



Strengthening resilience: sustainable technologies for post-crisis infrastructure recovery

SustainableSolutionsMatch

Welcome!





Session Agenda

- Welcome & Introduction
- Pitch Presentations
- Closing Remarks



Welcome & Introduction

Who's moderating?



Sara Maiez-Tribut



Maud Schneider



Marie Popkowska



La Région

Auvergne-Rhône-Alpes

ENTREPRISES

Who's organizing?



Sustainability & Resilience

Challenges
Opportunities
Key Questions



CNN News, Ukrainian hospital in Kyiv ruined in June 2024

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 be recorded.
- **Time management:** Pitchers, please keep track of your time. We will inform you 1 min before 5 minutes is passed.
- **Technical Issues:** If you encounter issues, use the chat to notify the host.
- **B2B until 27th of March:** connect with the speakers via the B2Match platform rather than using email addresses.



Time to meet the innovators !

- Pitch Presentations:

1. Marlec, *Andy Etherton, BDM Green Systems UK and Export- UK*
2. Kontor-Connect, *Sven Baumgart, CEO&Founder - Germany*
3. 432 Technologies, *Jean-Baptiste Ado-Solaberrieta, Co-Founder & CEO - France*
4. Watopi, *Robert Byriel Riedel, Chairman & Co-Founder - Denmark*
5. E3-Evolution, *Ladislav Drábek, Managing Director - Czech Republic*
6. GMD, *Steve Weingarth, Charlotte Beneke, Marketing - Austria*
7. LCR Technologies, *Christophe Loiacono, CEO - France*
8. SolarPlex, *Oleksii Kurhuzov, Partner - Ukraine*



Pitch 1



Marlec PowerStore

Marlec Engineering Co Ltd

Andy Etherton
BDM Green Systems UK and Export



[SustainableSolutionsMatch](https://www.sustainable-solutions-match.com)

Marlec PowerStore

Fully packaged complete off-grid battery storage system designed originally for Africa Ivory Coast had a requirement for a complete solar powered charging system, with batteries and inverter to power:

LED light for 8 hours per day

TV / Radio for 4 hours per day

Charge mobile phones via USB 2 hours per day

Run a small fridge 24/7



Easy to install, supplied with all parts and crucially simple to maintain by local people without specialist understanding of renewables.

- *Fully serviceable unlike many other sealed power solutions*
- *Each component can be accessed and replaced easily*
- *Full instructions provided, simple to maintain by local people without specialist understanding of renewables*
- *Safely isolated with plug and play connections throughout*
- *Designed to last in the harshest environments*
- *Once deployed this system can eliminate energy poverty which effects over 600m people in Africa alone.*
- *System is scalable and could be used to power almost any device or amenity.*

- *Refugees and those displaced by conflict or natural disasters would benefit the most.*
- *Anyone in the world who requires off grid power including, private individuals, local communities, charities, NGO's, regional development cooperatives, system providers into any market than needs its power generation to be off grid.*
- *Marlec have a wide range of existing solutions and almost 50 years experience in renewable technologies allowing us to create bespoke power systems for any application.*

- *Charities,*
- *Private Companies*
- *Infrastructure Contractors*
- *NGO's,*
- *Government leaders*
- *Regional development cooperatives,*
- *People on the ground who can lead us into new innovations and help us create more systems that solve real problems.*



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Book a meeting with:

Andy Etherton

BDM Green Systems UK and Export

Marlec Engineering Co Ltd

+44 (0) 7835 146265

andy.Etherton@marlec.co.uk



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Pitch 2



**Connectivity
during and
after a crisis**

**Kontor Connect
GmbH**

**Sven Baumgart
CEO/Founder**

We live in challenging times.

And it is ALWAYS important
to stay connected!

Especially during and
after a crisis situation.



[SustainableSolutionsMatch](#)

When is our solution needed?

earthquake



train accident



flooding



any other misfortune



Why is our solution needed?



Not every emergency or rescue service or military force has digital radio. And even if they do, this technology cannot be used to transmit situation reports, images or even videos of the situation. This makes it difficult to coordinate rescue operations.

Professional connectivity is therefore required.

And that is exactly what our self-sufficient ConTrailer stands for.

The highlights of our self-sufficient ConTrailer

- *A 6 kW/h battery, solar panels > 800 Wp, a generator (petrol and LPG) is on board.*
- *With a mast height of 10 metres, we cover up to 4 hectares.*
- *One person can get it ready for operation within 10 minutes.*
- *The self-sufficient operating time (in terms of electricity) is at least 7 days.*
- *The ConTrailer is lightweight. Almost any vehicle can move it.*
- *If desired, we monitor the ConTrailer 24/7 and rectify any malfunctions immediately.*

Our solution stands out because we

- *use outdoor technology exclusively.*
- *configure our technology professionally down to the smallest detail.*

The lasting effect (sustainable impact) is based on the fact that

- *We require very little technology to cover large areas*
- *We use very durable technology that does not need to be replaced constantly*
- *our technology is used to speed up rescue operations and relief efforts, thereby saving more lives.*

Market/Target audience – Who can apply our solution?

Our solution is ideal for rescue and emergency services (e.g. Red Cross/Red Crescent, Johanniter, Caritas, Malteser, CARE, THW, etc.), the police and the military.

A slightly slimmed-down version of this ConTrailer can be used at large sporting events, festivals, etc.



SustainableSolutionsMatch



Sustainable and circular innovation needs good networks along the whole value chain.

Technical partnerships

Sales / Sales partnerships

Customers (campsites, authorities, aid organisations, etc.)

