices and urban plans to bicycle tunnels and design projects. In all designs, BNTHMCRWL seeks a balance between the architectural relevance and the economic, social and ecological interests, with a focus on innovation and sustainability.

Today the studio consists of seven partners: Jan Benthem, Mels Crouwel, Joost Vos, Marten Wassmann, Pascal Cornips, Daniel Jongtien and Saartje van der Made. Mels Crouwel was Chief Government Architect (Rijksbouwmeester) from 2004-2008. BNTHMCRWL employs seventy staff: an international team of highly experienced architects, engineers, recently graduated designers and young trainees, who work together from offices in Amsterdam, Düsseldorf and Paris.

Well-known buildings and ongoing projects are: Amsterdam Airport Schiphol, North/South-metro line in Amsterdam, four metro stations in Paris, railway stations in Amsterdam, Rotterdam, The Hague and Utrecht, Goede Doelen Loterijen Building in Amsterdam, Datacenter AM4 for Equinix Amsterdam, VNO-NCW Headquarters in The Hague, ING Bank Headquarters Amsterdam, Stedelijk Museum of Modern and Contemporary Art Amsterdam, Anne Frank House Amsterdam, Ziggo Dome Music Venue Amsterdam, RAI Convention and Exhibition Centre Amsterdam, Museum and library Zentralplatz Koblenz, Germany.

Products and Services Offered:

- Architecture
- Master planning
- Infrastructure
- Smart City solutions

Profile of Commercial Contacts Wanted:

Looking for matchmaking with clients and companies to cooperate with and work for in India in the field of smart cities, infrastructure and public buildings.

Biosfera



Daniel Lipschits

Founder and President of Biosfera

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Biosfera

BIOSFERA is an ambitious internationally operating company, specialized in the development and implementation of frameworks and managing systems for sustainable bio-based, circular and creative economies, industries and societies in emerging and developing economies.

What makes us special?

BIOSFERA presents a revolutionary approach in generating positive impact. We measure the value that both natural and engineered ecosystems generate and offer a smart monitoring and managing platform that can (re)distribute this generated value amongst the dependent actors.

Our services and products

- Screening of promising technologies by measuring the impact on the ecosystem;
- Comparing impact scenarios to support investors and decision makers;
- Monitoring and managing ecosystems by implementing TupiX.
- Lecturing and training on Smart Ecosystem Engineering

What is Smart Ecosystem Engineering?

The artificial ecosystems created by humans are not necessarily in balance with natural, smart ones. That is why BIOSFERA develops implementation frameworks that make human ecosystems smart. We call this Smart Ecosystem Engineering (SEE).

What is TupiX?

BIOSFERA has developed an operating system for Smart Ecosystems called TupiX. TupiX allows both the ecosystems and the communities of dependent actors to monitor, manage and control this distribution and exchange of value in real-time, secure and transparent.

BIOSFERA operates in coordination with the Biosfera Foundation: a knowledge collective that supports ecosystems by sharing expertise and concepts, stimulating the growth of socio environmental awareness.

Generating measurable and quantifiable positive impact is our core business – a business you can share in.



Michel Bruisten
Director

Bruisten Consultancy & Trading

Bruisten Consultancy is a consultancy company for adopting sustainable principles in the construction industry. Sustainable green buildings with smart technology. The concern for environmental degradation and the growing awareness that we have to “do more with less” is the reason to adopt sustainability principles in the construction industry. Specialised on exterior insulation for new and retrofit projects.

Bruisten Trading is providing green building materials to create Sustainable green buildings. The company is specialised in Dutch Materials.

Regional focus on the GCC - India - ASEAN. GCC has already started, the next step will be India and Singapore.

Products and services offered:

- 100% natural clay bricks, pavers and brick slips
- 100% recycled PVC flooring
- Insulation materials thermal and acoustic

Profile of commercial contacts wanted:

Looking for contacts/matchmaking in distribution building materials industry, independent shops or professional distribution chains. Also looking for distributors in Interior shops or sanitary shops.

