



# Meet the Buyer event

20 March 2020

Rotterdam The Hague Airport, Netherlands



Rotterdam The Hague Airport (RTHA) is a regional airport located between Rotterdam and The Hague. The airport is a part of the Royal Schiphol Group and it serves approximately 1.8 million passengers per year. In addition to commercial air traffic, RTHA is also used for 'socially relevant traffic' such as the police and trauma helicopter. RTHA provides approximately 2,500 people with work (directly and indirectly).

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

**Interreg**  
North Sea Region  
**SCALE-UP**

European Regional Development Fund



EUROPEAN UNION



# Buyer profile

## What is their business?

RTHA has to deal with a large diversity of interested parties in its surrounding area. On the one hand there is the shareholder, the Royal Schipol Group, and on the other hand, the users of the airport, the airline companies, regional stakeholders such as Rotterdam Municipality and its industrial harbour complex, The Hague, and the other municipalities in the area, and their inhabitants. They all have their own interests and their own views on the future of the airport.

RTHA must meet the high expectations of the region: the facilitation of business flights and the generation of economic activities including creating work opportunities and attracting tourism. At the same time it must conduct its activities within strict environmental and sound-restriction frameworks. Growth can mean an increase in environmental impact, which can evoke resistance in the environment.

The above-mentioned tension is typical of the complex position in which the airport finds itself. Dealing with conflicting interests and managing the tensions is an unavoidable part of the managing an airport. The management of the airport deals with this by making the different perspectives as explicit as possible and by having respect for all points of view. In this way they try to find the right balance in policy.

To strengthen the innovative capacity of Rotterdam The Hague Airport, it founded in collaboration with the City of Rotterdam the "Rotterdam The Hague Innovation Airport Foundation".

## Rotterdam The Hague Airport is looking for solutions in the following fields:

1. Realisation of the ultimate passenger experience
  - a. Virtual Reality
  - b. Artificial Intelligence
  - c. Smart tracking of passengers
  - d. Fast check-in
2. Optimisation and sustainability of business performance
  - a. Sustainable heating
  - b. Smart lightning
  - c. Electrification and automation of ground operations
  - d. Reduction of noise pollution in the environment
  - e. Improvement of the air quality

## How can you apply?

If you are interested in this opportunity, please contact **Wouter van Rooijen** by sending an email to [w.vanrooijen@rotterdam.nl](mailto:w.vanrooijen@rotterdam.nl) or **Giuliana Unger** by sending an email to [g.unger@cleantechdelta.nl](mailto:g.unger@cleantechdelta.nl) and briefly indicate the interest of your company in the Buyer's case. You can also contact your regional SCALE-UP partner.



## SCALE-UP PARTNERS

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

## CONTACT

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| <b>BELGIUM</b><br>Cleantech Flanders<br>Frans Snijkers<br><a href="mailto:frans.snijkers@cleantechflanders.com">frans.snijkers@cleantechflanders.com</a><br>Tel +32 473 34 12 16                | <b>DENMARK</b><br>CLEAN<br>Maria Skotte<br><a href="mailto:mas@cleancluster.dk">mas@cleancluster.dk</a><br>Tel +45 6142 4400  |
| <b>NETHERLANDS</b><br>Clean Tech Delta<br>Giuliana Unger<br><a href="mailto:g.unger@cleantechdelta.nl">g.unger@cleantechdelta.nl</a><br>Tel +31 108 20 88 29                                    | <b>SWEDEN</b><br>RISE Research Institute & Cleantech Inn Sweden<br>Richard Englund<br><a href="mailto:richard.englund@ri.se">richard.englund@ri.se</a><br>Tel +46 703 791 645 |
| <b>UNITED KINGDOM</b><br>Cambridge Cleantech<br>Camila Vila-Echague<br><a href="mailto:camila.vila@cambridgecleantech.org.uk">camila.vila@cambridgecleantech.org.uk</a><br>Tel +44 1223 750 017 | <b>GERMANY</b><br>EE.SH<br>Martina Christiansen<br><a href="mailto:m.christiansen@ee-sh.de">m.christiansen@ee-sh.de</a><br>Tel +49 4841 6685 27                               |
| <b>SCALE-UP COORDINATION</b><br>City of Rotterdam<br>Wouter van Rooijen<br><a href="mailto:w.vanrooijen@rotterdam.nl">w.vanrooijen@rotterdam.nl</a><br>Tel +31 6 15 25 1699                     |   |

