

EnergyVaasa

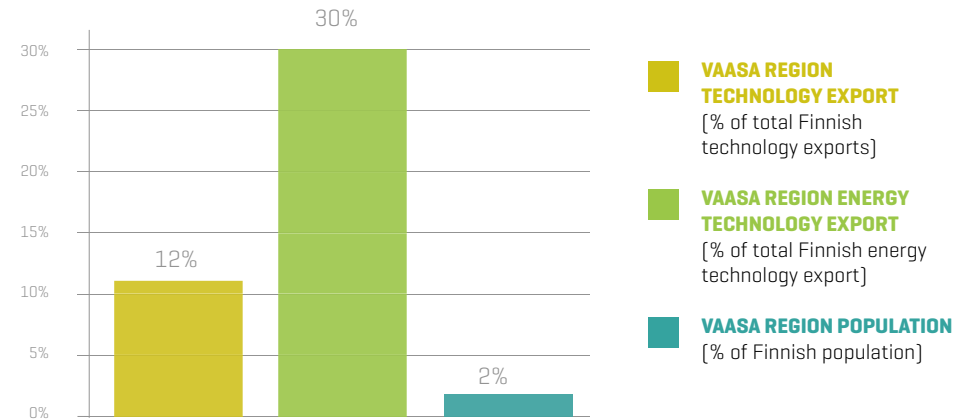
EXPORT CATALOGUE



WELCOME

TO THE LARGEST ENERGY CLUSTER IN THE NORDIC COUNTRIES

WE PUSH FINNISH EXPORTS



MORE THAN

140



BUSINESSES, SEVERAL OF WHICH ARE **GLOBAL MARKET LEADERS** IN THEIR FIELD

TOTAL BUSINESS
TURNOVER
SOME

4.4

BILLION EUR
ANNUALLY



EXPORT
RATE OVER 80%

A STUNNING

30%



OF FINLAND'S TOTAL EXPORT IN
ENERGY TECHNOLOGY

CURRENT
NUMBER OF
EMPLOYEES:

11,000



25%

OF TOTAL MANPOWER IN THE FIELD
OF ENERGY IN FINLAND

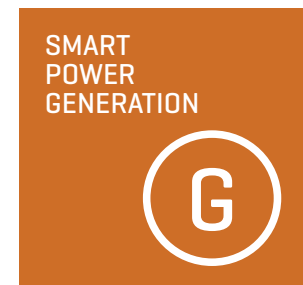
HIGH TECH CLEANTECH

FOR THE GROWING WORLD ENERGY MARKET

The EnergyVaasa companies develop and manufacture technology for a cleaner world – a world where energy is produced with minimal environmental impact and energy efficiency is maximised.

140 COMPANIES

The EnergyVaasa companies supply a wide range of products and services for renewable energy production and energy efficiency. Below are some of the business areas that are represented in the cluster.



FIND OUT MORE ABOUT THE CLUSTER AND THE COMPANIES AT:

ENERGYVAASA.FI

SUPPORTING UNIVERSITIES AND ORGANISATIONS

**FOSTERING FUTURE EXPERTS, CREATING CONNECTIONS
AND CONTRIBUTING TO R&D**

University of Vaasa, Åbo Akademi University, Hanken School of Economics, University of Helsinki, VAMK University of Applied Sciences, Novia University of Applied Sciences, Vaasa Region Development Company VASEK, Technology Centre Merinova, Ostrobothnia Chamber of Commerce, The Regional Council of Ostrobothnia

INTRODUCTION

In the following catalogue we have presented the companies within the EnergyVaasa cluster who work within the international market.

For each company there is a short description of the products and services that the company offers, and what they would like to receive from their potential partners. In the contact field we have included the company website addresses which contain more information about the companies including direct contact data for any further enquiries.

The companies within this catalogue are categorised according to the type of business or sector they work in.

The EnergyVaasa companies are specialised in energy technology or energy related services. These fields can include almost anything within renewable energy production, smart grids or improvement in energy efficiency.

COMPANIES

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DEVELOPMENT SERVICES

Vaasa, the energy capital of Finland, is the region where energy is always in focus. The City of Vaasa is number one in Finland in energy efficiency, and in producing sustainable energy. To fully support the energy technology cluster, EnergyVaasa. The region of Vaasa has three companies providing development services: Technology Centre Merinova is in charge of technology and business development services in the region, focusing especially on energy technology. The Vaasa region development company VASEK provides business development for all industries, including invest-in services or consulting regarding establishing a new company. Vaasa Parks provides business premises, anything from offices to full scale factory establishments.