Unique selling point

- We have a very experienced support team based in the Netherlands for export and sales
- Product and market knowledge
- Only green and sustainable products in our portfolio

Bruisten Consultancy & Trading

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Concrete Valley

Concrete Valley is a group of specialized precast concrete manufacturers Waco, Microbeton and Mbx. Located on the west coast of Holland at Bergen op Zoom and based in an 80,000 square metre concrete production plant, Concrete Valley is a collective of innovative and highly specialist companies serving niche concrete demands



Pieter Nap
CEO



Leon Kolster
Managing Director

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Our markets (western Europe) vary from making buildings super structures, architectural concrete, civil and petrochemical and interior design markets. The client portfolio is diverse.

Products and Services Offered:

- Architectural elements for train and underground stations
- Office and high-rise buildings
- GFRC concrete complex geometry
- Light weight balcony and façade elements
- Off-shore transition elements for wind turbines

Unique Selling Points:

- Broad based experience in the design and manufacturing of prefabricated elements. As we see the market is more and more focused on of-site manufacturing.
- With the 3 specialisms we can offer a wide range of solutions which ever fits best for purpose.
- With the experience we have gained from large infrastructural projects in the Netherlands and London, we can bring new solutions to projects abroad and India

Concrete Valley will start operations in Bangalore, one of our corporate clients is working on a new business district in Bangalore. Together with a local partner we are investigating the opportunity to produce the products locally close to Bangalore.

Profile of Commercial Contacts Wanted:

Looking for matchmaking with companies that might be interested in the use of high quality high performance concrete or delivering raw materials or working together on further expansion.



Bert Hendriks
Board member and CCO

Decos

Decos digitizes the world and is connecting people and information. In this way we help Governments (eGovernment) and business to define tomorrow. Decos, the company that sets the example by working 100% paperless, is focused on information- and document management, real time cooperation, sustainability and mobility. We are a company with 200 employees, based in The Netherlands (Noordwijk) and India (Pune). Organizations like the municipality of Amsterdam, KPN, Pune Pune Mahanagar Parivahan Mahamandal, WABAG, the ministry of Security and Justice already work more efficient and effective together. Together we define tomorrow.

For more information please visit www.decos.com.

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Dr Ten

Dr Ten is a company specialized in the development, production and marketing of innovative state-of-the-art batteries, fuel cells and solar water desalination systems. It has various scientists and engineers serving customers and with solutions in clean water and energy and food. Dr Ten also develops projects together with companies and governments. Dr Ten also does custom-sized R&D. Currently, it is looking for more customers and partners in installation and distribution to expand its growth.

Products and Services Offered:

- R&D and Consultancy – joined innovation /demonstration projects in water, energy, food.
- Batteries: New batteries for solar energy storage, fuel cells. Dr Ten Seasalt Battery ran 7000 cycles full charge and discharge (no end seen yet).
- Food: New milk storage systems for farmers. New health ingredients from ghee.
- WaterDome (solar desalination product) – Several household water filters (CCS-Siphon, Gravity filter – Ceramic – Carbon – Silver)

Unique Selling Points:

- Approved proposals by the Dutch government: Water project, Food projects-lipids, Batterie projects
- Batteries are cheaper, cleaner and have more cycles.
- Watersystems purify salt water (filter cannot do this) and are very cheap on family level.
- Milk storage systems are cheap and can be used by farmers who have no solution now (big milk losses).
- Ghee has not been converted into new food lipids to great extent yet (so more healthy food for instance for babies).

Profile of Commercial Contacts Wanted:

- Commercial/semi-commercial distributors /NGO'S with affinity and a track-record serving the BOP-group (bottom of the pyramid) in water, energy and food products-services.
- Contact with the Mayor of Mumbai/Bangalore for pilot demo projects for BOP groups in water/energie.
- Contact with responsible people concerning the MOU smart Cities NL/India to make addition to the workplan.
- We would like to get advice on which authorities to consult in perspective of sustainable BOP products. Eg. local Council of Mumbai and Bangalore.



