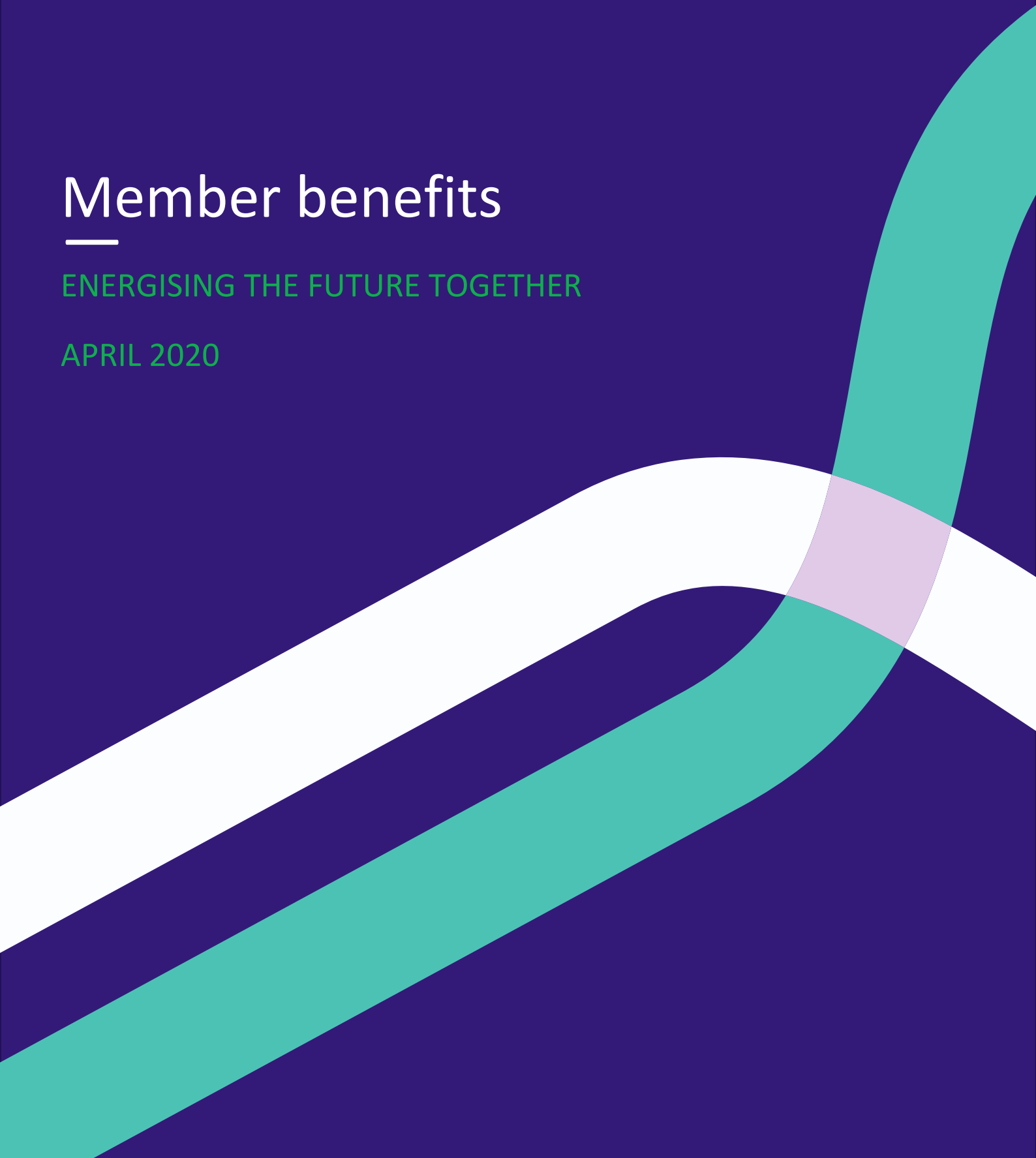


Member benefits

ENERGISING THE FUTURE TOGETHER

APRIL 2020



ABOUT FLUX50

Flux50 is a membership organisation that helps Flanders to achieve international recognition as Smart Energy Region. Flux50 facilitate cross-sectoral cooperation between energy, IT and construction companies to reinforce the competitiveness of the Flemish smart energy industry in the transition to low-carbon systems.