WE OFFER

- Technology and business development services
- Invest-in services and consultation
- Business consultation
- Business premises like offices or factory spaces

WE ARE LOOKING FOR

Anyone working in the field of energy and want to establish a business in the energy capital of Finland. Ideas and innovations that can be developed to new business or technology.

COMPANIES

Technology Centre Merinova Oy
Vaasa Region Development Company - VASEK Oy
Vaasa Parks Oy

CONTACT

www.merinova.fi
www.vasek.fi
www.vaasaparks.fi



ABB FINLAND

ABB is a leader in power and automation technologies that enable utility, industry, and transport and infrastructure customers to improve their performance while lowering environmental impact. The ABB Group of companies operates in roughly 100 countries and employs about 140,000 people, of whom around 5,200 in Finland.



WE OFFER

ABB leads the way in smart grids: reliable distribution of electricity, energy efficiency and energy production based on renewables are the very core of our expertise. Our industrial solutions and applications save energy and improve the efficiency, quality and safety of the customers' processes.

SELECTED REFERENCES

ABB's solutions and applications are used in many fields deeply integrated in our everyday life. ABB technologies are used in homes, facilities, factories, power plants, trains, ships and even at the bottom of the sea. References are available by request.

WE ARE LOOKING FOR

Customers are at the center of all our activities. Our future growth comes from changes in the power generation, transmission and distribution value chain, innovations to improve industrial productivity, rapid urbanization and the trend towards a more sustainable and energy efficient transportation.



Power and productivity
for a better world™

COMPANY DATA

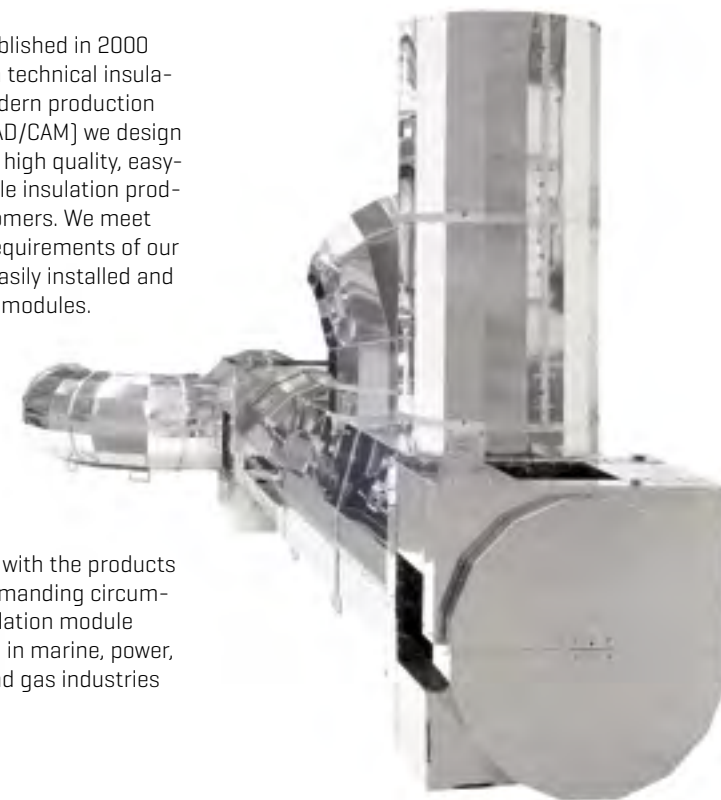
Founded: Strömberg in 1889,
ABB Group in 1988
Employees: 5200
Turnover: 2 081 MEUR

CONTACT

+358 10 22 21999
palvelukeskus@fi.abb.com
www.abb.fi

ADIABATIX

Adiabatix Oy established in 2000 and specializes in technical insulation. With our modern production technique [3D-CAD/CAM] we design and manufacture high quality, easy-to-use and durable insulation products for our customers. We meet the demanding requirements of our customers with easily installed and simple insulation modules.



Safety is secured with the products of Adiabatix in demanding circumstances. Our insulation module systems are used in marine, power, nuclear and oil and gas industries around the world.

