



# From waste to worth: sustainable innovation in labs & healthcare

SustainableSolutionsMatch – Session 7 – Sector Group Health

## Welcome!

# Session Agenda

- Welcome & Introduction
- **Why is waste & waste water management in labs & healthcare important?**
- Pitch Presentations (5-minute pitch + 1 minute Q&A):
  - Pitch 1: **Sensoneo** (Slovakia)
  - Pitch 2: **AP-HP: Assistance Publique | Hôpitaux de Paris** (France)
  - Pitch 3: **Green Elephant Biotech GmbH** (Germany)
  - Pitch 4: **Sustein Material** (Spain)
  - Pitch 5: **Tesalys** (France)
  - Pitch 6: **Redeem Medical** (France)
  - Pitch 7: **GIVMED** (Greece)
  - Closing Remarks

# Welcome & Introduction

## Who's moderating?

Valdimir de Souza  
NBank – EEN Niedersachsen  
SG Health - Synergies



## Who's organizing?

## Session Co-Organisers:

Astrid Flandorfer - FFG  
Isabelle Pottier - DGA CCI  
Daniela Cena - CamCom  
+ EEN Colleagues

# Welcome & Introduction

**Let's play by the rules: smooth sailing for our session!**

- **Mute Policy:** Please remain muted unless speaking to avoid background noise.
- **Q&A Time:** After each pitch, there will be 1–2 minutes for questions. Please use the chat to ask questions.
- **Session Recording:** This session will NOT be recorded.
- **Time management:** Pitchers, please keep track of your time. We will inform you if 5 minutes have passed.
- **Technical Issues:** If you encounter issues, use the chat to notify the host.

# Sustainability in the Health Sector

- The **European healthcare sector** is responsible for about **4.6 to 4.7% of total CO<sub>2</sub> emissions**.
- Most emissions come from **medical products, pharmaceuticals, equipment manufacturing, and supply chains**.
- Around **85 percent** of healthcare **waste** is **non hazardous** but often becomes hazardous due to incorrect sorting.
- A large share of around 60% of **medical devices** is **single use** and strongly increases waste volumes.
- **Wastewater** from healthcare facilities contains **critical pollutants** that require **improved treatment systems** in Europe.



# Sustainability in the Health Sector

- Therefore, solutions are urgently needed for
  - waste reduction
  - substitution of plastic labware by plant-based materials
  - pre-treatment
  - recycling
  - circular strategies
- Some solutions to be presented NOW!



# Pitch Presentations

**Time to meet the innovators!**

**Pitch 1**  
**AP - HP**  
**Dr. Guillaume Mellon**



## » IMOCA Project

Innovative Monitoring and Observation of water  
network through Connected Autonomous sensors »

Dr. G. Mellon

Head of Infection Prevention and Control Department  
Saint-Louis Academic Hospital, Paris, France

# Healthcare facilities

## Environmental challenges

- »» The **healthcare sector** accounts for 8% of France's greenhouse gas emissions, representing 46 million tons of CO<sub>2</sub> per year (The Shift Project)<sup>1</sup>
- »» **Water Plan:** reduce water use by 10% across all sectors <sup>2</sup>
- »» **French National Authority for Health (HAS):** Incorporate measures to limit the environmental impact of healthcare practices into accreditation programs <sup>3</sup>
- »» **AP – HP :** Water management in the Health Faire Plan<sup>®</sup> <sup>4</sup>

1. [The shift project](#)

2. [Plan d'action pour une gestion résiliente et concertée de l'eau – Mars 2024](#)

3. [Feuille de route sante environnement HAS](#)

4. [Plan Health Faire](#) <sup>®</sup>

## Water Crises Threaten the World's Ability to Eat, Studies Show



The New York Times



## Accès à l'eau : une « transformation radicale des usages » indispensable « dès aujourd'hui » pour éviter « de graves tensions », estime le Haut-Commissariat au plan

Toujours plus de besoins et toujours moins de disponibilité. Dans une note, l'organisme de réflexion prospective met en évidence les conflits à venir entre les différents usages de l'eau en France, sous l'effet du réchauffement climatique, et recommande de revoir notamment les pratiques agricoles.

Le Monde

Le Monde – 25 JUN 2025

MENU ☰
TIME
SUBSCRIBE 📄

IDEAS CLIMATE

### Matt Damon and Gary White: The Key to Solving the Global Water Crisis

ADD TIME ON GOOGLE

by Matt Damon and Gary White

MAR 22, 2025 1:00 PM CET

A cyclist and a horse-cart carriage pass each other in a flooded area after heavy rain caused a river overflow, submerging scores of homes in Bandung, Indonesia on March 16, 2025. Timur Matakari—AFP/Getty Images

The global water crisis is one of the most urgent and complex challenges facing humanity today. More than 2.2 billion people lack access to safe water, and 3.5 billion lack access to safely managed sanitation. This crisis undermines health and safety, education, and economic opportunity. For communities already struggling, the consequences are devastating: children miss school, women spend hours each day collecting water, and families face increased exposure to waterborne diseases.

The Time – March 22 2025



# Healthcare facilities

## Infectious diseases challenge

» **Water** : Multiple uses in Healthcare Facilities <sup>1,2</sup>

» **Risk environment for infectious agents :**

- Colonization of water networks (*P. aeruginosa*, *A. baumannii*...)
- Water as a potential vector of contamination (Legionellosis) <sup>2</sup>

» **Scaling** of water outlets and bacterial colonization <sup>3</sup>



1. Ministère de la Santé et des Solidarités. L'eau dans les établissements de santé : guide technique. Paris, 2005. 115 p.

2. Arrêté du 1er février 2010 relatif à la surveillance des légionelles dans les installations de production, de stockage et de distribution d'eau chaude sanitaire

3. Mellon G. et al. L'entartrement des points d'eau au sein d'un établissement de santé : un enjeu microbiologique majeur – SF2H 2023

# Healthcare facilities

## Infection Prevention and Control

- » Searching for and removing dead legs (unused pipes)
- » Monitoring of water network chlorination
- » Temperature monitoring at water outlets
- » Flushing procedures
- » Traceability of water draw-offs



