

# MULTIPLY YOUR BUSINESS OPPORTUNITIES

*Get introduced to corporate  
technology partners and customers*



*Join the cleantech innovators of Nordic Cleantech Innovation Link, NCIL, a group of prequalified, up-and-coming Nordic cleantech start-ups and growth companies. As a member of NCIL, you have proven that your technology and concepts meet our standards for sustainability, and that your company can be a commercial match for our industrial partners.*

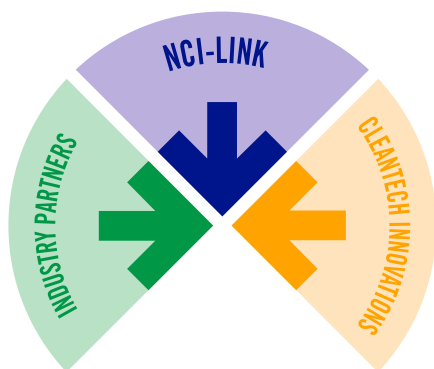
## Consider us your partner for growth

In NCIL, we work with a growing number of blue chip partner companies, including Siemens, E.ON and Alfa Laval. Our corporate partners are ready to engage in open innovation activities and co-development projects and are prepared to consider commercial tests and trial orders. We have already facilitated a number of co-operation projects between our member companies and industrial partners. More projects are underway.

## Be first with NCIL

Every year, more than 100 promising cleantech companies apply for membership. Once accepted by NCIL, our member companies gain access to new opportunities to help strengthen their business and accelerate their growth. As a member of NCIL, you will be introduced to relevant industry partners, participate in company visits and matchmaking workshops, and have the opportunity for your technology to be evaluated by our industry partners, who may even engage in a commercial collaboration.

**Nordic Cleantech Innovation Link** is an independent, nonprofit network organisation that brings open innovation to Nordic industries searching for new clean and sustainable technologies. With no participating interest in our members or partners, we promote and facilitate projects to create new business opportunities for everyone – industry partners and members alike. Our work is funded in part by Nordic Innovation, other public entities, and our industry partners. NCIL is operated by Cleantech Inn Sweden, ETEQ Venture in Denmark, and OREEC in Norway.



Learn more at  
[NCI-LINK.ORG](http://NCI-LINK.ORG)

  
**NORDIC CLEANTECH  
INNOVATION LINK**  
MATCHING INDUSTRY AND NEW SUSTAINABLE TECHNOLOGY

*Möjlighet. Mulighed. Mulighet. Our words may vary slightly, but there is one language all Swedes, Danes and Norwegians share with the rest of the world — Cleantech. At Nordic Cleantech Innovation Link, we believe in making business connections across borders and building Nordic cleantech success stories.*

## Get results like our members and partners

### Klas Berglöf, ClimaCheck:

"Nordic Cleantech Innovation Link introduced us to exactly the right person at Alfa Laval – a contact that led directly to sales for us and to a valuable dialogue with the company. Alfa Laval is a leader in the refrigeration and heat pump industry and a world-leading manufacturer of heat exchangers. The company is highly committed to verifying product performance in realistic field tests. Therefore, ClimaCheck's unique tool for detailed, cost-effective documentation of equipment performance was a perfect match for Alfa Laval. The fact that a leading company like Alfa Laval understands our technology, recognises the need for our solutions, and buys our equipment is obviously important for us – not only in terms of direct sales, but also as an important validation of our capabilities. Nordic Cleantech Innovation Link's networking and matchmaking has been very positive for us."

### Christian Hulteberg, Biofuelsolutions:

"We have had the opportunity to work together with a leading energy company, E.ON, on our green solution. Through this cooperation, we have gained a much clearer understanding of the challenges of the product and the requirements that it needs to live up to. This will help us in our commercialisation process. We were impressed by E.ON's commitment and dedication throughout the project. The project group's participants from both organisations worked really well."

Looking for partnerships to test your technology?

Searching for product validation from an industry leader?

Want to grow your business in the Nordics and beyond?

Apply for membership in Nordic Cleantech Innovation Link.



**Mats Nilsson, R&D Manager at Alfa Laval, is a pleased NCIL partner currently exploring a number of possibilities from our cleantech pool:**

"I see membership with NCIL as a pre-screened mark of innovation quality. Our hit rate for new technologies and trends is typically 10-15%, but through this partnership it's 30-40%, which saves us both time and money."

**Lars Bierlein, E.ON Nordic's Head of Program Office in Business Innovation, views Nordic Cleantech Innovation Link as a valuable tool for E.ON's innovation work:**

"In our nearly five years of partnership, many interesting companies and solutions have been presented and evaluated within diverse areas like isolation materials, wave power, battery technology, lighting and biogas production."

**Partner with us for efficient and effective development opportunities. Contact your national representatives of Nordic Cleantech Innovation Link at Cleantech Inn Sweden, ETEQ Venture in Denmark, or OREEC in Norway.**

**Cleantech Inn Sweden** is a non-profit business accelerator exclusively for early stage cleantech innovation companies, which meet the standards of the Cleantech Inn screening process for sustainability, business potential, and capacity. The match-making process for creating business opportunities between members and established industries was initiated here.

**See more at [cleantechinn.se](http://cleantechinn.se)**

**ETEQ Venture** in Denmark assists startups and high growth businesses developing their full potential. We create value for business ventures in three ways: sharpening strategies, searching for investor(s), and guiding for optimal exits. We are particularly focused on high-tech, cleantech and medtech venture projects. We also assist corporate and financial investors searching for venture opportunities.

**See more at [eteqventure.com](http://eteqventure.com)**

**OREEC** is a Norwegian network of companies, research institutes, educational institutions and local authorities within cleantech. OREEC's mission is to stimulate innovation and business development through increased cooperation between members and an array of cluster development activities.

**See more at [oreec.no](http://oreec.no)**



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