WE OFFER

- Technical insulation
- Insulation products
- Insulation module system
- Adi-IMS®

SELECTED REFERENCES

- Forsmark Kraftgrupp, heat insulation for primary cooling pipes
- Fortum, heat insulations for process equipment
- Statoil, heat insulations for process equipment
- Wärtsilä, SOLAS applicable heat insulations

WE ARE LOOKING FOR

Direct customers and sales partners.



COMPANY DATA

Founded: 2000
Employees: 14
Turnover: 3,6 MEUR (2014)

CONTACT

Arto Laasanen
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arto.laasanen@adiabatix.fi
www.adiabatix.fi

AMPNER

Ampner Oy is a specialist in demanding grid connection and industrial testing applications. We are one of the most experienced resources in Scandinavia when it comes to connecting renewable energies to the grid, and your number one expert in wind power connections. Ampner is also manufacturer of automated testing systems and test equipment for the industry. The well known Testcom and Finero product lines include various standard testing products which are modified to suit each customer's specific test requirements.



WE OFFER

- Electrical design
- Power system studies
- Grid compliance service
- Grid calculations and simulations
- Field services
- Power converters for energy production grid connection
- Testing- and measurement equipment

SELECTED REFERENCES

Validation of wind power plants' grid compliance with Fingrid's VJV requirements and power system studies [market leader].

WE ARE LOOKING FOR

Direct customers, Technology partners, Sales partners, Distributors, OEM's, System integrators etc.



COMPANY DATA

Founded: 2012
Employees: 11-50
Turnover: 2 MEUR

CONTACT

Pasi Törmänen
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pasi.tormanen@ampner.com
www.ampner.com

ARCTEQ

Arcteq designs, markets, supports and manufactures protection relays, arc flash protection systems and measuring and monitoring and smart grid IEDs for electrical utility, traditional and renewable power generation, industrial, off-shore, marine, institutional and commercial users. Along with quality products Arcteq is committed to provide industry leading support and service to its customers.



WE OFFER

- Complete range of protection relays and IEDs for high-voltage, sub-transmission and medium-voltage distribution systems
- Complete range of solutions for any type of medium- or low voltage arc protection application
- Arc quenching systems for low and medium voltage switchgear
- Smart grid and power metering solutions

SELECTED REFERENCES

Arcteq products are installed in all continents and customer segments throughout the world.

WE ARE LOOKING FOR

Experienced professionals and companies who are committed to change the power protection business with us.



COMPANY DATA

Founded: 2010
Employees: 11 - 50

CONTACT

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juha.arvola@arcteq.fi
www.arcteq.fi

CITEC

For almost 30 years, Citec has offered multi-discipline engineering, consulting and information management services to the energy & power industry. We have executed power plant projects all over the world for a wide range of leading industrial customers. Our global operations, in combination with our solid local customer service, provide clear and measurable advantages in terms of competence, cost-efficiency and high quality. We like to think that Citec's added value comes through our ability to understand your – and your customers' – visions, needs and ways-of-working.



SELECTED REFERENCES

Our design experience covers a large scale of power plants ranging from 5 MW to power plants up to 1000 MW. Our customers are companies like Wärtsilä, Siemens, GDF Suez, Alstom, Valmet, Kraftanlagen München and Hitachi Zosen Inova.

WE OFFER

Citec provides extensive parts of the value chain for OEM's (original equipment manufacturers) as well as services for EPC contractors, Utilities (power and heat producers), Plant owners and Power developers. We provide our services for Power production, District heating & Cooling and for CHP generation.

We provide services within the following disciplines and areas:

EPCM, Project Management, Site Management, Process, Civil, Mechanical, Electrical, Health, Safety & Environment, Fire Safety, Information Management, Marine, Quality, Procurement, Production Tools, Weight & Cost



COMPANY DATA

Founded: 1984
Employees: 1300
Turnover: 77 MEUR (2014)

CONTACT

Michael Smirnoff
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michael.smirnoff@citec.com
www.citec.com

COMSEL SYSTEM

Comsel System is a product design and development company specialized in development and industrialization engineering for the energy sector. Comsel offers its customers a full range of Internet of Things products and services. Within the frame of Internet of Things (IoT), Comsel's business is to develop the next generation of AMR-solutions, also known as Smart Metering systems. These systems are key parts in the smart grids area. The focus of Comsel is to provide products and services at the best possible total cost of ownership, to provide the highest possible SLA, security and privacy protection.