**Manual** procedures

**Paper-based** documentation

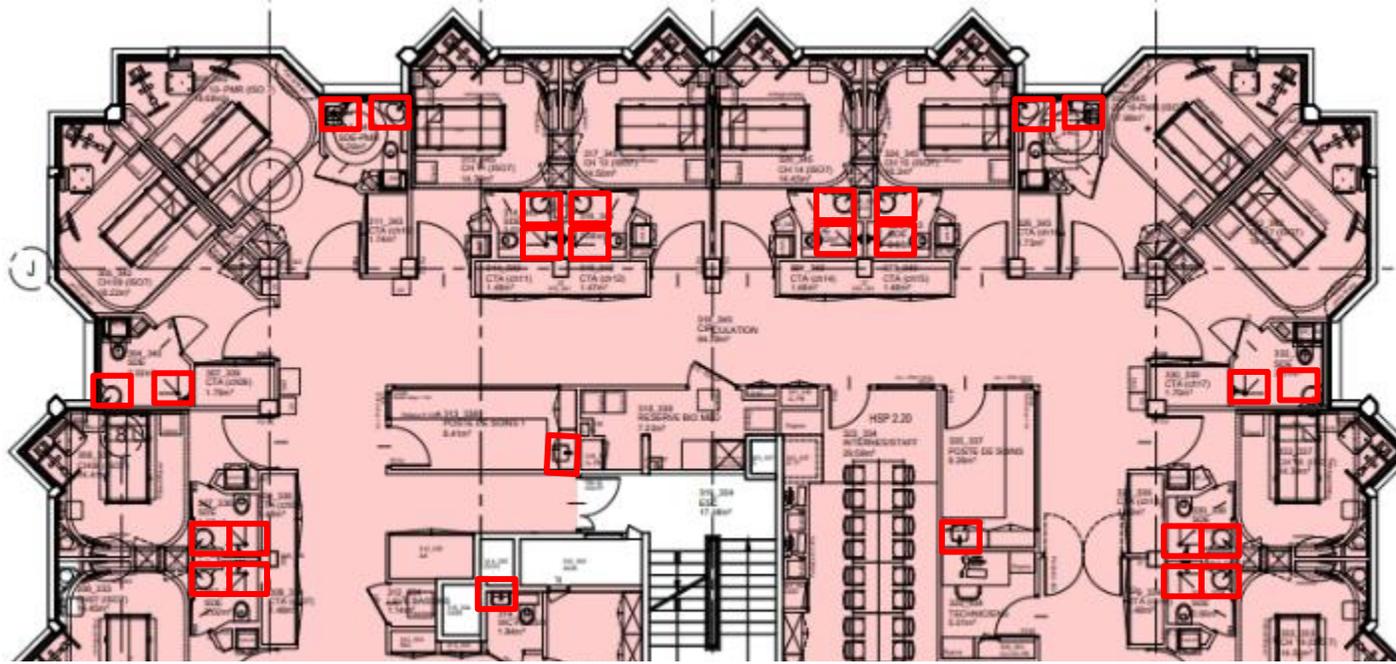
**Lack** of a global overview of data

# What are the practical consequences?

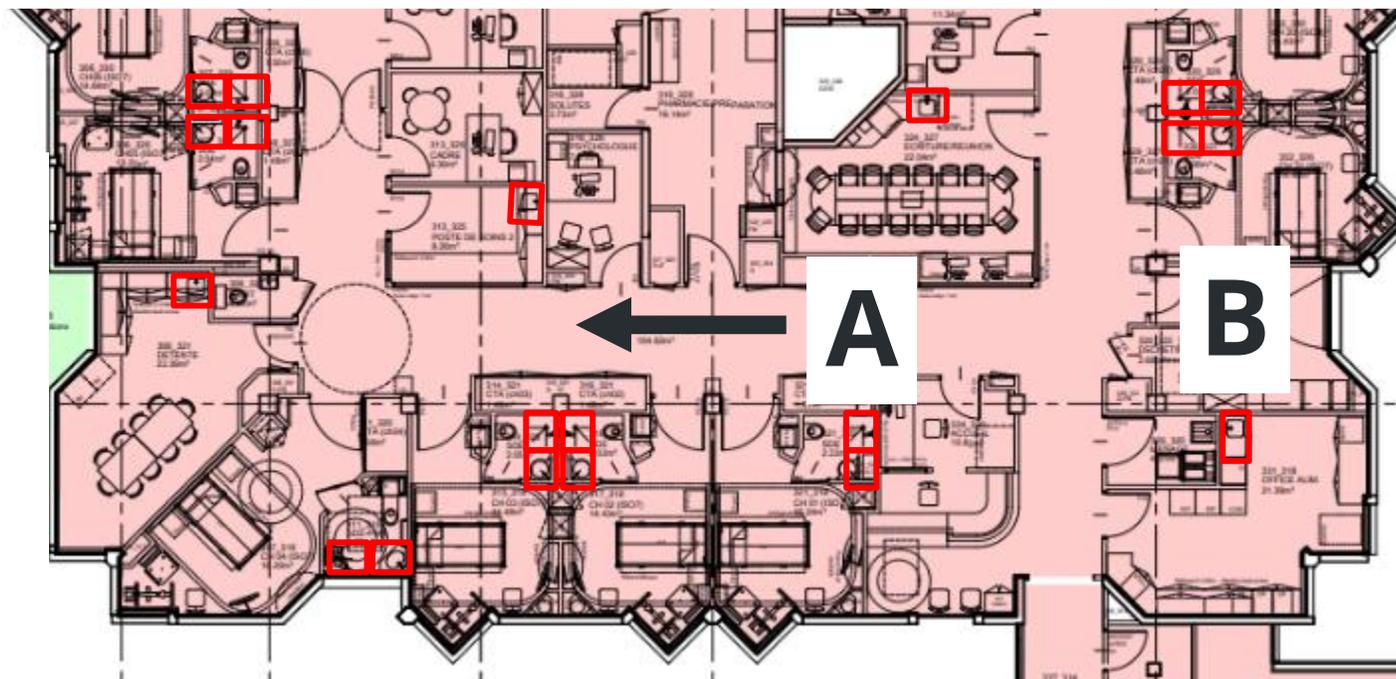
## 6. Technical specifications : flushing procedure

Materiel	Timer Traceability document
Frequency and duration	Every two days for 2 minutes
Flushing	Mixed water
Operating mode	Open the tap Let the water run for two minutes Close the tap Complete the traceability document





**47 water outlets in a single ward**



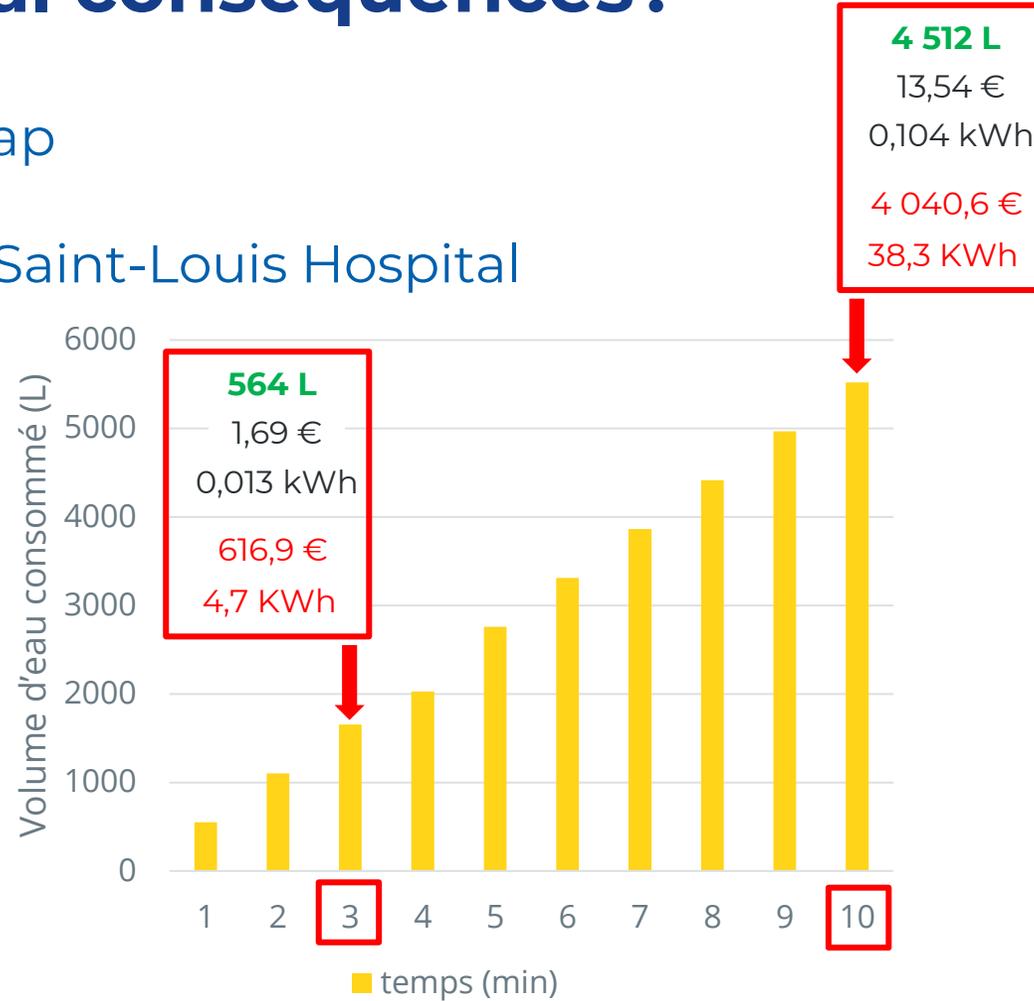
# What are the practical consequences?

» **Flow rate:** 12 L/min per tap

» Example from a ward at Saint-Louis Hospital

» **47 water outlets :**

- 1128 L (2 min)
- 1692 L (3 min)
- 2256 L (4 min)
- ...
- ...
- ...
- 5640 L (10 min)