Marten van den Bossche

Senior Partner and Business Leader
of Transport, Infrastructure and
Mobility



Siebe Stellingwerf

Consultant Urban and Regional
Development

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Ecorys

Ecorys is a leading international research and consultancy company, addressing society's key challenges. With dedicated experts from academia and consultancy, we help our clients make decisions, build capacity to implement and communicate change, and deliver bespoke services. We support our clients with sound analysis and inspiring ideas, practical solutions and delivery of projects for complex market, policy and management issues.

Starting in Rotterdam in 1929, Ecorys expanded across the globe, with offices in Europe, Africa, the Middle East and Asia. Our staff of 600 experts originates from many different cultural backgrounds and areas of expertise because we believe in the power that different perspectives bring to our organisation and our clients.

Ecorys is a thought leader in the field of smart services, and provides services in this field all around the world. A smart city is a place where the traditional networks and services are all interconnected in order to provide a seamless urban experience, that will benefit its inhabitants and businesses. The concept combines digital and urban innovations, to develop a more effective and sustainable urban facilities, services and networks. Smart cities also encompasses a more interactive and responsive city administration, safer public spaces and meeting the needs of an growing population. Ecorys holds an office in New Delhi, from where it provides services on urban and regional development, mobility, and transport for India and other Asian countries, a.o. Technical Assistance, Economic Impact Assessments, Scenario Analysis, Cost & Benefit Analysis, and Monitoring and Evaluation.



ENS Clean Air Solutions

ENS Clean Air Solutions

Environmental Nano Solutions (ENS), founded in 2008 by Lia van de Vorle, is an innovative - family owned - R&D company focused on designing and developing viable product solutions for specific (fine) dust problems. The clean air solution is an energy-efficient patented technology which captures and eliminates airborne dust and micro-organisms from ambient air without the use of mechanical filtration.



Esmée van de Vorle

Management ENS Clean Air Solutions



Rob Vervoort

Project Engineer / PDEng-trainee
Smart Buildings & Cities TU/e

Lung of the City project

ENS - in co-creation with the municipality of Eindhoven, Eindhoven University of Technology (TU/e) and Air Liquide - recently launched the 'Lungs of the City' project in Eindhoven. During this project, innovative air purification systems are removing particulate matter and soot from the urban air and clean air is released into the city.

The aim of the project is to compare the academic study published in October 2016 by the Eindhoven University of Technology (TU/e) with practical measurements, and especially to provide a public demonstration of the potential of the concept. The Lungs of the City concept can be applied in a city's infrastructure, including: parking garages, tunnels, train and bus stations and busy traffic intersections. Through this approach, the existing infrastructure functions as the "clean lungs" of the city. If the previous results are achieved in reality, Lungs of the City offers a new and proven solution for the large-scale elimination of air pollution in urban areas.

Products and Services Offered:

- Air purification units suitable for various environments and air volumes.
- Developed standard and customized products.
- Specialists in capturing-, measuring- and effect research of air pollution.

ENS Clean Air Solutions

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Enviu

Enviu believes in an inclusive economy that serves people and planet. We are an issue-driven organization that creates market solutions for large scale social and ecological problems and builds multinational social enterprises as drivers for system change. As a social venture building studio, Enviu has developed the expertise and methodology to start and grow social ventures to a commercially viable scale. And beyond. Over the past 14 years we have co-founded 14 social ventures (of which 4 in India) and collaborated with over 30,000 people worldwide. We are looking for partners in apparel/leather, sustainable mobility or financial inclusion, as well as local angel/seed investors. We strongly believe in collaborating on realizing markets for good.



Ankie van Wersch-Lenders

COO & Director of Venture
Philanthropy



Kevin Wervenbos

Senior Investment Manager

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Our Ventures in India:

- Three Wheels United: SME financing for smart & sustainable urban transportation solutions
- Khaloom: handwoven & recycled fabrics
- Upset: disruptive textile recycling technologies
- Janta Meals: hygienic and affordable meals in slum areas
- Discovered: an online platform for local artisans

Our Venture building programs running in India:

- Reweave: the future of the Textile industry
- Lakshya: financial inclusion for the informal sector
- Leather Matters: towards a fair and sustainable leather sector

Our motto: 'If you think you can do it alone, you're not dreaming big enough.'



