
Company Name: SAINT GOBAIN
www.saint-gobain.com
www.saint-gobain-northamerica.com

Business Focus: Saint-Gobain is the world's largest building materials company and a global leader in the "habitat" and construction markets by offering innovative solutions to balance growth, energy needs, and environmental concerns. Saint-Gobain is also a global leader in the production of high-performance materials and glass containers. Currently, Saint-Gobain is operating in 64 countries worldwide with 2010 sales at approximately 40 million Euros.

Targeted to four end-markets: innovative materials, which is an entry point for new technologies; construction products, building distribution/renovation "habitat" market; and packaging (e.g., glass containers).

Partnership Opportunities:

Core Areas of Business:

Core areas of business interest are in solar, energy efficiency, lighting, and advanced materials including ceramics, high performance polymers, scintillating crystals, glass fiber fabrics, and abrasives.

There are *three* venues for participation with Saint-Gobain's NOVA team: Open R&D, technology partnerships with start-ups on an exclusive basis, and NOVA Innovation Competition 2012. Actively looks at technology marketing, external venturing, and recent scientific advancements.

NOVA Innovation Competition 2012:

Identifies start-up companies that are a good strategic fit with Saint-Gobain in the fields of construction products, advanced materials, energy efficiency and environmental sustainability. Submissions are due June 30, 2012, selection of finalists in September, 2012 and final selection will take place at the Saint-Gobain booth at the Greenbuild International Conference and Expo on November 15, 2012. First prize is \$50,000, second prize is \$25,000, and third place \$10,000.

To download competition rules and registration form, go to:

<http://www.saint-gobain.com/en/group/innovations-and-research/generating-external-contacts/nova/2012-competition>

Contact:

Per Baverstam
Swedish-American Chamber of Commerce, New England
Tel: +1-617-964-8208
Email: psb@baverstam.com

Lydia La Ferla
Swedish-American Chamber of Commerce, USA
Tel: +1-240-899-1362
Email: Lydia@laferlassociates.com

Company/Organization Name: DRAPER LABORATORY
www.draperslab.org

Business Focus: Draper Laboratory is an independent, not-for-profit research and development laboratory focused on the design, development, and deployment of advanced technological solutions in the areas of security, space exploration, healthcare, and energy.

In the area of energy, Draper's expertise includes sensors, controls, simulation, and real-time data analysis to transform the cleanliness, efficiency, safety, and security of energy production, distribution, transmission, and usage. The Laboratory brings "rocket science" technology to an industry in need of innovative solutions merging its traditional infrastructure with emerging energy needs and requirements. For example, Draper's Timeliner™ software, developed to control and monitor instruments onboard the Space Shuttle, is being used to monitor the reliability, efficiency, and performance of equipment throughout coal-fired power plants, reducing green house gas emissions, and enhancing plant reliability.

Draper is currently focusing on the following areas:

- Energy generation
- Power plant efficiency
- Innovative solutions to oil and gas exploration and production
- Electric grid management control and renewables integration

Partnership Opportunities: Draper Laboratory offers multidisciplinary teams to work with companies, government agencies, universities, and R&D institutions to develop innovative and usable engineering solutions. Draper works with its partners to define suitable technology transfer arrangements and ensures that the technology is ready to meet their needs.

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Email: Lydia@laferlassociates.com

Company Name: PRAXAIR
www.praxair.com

Business Focus: Praxair is a technology pioneer and one of the largest industrial gases company in the world. The company produces sells and distributes atmospheric, process and specialty gases, and high performance surface coatings. Praxair currently holds approximately 3,000 active patents in new air separation, process and application technologies. Praxair's core technologies are cryogenic air separation; non-cryogenic air separation (VPSA), oxidation technology (combustion) refrigeration, hydrogen production and purification, low NO_x technology, and carbon dioxide purification.

Praxair works with companies in the energy sector worldwide to:

- Develop emission-free alternative energy sources
- Improve the environmental performance of coal-based power generation
- Increase yields from oil and gas fields
- Remove sulfur from gasoline and diesel fuels
- Transform fuels through gasification

Partnership Opportunities: Praxair is looking for new ways to use Praxair gases, jointly test it, and look for a Beta site on an exclusivity basis. Praxair engages in technology partnerships that include joint ventures, joint development, cooperative R&D agreements, sponsored research, consortia, and technology procurement and licensing. Technology need not be at the commercial stage but shows promise of full-scale commercial potential in 12-24 months with adequate development support. Praxair will work with materials providers, device suppliers, end-use customers and government to develop new materials that facilitate gas separation and liquid separation, are used in the production, storage, or conversion of energy, and require industrial gases.