! Saint-Louis Hospital includes **more than 30 clinical wards**

**Estimated overconsumption per day**

Estimated additional cost per day

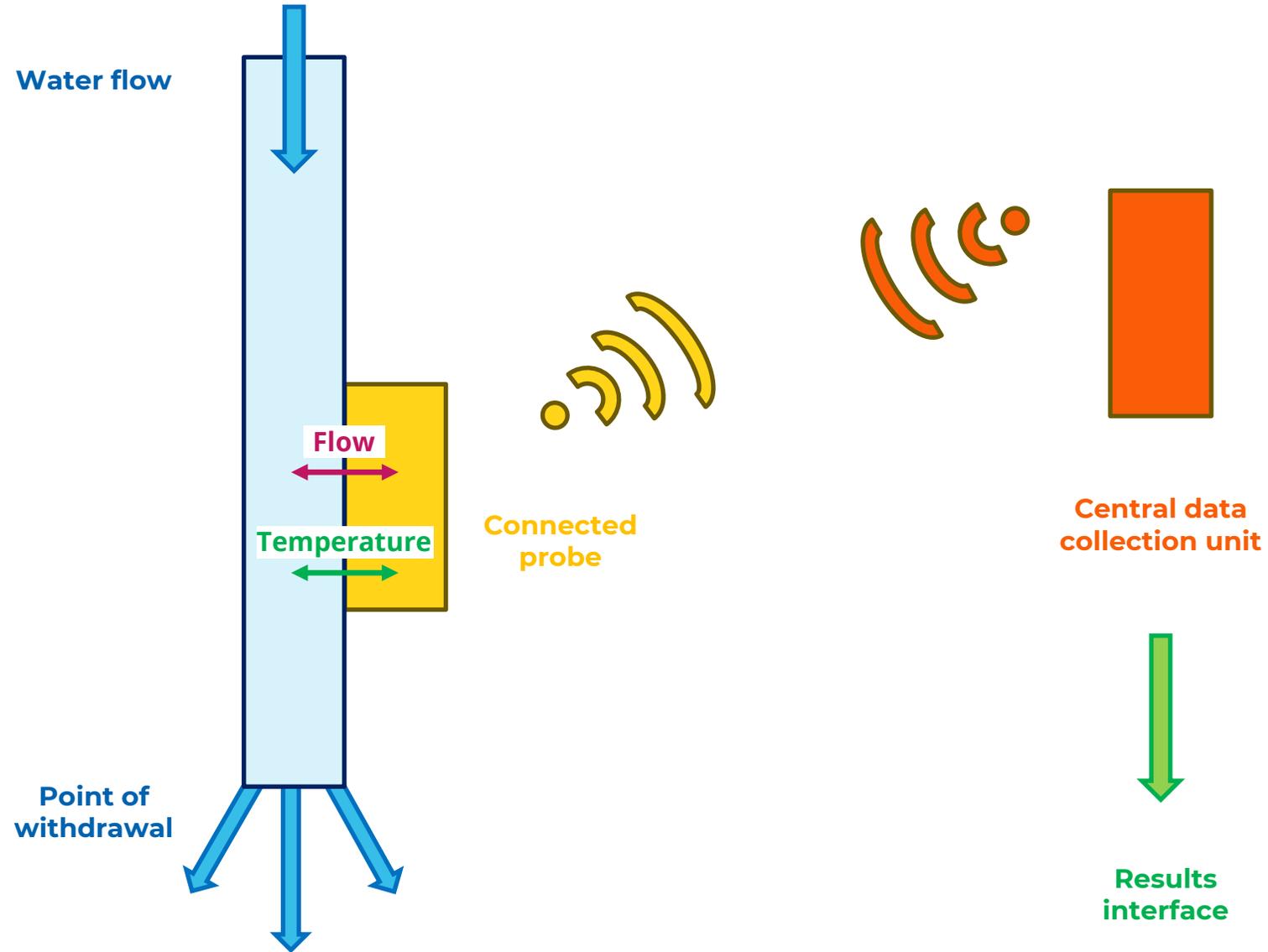
Estimated additional cost over 365 days

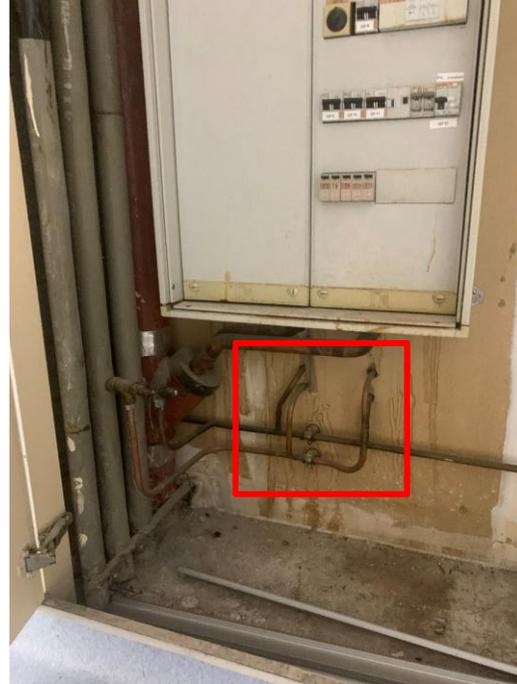
Estimated financial cost per liter: €0.003

Estimated energy cost per liter (15°-55°C): 0.04648 kWh/m<sup>3</sup>

**There is a need for an innovative solution  
to monitor temperatures and  
verify flushing at water outlets  
in order to optimize the environmental footprint**

# Plug and check





# Seeking funding and an industrial partner to develop this solution

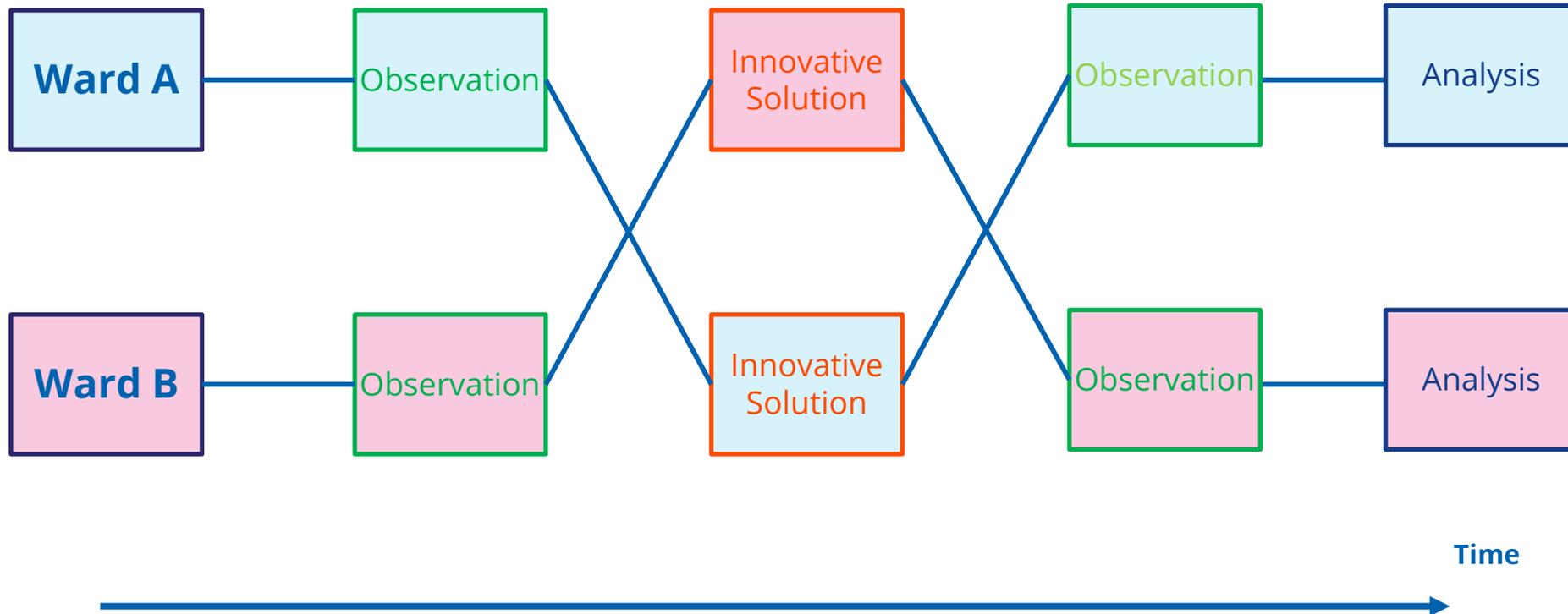
## >> Needs :

- Ultrasonic flow meter
- Temperature measurement
- Low cost
- Easy setup; plug and check
- Compact size
- Connectivity system for centralized data

>>> **Objective** : real-world investigation of the innovative solution

>>> **Main outcome** : Evaluation of the financial and environmental impact

# Proposed Methodology (crossover study)





**Thanks for your  
attention**

**[guillaume.mellon@aphp.fr](mailto:guillaume.mellon@aphp.fr)**



#EENCanHelp

# Book a meeting with: AP-HP Assistance Publique - Hôpitaux de Paris

**Guillaume Mellon**

Head of Infection Prevention and Control Department  
Saint-Louis Academic Hospital  
Paris, France



[een.ec.europa.eu](http://een.ec.europa.eu)





# Pitch Presentations

**Time to meet the innovators!**

**Pitch 2**  
**Green Elephant Biotech**  
**Felix Wollenhaupt**



# Introducing 96-well microPLates – plant-based well plates with 50% reduction in CO<sub>2</sub>e

## Green Elephant Biotech

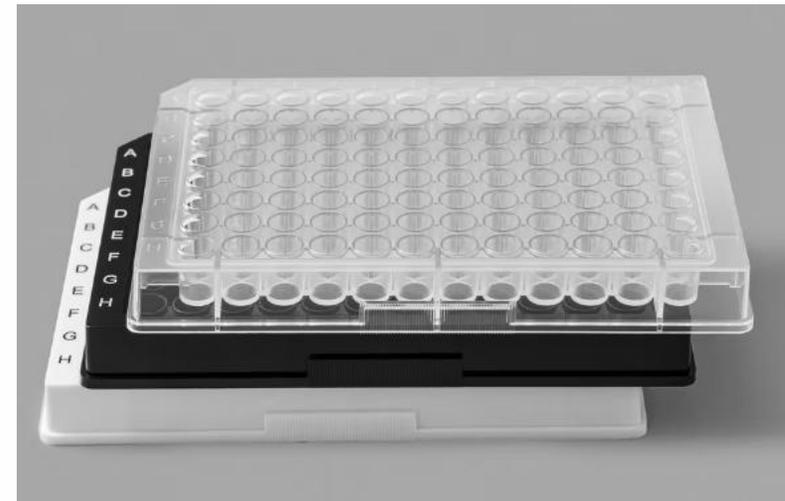
**Felix Wollenhaupt**  
Managing Director



SustainableSolutionsMatch

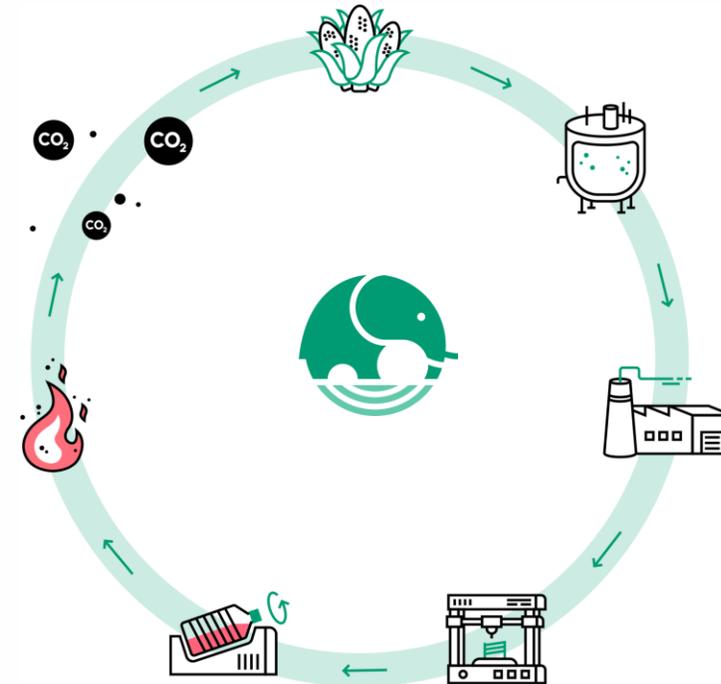
## What are 96-well microPLAtes – and how do they work?