Anna Chojnacka
Founder & President

GoodUp

GoodUp (previously 1%Club) facilitated initiatives operate in over 87 countries. Our activities run from the Netherlands comprise Employee and Civic Engagement SAAS services. Our client portfolio is diverse, comprising major Dutch, foreign based and international enterprises (a.o. Booking.com, Accenture, Phillips, DLL, Deloitte) SME's (Bugaboo) and Cities (a.o. New Orleans, Utrecht, Gent)

Products and Services Offered:

- Employee Engagement Platforms
- Civic Engagement Platforms
- CSR & Corporate Giving Platforms

Unique Selling Points:

- GoodUp is the specialist in Employee and Civic Engagement platforms for the European and African region. We are currently investigation an (South) Asian expansion.
- We have a very experienced IT & Impact Multiplying team, consisting of 25 and Dutch and Kenyan professionals, based in the Netherlands and in Nairobi.
- We have a wide experience with Purpose driven organization and know how to put that Purpose into Action. Last year alone GoodUp has activated 250K hours that were spend on making the businesses or cities more innovative, collaborative and sustainable.

Profile of Commercial Contacts Wanted:

Looking for matchmaking with companies/cities that are interested in setting up an employee/civic engagement platform, that will enable their employees/citizens (or employees together with citizens) to solve socio-economic issues together.

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ING

ING

ING is a global financial institution with a strong European base, offering wholesale and retail banking services to customers in over 40 countries. The purpose of ING is to empower people to stay a step ahead in life and business. Sustainability forms an integral part of ING's Think Forward strategy, which is evidenced by ING Group shares being included in the FTSE4 Good index and in the Dow Jones Sustainability Index (Europe and World), where ING is among the leaders in the Banks industry group.

At year-end 2017, more than 51,000 employees offered services to 37.4 million customers, of which 10.8 million are considered primary customers.

ING grew the number of primary customers by 900,000 in 2017.

ING in India

ING has supported its Indian client's offshore activities for more than 20 years through leveraging its strong cooperation with its international Wholesale Bank network across 40 countries.

In 2015, ING Vysya Bank was merged with Kotak Mahindra Bank, being the first voluntary merger between two banks in India. The combined entity became India's 4th largest private sector bank in which ING holds a minority equity stake and board seat.

ING has applied to the Indian regulators for opening a representative office in India. ING's office in India will be primarily engaged to conduct liaison functions between the clients in ING Bank's network and in India. ING's India office will report to ING Bank's Singapore branch being the regional Head Quarter for Asia and Australia and will support ING Bank's worldwide Wholesale Banking business line operations.



Remko Witteveen

Regional Head of Financial Markets
& Strategic Products Asia



Probal Banerjee

Managing Director
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Bram Reinders

Co-Founder and Director



Arthur van der Wees

Co-Founder and Director

Institute for Future of Living

The Institute for Future of Living is a foundation under the laws of the Netherlands that merges the National Smart Cities Strategy as presented to MP Mark Rutte in 2017, the Urban Society initiatives of the European Commission, and the global smart cities and community coalition (GSC3) and related international matchmaking.

The Institute for Future of Living primarily facilitates and supports the public sector, both on local, national, regional and international levels, with current and future societal challenges and opportunities. For that, the Institute for Future of Living embraces the 2030 Sustainable Development Agenda as the overall goal to be achieved.

It does so by for instance initiating, promoting, facilitating and enhancing collaboration, navigation, strategic and operational excellence, transparency and accountability on co-creation, building and optimizing smart, human-centric, inclusive and sustainable societies, being the multi-helix combination of both public and private sector as well as research, educational and societal organisations.

The Institute for Future of Living is independent, non-partisan, not for profit and fully transparent.

Institute for Future of Living

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Marijn Fraanje
Chief Information Officer

Municipality of The Hague

In The Hague, the international city of peace and justice, tens of thousands of people are working every day to tackle complex global challenges. It is a city that is cosmopolitan yet compact. Everything in the city is just a stone's throw away – government agencies, commercial enterprises, knowledge institutions and international organisations. So connections are easily made; it's a place where you can expand your network and exert influence. At the national level or the international level. Which is why multinationals like Shell, Siemens, Huawei and the NN Group find a welcoming business climate in The Hague.