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Book a meeting with: Kontor Connect GmbH

Sven Baumgart and **Anncathrin Schulz**
CEO and Founder CEO and Founder

Kontor Connect GmbH

info@kontor-connect.de and +49 451 59983060



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Critical situations:

Coverage blackouts, disaster areas (floods, earthquakes etc.)
crowd movements, access denial zones, overload of modern comms

How to ensure communication connectivity is maintained?

- *Need for fluid information exchange
(rescue, civil protection, goods tracking etc.)*
- *Compatible use with offline areas and/or high cognitive loads on
operational teams*

- ✓ **Reduce errors and time when transmitting messages**
- ✓ **Low tech continuity of comms connectivity
in all situations**



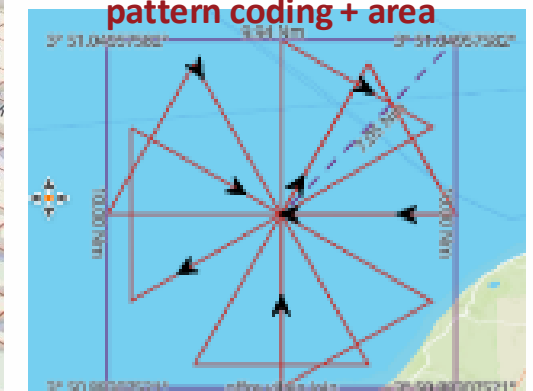
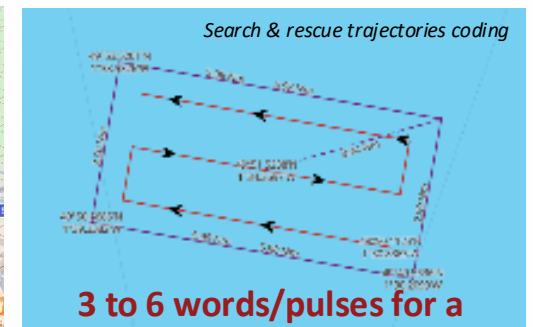
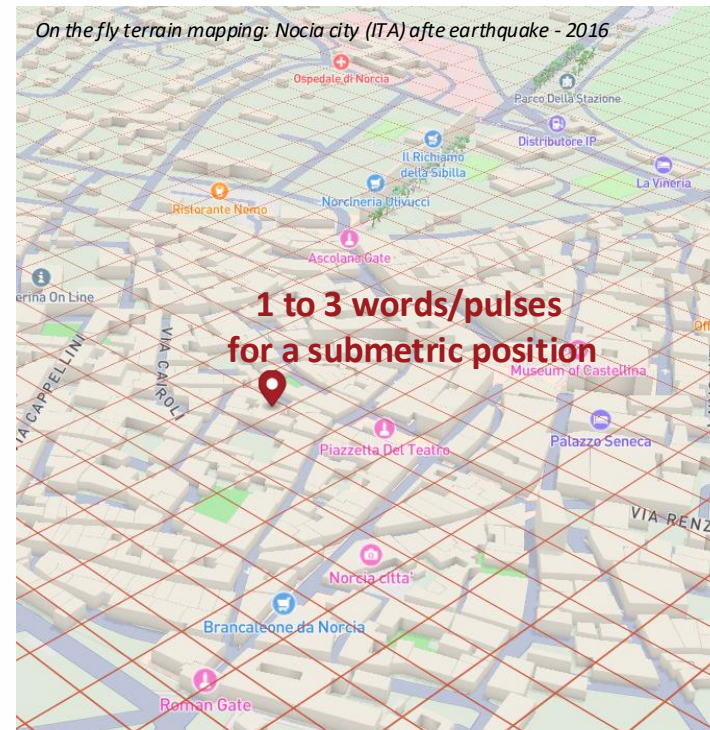
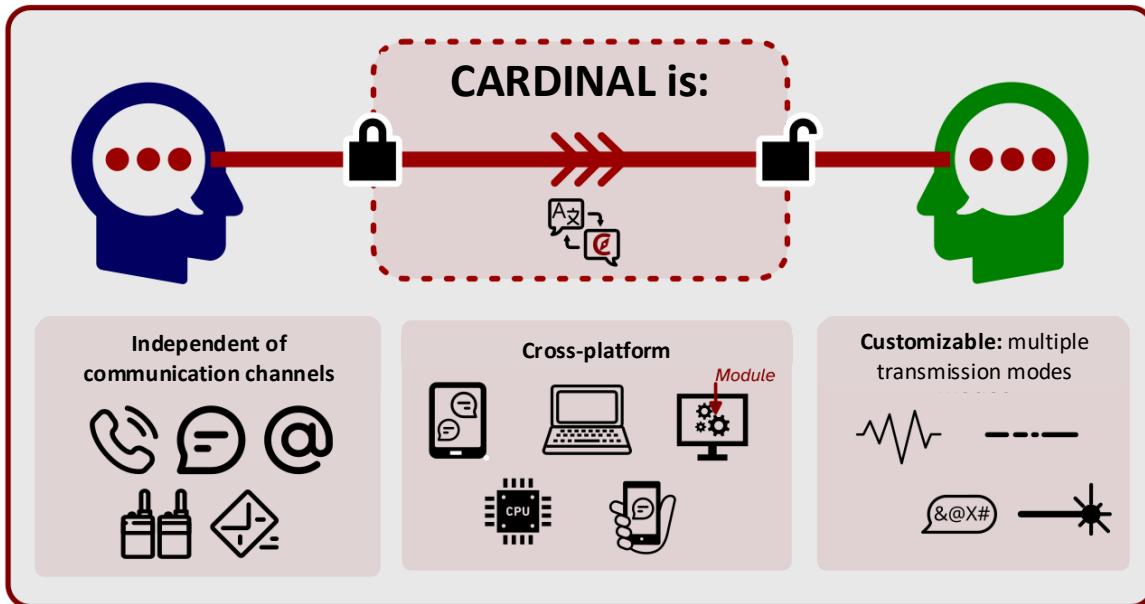
Critical situations

how to ensure connectivity is maintained for operational efficiency

CARDINAL

Low tech resilience for critical communication

An offline communication protocol that encodes critical information (positions, trajectories) into:



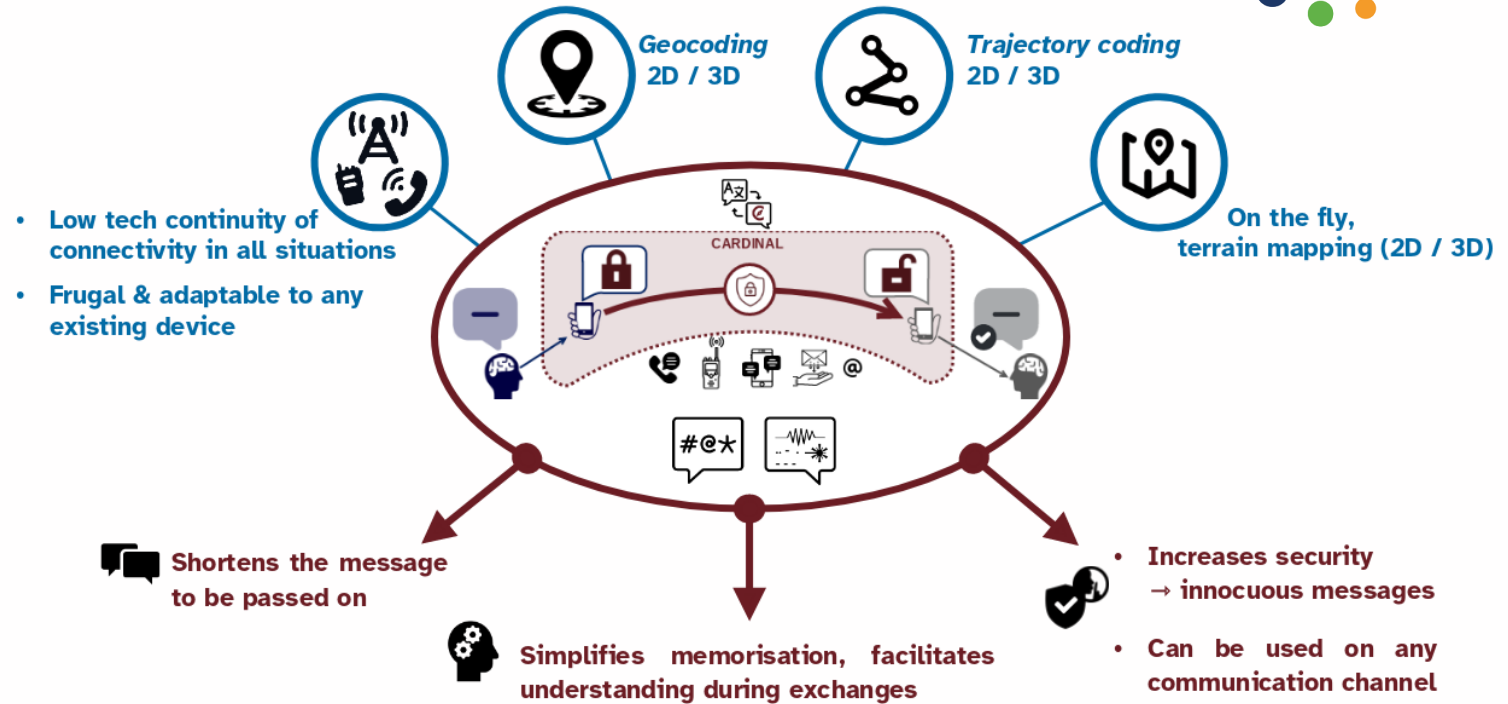
Critical situations

how to ensure connectivity is maintained for operational efficiency

CARDINAL

Low tech resilience for critical communication

Competitive Advantages



Function / feature	CARDINAL	Traditional Methods
Transmission Time	few seconds	2 to 14 minutes
Network Required	No	Yes
Cognitive Load	Low (simple elements)	High (coordinates / trajectory)
Security	Built-in coding	Vulnerable or encryption (expensive)
Hardware Needed	Any existing device	Specialized equipment

Tried-and-tested systems that has been deployed in real-world ops



Stand alone systems or integrated into existing C2 systems



Tested & deployed in real operational conditions:

- Olympic flame arrival signal station + French Gendarmerie Maritime
- Border control (SEACURE) : exercise in Menton with multiple government agencies
- French Navy ops: Marines, frigates, naval aviation, submarines
- SAR operations: JOBOURG MRCC + H-160 SAR helicopter coordination
- France- Cyprus joint exercises : Maritime control coordination



Rewarded:

- Winner of **PERSEUS label** for CNL comms module | (Forum Innovation Défense 2025 - Paris)
- **6th Nautism Innovation Trophy 2025** | Grand Pavois 2025 - La Rochelle
- **BASK metropolitan community Innovation Contest 2024** | Bayonne 2024
- **iNAVAL24 challenge** | Toulon 2024