- *96-well microPLAtes = high-volume, repeat-purchase product*
- *made from polylactic acid (PLA) – a bio-based, compostable polymer derived from renewable corn starch*
- *fully compatible with existing lab equipment, liquid handling systems, and workflows.*
- *readily adaptable across pharmaceutical R&D, biotech, diagnostics and academic research*
- *Use cases: any sector running high-throughput screening or assay workflows can adopt microPLAtes without changing their processes.*



## Why microPLates – measurable impact, proven performance

- 50% reduction in CO<sub>2</sub>e vs. conventional polystyrene plates – verified by lifecycle assessment.
- 100% bio-based raw materials from renewable feedstocks – fully traceable and non-fossil origin
- Drop-in compatibility: no changes to instruments, SOPs, or supply chains – zero switching cost for the lab. Unlike niche bio-alternatives, microPLates match the form, fit, and function of standard PS plates while meeting corporate sustainability targets.



## Who benefits – target markets for microPLAtes

- *Pharmaceutical & Biotech companies running HTS, ELISA, or genomics workflows – under ESG pressure to decarbonise lab operations.*
- *CROs & CDMOs looking to differentiate service offerings with certified sustainable consumables.*
- *Academic research institutions with sustainability mandates and procurement policies favouring bio-based products.*
- *Global lab consumables market >EUR 5 billion annually – microplates represent **high-volume, repeat-purchase** segment ideal for scaling sustainable alternatives.*

#EENCanHelp

# Book a meeting with: Green Elephant Biotech

**Felix Wollenhaupt**

Managing Director

Green Elephant Biotech GmbH

felix@greenebt.com |  
greenelephantbiotech.com



[een.ec.europa.eu](https://een.ec.europa.eu)





# Pitch Presentations

**Time to meet the innovators!**

**Pitch 3**  
**Sustein**  
**Simon Gonzalez**



# SUSTEIN

CHANGING THE STATUS-QUO

[www.susteinmaterial.com](http://www.susteinmaterial.com)  
[info@susteinmaterial.com](mailto:info@susteinmaterial.com)

## 1-Problem A

**99% of Healthcare Waste**  
goes to landfill & Incineration

+60M ton single-use plastic/year

Healthcare

## 1-Problem B

**Construction Materials** makes  
**50%** of all exploitation in the E.U

2nd biggest pollutant industry in the world

Construction

1-Solution A

1-Solution B

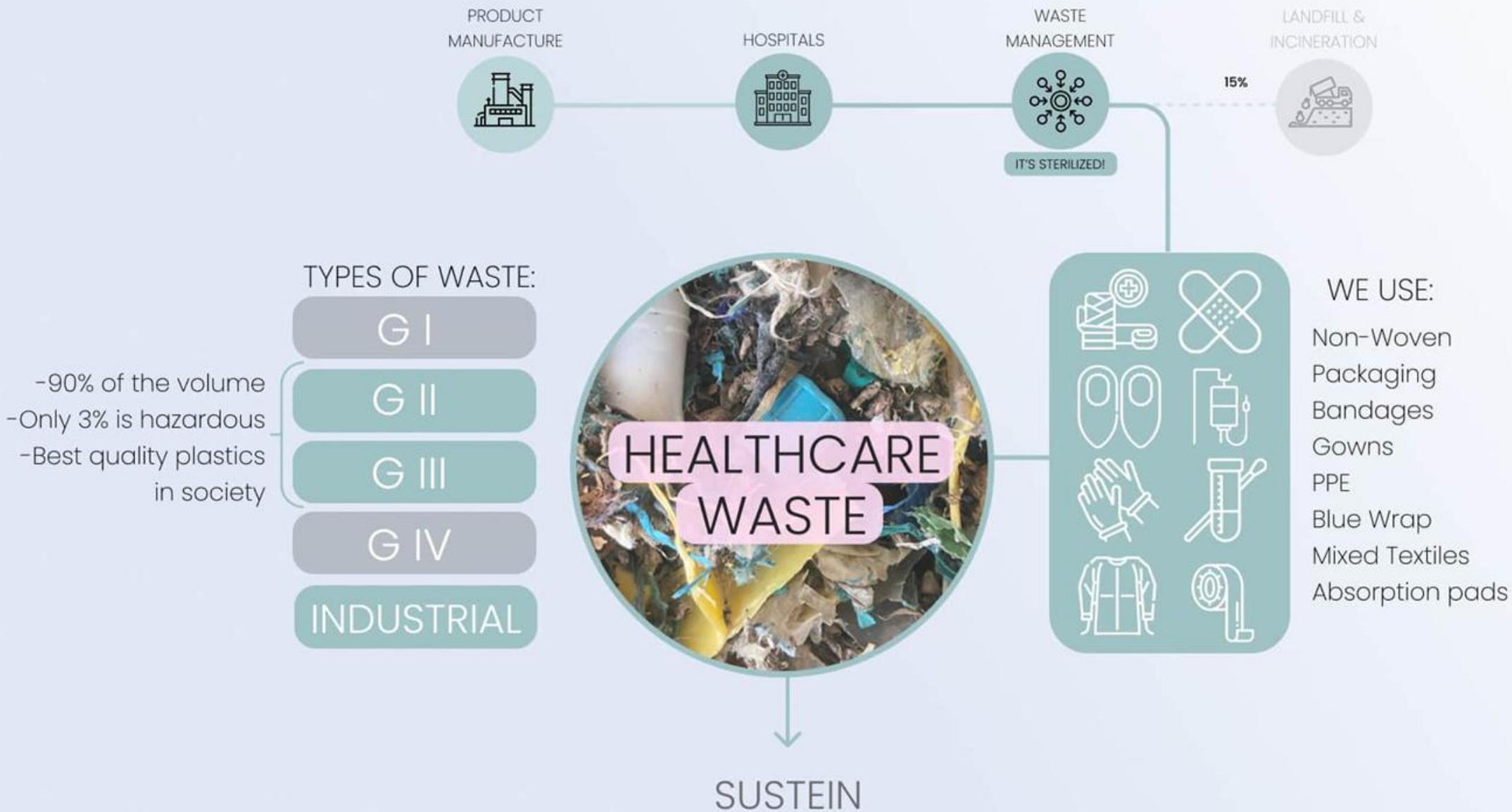
**Upcycle**  
Healthcare waste



Into circular  
**Construction Materials**

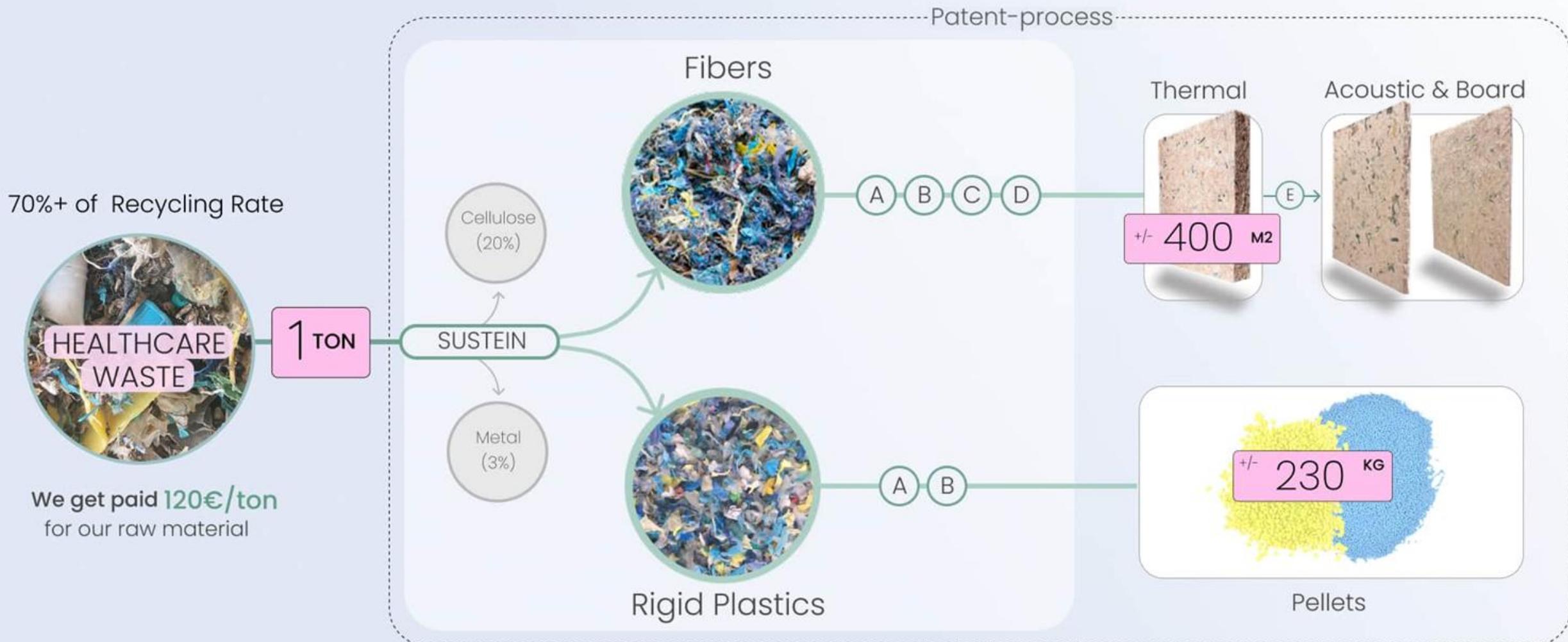
Construction  $\longleftrightarrow$  Healthcare

