WIPO | GREEN
The Marketplace for Sustainable Technology

2018 WIPO GREEN Technology Matchmaking Project in Southeast Asia

Sustainable Solutions for Air, Agriculture, Energy and Water

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WIPO GREEN

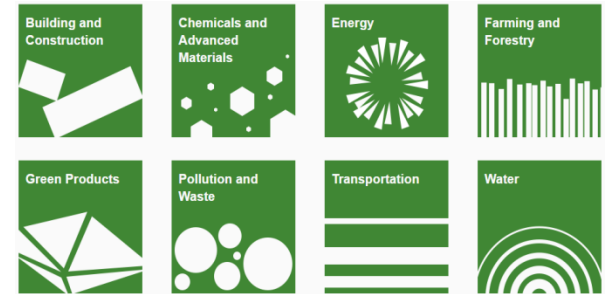www.wipo.int/green

Geneva
17 May 2018

What is <u>WIPO GREEN</u>?

❑ Global marketplace that promotes green tech innovation and diffusion

❑ Connects those seeking environmentally sustainable solutions with technology and service providers

Our Goals:

- **Enable** efficient adaptation and deployment of green solutions through collaborative multi-stakeholder approaches, a transparent marketplace and reduced transaction costs
- **Support** innovation and innovators, particularly in the developing world
- **Engage** closely with the private sector, the source of ~80% of innovation in the green space
- Constructively **contribute** to global policy dialogue

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How does it work?

☐ **Database** - Freely accessible listings of **3000+**
  - Technologies, services and intellectual property
  - Needs for products, processes, know how transfer, collaboration and finance
  - Business expertise (Experts Database)

☐ **84 Partners** from various sectors (MNCs, SMEs, Research Institutes, NGOs,…). → insights and collaboration on events and projects

☐ **7000+ Network** of users from 170+ countries → facilitative environment for collaborations and deals

☐ **400+ Connections** facilitated: letters of intent, completed deals, etc. between our Network members

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WIPO GREEN Matchmaking:
Creating connections to catalyze deals

❑ Large-scale <u>matchmaking projects</u>

- 2015 – Wastewater management in Southeast Asia
- 2016 – Water and agriculture in East Africa
- 2017 – <u>Innovate 4 Water</u> (global event)
- 2018 – Air, agriculture, energy, and water in Southeast Asia

❑ User-led matchmaking (through the <u>Database</u>)

❑ Facilitated matchmaking (at the request of <u>Partners</u>)

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2018 matchmaking project: Funded by the Government of Australia

❑ 4 sectors
- Air, Agriculture, Energy, Water

❑ 3 countries
- Cambodia and Indonesia (covered by Kopernik)
- The Philippines (covered by Baydrach)

❑ 2 phases
- Phase 1: <u>40+ green technology needs identified</u> in the field (individuals, institutions or companies looking for technologies to solve specific environmental issues.
  - ⇒ *Needs have been / will be uploaded onto the WIPO GREEN Database.*
- Phase 2: Identify corresponding green technologies (locally or globally). Support connections and follow up; clarify finance needs and possible sources of funding.
  - ⇒ *Connect seekers / providers / country stakeholders / investors.*

WE ARE HERE

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Matchmaking & Networking Event

❑ **Why participate?**

- Identify solutions and tools to overcome barriers.
- Make new connections, meet with potential partners, hear from experts on specific topics such as project finance.

❑ **Who should attend?**

- Those looking for technological solutions, providers, finance community, other stakeholders.

❑ **When is it?**

- Monday, June 4, 2018 – during the 2018 Asia Clean Energy Forum (Manila)
- If you are interested in participating in the event, please contact us at wipo.green@wipo.int and register directly on the ACEF website (online registration will close on Friday May 25).

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Contact details

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ADDITIONAL INFORMATION

Secret to successful connections

❑ Good communication between teams in technology seeker and technology provider organizations

- Do you understand what the need is? What are the specific requirements? What are the limitations (geographic, financial, or otherwise)?
- Do you understand what the technology is capable of? Does it fully meet your need? Does it add value? Is it resilient? What are the limitations?

❑ Consideration of the details required for a successful deal, including:

- Technology transfer/implementation plan, including licensing
- Due diligence on business and technical aspects, performance tests and user training
- If relevant: plan to overcome resistance to technology adoption

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Description of a need

❑ What is a «need»?

- Requirement for green technologies and associated services
- Detailed information with cost estimates if available
- Tools to help refine the need: WIPO GREEN upload form, asking the right questions, discussion with other seekers and possible providers, WIPO GREEN team

❑ Examples of well described needs (please log-in to see all the details)

- Technical analysis, design and demonstration of sustainable desalination systems (KACARE)
- Technologies that enable remote, real-time/continuous (or near continuous) water quality monitoring (CMIC)

❑ How to upload a need?

- User guide

Adobe Acrobat
Document

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