Economic sectors such as Energy, Finance & Legal, IT & Mobile, and Security are well-represented in The Hague. The city is also the seat of the Dutch government – a place where decisions affecting the future of the country are taken every day. With knowledge institutions such as The Hague University of Applied Sciences and the universities of Leiden, Delft and Rotterdam, there's a steady stream of highly educated talent to the city.

What especially distinguishes The Hague is the excellent cooperation between business, government, and knowledge institutions. That's what is happening, for example, in The Hague Security Delta, the largest security cluster in Europe. More than 13,000 people work there in some 400 organisations to improve cyber security around the world.

The Hague also attracts important international conferences, including the Nuclear Security Summit in 2014, the Global Conference on Cyber Space in 2015, and One Young World, which will be held in 2018.

Municipality of The Hague

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MVRDV



Stefan de Koning

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MVRDV

MVRDV was founded in 1993 by Winy Maas, Jacob van Rijs and Nathalie de Vries and is one of the most innovative architectural practices in the world. Located in The Netherlands with a staff of two hundred architects, urban planners, designers, interior architects and landscape architects who develop projects in a multi-disciplinary, iterative, collaborative design process involving rigorous technical, creative and innovative investigations.

These have resulted in a range of building types, urban plans and conceptual visions, and extends to research, publications, and exhibitions. Built projects include the Villa VPRO, redefining the workspace for a public broadcasting network, the stacked Dutch landscapes of the Netherlands Pavilion for the World EXPO 2000 in Hannover and Rotterdam Markthal, a combination of food, housing and retail that changed the economic perspective of Rotterdam.

Projects in India include the development plan for the Barapullah Drain in Delhi, the Smart city development Amanora Township in Pune and the residential/mix-use developments: Lucknow castle, Taj building in Mumbai and Dadar gardens in Mumbai.

Work, Play, Live, MVRDV wants to revolutionise every aspect of human life. The portfolio ranges from objects to social and high-end housing; to boutiques and large-scale retail; to offices and business parks; to urban parks and landscapes; to follies, museums, libraries and performing art centres.

The results are exemplary, ambitious and outspoken projects, which enable our cities and landscapes develop towards a greener, more sustainable and attractive future defined by its users.



Netherlands India Chamber of Commerce & Trade



Rajiv Mehra
Executive Vice President



Namita Krul - Taneja
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Edith Nordmann
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Netherlands India Chamber of Commerce & Trade

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For years the Netherlands India Chamber of Commerce & Trade (NICCT) has been active in promoting business relations between the Netherlands and India. We believe that the economies of the two countries are mutually complementary in many ways and that there is a significant scope for expansion of trade and business relations between these two countries.

The NICCT came into being in 2003 as a result of the merger between the India Trade Council and the Indo Dutch Chamber of Commerce, both of which had functioned in the Netherlands for many years and had similar objectives and activities. Membership of the NICCT is growing steady. Currently more than 100 Dutch and Indian companies including major banks, insurance companies, IT related companies and multinationals are members of the NICCT.

In the meantime NICCT has also expanded its network in India and has several cooperation agreements with business chambers in India.

The NICCT informs its members about relevant business developments in India and the Netherlands. The NICCT also inspires its members by organizing various programs throughout the year and providing the opportunity to meet peers and build a network. We are also influencing stakeholders to optimize business relations between the Netherlands and India. By doing this we promote business and economic relations between India and the Netherlands to the mutual benefit of both countries.

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Maurice Geraets

Executive Board Member NXP
Netherlands

NXP Semiconductors Netherlands

NXP Semiconductors is a global semiconductor company with 33,000 employees in 31 countries and a revenue of \$9.3 billion in 2017.

We address 'Secure Connections for a Smarter World' in a wide range of automotive, identification & security, smart cities, internet of things and mobile applications.