# From hazardous to health



# 3-Technology

1 Production Line = 4 Products



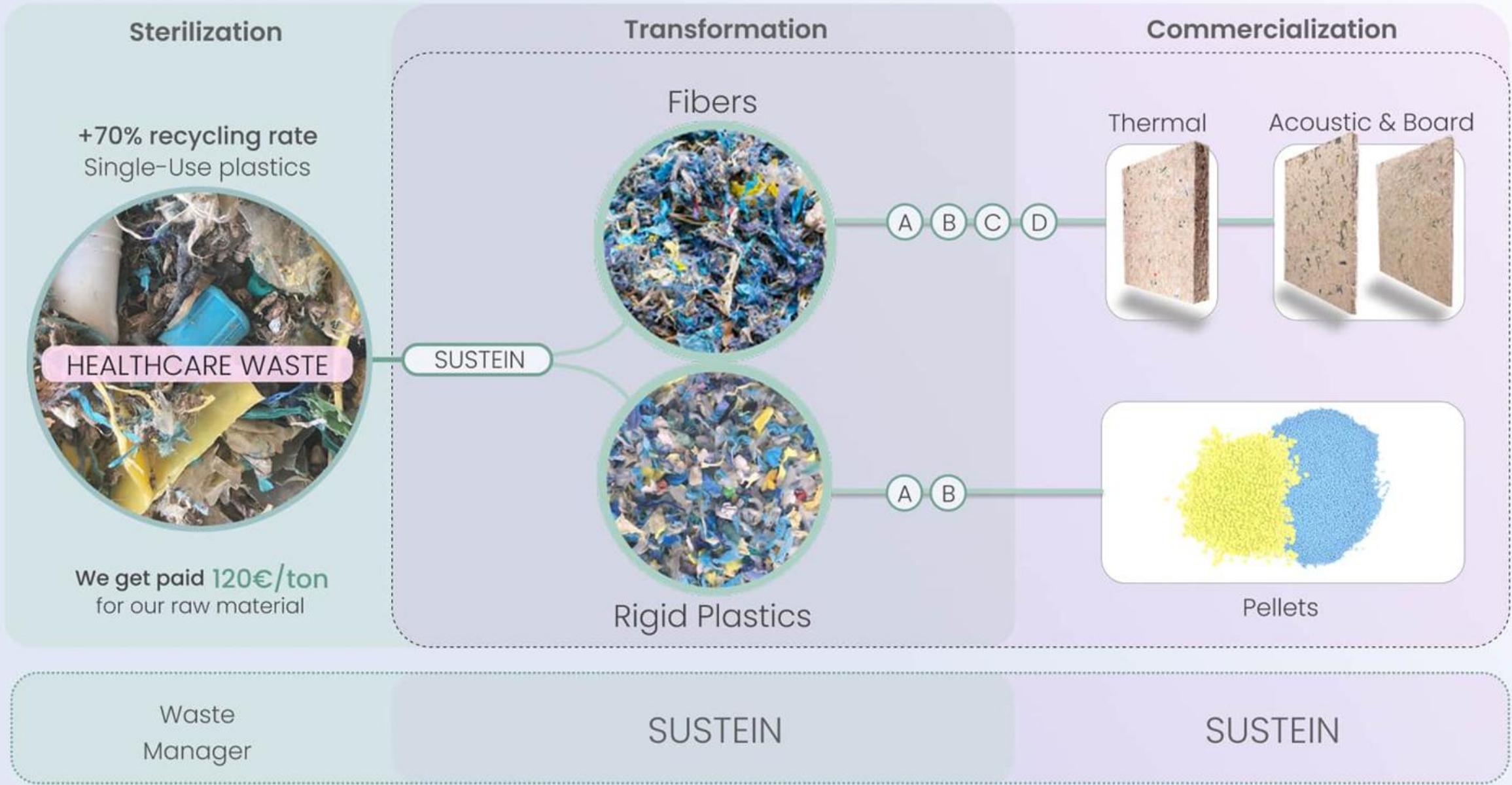
Hazardous

Raw Material

Healthy Product



# REGENERATING HEALTHCARE WASTE, TOGETHER

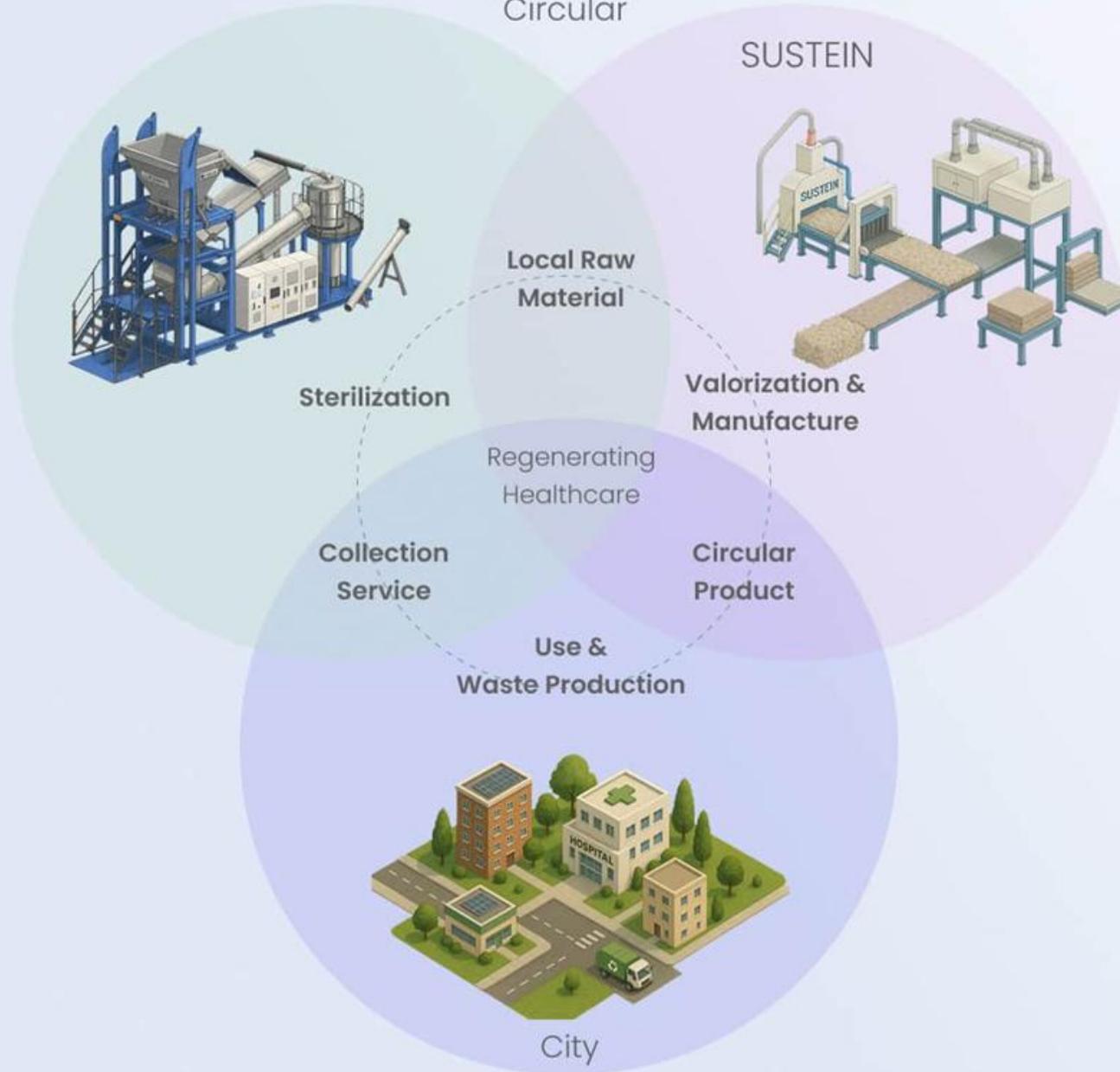


# 3- Why?



# 3- WHY?

Self-Sufficient economy  
New Ressource model  
Circular



# 4-Product

## Comfort & Energy Efficiency | Built environment



## Thermo-Acoustic | Insulation Panel



## Acoustic | Insulation Panel

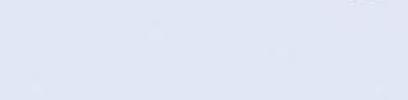
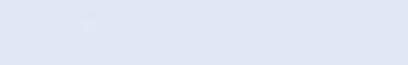
### BIODIVERSITY & CO2 EMISSIONS