WE OFFER

IoT-solutions for the energy sector starting with Smart Meters. The solutions include smart meters that deliver low cost of use and future proof scalability at the highest possible service levels.

SELECTED REFERENCES

More than one million metering points in the Nordic countries are using TCP/IP-communication technology previously developed by Comsel. The Comsel head office is located in Vasa, Finland. Comsel System Ltd operates on the Finnish, Swedish, Norwegian and Danish markets.

WE ARE LOOKING FOR

Distribution system operators and service providers who are challenged to meet new requirements for Smart Metering.



COMPANY DATA

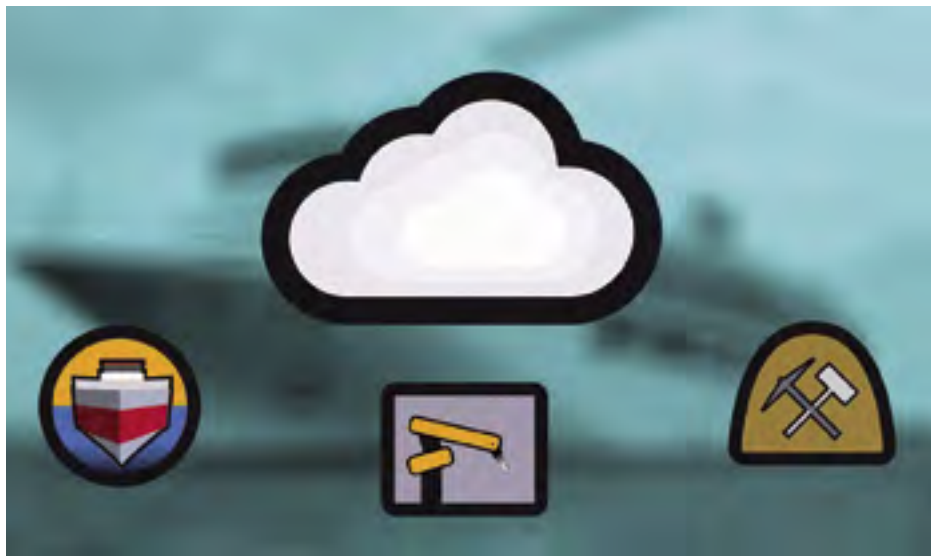
Founded: 2012
Employees: 5

CONTACT

Kristian Heimonen
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COSMOS, CLS-ENGINEERING

The Cosmos business unit of CLS-Engineering is a part of Keskustekniikka group, and we provide full stack industrial internet solutions to select customers, which are established in their fields of industry. We are a pioneer of industrial internet, and have worked in the field for over a decade.



WE OFFER

- All needed equipment for data collection
- Installation and deployment of all devices
- Cloud service for storing data
- Our expertise in data analysis
- Increased efficiency, and thus increased sustainability

SELECTED REFERENCES

Wärtsilä, CBM for ship engines

WE ARE LOOKING FOR

If you are an established company in your industry and looking for a long-term industrial internet device and software provider, we have the expertise and equipment to optimise your process and increase efficiency and reduce energy costs.

COSMOS

COMPANY DATA

Founded: 1994
Employees: 211 [Keskustekniikka]
Turnover: 40 MEUR [Keskustekniikka]

CONTACT

Timo Hanhimäki
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cosmos.keskustekniikka.fi



EDUPOWER

EduPower is active nationally as well as in the emerging markets in south-East Asia and in the Nordic countries. We have accumulated decades of experience in solid fuel power project design and implementation. In operational excellence -development, projects, training and consulting we strive to maximize productivity, quality and customer satisfaction through the application of Lean Sigma -principles. The mission of EduPower is competence flow to enterprises.



COMPETENCE AND ENERGY

WE OFFER

- Power plant- and energy project consulting
- Training for companies and organizations
- Project cooperation between industry and higher education
- Company diagnosis
- Seminars

SELECTED REFERENCES

Available by request

WE ARE LOOKING FOR

Needs of opening company bottlenecks, in operations, sales, import/export and other areas. Do you or your partner company have a problem? We might have a strong solution.