To release innovative and fully integrated energy products and services on the international market, Flux50 sets up five 'innovator zones' and coordinates them:

1. energy ports,
2. micro-grids,
3. multi-energy solutions at district level,
4. energy-cloud platforms and
5. intelligent renovation.

The transition to a renewable energy system is full of challenges and entails a prospering international market for innovative and fully integrated energy products and services. By putting these complex and integrated solutions on the market, Flemish companies can collaborate in cross-sectoral ecosystems of small and large enterprises. The focus lies on specific market breakthroughs. Flux50 facilitates these collaborations to make Flanders an international competitive Smart Energy Region.

With the aid of the Flemish government (VLAIO) and in close collaboration with our international nominated research institutions, we position Flanders as an international competitive region where clean energy is the driving force for economic growth.

This is where Flux50 members come in. A professional team will assist you in the search of the right partners, possible funding channels and show you the ropes in regulatory bodies. With the help of numerous communication channels and a strong network of relevant actors, we highlight the company activities of our members and we operate as a megaphone to enhance their messages.

In order to make Flanders an international certified Smart Energy Region, Flux50 brings relevant actors from the industry, the academic world and the government together and offer project support and network possibilities and a knowledge sharing platform.

TALENT

FULLY EXPLORING YOUR TALENT WITH YOU

I. INFORMING

LEARN, MEET & MATCH

Knowledge is crucial, especially for those who want to evolve. That's the reason why Flux50 organises a variety of events: courses, info sessions, seminars, interactive workshops, webinars, co-creation and matchmaking sessions... We organise these events or in collaboration with other sector organisations depending on the topics. **Topical, relevant and hands-on** are essential elements of these events. We invite specialists to take the floor and speak at the event as well as companies with a strategic approach, policy makers, opinion leaders and trendsetters. We keep on looking for that extra detail to deliver an outstanding experience. Not only do we provide information during our events, but we also bring the right people together and help you expand your **network**. You get to meet the newest actors and the high potentials from the energy sector. As a TALENT member, we reserve **a spot** for your company on all our events, including events that were sold out in no time such as the three-day meeting Smart Energy Academy.

II. INNOVATING

SUPPORT, ENGAGE & GROW

Like no other, the energy sector is changing rapidly and these changes present us with **challenges**, but it also comes along with lots of **opportunities**. Flux50 helps you in **mapping your needs** and provides **customised advice**. You can rely on a team of skilled account managers and committed business development managers. They put projects on track with you, look for the right partners, assist you in getting grants, give feedback, guide you in different procedures...

Moreover, TALENT members have the possibility to monitor the **4 focus groups** up close through reflection groups in which strategic positions and focal points of Flux50 are established and to provide substantive advice.

Flux50 provides and has access to specific means for projects where collaboration and innovation in the energy sector are central. Besides, Flux50 also facilitates cross-sectoral collaborations in (inter) cluster projects. To be specific, Flux50 members can participate in the advisory committee of a Strategic Basic Research Project for Clusters (CSBO). They determine the direction of the research and get the first right of negotiation/refusal with the results of the project. TALENT members can get their innovative solutions tested under real conditions if they pay an annual contribution.

Furthermore, companies can also make an in-kind contribution, e.g. projects that test a certain technology. This is a privilege for Flux50 members: TALENT members are required to pay a fee for the advisory committee but can make an in-kind contribution at the same time.

In short, as a TALENT member, you are never alone!



III. INTERNATIONALISING

FACILITATE & ELEVATE

The step towards **foreign markets** is not an obvious one to make for our members. Aside from **pragmatic obstacles, financial aspects** also play a major role. Where and to whom can you turn to, what do you have to take into account...? As a Flux50 member, you can count on the network and the support of Flux50. Alongside organisations such as Flanders Investment & Trade (FIT), the International Cleantech Network (ICN), as well as our international nominated research institutions, we also enable small and new actors to join at international level. We facilitate participation in relevant **international trade fairs** like *Enlit* (the former European Utility Week) and **missions abroad**.

As spearhead cluster for energy, Flux50 keeps its finger on the pulse of international matchmaking events and we keep our members informed about these opportunities. Moreover, we go beyond informing you: we also facilitate you. Does your company want to cross borders? You can count on Flux50 and we will guide you in the right direction!