REPLACING ROCKWOOL WITH SUSTEIN MATERIAL WILL SAVE:



# 5-Competition Landscape

## Construction Output

PRODUCT	Conductivity (λ) W/MK	RESISTANCE			RE CYCLED	VOC & HANDLING	RE CYCLABLE	GWP kg/CO2	EENERGY W/kg	RESOURCE EFFICIENCY	MARKET SHARE	MARKET VALUE/€	PAIN / OPPORTUNITY	POTENTIAL PRICE €/M2
		MOISTURE	PEST	FIRE										
 SUSTEIN	0,035	●	●	●	●	●	●	●	●	●	1%	700M	USP	5,14
 Glass Wool	0,033	●	●	●	●	●	●	●	●	●	35%	24.5B	PAIN / OPPORTUNITY	5.52
 Stone Wool	0,034	●	●	●	●	●	●	●	●	●	22%	15.4B		5.75
 EPS	0,037	●	●	●	●	●	●	●	●	●	27%	18.9B		3.63
 PIR	0,035	●	●	●	●	●	●	●	●	●	8%	5.6B		17.51
 XPS	0,036	●	●	●	●	●	●	●	●	●	6%	4.2B		9.74
 Cellulose	0,039*	●	●	●	●	●	●	●	●	●	1%	700M		7.10
 Wood Fiber	0,041*	●	●	●	●	●	●	●	●	●	<1%	<700M		9.59
 Hemp Fiber	0,049	●	●	●	●	●	●	●	●	●	<1%	<700M		14,28
 Grass Fiber	0,041	●	●	●	●	●	●	●	●	●	<1%	<700M		13,22
Mycellium	0,042*	●	●	●	●	●	●	●	●	●	<1%	<700M		15,13

Thermal Insulator market | Parameters matrix

\*Data is based on general information and not specific brand performance | brands and data are not directly related

# 5-Competition Scenarios

## Optimal Value chain - Business Model



Cost Efficient + Environmental & Social Impact

RAW MATERIAL

19-24% Of Europe's  
Healthcare Waste

Region Stockholm Health system



Sweden 0.5-1%

NHS (National Healthcare System)



United Kingdom 12-15%

Charité Hospital, Berlin



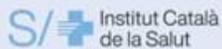
Germany 1-2%

Proserve Dasri



France 4-6%

ICS, PreZero



Spain 0.5-1%

Waste Management  
Potential Revenue **€640,000.000**



CUSTOMERS  
B2B / B2B2B

3 Pivots!

EARLY ADOPTERS & INNOVATORS

Architects



Constructors



Developers



+

EARLY MAJORITY

Distributors



Public Entities



B2B & Consultants



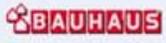
CUSTOMERS  
B2B / B2B2B

EARLY ADOPTERS & INNOVATORS

EARLY MAJORITY

Architects	Constructors	Developers
 	 	 

+

Distributors	Public Entities	B2B & Consultants
 	 	  

Traction



Revenue



Projects



Upcycled



Installed

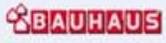
CUSTOMERS  
B2B / B2B2B

EARLY ADOPTERS & INNOVATORS

Architects	Constructors	Developers
 	 	 

EARLY MAJORITY

+

Distributors	Public Entities	B2B & Consultants
 	 	  

Demand

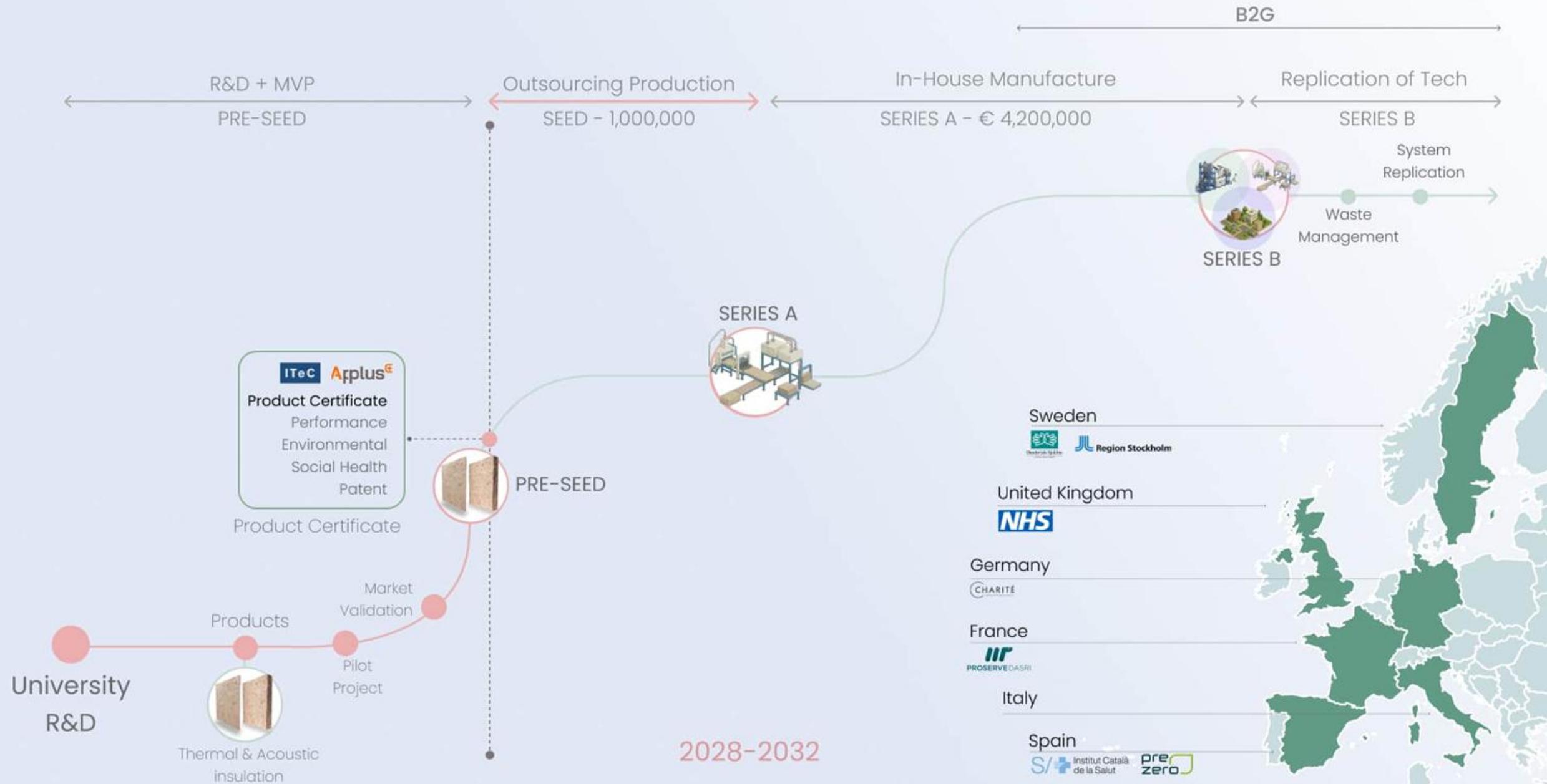


Healthcare  
Waste



Annual demand  
Written Commitment

# 10-Roadmap



Core Team

Consultant

Jose Espinoza



Head of Finance



Simón González



Product & Tech + Commercial

- Co-Founder, *Accesa SL*
- Sales Executive, *Glovo*
- Operations Manager, *LaFira Barcelona*
- Sales & Operations, *Healthcare Environmental Services*



Natalia Tavares



Supply Chain + Operations

- ESADE - MBA
- Manager - Fazenda Vale Novo
- Industrial Manager - Barra Sete Engenharia
- Operations - Barra Sete Engenharia
- Civil Engineer, Tamasa Engenharia



Consultant

Carlota Barrufet



Head of Public Funding

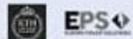


Advisory Board

Rafael Guedez



Scientific & Technical



Juan Colmenares



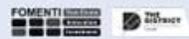
Commercial & Marketing



Josep Jorge



Proptech & Investment



Pablo LaRoche



Green Architecture



Carlos Beck



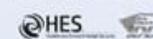
Business Development



Jorge Bohorquez



Health Waste Management



AWARDS



Sustainability & Circular Economy



1st Place Raíz Program



Regenerative Housing



Startup World Cup Iberia Finalist 2024



Winner - Smart Building Competition



Environmental StartUp of the year



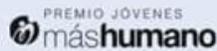
Finalist



Innovation Plus Award



Best StartUp Construction Tech LaSalle Technova



Finalist - 2025



1st Place Winner



Finalist



ESG 2022 Spain Finalist



1st Place: Best StartUp The District & LaSalle Technova



The Next Big Thing



100 Companies The 1% - 2025



Winner of Smart Builder TOMORROW BUILDING



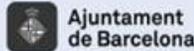
NEXT PROJECTS



Book Publication



ALLIES



C&C Innovation Project



# Business Model

## Scalability

**SUSTEIN**  
Material

Providers



Waste  
Manager

Waste Streams



Group of  
Residues  
Group II & III

Product

B2B/B2C - Transaction



Architects  
Other B2B  
Distributors  
Constructors  
Developers

**SUSTEIN**  
Lab



Hospitals



Specific  
Products  
Group II

B2B - Consultancy



Manufacturers  
Hospitals  
Health Facilities  
Waste Managers



Industries



Group of  
Residues  
Industrial & Textile

**SUSTEIN**  
System

Government  
& Cities

Circular Resource Model  
Self Sufficient Economy  
Traceability & ESG Alignment  
Smart Cities w/ Triple Impact  
Circular procurement