COMPANY DATA:

Founded: 2012
Employees: 3

CONTACT:

Kim Westerlund, CEO
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kim.westerlund@edupower.fi
www.edupower.fi



EFC FINLAND

EFC Finland Oy has almost half a century of experience delivering wire harnesses and cable assemblies for different segments of industry. We offer unique, customer-made and cost-effective solutions to our customers, as well as long-lasting partnerships. EFC has production units in both Finland and Estonia (EFC Estonia OÜ). The domestic market is the Nordic and the Baltic countries but we also export to other parts of Europe, USA, South America and Asia. EFC Finland is a part of the Swedish public company Lagercrantz Group AB.



WE OFFER

- Manufacturing of cable harnesses
- Installation services
- Individual and tailor made assembly solutions
- Elpress tooling service

SELECTED REFERENCES

Well-known brands in electrical and electronics industry, heating ventilation and air conditioning, household appliances, commercial vehicles and medical technology.

WE ARE LOOKING FOR

EFC invites everyone looking for high-quality and competitive wire harness and assembly solutions to be in contact with us.



COMPANY DATA

Founded: 1970
Employees: 40
Turnover: 4 MEUR (2014)

CONTACT

Marcus Kåld
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mka@efc.fi
www.efc.fi

ESCARMAT

Oy Escarmat Ltd focuses on automation designing, machine and hardware manufacturing and subcontracting for the energy industry. We operate in the energy control and hardware control field and provide control centres as well as power control systems. Escarmat utilises modern automation technology and open-minded design to help our clients enhance their operations. Our strategic guideline is to optimize our customers' expenses and take responsibility for the agreed entity in order to enhance added value for our customers' products.



WE OFFER

- Control centre manufacturing
- Sub-contracting services
- Power control systems
- Automation and system designing
- Site services

SELECTED REFERENCES

Wärtsilä, ABB, Kuljetuskanavat,
Koja Marine Oy, ELTEL Networks

WE ARE LOOKING FOR

Escarmat is looking for new partnerships to whom provide products and services with high quality and reliability. We enjoy solving problems and as a partner we will do everything for growth in customer's market share and business opportunities.



COMPANY DATA

Founded: 1994
Employees: 94
Turnover: 11,5 MEUR (2014)

CONTACT

Veikko Junttila, Managing Director
+358 400 665 060
veikko.junttila@escarmat.com
www.escarmat.com

ETHA WIND OY

Etha Wind Oy and our mother company Etha Oy have been involved in wind, environmental and energy related projects since 2003. With more than 5000 MW of wind studies and wind project involvement, we have considerable knowledge about peculiarities of the Finnish wind business market and Finnish wind conditions. We have worked both internationally and in Finland with senior consultants possessing 20+ years of energy industry experience. Our business idea is based on the assumption that the best way to leave a positive environmental footprint is to focus on environmental projects where the commercial benefits can be clearly identified.



WE OFFER

- Wind Farm Design
- Resource Evaluation
- Permitting Services
- Procurement Services
- Owners Engineers
- Transaction Support
- Operational Supervision Services

SELECTED REFERENCES

- Screening studies Wind power [noise, flicker, AEP etc.]. 4000 MW, 150+ Projects. Customers: Developers/Utilities.
- Transaction services. 250 MW, 5 projects. Customers: Owners/Utilities.
- Procurement services, 150 MW. Customers: Developers/Investors.

WE ARE LOOKING FOR

We provide project development services and DD services to project owners. We can increase profitability of windfarms with up to 10%.



COMPANY DATA

Founded: 2003
Employees: 1–10
Turnover: 1 MEUR

CONTACT

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staffan.asplund@ethawind.com
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FINVACON LTD

Finvacon Ltd is a full-service, multifunction company, specialising in wood and metal subcontracting. Finvacon was founded in 1970 and today we have two factories in Vaasa. Finvacon Ltd's vision is to grow in the international market and to become Finland's most significant model of responsible business. This vision is being realised by offering and producing the customer high-quality subcontracting services and products in current business segments. Our strengths are cost-efficiency, proven 99,5% delivery reliability and an up-to-date machine stock.



