

A UK Integrated Service Provider for off-grid hydrogen powered assets seeks European users of hydrogen generators, as well as suppliers and buyers of hydrogen management systems for commercial agreements, to extend and cross-link supply chains

## Summary

Profile type	Company's country	POD reference
<b>Business request</b>	<b>United Kingdom</b>	<b>BRGB20230915015</b>
Profile status	Type of partnership	Targeted countries
<b>PUBLISHED</b>	<b>Commercial agreement</b>	<b>• World</b>
Contact Person	Term of validity	Last update
<a href="#"><u>Rita ELSTE - TOMSONE</u></a>	<b>15 Sep 2023</b> <b>14 Sep 2024</b>	<b>15 Sep 2023</b>

## General Information

### Short summary

A UK company simplifies and integrates the complex hydrogen supply chain for off-grid machinery, providing managed services and the platform for deploying portable assets. They make it easier, faster and less risky to deploy hydrogen powered generators and other hydrogen powered non-road mobile machinery. It wishes to extend its reach across Europe and to hear from both suppliers of hydrogen and generators but also other integrators. The desired type of agreements is primarily commercial.

### Full description

A UK Integrated Service Provider helps early adopters overcome the barriers with hydrogen powered assets. Until now, this means mobile assets like generators and off-grid plant. In this field, there is still a lot of uncertainty, complexity, and lack of interoperability. Through their hardware and software platform they integrate the supply chain and take the headache out of using hydrogen.

Their platform powers a range of services, whether their own fully managed service for all hydrogen powered plant needs, or self-service packages for those looking to take on hydrogen operations themselves.

The integration includes:

- Transition support services (feasibility support, training, procurement support);
- Managed deployments (delivering the planning and on-site operations for hydrogen powered equipment);
- Ongoing monitoring and management of hydrogen powered assets. The by-the-second monitoring is quite detailed and tells one about not just volumes of hydrogen but units of energy produced and spent.

For the supply chain they lower barriers to market access, providing them a route to market and removing customer pain points preventing sales. They provide the benefits of vertical integration without a single company needing to build all levels of that vertical integration.

The company has run a number of successful projects in the UK and is now reaching out to European providers and suppliers.

It is seeking both supply and demand of generators for example for agency or distribution agreements.

The company is building a growing network of green and grey hydrogen suppliers, allowing them to identify and present the optimal fuel, storage and transport options. They wish to hear from European suppliers for future supply agreements. The company is also seeking similar integrators for commercial agreements whereby they can cross-sell, participate in tendering or complement one another in project preparation and feasibility studies.

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#### Advantages and innovations

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#### Technical specification or expertise sought

In terms of projects and supply of hydrogen, there is no concrete wish list.

In terms of supply of generators, there is a window for power range from 15kW to 60kW, and 200kW+.

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#### Stage of development

#### Sustainable Development goals

- **Goal 7: Affordable and Clean Energy**

#### IPR Status

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## Partner Sought

#### Expected role of the partner

Type of partner sought: industry.

Specific area of partner sought: both players in existing hydrogen supply chains but also newcomers, for example sellers of diesel generators who have started to diversify.  
Role of partner sought: commercial agreements are sought where an international collaboration aids bidding for contracts, preparation, deployment and monitoring.

## Type of partnership

**Commercial agreement**

## Type and size of the partner

- **SME 11-49**
- **SME 50 - 249**
- **SME <=10**

## Dissemination

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## Technology keywords

## Market keywords

- **06010002 - Energy for the community/public sector**
- **006005007 - Other alternative energy (including nuclear energy)**
- **06010003 - Energy for Industry**
- **06003008 - Other alternative energy**

## Targeted countries

- **World**

## Sector groups involved

- **Energy-Intensive Industries**
- **Renewable Energy**