



B2MATCH NETWORKING PLATFORM

SAMANTHA SHEA
GEMSERV

GOT A NETWORKING OR ENGAGEMENT QUESTION?
PLEASE EMAIL HYDROGEN.INNOVATION@GEMSERV.COM

ONLINE NETWORKING PLATFORM



Set up specifically for the Industrial Hydrogen Accelerator

<https://industrial-hydrogen-accelerator.b2match.io/>

How can you use the platform?

- Publish and showcase your products, projects, services or business needs to participants
- Initiate and arrange promising 1:1 meetings
- Generate fresh leads and meet new contacts in a time and cost-efficient way
- Create partnerships ahead of the Industrial Hydrogen Accelerator launch

Industrial Hydrogen Accelerator Networking Platform

Info How it works FAQ Contact

Industrial Hydrogen Accelerator

This proposed [Industrial Hydrogen Accelerator \(IHA\) Programme](#) would provide funding for innovation projects that can demonstrate end-to-end industrial fuel switching to hydrogen. The IHA aims to open in late-April 2022, with demonstrations complete by March 2025. The funding will support full chain demonstration projects, from hydrogen generation to industrial end-use, of the order 1-10MW. This platform will be used to support networking between prospective applicants and enable partnership formation.

Why participate on this platform?

- **As an industrial site** - find providers of hydrogen solutions to enable fuel switching
- **As a hydrogen generation / storage / transportation provider** - find industrial partners
- **As a professional services or technical partner** - find partners to discuss new technology and innovative solutions

ORGANISED BY

Department for Business, Energy & Industrial Strategy

Gemserv

STEP BY STEP GUIDE



1. Register for the [platform](#)

During the registration you are required to provide the following information:

- Your name and job position
- Your organisations' name and a short description
- Identify the sector in which you operate and the expertise your organisation has.

Personal Information


FIRST NAME*

LAST NAME*

JOB POSITION

MOBILE PHONE NUMBER

Only the event organiser can see your phone number

PROFILE PICTURE 

Please do not upload pictures of landscapes or logos.

TIME ZONE* Event time zone (Europe/London)

Your time zone

Recommended because this is a virtual event.

STEP BY STEP GUIDE



If you're the first person to register from your organisation, you will create your organisation profile.

You can add:

- Organisation type
- Logo
- Website
- Social media handles
- Areas of activity (select all that apply)
 - Sector
 - Expertise

If one of your colleagues has already registered, select your organisation by starting to type it into the "organisation name" box.

Organisation Information

ORGANISATION NAME *

Areas of Activity *

Areas of Activity help us to categorize what you do and offer. This makes it easier for other participants to find you and makes your profile more expressive.

Please select areas of activity that suit your profile.

SECTOR

Industrial engineering **Equipment design and manufacture** Energy supply and utilities

Research and academia Finance and Investment Food and drink **Refining, chemicals and pharmaceuticals**

Metals Minerals (cement, lime, glass, ceramics etc.) Other manufacturing industry Property

Professional services / consultancy Logistics Public Sector Other

EXPERTISE

Engineering, procurement, construction and management (EPCM) including engineering design

Feasibility and scoping **Research, analysis and academia** **Project development, coordination, bid support**

Host industrial site Host R&D / pilot facility Energy supply and infrastructure

Hydrogen generation equipment design / manufacture / supply

Hydrogen end-use equipment design / manufacture / supply

Hydrogen transportation / storage design / manufacture / supply Environment or planning Health and safety

Land and property services Other

STEP BY STEP GUIDE



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Organisation Information

ORGANISATION NAME *

New company

Create "New company"

Areas of Activity *

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Equipment design and manufacture

Energy supply and utilities

Research and academia

Finance and Investment

Food and drink

Refining, chemicals and pharmaceuticals

Metals

Minerals (cement, lime, glass, ceramics etc.)

Other manufacturing industry

Property

Professional services / consultancy

Logistics

Public Sector

Other

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Hydrogen transportation / storage design / manufacture / supply

Environment or planning

Health and safety

Land and property services

Other

YOUR ORGANISATION PROFILE



Edit your profile to ensure it includes as much information as possible

Your colleagues will be listed as representatives which makes it easier for potential partners to find you

A screenshot of a user profile card. At the top is a circular profile picture of a woman with long blonde hair. Below the picture is the name "Samantha Shea" and her title "Stakeholder Engagement Manager at Gemserv Birmingham & London, United Kingdom". At the bottom of the card are two buttons: a blue "Edit my profile" button and a white "View my profile" button with a blue border.

A screenshot of a "Representatives" list. The title "Representatives" is at the top. Below it are two entries. The first entry is for "Samantha Shea" with a blue "ADMIN" badge and a speech bubble icon. The second entry is for "Michael Donnelly" with a speech bubble icon. Each entry has a small circular icon to its left.