In cyber security we have the world's number one semiconductor portfolio. Next to being the NFC inventor and market leader (near field communication, e.g. for secure mobile payment), we are the global market leader in chips for passports, banking cards, ID cards and transportation tickets.

In automotive we are the world market leader with over 90% of all cars being produced globally using NXP chips sets. With Smart Mobility, ITS (Intelligent Transport Systems) chips, we enable automated driving, safer traffic, less traffic congestion and lower pollution.

NXP chips enable the Internet of Things, by applying sensors, processing, security and connectivity chips. NXP offers also technology for Smart Cities: transportation ticketing, secure access and smart mobility solutions.

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PAL-V International

PAL-V International is a Dutch company that has developed and is commercializing the first flying car in the world. PAL-V is specializing in personal flying mobility. By combining flying and driving in one vehicle a new unprecedented form of mobility has become reality. Seamless door to door traffic with one FlyDriving vehicle. Its first product, the PAL-V Liberty, is complying with EASA and FAA regulations for air use and with standard regulation for road use. The company is also offering versions of the product for policing, military, boarder control, first aid, etc. The company started in 2007 and has over 60 employees. Its partners are well known companies, universities and research institutions. The company is supported by various Dutch ministries. The production model was launched in March 2018 at the Geneva International Motorshow.

Products and Services Offered:

- The PAL-V Liberty Flying car.

Unique Selling Points:

- The PAL-V Liberty is the first product in the world combining flying and driving
- 2 persons
- As a gyroplane with two engines it is very safe to fly.
- It is very safe and comfortable in turbulent and gusty conditions
- The product is easy to fly: 30 hours of practical training is enough to get licensed.

Profile of Commercial Contacts Wanted:

Looking for matchmaking with companies for partnering to develop the Indian market: creating sales, training and maintenance offices in India. Companies for supply of (aviation certified) components.



Sumit Joshi
CEO South Asia



Sukanto Aich
Head Marketing India



Vikas Malhotra
Head Professional Channel



Manish Thakur
Director Sales Public Urban &
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Philips Lighting

Philips Lighting (Euronext: LIGHT), the world leader in lighting products, systems and services, delivers innovations that unlock business value, providing rich user experiences that help improve lives. Serving professional and consumer markets, we lead the industry in leveraging the Internet of Things to transform homes, buildings and urban spaces. With 2017 sales of EUR 7.0 billion, we have approximately 32,000 employees in over 70 countries.

Today, Philips Lighting is enabling smart cities and smart buildings through its connected lighting systems and services.

It is laying the foundations for tomorrow in cities large, medium, and small – through connected lighting systems in cities such as Los Angeles, Buenos Aires, and Jakarta, Pune, Naya Raipur and smart buildings in Toronto, Amsterdam, Bangalore and Dubai.

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Red Plume

Red Plume is a Dutch company, providing consultancy, training and research services in the domain of public sector digital transformation.

Red Plume is based in the Netherlands and located in The Hague, the Government Capital of the Netherlands.

The focus in our activities is on Smart Cities. Red Plume offers expertise on Strategy, Governance, Stakeholder models, Business models, Architecture and Implementation, Leadership, and Ethics related to the SmartCity concept.

Red Plume has an excellent network and track record.

We collaborate with Dutch Smart Cities, participate in the international Academic Community on Smart Cities, and have access to the European Commission and the Dutch National Ministries on eGovernment and SmartCities topics.

Red Plume has partnerships with other distinguished companies, with complementary services and expertise. Also Red Plume is founding partner in the SmartCityAcademy, a practitioner-oriented training institute on SmartCities.

Red Plume is experienced in organizing international courses and hosting high-level Government Delegations visiting eGovernment and SmartCities in the Netherlands.

Products and Services Offered:

- Consultancy
- Research
- Training

Unique Selling Points:

- Red Plume is able to offer both strategic and operational expertise and insights, providing a valuable reference framework;
- Red Plume has an excellent network, allowing for quality and flexibility in accommodating complex requests from international partners;
- Red Plume is an independent consultancy, no strings attached by any Political or Industrial party. This guarantees open and unbiased advice and opinions.