WE OFFER

- Metal subcontracting [CNC machining, welding]
- Wood subcontracting
- Transformer components out of wood, pressboard and metal
- Logistically effective special pallets and transport boxes
- Laser engraving services
- Cost-effective assembly work

SELECTED REFERENCES

ABB Transformers, ABB Motors, Wärttsilä, Würth, Tamware

WE ARE LOOKING FOR

- New customers from all over the world [transformer and motor producers, oil & gas, automotive, shipping, logistics]
- Sales channels for our components
- Suppliers of compressed laminated wood and pressboard



COMPANY DATA

Founded: 1970
Employees: 97
Turnover: 4,911 MEUR [2014]

CONTACT

Kaj Sundén
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kaj.sunden@finvacon.fi
www.finvacon.fi

GEOPIPE

Geo-Pipe GP Oy is a forerunner in environmental friendly energy solutions, which offers innovative solutions for heating and cooling from bedrock, sediment and water surfaces. The M32 energy collector is a versatile and efficient energy collector, with sufficient fluid volume for geothermal rock-soil energy systems.



GeoPipe WHCEP

WE OFFER

- Heating and cooling from the bedrock [M20, M32]
- Low energy network systems [LEN]
- Collectors up to 800m depth in the rock [M51]
- Heating and cooling from sediment [M32]
- Bedrock and heat storage [M32 H]
- Heating and cooling from water sources, [WHCEP-Exchanger from 9 KW to 2 MW]

WE ARE LOOKING FOR

Distributors, sales agents, system integrators, OEMs, cooperation partners, manufacturing partners and energy distributors.

COMPANY DATA

Founded: 2011
Start-Up company, with patented and design protected products.

CONTACT

Mauri Lieskoski
+358 500 363 803
mauri.lieskoski@geopipe.fi
www.geopipe.fi

KYRÖNMAAN CNC-KONEISTUS

Kyrönmaan CNC Koneistus Oy are specialist in state of the art air and liquid cooling for global companies. We produce cooling elements that transfer heat away from electrical and electronic machines and devices that generate a great deal of waste heat.



KYRÖNMAAN
CNC
KONEISTUS OY

WE OFFER

High efficiency heat sinks including all machining, highest quality, flexibility and security of supply, competitive prices.

SELECTED REFERENCES

We stand proud as the guarantors of competitive product excellence for top manufacturers in the global market.

WE ARE LOOKING FOR

We are looking for customers who need high efficiency heat sinks for their power electronic solutions. Please do not hesitate to contact us to find the right profile and heat sink for your application.

COMPANY DATA

Founded: 1993
Employees: 8 employees+3 owners
Turnover: 3,4 MEUR

CONTACT

Jyrki Haka
+358 400 669 038
kyronmaancnc@netikka.fi
www.kyronmaancnc.fi

LEINOLAT GROUP

Leinolat Oy is a family company that values hard work, responsibility, and respect. Leinolat Oy is the parent company in Leinolat Group. Leinolat Group has grown to be a group of 7 companies that offers a wide range of service entities in the field of metal. Leinolat Group operates in demanding international industries such as power, marine and oil and gas industries. Around 60% of production is destined for export markets with the Leinolat Group exporting to all continents.



WE OFFER

- Piping Service Solutions
- Air Handling and Conditioning Solutions
- Pipe collaring and cutting machines
- Pressure vessels
- Machining
- Sheet metal works

SELECTED REFERENCES

Wärtsilä, Caterpillar, ABB, Fortum, Vattenfall, Lindab, Fläktwoods, MAN Diesel & Turbo, Siemens, Aker, APL/NOV.

WE ARE LOOKING FOR

We are looking for direct customers in focused segments in the various industries we specialize. More details in the separate company pages that follow.



COMPANY DATA

Founded: 1962
Employees: 240
Turnover: 30 MEUR (2014)

CONTACT

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kaj.parkka@leinolat.com
www.leinolatgroup.fi

KILKANEN

PART OF LEINOLAT GROUP

Kilkanen Oy is a competitive and efficient company which offers top-quality machining in demanding industries. Kilkanen operates as a subcontractor in demanding industries such as power, marine, and oil and gas. Kilkanen Oy is specialized in large flywheels and in comprehensive machining. Extensive experience and knowhow enables Kilkanen Oy to deliver flywheels and machined parts quickly and inexpensively without compromising quality. In year 2015 Kilkanen Oy established a joint venture company "Pentanen Engineering Private Limited" in India with an Indian partner "Pentagon Industries Private Limited"



WE OFFER

- Manufacturing of highly machined components
- High quality machining for marine engines and power plants
- Mazak Integrex 300-IV ST machine
- Flywheels up to 2000 mm in diameter

SELECTED REFERENCES

Wärtsilä Corporation, ABB
Oy, Promeco Group Oy, Alstom Grid Oy

WE ARE LOOKING FOR

We are looking for direct long-term cooperation with customers on the international markets.