Enabling resilience when coordination between teams is mission-critical

- *First markets : **governmental / semi-public organizations / NGOs***
 - *Civil security*
 - *State action at sea + rescue, maritime safety and security / mountain - forrest rescue*
 - *Border surveillance and control*
 - *Defence*

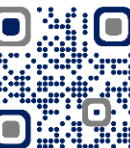
- *Scale up markets*
 - **Logistics**
 - **Tracking and monitoring of valuable, sensitive and special items** (*works of art, industrial parts, etc.*)
 - *Customised tracking and traceability*
 - *Guaranteed integrity of identification numbers*



Enabling our customers to be more resilient in challenging situations where coordination between teams is necessary

We are seeking partners to integrate our solutions and grow in Europe

- *Integration partners in civil protection, border protection / coast-guard agencies and logistics*
- *Strategic collaborations for European expansion*



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Book a meeting with: 432 TECHNOLOGIES

Jean-Baptiste Ado-Solaberrieta

CEO

432 TECHNOLOGIES

Saint-Jean-de-Luz, France

cardinal-info@432technologies.com



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WATOPI[®]

Pitch 4

Decentralizing Wastewater for Infrastructure Resilience

*Wastewater is strategic
infrastructure — not just
environmental compliance*

SSM26, March 2026





WATOPI

Centralization creates structural vulnerability

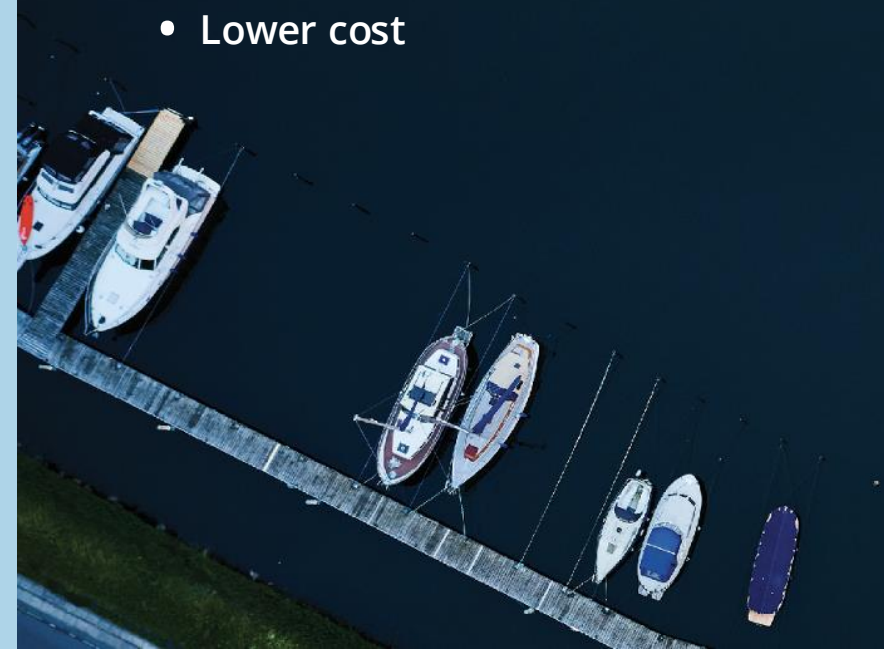
Hamburg WWTP 2.5 million people



Decentralization changes the architecture of risk

And adds

- **Lower systemic risk**
- **Lower carbon intensity**
- **Greater environmental control**
- Faster implementation
- Lower cost



An aerial photograph of a wastewater treatment plant. In the foreground, there are three large, circular, metallic tanks. Behind them is a long, rectangular building with a dark roof and several windows. To the left of the building, there are two blue shipping containers and a yellow forklift. The ground is a mix of concrete and grass. The overall scene is an industrial facility.