In a fast-evolving and innovating sector, Flux50 is an expert guide for companies who want to expand locally and internationally. Flux50 offers growth opportunities to its TALENT members, advises and informs, connects you with the right partners and clears obstacles.





VALORISATION

LET US GUIDE YOU IN YOUR (INTERNATIONAL) GROWTH

I. INFORMING

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SHARE, HOST & GET NOTICED

We go one step further for VALORISATION members. Events are opportunities to profile your company and to showcase your **expertise, technology and solutions**.

VALORISATION members and project coordinators can **speak at our events** and play a **part in deciding its content**. This is done by participating in Flux50 focus groups and by putting relevant topics of the energy transition via the Flux50 projects on the map.

VALORISATION members have precedence to **host** and to **co-brand** Flux50 events. This will increase your company's visibility and you will instantly reach a significant group of relevant players. Our role as a key player in the energy sector enables us to organise **exclusive high-level events**. Participation in these events is **exclusively for VALORISATION members**. In 2019 we visited the ENGIE headquarters in Paris with our VALORISATION members followed by an international networking opportunity in the Residence of the Belgian Ambassador in the context of European Utility Week. Flux50 arranges the whole experience, including transportation.

Our VALORISATION members also sponsor selected Flux50 events. This means that your logo will be on the invitations and you will be able to set up your **roll-up banner** on site of the event.

Furthermore, Flux50 ensures extra visibility for its VALORISATION members thanks to contact with the press and relevant actors from the sector. To summarise, Flux50 serves as a **megaphone for your message, solution and technology!**

II. INNOVATING

SUPPORT, ENGAGE & GROW

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Furthermore, companies can also make an in-kind contribution, e.g. projects that test a certain technology. This is a privilege for Flux50 members: VALORISATION members can entirely convert their donation into an in-kind contribution, and therefore, do not have to pay an additional fee.

In short, as a VALORISATION member, you are never alone!



GAIN ACCES, COORDINATE & DECIDE

VALORISATION members get exclusive access to the **4 brand new focus groups**:

1. *Positive Energy Districts*,
2. Sustainable Heating,
3. Replicable Renovation and
4. Long-term storage.

These focus groups want to strengthen the position of the energy industry, both within and outside the sector (e.g. to policy makers), and play a part in Flux50's road map.

Technology-exploration, legislation and the impact and barriers for innovation to the energy transition are dealt with. VALORISATION members influence these schedules via inter alia brainstorming and strategic alliance.

Flux50 can organise an **info and/or matchmaking session** by request specifically for your project and/or company. That way you can acquire further knowledge, generate (international) innovation projects and meet relevant partners. A **customized in-house training** is also one of the options. Only VALORISATION members can coordinate a Flux50 project. You play a part in the decision-making and you can set the direction of the project. We also shed a light on your **central role in the dissemination of the project outcomes**. Flux50 has many channels in disposal (press release, ad hoc mailing, newsletter, leaflet, events, social media...) and a wide (inter)national network. We guarantee that results will be globally announced with particular focus on the coordinators and the project partners.

III. INTERNATIONALISING

FACILITATE & ELEVATE

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DISCOVER, CREATE & GET FUNDED

Flux50 is a member of the prestigious **International Cleantech Network**. VALORISATION members can benefit from the **ICN Passport to explore foreign markets**. Through this service, you can rely on a co-energy/co-cleantech cluster abroad to obtain relevant contacts in a new market, use desks on the spot, facilitate meetings...



This is merely one of the tools we can offer you to support your international operation. Besides ICN, Flux50 is also involved in various European and international platforms, whether or not in partnership with FIT.

Are you looking for foreign companies that can provide a specific service or technology for your demo project or testing ground? Flux50 has a range of possibilities to support this journey, for instance, a personalized event.

Support in the search for **European and international funding** is also customized. As a result of the experience and the field knowledge of Flux50's business development managers, they will find the most suitable means for any project and keep their finger on the pulse in initiatives such as the *ETS Innovation Fund* and the *IPCEI's (Important Projects of Common European Interest)*.

Only as a VALORISATION member you can ask Flux50 to join your EU project application as a partner or to support that application with a letter of support. Provide us with the correct information so we can put your project in the spotlight, for example in the Flux50 newsletter.

In a fast-evolving and innovating sector, Flux50 is an expert guide for companies who want to expand locally and internationally. Flux50 deploys its employees, its network and throws every asset available to realise successful projects and to globally break through.