COMPANY DATA

Founded: 1969
Employees: 26
Turnover: 4,960 MEUR (2014)

CONTACT

Jouni Kilkanen
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www.kilkanen.fi

T-DRILL

PART OF LEINOLAT GROUP

T-DRILL is a manufacturer of high-tech tube and pipe fabrication machinery. Our standard product line consists of a wide variety of machine tools that are used in many different industries. T-DRILL has developed products also for mechanical contractors and plumbers, from whom the original T-DRILL tee forming was invented. Today, we use the same principle with decades of continuous improvements to our product range. In excess of 95% of our products are exported to more than 60 countries.



WE OFFER

- Tube branching, tube end forming and closing machinery for solar panel manufacturing and automotive industry
- Pipe branching machines for stainless steel piping for water and waste-water treatment systems, shipbuilding, food & dairy industry
- Flanging machines for replacing welded flanges

SELECTED REFERENCES

S-54 tube branching machine
VIESSMAN – Solar panels
Stiebel-eltron heat pumps

Tube end spinner
GreenOneTec – Solar Panels



COMPANY DATA

Founded: 1980
Employees: 80

CONTACT

Veikko Moilanen
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veikko.moilanen@t-drill.fi
www.t-drill.fi



UWIRA

PART OF LEINOLAT GROUP

Uwira is a specialist in welded metal products and components. Our product range includes steel piping solutions for industrial machines and equipment, tanks, air receivers and pressure vessels, as well as machining. Based on our wide range of hardware and versatile competence, we offer customer and project-specific solutions. Uwira was founded in 1993 and, together with our subsidiary Kilkanen, it is a part of the Leinol Group, which comprises six companies. A significant amount of diverse knowledge from the metal industry is concentrated around one of the world's most important energy clusters in the Leinol Group in Vaasa, Finland.



WE OFFER

- Piping service solutions
- Double walled pipes
- Pressure vessels
- Assemblies and skids

SELECTED REFERENCES

Wärtsilä, ABB, Aker, APL/NOV,
Remontowa, Siemens

WE ARE LOOKING FOR

- Large piping service projects in the field of Marine and Energy
- Long-term customer relationships in demanding piping solutions



COMPANY DATA

Founded: 1993
Employees: 64

CONTACT

Samuli Kuusisto
+358 400 476 336
samuli.kuusisto@uwira.fi
www.uwira.fi

LEIMEC

PART OF LEINOLAT GROUP

Leimec is specialized in sheet metal products and assemblies. Leimec manufactures complete HVAC products for power plants, Offshore and Marine industries. Leimec offers high-quality sheet metal products according to customer requirements. The extensive knowledge is based on professionalism, traditional expertise, and customer orientation. Our machines represent the latest technology and our extensive sheet metal expertise allows us to serve a wide range of customer needs.



WE OFFER

- Air handling and conditioning solutions for Energy, Offshore and Marine
- Sheet metal expertise

SELECTED REFERENCES

Wärtsilä, MAN Diesel & Turbo, Caterpillar, Vattenfall

WE ARE LOOKING FOR

Customers with needs in demanding air handling and conditioning solutions in sectors of Marine, Energy, Offshore.

COMPANY DATA

Founded: 1962
Employees: 32

CONTACT

Sorja Leinola, CEO
+358 10 289 6841
sorja.leinola@leimec.fi
www.leimec.fi

LUMITAR ALT FINLAND

LumiTar ALT Finland Oy was established in 2011. In the beginning, the company focused on product development, references from challenging environments and test marketing. In 2014, after receiving positive feedback, LumiTar decided to start the actual sales and marketing processes. Lighting industry is in a state of change due to new regulations and our team has developed a new intriguing option for traditional lighting solutions. We value quality and constant development, which can be seen in our products. We offer luminaires that are the next evolutionary step from LED solutions.