WATOPI®

At Watopi, we design and deliver decentral wastewater infrastructure

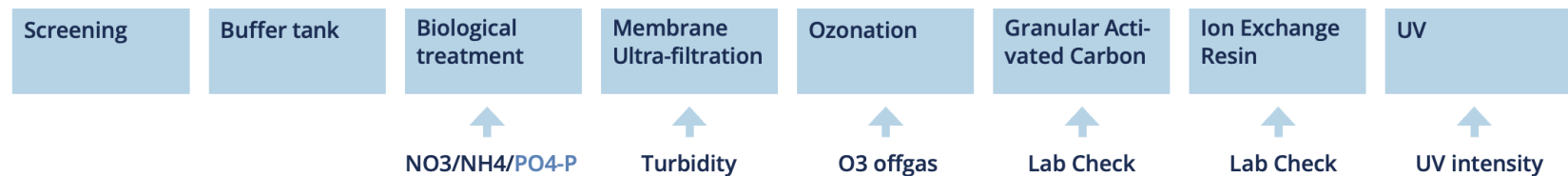
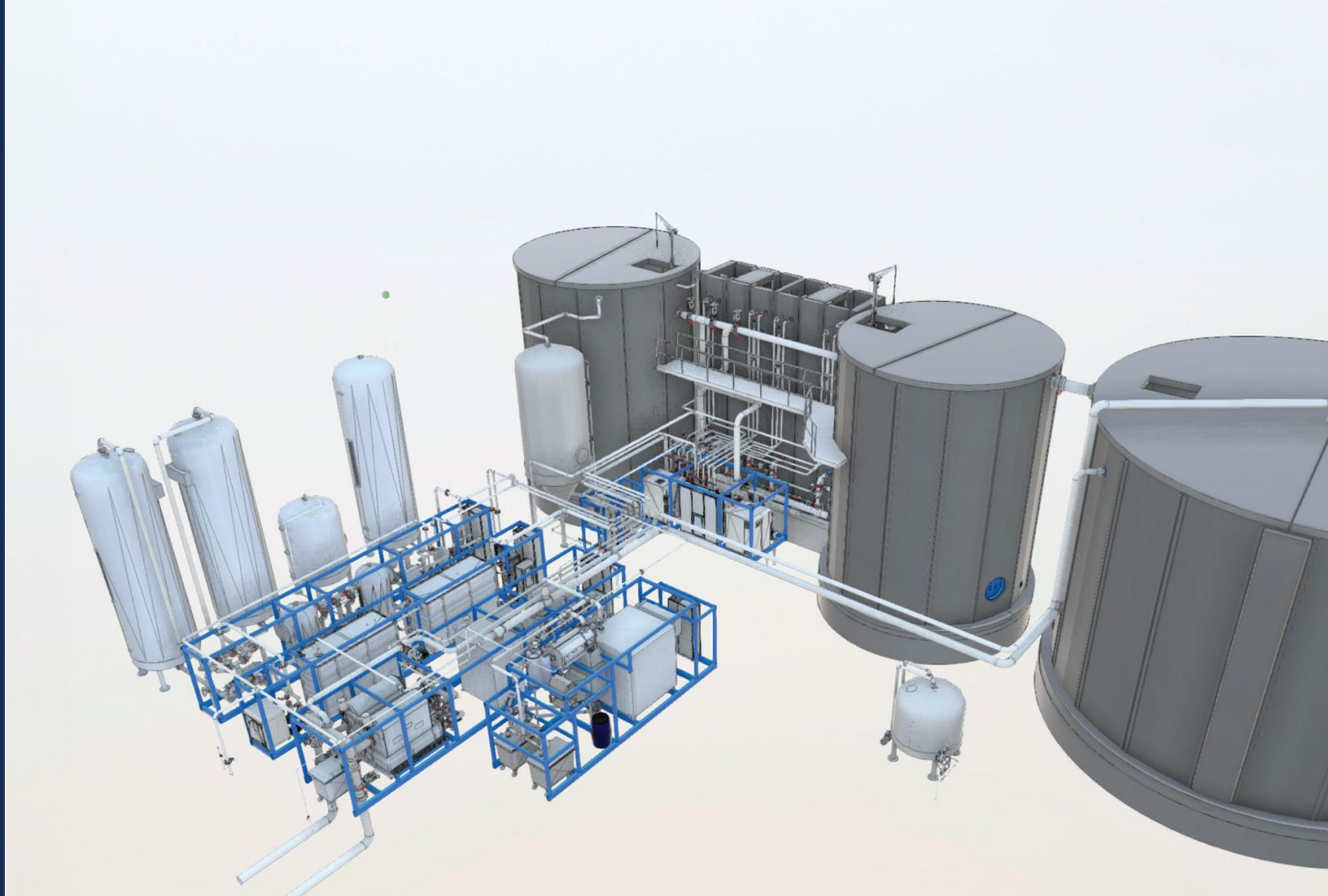
'Watopi is a technology provider, an EPC contractor, and plant operator serving the public sector'

Advanced PLANTS

For cities and larger point sources

- **Modular**
- **Standardized**
- **Pre-fabricated**
- Faster implementation
- Lower cost

... and superior results through process control



WATOPI®

Watopi plant Odense, Denmark

200.000 m³/y – 4000 PE

10y operation

Performance guarantee



***'But how do we truly build
resilience through
decentralized wastewater?'***



WATOPI[®]

1: Resilience requires HIGHER ENVIRONMENTAL PERFORMANCE



**Herlev WWTP
Copenhagen**

- Removal of pharmaceuticals and micropollutants
- Elimination of resistant bacteria
- Compliance beyond minimum regulation
- Protection of local receiving waters
- Water reuse at the point source

WATOPI®

2: Resilience demands SPEED

- Modular and standardized units
- Industrial prefabrication
- Shorter permitting and construction time
- Rapid deployment
- Flexible capacity expansion



3: Resilience must be stronger, faster — and fundamentally CHEAPER



Thank You!

Robert Byriel Riedel
Chairman & Co-Founder

Mobil +45 31 52 03 00
E-mail rbr@watopi.com

**Resilient infrastructure requires
new partnerships:**

- **Municipal utilities**
- **Civil protection planners**
- **EPC companies**
- **Infrastructure funds**
- **Regions rebuilding**



Pitch 5



CRA-VEN Technology: Container Solution for the Circular Economy

E.3

E3 Evolution s.r.o.



Introduce your sustainable solution

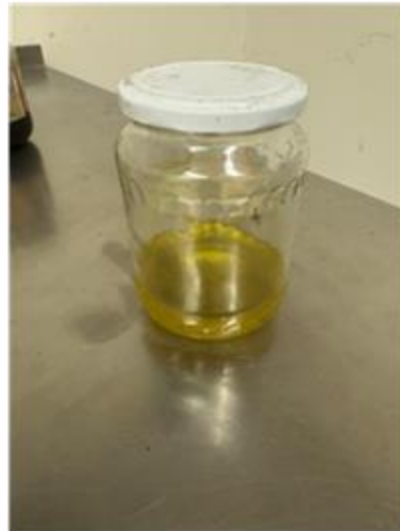
- **What is it?** A compact E.3 unit for controlled thermal degradation (pyrolysis) of materials in a reduction environment (without oxygen).
- **How does it work?** Waste is decomposed in sealed capsules into energy-usable raw materials: gas, oil, and pure carbon.
- **Core Benefit:** Enables companies to completely dispose of their own waste directly on-site, eliminating the need for external transport



- 🌿 Ecological – designed to reduce environmental impact through zero-emission operation.
- ⚡ Efficient – maximizes energy recovery from waste with minimal resource input.
- ⚙️ Engineered – smart, automated design for safe, simple, and scalable operation.