Specific areas of emerging research and partnership interest are:

- New materials that facilitate gas separation and liquid separation
- Separation of the following gases: CO₂, He, H, Ar, O₂, N₂, CO, Kr, Xe
- Purification of cryogenic liquids (i.e., liquefied air and its components) in the liquid phase

New materials for the production, storage, or conversion of energy

- New catalytic materials that enhance fuel processing (hydrogenation, oxidation, desulphurization, cracking, etc).
- New materials used in organic photovoltaic (OPV) cells that have at least a 10% conversion efficiency and a minimum 20 year lifetime

Processes that require industrial gases

- Emerging processes that if successful will require significant quantities of industrial gases
- Application areas include but are not limited to Biotechnology/Pharmaceuticals, Food & Beverage, Glass, Metal Fabrication, Metal Production (both ferrous and non-ferrous), Oil and Gas Extraction (including oil shale and tar sands), Refineries, Thermal Spray and Wastewater Treatment

Licensing Opportunities: In addition, Praxair devotes significant resources to technology application areas including atmospheric control, coatings, gas dissolution, gas-liquid separation, and welding. Praxair gathers ideas from external sources and makes technology available for a number of industrial applications as well as supports R&D as a technology transfer resource.

If you would like to submit your technology to Praxair, we encourage you to protect your technology and to seek professional advice prior to contacting us.

Go To: <http://www.praxair.com/survey.nsf/techtrans>

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Company Name: JOHNSON CONTROLS
www.johnsoncontrols.com

Business Focus: Johnson Controls is a global, diversified technology and industrial leader offering quality products, services and solutions to optimize energy and operational efficiencies of buildings; lead-acid automobile batteries and advanced batteries for hybrid and electric vehicles; and interior systems for automobiles.

Johnson Controls Building Efficiency delivers products, services and solutions that increase energy efficiency and lower operating costs in buildings in over 150 countries worldwide. Not only does Johnson Controls Building Efficiency provide equipment, controls and services for heating, ventilating, air-conditioning, refrigeration and security systems, it also engages in projects employing in renewable technologies, such as solar, wind and geothermal.

Partnership Opportunities:

Panoptix

Johnson Controls has developed a new, innovative approach to optimize efficiency to create and deploy software applications (*apps*) on a “Panoptix” platform. It is a web-based open source leveraged network where *app* developers can develop apps for the system. A software developer’s kit will be available in Mid-March, 2012.

For further information on Panoptix and/or the software developer’s kit, go to:

<http://panoptix.johnsoncontrols.com/community/panoptix>

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Company Name: BP ALTERNATIVE ENERGY
www.bp.com

Business Focus: BP Alternative Energy Ventures is interested in direct or indirect strategic investments in early or growth stage alternative energy companies with potential for innovation. Core investment areas include biofuels, solar, wind, CCS (carbon capture storage). Emerging areas of investment interest are energy storage and efficiency, water, electric transport and next generation carbon. Alternative Energy Ventures has made over 20 investments worldwide since its inception in 2007.

BP Alternative Energy's investment criteria are: Strategic fit, \$1-10 million per venture fund, opportunity to provide top-quartile financial returns, scalable solutions with mass-market potential, unique and defendable innovation, and early and growth stage opportunities with potential to exit within 5-7 years, actively influence through board membership, co-invest with leading venture capital or corporate venture capital. A substantial portion of their investment portfolio is in biofuels. For direct investment, BP uses syndication and non-controlling share (5-15%) but requests board representation, beta system testing, project deployment, and off-take agreements. Companies interested in demonstration projects should think about how to integrate their technologies/products within the BP system taking into consideration how disruptive a demo could be to current operations versus its cost savings.

The venture team is a global team with offices in London, Chicago, San Francisco, Delhi and Beijing.

Four core areas of interest are:

- 1) **Biofuels:** Ways in which biosciences can be applied to produce new, cleaner, energy fuels from non-food feedstocks using new technologies; ways in which hydrocarbons can be converted into clean fuels; focus on cellulosic biofuels at a commercial scale; and advanced biofuels from existing feedstocks like sugar cane, wheat, or corn to produce biobutanol.
- 2) **Wind:** Operation of wind farms and working on innovative ways of upgrading transmission infrastructure.
- 3) **Water:** Desalination and treatment of produced water
- 4) **Oil and Gas technologies**

Partnership Opportunities:

BP actively looks to promote investment activities by focusing on early and growth stage companies to build strategic and financial value by:

- 1) Investing in new, innovative cleantech companies and funds;
- 2) Investing in next generation carbon offsets; and
- 3) Next Generation Oil and Gas technologies.

BP is actively looking for partnership opportunities in its core areas of business:

***Biofuels:** Looking to find new, innovative ways of producing advanced fuel molecules

***Wind:** Interested in sensor technologies; not in hardware but deployment of wind farms and improving their performance

***Water:** Desalination and treatment of produced water

***Oil and Gas technologies**

To submit innovation ideas, go to:

<http://www.bp.com/genericformsdisplay.do?formId=7050243&categoryId=7040&contentId=7046598&categoryId=9025071>

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