You can cancel your participation at any time

A screenshot of a "Cancel participation" dialog box. The title "Cancel participation" is in bold. Below it is the text "This will cancel all your meetings, sessions and attendances. This action can not be undone." At the bottom right is a red button labeled "Cancel participation".

SHOWCASE WHAT YOU OFFER & FIND WHAT YOU NEED



Create an opportunity

You don't have any visible opportunities on your company profile. Please create new ones or publish the existing ones in case you have any from previous events.

Add an Opportunity



Product

Add and describe a product you offer.



Partnership

Add this if you are interested in engaging in a partnership with another organisation.



Expertise

Add your area of expertise and describe what you can offer to other participants.



Request

Add if you have anything specific you are looking for.

Select from the key words listed to help potential partners find you.

Add pictures for the Product Marketplace entry and files

THE MARKETPLACE



Filter opportunities to find the right partner for you

EXPERTISE (1)

FIELD

- Engineering, procurement, construction and management (EPCM) including engineering design (1)
- Feasibility and scoping (1)

PARTNERSHIP (1)

LOOKING FOR

- A consortium to join (1)
- Consortium partners (1)
- A project manager or integrator (1)
- A technology solution(s) (1)
- Private investment (1)

PRODUCT (1)

PARTNERSHIP

Updated on March 23, 2022

Demonstration host location sought

We have a great technical solution but we are looking for a host location, ideally a chemical manufacturing site.

CONSORTIUM PARTNERS

A host location

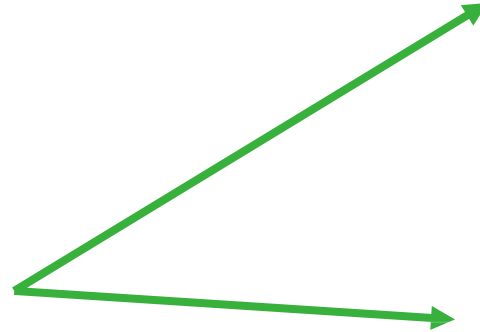
PARTNERSHIP

Updated on March 23, 2022

Partnership needed for feasibility study

Our feasibility study will explore how systems could be designed for our preferred host location and provide information on the technical requirements and costs to allow us to progress to a demonstration phase.

CONSORTIUM PARTNERS



Example marketplace

ARRANGE BILATERAL MEETINGS



Browse the participant profiles or marketplace.



Use the selection criteria available and bookmark the interesting profiles.



Send them a message / request meetings to establish contact



B2match's built in AI-powered profile recommendations on the participants and meeting pages

[HTTPS://SUPPORT.B2MATCH.COM/EN/PARTICIPANTS - GUIDE](https://support.b2match.com/en/participants - guide)

The screenshot displays the B2match platform interface. The top navigation bar includes 'Home', 'Speakers', 'Participants', 'Marketplace', 'Agenda', and 'Meetings'. The main content area is divided into two sections. The left section, titled '16 Participants found', features a search bar and several filter options: 'BOOKMARKED' (off), 'MATCHMAKING' (on), 'COUNTRIES' (off), 'ORGANIZATION TYPES' (on), 'PARTICIPATION TYPE' (off), and 'BUSINESS FIELD' (off). Below these filters, a list of organization types is shown: 'Company (6)', 'R&D Institution (4)', 'Authority/Government (2)', and 'University (2)'. The right section displays three participant profiles under the 'PERSON' tab. The first profile is Clara Moore, Project Manager at MTB, SYDNEY, AUSTRALIA, with an 'Available' status. The second is Olivier Arimont, Member of the Regional Development Committee at Chris..., COPENHAGEN, DENMARK, with a 'Pending' status. The third is Kristina Kralj, Customer Success Manager at b2match, ZAGREB, CROATIA, with a 'Booked' status. Below the participant list, the '1x1 Meetings' section is visible, showing a list of scheduled meetings. The first meeting is between Esma Alpuğan (Alpuğan Industries) and Alicia Elisabeth Brown (Research Officer at Luxembourg Institute of Science) on Wednesday, December 15, from 8:00 AM to 8:20 AM, categorized as an 'On-site Meeting' at 'Table 1'. The second meeting is between Beatris Seređiuc (Customer Success Manager at b2match) and Alicia Elisabeth Brown (Research Officer at Luxembourg Institute of Science) on Wednesday, December 15, from 12:00 PM to 12:20 PM, categorized as an 'Online Video Meeting'. The third meeting is between Laurie White (designer at Metz, Beatty and Bergnaum) and Alicia Elisabeth Brown (Research Officer at Luxembourg Institute of Science) on Wednesday, December 15, from 12:20 PM to 12:40 PM, categorized as an 'Online Video Meeting'. The interface also includes a 'Camera and microphone test' button and a 'My meetings' dropdown menu.