B2G - Turn-Key Solution



# SUSTEIN

Creating the  
**first circular economy**  
around healthcare waste

[www.susteinmaterial.com](http://www.susteinmaterial.com)  
[info@susteinmaterial.com](mailto:info@susteinmaterial.com)



# SUSTEIN

Upcycling the unrecyclable

#EENCanHelp

# Book a meeting with: SUSTEIN MATERIAL

**Simón GONZÁLEZ**

Co-Founder, CPO & CEO

<https://susteinmaterial.com/>

[simon@susteinmaterial.com](mailto:simon@susteinmaterial.com)

+34 695 033 535



[een.ec.europa.eu](https://een.ec.europa.eu)





# Pitch Presentations

**Time to meet the innovators!**

**Pitch 4**  
**Tesalys**  
**Miguel Lozano**



# On-site treatment systems for Infectious Healthcare Waste

**Tesalys**

**Miquel Lozano**  
**President**



# Tesalys, the specialist of on-site healthcare waste treatment

Main concerns :

- Infectious risk
- Use of containers/packaging - plastic waste
- Transport - CO2 generation
- Incineration - CO2 generation, toxicity

Our solution :



Infectious risk  
waste



On-site treatment by  
our shredder-sterilizers



Shredded and  
decontaminated waste  
material



Harmless waste  
associated to ordinary  
waste

# STERIPLUS™ systems, a user-friendly solution

[STERIPLUS™ systems working video](#)



# Tesalys, the green revolution

- Reduced use of **plastics/transport**
- **CO2 reduction** - 0.46 TeqCO2 avoided for each ton processed
- **Waste volume reduced** by up to 80% on-site
- **Recycling possibilities** after treatment (96% recyclable materials)



## About our customers / target audience



- Hospitals, medical centers, hemodialysis centers,...
- Laboratories, research centers, biotech/pharma industry,...



- Distributors of medical/laboratory equipment
- Environmental companies
- Service providers

# Building Partnerships for Sustainable and Circular Innovation

- **Medical device manufacturers** willing to reduce the CO2 footprint of their products
- **Providers of recycling solutions** willing to explore recycling/reuse possibilities for the treated healthcare waste
- **Consulting companies** willing to promote sustainable healthcare solutions
- **Regulators / lobbyists** willing to standardize at European level alternative solutions to incineration for healthcare waste treatment



#EENCanHelp

# Book a meeting with: Tesalys

**Miquel Lozano**

President

Tesalys

[miquel.lozano@tesalys.fr](mailto:miquel.lozano@tesalys.fr) | [info@tesalys.fr](mailto:info@tesalys.fr)



[een.ec.europa.eu](http://een.ec.europa.eu)





# Pitch Presentations

**Time to meet the innovators!**

**Pitch 5**  
**Redeem Medical**  
**Clémence CORNET**



# Giving Medical Devices a Second Life



## Redeem Medical

**Clémence CORNET**  
CEO & Co-Founder

## A major issue

*Every year in Europe, millions of medical devices are used for only a few days or weeks, then discarded – even though they are designed to last months or years.*

*In orthopaedics alone:*

- Devices are used on average 2-3 weeks*
- They are designed and certified for 6 months of use*
- Today, there is no structured industrial solution to recover and reuse them safely*

*This leads to :*

- Massive medical waste*
- Unnecessary CO<sub>2</sub> emissions*
- Rising healthcare costs for public systems*



## Building the circular healthcare value chain for medical devices

*Redeem Medical builds the first industrial circular model for reusable medical devices, starting with orthopaedic devices.*

*We :*

- Collect used medical devices through healthcare networks*
- Sort and trace each device individually*
- Recondition them according to strict medical and regulatory standards*
- Reintroduce them safely into healthcare systems at a lower cost*

*Our model is:*

- Fully compliant with EU MDR principles*
- Based on traceability, safety, and performance*
- Designed to be replicable across Europe*



## What makes Redeem different & our impact

### *Why Redeem Medical is different*

- *First industrial player focused on circular medical devices (orthopaedics)*
- *End-to-end solution: collection → reconditioning → redistribution*
- *Strong regulatory alignment (France as a pilot market, EU-ready)*
- *Industrial-scale ambition, not local or charitable reuse*

### *Our measurable impact*

- *-30% to -50% CO<sub>2</sub> emissions compared to new devices*
- *20-30% cost reduction for healthcare buyers*
- *Reduced waste while maintaining full patient safety*



# Turning regulatory constraints into business opportunities

## Who benefits from our solution :



*Medical device manufacturers*



*Distributors and wholesalers*



*Hospitals and healthcare providers*



*Public healthcare systems*



*European regions seeking to decarbonize healthcare*

## Market opportunity

- *Large, fragmented medical device markets*
- *Increasing regulatory and ESG pressure*
- *Strong demand for cost-efficient, sustainable healthcare solutions*



**REDEEM**  
MÉDICAL

## Message for our future partners :

- *Medical device manufacturers,*
- *Healthcare distributors and procurement groups,*
- *Hospitals and pilot regions,*
- *Public authorities and EU-funded projects,*
- *Circular economy and healthcare innovation clusters ...*

***Let's build together the next generation of circular healthcare systems in Europe !***



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# Book a meeting with: Redeem Medical

**Clémence CORNET**  
CEO & Co-Founder  
Redeem Medical  
clemence@redeem-medical.fr



[een.ec.europa.eu](http://een.ec.europa.eu)





# Pitch Presentations

**Time to meet the innovators!**

**Pitch 6**  
**GIVMED**  
**Ioanna Koutava**



# Upcycling Medicines and Health Products for society, environment and the economy



**GIVMED**  
Share medicine Share life

## GIVMED - Share medicine Share life

**Ioanna Dimitrakopoulou Koutava**  
Director



Sustainable Solutions  
Mat  
ch



## Mission & Activity

- GIVMED is a non profit organization founded in 2016, with the **mission**: to ensure **equitable access to medicines and health products** through their **redistribution and donation**, improving the institutional framework, providing educational opportunities and raising awareness in society.
- GIVMED leads the first and unique digital network (MEDforNGOs) in Europe that connects individuals, companies and non-profits, enabling them to donate unused medicine and health products, for the benefit of socially vulnerable groups.
- GIVMED has offered **> 1.5 million products** worth **> €15.9 million** through synergies with 239 charitable organizations, 55 pharmaceutical companies, and thousands of citizens.

- My storage
- Medicines
- Health products
- My needs
- Medicines
- Health products
- Order
- Availability
- Basket
- Incoming donations
- Pending
- History
- Outgoing donations
- Pending
- History

- Make sure that the declared quantity for "donate now" is the actual amount! A problem arises if someone orders something that you forgot to delete.
- If the medicine box contains less than half the amount, set the amount in pills.

**+ New medicine**

Search by the medicine name or substance

File format  
CSV

Download

You have stored: **396 Boxes**

NAME	SUBSTANCE	QUANTITY	DONATE	DATE EXPIRED	DELETE
ONDA F.C.TABL BT 15x8MG Date updated: 03-03-2026	ONDANSETRON	1 Box	<input checked="" type="checkbox"/>	09-2026	
DIGOXIN/JUVISE 0.25MG/TAB TAB BTX25 Date updated: 03-03-2026	DIGOXIN	2 Boxes	<input checked="" type="checkbox"/>	09-2026	
CLEXANE INJ.SOL 2000ANTI-XA IU/0,2ML BTx2PF.SYR.x0,2ML Date updated: 03-03-2026	ENOXAPARIN SODIUM	1 Box	<input checked="" type="checkbox"/>	09-2026	
IVOR INJ. 2PF.SYRx3500IU Anti-Xa Date updated: 03-03-2026	BEMIPARIN SODIUM	4 Boxes	<input checked="" type="checkbox"/>	04-2027	
EVATON-D PD.INJ.SOL BTx1VIAL Date updated: 03-03-2026	BIOTIN, FOLIC ACID, PANTOTHENIC ACID, VITAMIN A, VITAMIN B1, VITAMIN B12, VITAMIN B2, VITAMIN B3, VITAMIN B6, VITAMIN C, VITAMIN D, VITAMIN E	42 Boxes	<input checked="" type="checkbox"/>	03-2028	
MANYPER TABL BT 28x20MG	MANIDIPINE	2 Boxes	<input checked="" type="checkbox"/>	09-2026	





SustainableSolutionsMatch



## EU projects

GIVMED has the capacity to join EU funded projects, contributing in the following areas:

- Health-related educational or advocacy activities
- Circular Economy and Upcycling
- Environmental protection
- Technology, especially relevant for upcycling and/or health
- Rendering GIVMED's tech model as a pilot case

## Differential Value & Sustainable Impact

- **Structured Redistribution:** We operate through a digital platform that records needs and matches surplus systematically.
- **Demand-driven Model:** Redistribution is based on real, recorded needs from NGOs, preventing oversupply and secondary waste.
- **Transparency:** Every box is digitally tracked, ensuring compliance, reporting, and measurable outcomes.
- **Dual Impact Model:** We address Healthcare inequality (SDG 3) and responsible consumption and waste reduction (SDG 12)
- **Ecosystem:** We connect pharmaceutical companies, 240 NGOs and thousands of citizens into one circular supply network.