Technology Details (Process and Capacity)

- **Tailored Capacity:** The 3T unit processes up to 3 tons of material per day (approx. 1,000 tons per year), ideally matching the output of a medium-sized factory.
- **Energy Self-sufficiency:** The system produces more energy than it consumes. The average power input is only 20 kW/h, while the heat output reaches 450 kW/h.
- **Continuity:** The technology is designed for 24/7 automated operation for up to 350 days a year.



Differential Value and Sustainable Impact

- **End of Waste Disposal:** The goal is a "Zero Waste" state where the company exports no waste - everything is converted into heat, electricity, or marketable raw materials.
- **Guaranteed Ecology:** Emission-free operation confirmed by a TESO expert assessment—no smoke or odor in the surroundings.
- **Economic Return:** Thanks to savings on waste disposal and self-generated energy, the investment pays back within 3 years.



*TECHNICKÉ SLUŽBY OCHRANY OVZDUŠÍ OSTRAVA spol. s r.o.
Janáčkova 1020/7, 702 00 Ostrava – Moravská Ostrava*

Market and Target Audience: Automotive Focus

- **Ideal Client:** Medium-sized companies (especially in automotive) producing problematic waste such as textile flooring scraps, plastics, or rubber.
- **Practical Example:** Successfully tested on post-production scraps (60% PP, 40% PES) from vehicle interior parts.
- **Corporate Advantage:** Radical reduction of carbon footprint and fulfillment of strict ESG reporting requirements.



Cooperation and Networks

Who are we looking for?

Customers as Pioneers

- **Medium-sized manufacturing enterprises** wanting to achieve energy independence through on-site waste disposal.
- **Technology partners** for the utilization of produced technical carbon in further manufacturing (closing the loop).
- **Innovators** seeking a path toward full operational decarbonization.

03-2026

E.3



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E3 Evolution s.r.o.



Contact: Ladislav Drábek / Tomas Engelmajer

Location: Vítkovice Steel Complex, Ostrava, Czech Republic

Email: info@e3evolution.cz



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Pitch 6



AI-powered early warning systems for
climate-resilient infrastructure


Natural hazard monitoring

GMD[®]

Charlotte Beneké
Marketing



SustainableSolutionsMatch



Blatten, Switzerland
(2025)



Maurach, Austria (2025)

Predict. Prevent.
Protect.



Our sensor-based monitoring solutions are becoming increasingly vital due to climate change, ensuring safety in alpine regions..

*Steve Weingarth, Founder & CEO
GMD®*

GMD® as the answer:

Sensors for early warning



Measure: Patent IoT EDGE-Computing sensors, monitor water levels, slope movements, and weather data in real time.



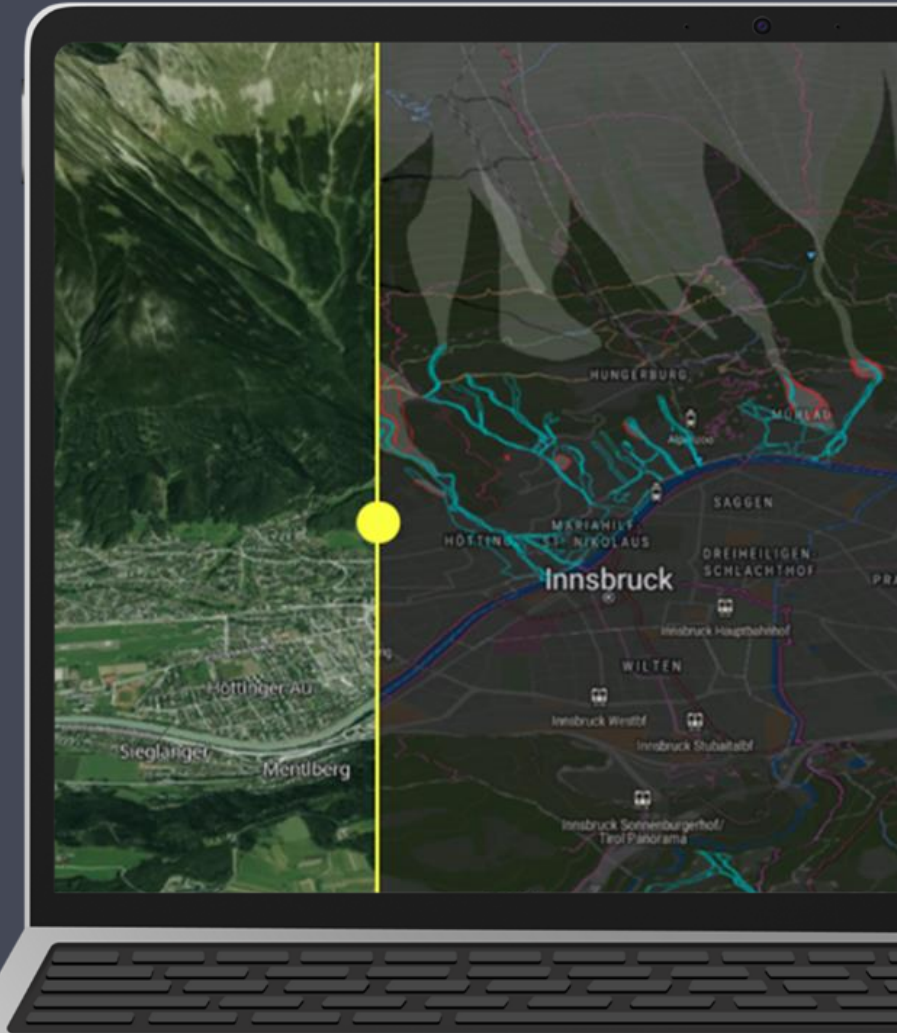
Assess: AI algorithms of the GeoSenseAI platform link measurement data within seconds and automatically detect emerging risks.