Example marketplace



REMEMBER!

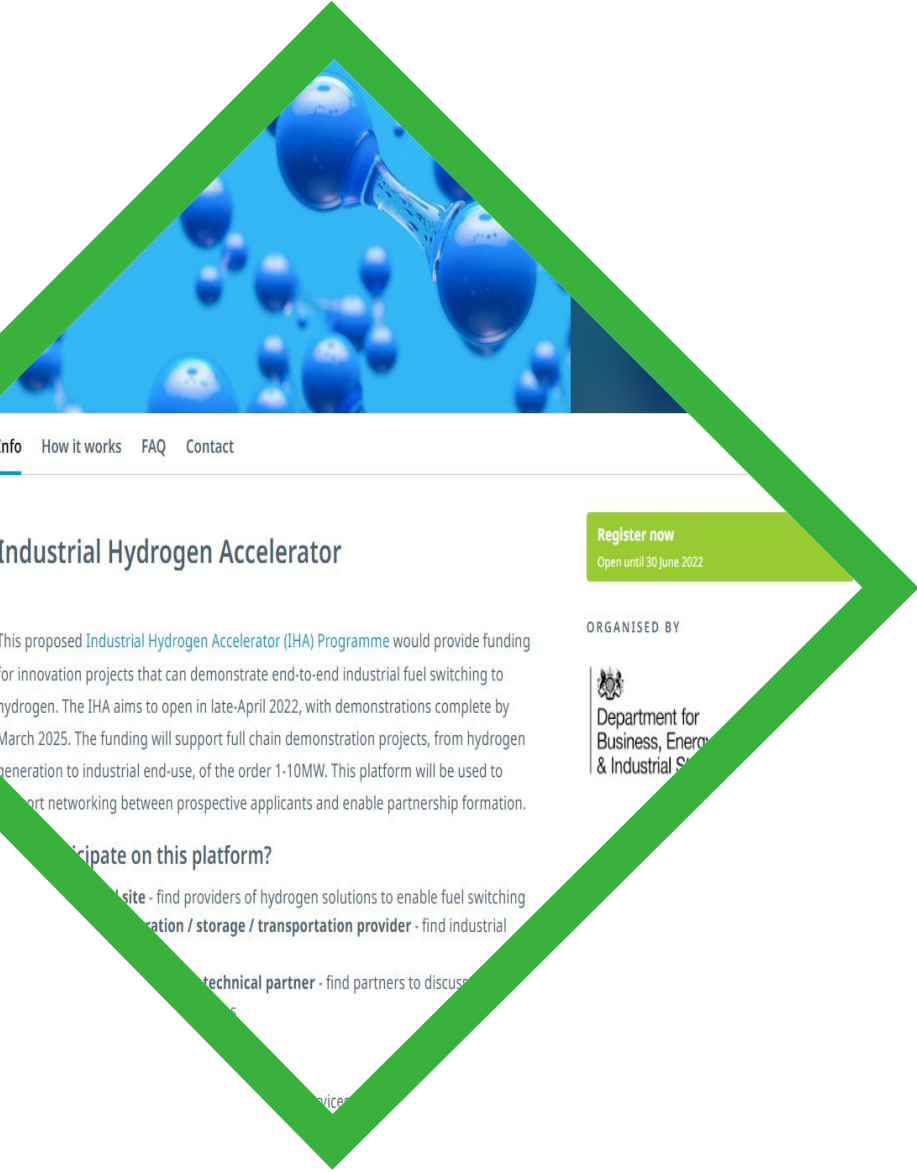
ADDING OPPORTUNITIES TO THE MARKET PLACE WILL MAKE YOU MORE VISIBLE. YOU CAN ADD AS MANY AS YOU LIKE.

YOU CAN SEE ALL YOUR SCHEDULED MEETINGS BY CLICKING ON THE MEETINGS TAB.

REGISTRATION IS NOW OPEN AND THE PLATFORM WILL REMAIN LIVE UNTIL 30TH JUNE 2022

CONTACT HYDROGEN.INNOVATION@GEMSERV.COM IF YOU HAVE ANY QUESTIONS ABOUT THE PLATFORM.

JOIN THE NETWORK



REGISTER ON THE PLATFORM

<https://industrial-hydrogen-accelerator.b2match.io/>

- More information on the IHA programme can be found on the [IHA website](#), including the early engagement event slides and video, a Q&A document and the draft Terms and Conditions.
- Please fill in the [Expression of Interest](#) if you have a relevant end-to-end project & you may apply to the competition.
- The proposed IHA competition is likely to open for applications late April 2022, with competition guidance posted on the [IHA website](#).
- Future innovation programmes will be advertised as normal on the [NZIP website](#).