## Application of our solution

- **Pharmaceutical & Health Product Companies**

- Reduce surplus destruction
- Improve ESG performance
- Generate measurable social & environmental impact

- **NGOs & Public Health Structures**

- Record needs digitally
- Receive free medicines and health products according to needs
- Improve service capacity for vulnerable populations

## Who benefits most?

- Socially vulnerable populations and public health
- the economy
- the environment



SustainableSolutionsMatch



## Key partners for replicating our project

- Universities & Research Institutes
- NGOs, Public and Private Health Structures
- Pharmaceuticals & Health product companies

#EENCanHelp

# Book a meeting with: GIVMED

Ioanna Dimitrakopoulou - Koutava

Director

[ioanna@givmed.org](mailto:ioanna@givmed.org)

+30 6984855212



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# Pitch Presentations

**Time to meet the innovators!**

**Pitch 7**  
**Sensoneo**  
**Andrea Basilova**



## Smart medical waste management

real-time data for safer and more efficient healthcare facilities

((SENSONEO))

## Sensoneo

Andrea Basilova  
Co-Founder

# SustainableSolutionsMatch

((SENSONEO))

**Innovative smart waste management solutions that support the digital transformation and unlock efficiency, transparency and sustainability.**

**89** countries  
**600+** projects  
**140+** professionals in the team  
**50+** certified partners  
**42k+** users of the software

Cities and municipalities

Waste mngt and collection companies

DRS operators, PROs

Production plants, Factories and



## CHALLENGES OF WASTE MANAGEMENT WITHIN FACILITIES AND FACTORIES

Lack of data about the volume of the waste produced in general and in particular categories



Delayed collection of overflowing bins disrupts smooth operations



Burden on ESG reporting combined with the inability to easily and automatically trace waste



## EXPECTED BENEFITS FROM SMART WASTE MANAGEMENT SOLUTION

Waste infrastructure overview (floorplans, bins, stands, vehicles) and its end-to-end tracking

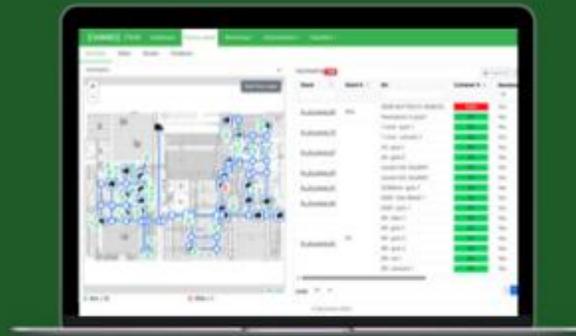
Minimization of waste contamination, Improved circularity of the location & clean working area

Precise and detailed waste data for automated ESG reporting

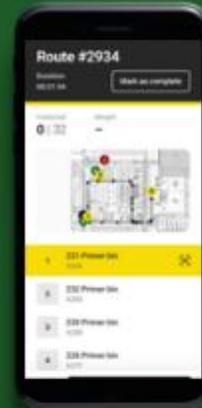
## HOW TO ACHIEVE IT?



Collection Request /  
Fullness Notification



Software Platform  
with Automated  
Route Planning



Mobile App with  
Just-in-time Collection  
& Navigation on the  
Floorplan



Weighing and  
Contamination  
Control



Data Reporting  
& Business  
Intelligence

## Real cases prove the measurable impact of the solution

Fulfillment center in UK pilot | 12 weeks

**42%**  
cost savings on personnel expenditures

**7 to 4 FTEs**  
workforce diversion opportunity when implementing the system

**£20,400,000**  
potential cost savings opportunity across all 200 locations after 2 years of implementation



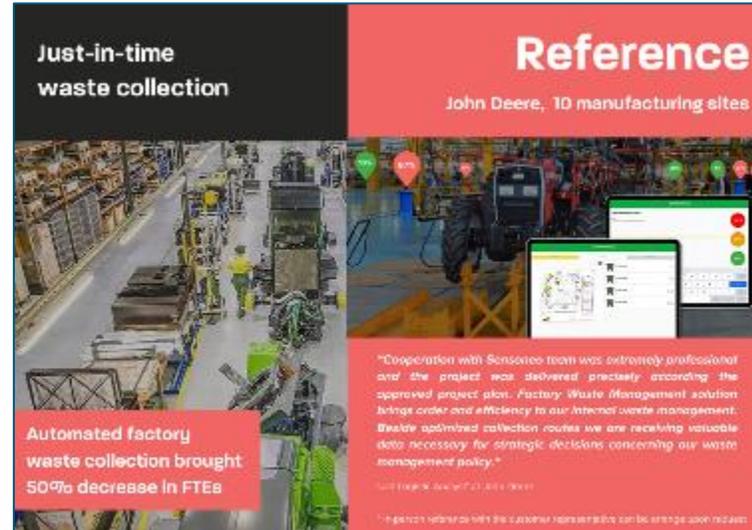
Just-in-time waste collection

**Reference**  
John Deere, 10 manufacturing sites

Automated factory waste collection brought 50% decrease in FTEs

"Cooperation with Sensotec team was extremely professional and the project was delivered precisely according to the approved project plan. Factory Waste Management solution brings order and efficiency to our internal waste management. Thanks optimized collection routes we are receiving valuable data necessary for strategic decisions concerning our waste management policy."

© 2023 Sensotec. All rights reserved.  
The general information on this customer representation can be changed without notice.



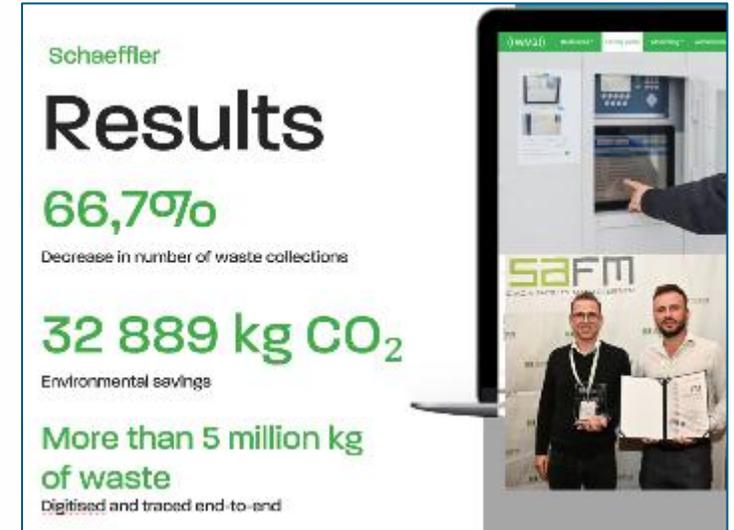
Schaeffler

**Results**

**66,7%**  
Decrease in number of waste collections

**32 889 kg CO<sub>2</sub>**  
Environmental savings

**More than 5 million kg of waste**  
Digitised and traced end-to-end



**Sensoneo = B2B**

- *CUSTOMERS*
- *BUSINESS PARTNERS*
- *RESELLERS AND DISTRIBUTORS*
- *CONSULTANCIES AND CHANGE MANAGEMENT COMPANIES*

#EENCanHelp

# Book a meeting with: Sensoneo

**Andrea Basilova**

Co-Founder

Sensoneo

andrea.basilova@sensoneo.com



een.ec.europa.eu

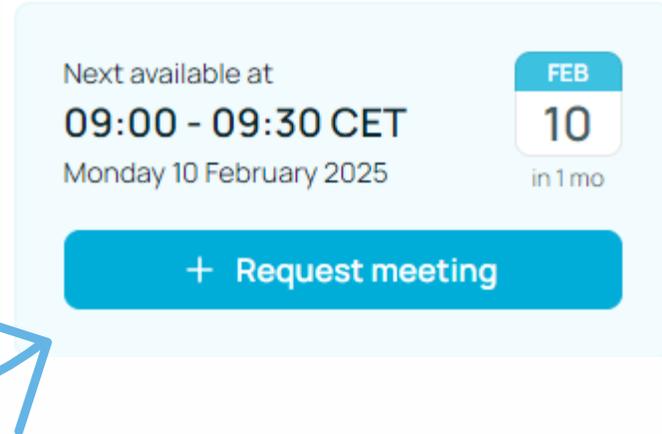
((SENSONEO))



# Closing Remarks

**A big thank you to all pitchers and attendees!**  
We appreciate your participation today.

If you'd like to connect with any of the pitching companies, please use the matchmaking tool to **book a meeting!**



Next available at  
**09:00 - 09:30 CET**  
Monday 10 February 2025

**FEB**  
**10**  
in 1 mo

**+ Request meeting**

A blue arrow points from the text "to book a meeting!" to the "+ Request meeting" button.

Need support? **Enterprise Europe Network is here to help!**

Reach out to your local Network partner:

<https://een.ec.europa.eu/local-contact-points>

#EENCanHelp

# Thank you!

**Valdimir de Souza**

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