Alert: Automatic alerts provide municipalities and operators with valuable response time.



GMD® leverages proprietary sensor technology and AI (EDGEIoT and GeoSenseAI) to predict, detect early, and provide real-time warnings for environmental and natural hazard risks.



IoT sensors & AI platform for early warning systems



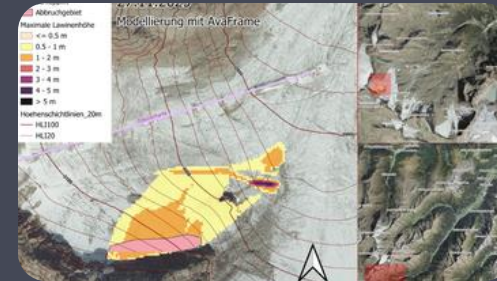
IoT Sensors

- Robust & precise measurement
- Mobile network
- LoRa, satellite
- Autonomous: solar- & battery-powered



Edge AI

- Real-time analysis on the sensor
- Reduced data transmission
- Self-learning logic



GeosenseAI

- Central risk platform
- Digital terrain model
- GIS hazard modeling
- Risk simulation

Data as the key to prevention. GMD® integrates sensor data, weather information, and terrain models into an AI-based risk platform.



Differential Value

Prevention instead of reaction

→ Early warning reduces disaster impacts before escalation

Real-time, localised data

→ Continuous monitoring where climate risks occur

Evidence-based decision support

→ Reliable data for authorities and operators

Scalable & transferable solution

→ Applicable across regions and member states



Sustainable Impact

Increased climate resilience

→ Supports adaptation to extreme weather events

Protection of people & critical infrastructure

→ Reduced social and economic damage

Efficient use of public resources

→ Lower emergency, repair and recovery costs

Long-term sustainable planning

→ Data-driven infrastructure and land-use decisions

USP: Holistic end-to-end early warning systems from a single source – patented sensors, deep-learning-based hazard analysis, alerting, operations, maintenance, and training.



Target audience & Beneficiaries



Municipalities & Cities

(Local governments,
urban planners)

Benefit: early warnings &
safer communities



Civil Protection Authorities

(Disaster management
agencies, emergency
services)

Benefit: faster response &
risk reduction



Infrastructure Operators

(Road, rail & bridge
operators)

Benefit: reduced failure
& downtime



Industrial & Asset Owners

(Industry, logistics,
energy operators)

Benefit: Asset
protections & cost
savings



Engineering & Environmental Experts

(Climate & risk
consultancies)

Benefit: Better data for
better decisions

Key Value Drivers:

- Better decision-making through **real-time data**
- **Faster** hazard detection and alerts
- **Reduced** maintenance, emergency **intervention** and recovery **costs**

Partnerships Across the Value Chain

Industrialization & Production

- Manufacturing partners
- Scalable hardware production

Embedded Electronics

- Hardware & sensor integration
- European manufacturing

Deployment & Distribution

- Installation & commissioning
- Local operation & maintenance

Research & Innovation

- European universities
- Applied research partners



Prevent natural hazards
together with GMD®.
For a **safer future**.

Get in touch now & become
part of the solution!

Team GMD®

#FFNCanHelp

Book a meeting with: GMD[®]

- Steve Weingarth, CEO
- Charlotte Beneke, Marketing



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u





Pitch 7



Solution title :

BIOROAD



Company name : LCR TECHNOLOGIES

CHRISTOPHE LOIACONO
President



[SustainableSolutionsMatch](https://www.sustainable-solutions-match.com/)

Introduce your sustainable solution

- *Can you introduce your sustainable solution and briefly describe how it works?
How adaptable is it to different contexts or industries?*



Achieve now 2050 ambitions

- workability at low temperature
- Rejuvenate bitumen contained in reclaimed asphalt

Produce warm and apply cold road repair asphalt

- Very long-lasting storage
- Not sensitive to climate conditions

Made of residues from other industry

If relevant, give further details on the technology/process

- *BIOROAD WARM MIX : road construction application to any formula and any type of bitumen. Applicable in a standard production process through additive line. Reduce up to 50% CO2 emission and fossil combustible. Reuse >50% reclaimed asphalt.*
- *BIOROAD SB : Produce in hot plant for cold pothole repair application. Save 45% bitumen, replace by Bioroad and you obtain a binder 40% Biosourced reactive to compacting. Very special features like long lasting storage bulk > 12 month, bags > 60 month. Extremely good performance during cold season.*

Describe your solutions differential value and sustainable impact

- *BIOROAD is using fat acid contained in recycled residues from other industries like Olive Oil. Its EPD shows excellent result comparing to traditional chemistry*
 - > 70% is made of residues from vegetal origin
- *Bioroad impact directly at neutral cost CO2 emission at the asphalt plant. There is a direct link between production temperature and CO2 emission/Combustible*
 - Ex: Highway A20 in France using a binder modified PMB with 30% reclaimed asphalt
 - Production at 142°C instead of 185°C
 - Less 26% gas consumption
 - Productivity at the plant +5%
 - 1 compactor less out of 3

Market/Target audience - Who can apply your solution?