Profile of Commercial Contacts Wanted:

Looking for matchmaking with public authorities and companies that are interested in accelerating their Smart Cities programs and business by leveraging Dutch expertise and learning from practical experience.



Niek de Jong
CEO

Sustainer

Sustainer is a new and innovative Dutch company that develops and delivers smart city solutions based on the use of the public-lighting infrastructure.

We live in a world in which technology is changing fast and public space is becoming 'smarter.' New technologies provide the eyes and ears – the senses – for this public space. Our future-proof solutions are designed with the coming transformation in mind.

Our high-quality, intelligent LED luminaires enable you to take advantage of the latest technologies at low financial risk. We see the lighting network as the central hub for the smart city. An open system to which new applications can be added. In a fast-changing world, it's vital to offer future-proof solutions. All our luminaires are based on a modular design concept, and include basic sensor technologies that make it possible to measure temperature, light sensitivity, and energy use, among other things. In this way we help to build a sustainable, safe, and healthy society.

Products and Services Offered:

- Smart Lighting luminaires
- Smart City infrastructure

Unique Selling Points:

- Futureproof solution by a unique cassette system
- Via an API, this energy-saving LED luminaire can be connected online to any back-office or other system.
- Open technology architecture

Profile of Commercial Contacts Wanted:

We would like to find Indian Cities/Companies/Governments who are intending to make their city Smart or already have projects planned or realized. The Smart City areas we are active in are: Safe & Secure Society (noise and violence control), Health (air quality measurements) Communication (public Wifi & 5G)

Sustainer

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The Hague.

Business Agency

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International Business Advisor

The Hague Business Agency

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The Hague Business Agency

The Hague Business Agency, a government organisation, assists and advises international companies and organisations with establishing, expanding or relocating operations in The Hague region. The Hague, the International City of Peace and Justice, is the Gateway to Europe and home to 300 international organisations, tribunals & NGO's. It also boasts key industries such as Energy; IT, Tech & Telecom; Finance & Legal and Impact. The international character and quality of life in The Hague make the city and its neighboring municipalities an excellent location for Headquarter Operations. Together with its partners, The Hague Business Agency helps the local economy grow by attracting these foreign companies.

Strong ties with India

The Hague hosts a large Indian diaspora community and has had a good relationship with India for many years. To strengthen this bilateral relationship, The Hague has signed MoU's with the state of Karnataka and the state of Telangana, which actively focuses on startups, cyber security and elderly care technology. The Municipality of The Hague regularly visits Bangalore (the state of Karnataka) and Hyderabad (Telangana) to implement the MoU's and creates awareness for The Hague as an international city that welcomes Indian entrepreneurs and businesses.

We would love to show you the region and let you know the expansion possibilities. We are your one stop business shop. Free of charge!



Pals Brust
CEO/co founder

UPSET textiles

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UPSET textiles

UPSET textiles is a start up company with the big hairy ambition to change the set-up of the textile industry towards 'Fair' and 'Circular', to successfully serve the big mainstream textiles markets in Europe and the Far East. Based on 3 uncompromising starting points:

- products are made of 100 % recycled fibers (mainly cotton)
- fully produced under distinctive working conditions in India (UN SDG's based)
- being fully transparent about product and supply chain (accredited)

For 2020, a new big Indian production plant for recycled (cotton fibers) is planned to be operational based on an innovative (non mechanical) recycling technology.

Our main customers are Indian spinners, weavers, manufacturers. And international Retailers/Brands/BtB-partners.

Products and Services Offered:

- Yarns and Fabrics
- Textile end products for customer- and BtB markets
- Total Waste Solutions (for European customers)

Unique Selling Points:

- Innovative technology, resulting in 100 % recycled (cotton) fibers of high quality for competitive prices
- production under distinctive working conditions (UN SDG's based)
- full transparency about product and supply chain (accredited)
- initiating a total Waste Concept (via strong partner network)

Profile of Commercial Contacts Wanted:

Looking for matchmaking with (Indian) spinners, weavers, manufacturers, end users (retailers/brands/BtB) and investors (for the new production plant).