- *Who would benefit most from this solution?*
 - Road construction company
 - Cost reduction, massive drop of carbon emission, more productivity, less fumes exposure to employees and less efforts
 - Municipalities
 - Easy pothole repair all along the year
 - Less traffic stop
 - Better safety on road



Sustainable and circular innovation needs good networks along the whole value chain.

- *What kind of cooperation partners would you like to connect to beyond finding new customers?*
 - Road construction company developing actively compliance with 2050 net zero
 - Chemistry distributors with road division to sell to small/medium size asphalt plant.
 - Construction material network to sell to small public work companies and cities

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Book a meeting with: LCR TECHNOLOGIES

Christophe Loïacono

President

LCR Technologies

+33 6 85 53 66 29



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Pitch 8



Solution title: Upgrade of conventional PV panels into hybrid PV-T systems

Company name: Solar Plex

Oleksii Kurhuzov
CTO & Co-founder



Introduce your sustainable solution

- *Overheating reduces PV output **up to 25%***
- *Solar Plex adds **liquid cooling layer** to PV panels*
- *Captured heat used for **hot water or heating***
- *Works with **new and existing PV systems***
- ***No changes** to electrical infrastructure*

Describe your solutions differential value and sustainable impact

What differentiates Solar Plex

- Upgrades **existing PV panels** into hybrid PV-T systems
- Compatible with panels from **any manufacturer**
- No changes to electrical infrastructure

Measurable impact

- +10% electricity production
- **3×** more **thermal energy** than electricity
- up to **95%** total solar **energy utilization**

Long-term resilience

- Local production of **electricity + heat**
- **Reduced dependence** on centralized energy systems
- Increased **energy autonomy** for buildings

Market/Target audience – Who can apply your solution?

Buildings with rooftop PV systems

- Single-family houses
- Apartment buildings

Buildings with constant hot water demand

- Hotels & resorts
- Hospitals & public buildings

Facilities using low-temperature heat

- Greenhouses & agriculture
- Industrial facilities

Sustainable and circular innovation needs good networks along the whole value chain.

Solar installation companies

- Pilot installations
- System integration

Energy innovation programs & investors

- Pilot funding
- Scaling deployment in Europe

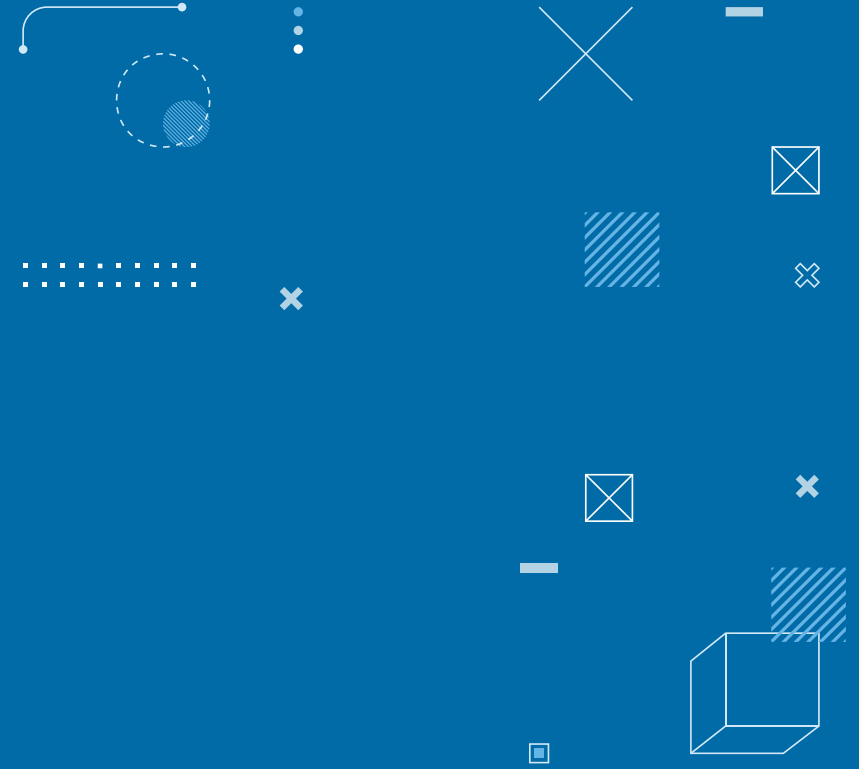
Construction & real-estate developers

- Integration of hybrid solar systems in buildings
- Energy-efficient renovation projects

Technology partners

- PV equipment manufacturers
- Heat-pump and energy system integrators

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Explore funding opportunities during your meetings!

Topics of this pitching session can also be explored through R&D projects.



We recommend to have a look especially at:

- *Horizon Europe - "Cluster 3: Civil security for society"*
- *Citadel call: "Resilient and secure Europe: advancing security through green and digital transitions " - only SME can apply for funding but an end-user (eg. critical infrastructure) is needed*
- *HORIZON-CL5-2027-06-D6-04: Holistic solutions for CCAM (Cooperative, Connected and Automated Mobility) integration in critical scenarios : focus on CCAM solutions for critical cases that are less regular and of higher risk (in emergency conditions and unplanned events, on local regional, national, European scale, such as extreme weather conditions, road incidents, cyberattacks, .. ;*

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!**



Meetings

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!

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Maud Schneider

Auvergne Rhône-Alpes Entreprises
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Sara Maiez-Tribut

Auvergne Rhône-Alpes Entreprises
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La Région

Auvergne-Rhône-Alpes

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