WE OFFER

- Innovative Array LES technology
- Maintenance free luminaires
- Incredible Lifespan
- Energy efficient solutions
- Luminaires that produce light, not heat

SELECTED REFERENCES

UPM paper mill & energy, ABB Service Oy, Konecranes, Atria Oyj, Vaasanseudun Areenat, City of Kokkola, City of Vaasa, City of Helsinki, SCA Sundsvall, Port of Kalajoki

WE ARE LOOKING FOR

Partners to help us expand to a global scale. We are interested in people with a vast network of connections to help us enter specific markets.



COMPANY DATA

Founded: 2011
Employees: 5
Turnover: 0,65 MEUR [2014]

CONTACT

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ceo@lumitar.fi
www.lumitar.fi

MERVENTO

Mervento is the leading global provider of multi-megawatt direct drive wind turbine power plant technology for near shore and offshore applications. We are a wind power system integrator with complete know-how of the wind turbine power plant solutions.



WE OFFER

Mervento 3.6-118 wind turbine technology as a license. The turbine energy production is high, it is reliable and it has low operating and maintenance costs.

The license is full package including the technology, manufacturing processes and tools as well as erection, operation and maintenance related know-how and tools. This enables licensee to start their own business rapidly.

SELECTED REFERENCES

Pilot turbine operated successfully three years in Sundom, Vaasa, Finland.

WE ARE LOOKING FOR

We are looking for industrial companies who are in wind business or want to enter into it.



COMPANY DATA

Founded: 2008
Employees: 12
Turnover: 0,211 MEUR (2014)

CONTACT

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www.mervento.com

MUOVA

Design Centre MUOVA brings design thinking and design methods into organisations and networks. Design offers tools for developing user- and future-oriented products and services, systems and processes. MUOVA has built bridges between the academic and the business world for over 25 years and belongs to the University of Applied Sciences, VAMK. Our mission is to promote international competitiveness in SMEs through design. MUOVA has created a unique environment for research, development, education and business cooperation. Besides close domestic co-operation we have a strong international partner network.



WE OFFER

Design-related research and development, User and envisioning product and service concept design, Design for innovation and value networks, Design thinking for transformation, Customer experience-driven development

SELECTED REFERENCES

- Research projects: CU India [internationalization of SMEs in renewable energy technology through design]
- Energyland [visualization of the energy technology through intelligent spaces]
- Elkamo [market research and concept design for service and product development]
- ABB Motors [product design: electric motor covers]

WE ARE LOOKING FOR

We look for corporate partners and research, development and educational partners, who have a strong collaboration with companies. We are especially interested in the collaboration within the fields of technology, environment and business development.

muova

COMPANY DATA

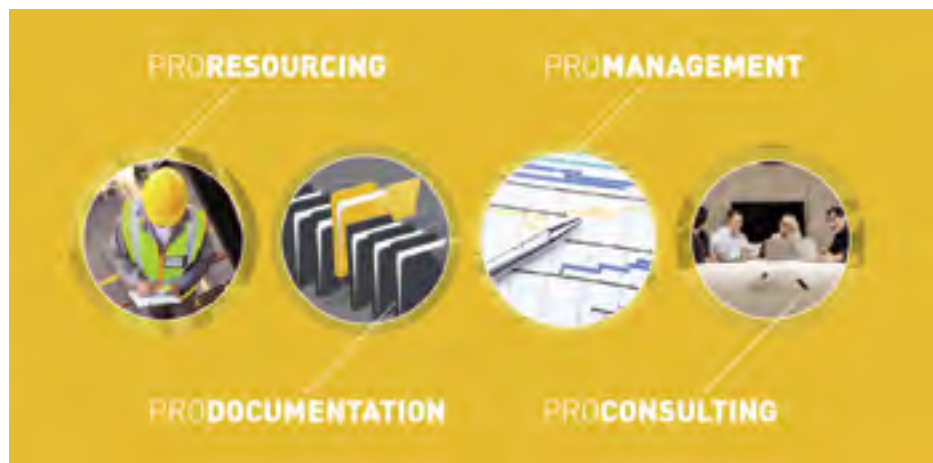
Founded: 1988
Employees: 10

CONTACT

Annika Hissa
+358 50 568 5863
annika.hissa@muova.fi
www.muova.fi

PROHOC

Prohoc is a multi-disciplinary company providing project-driven businesses engineering, consulting and documentation services for entire investment project lifecycle. We operate mainly within energy, mining, cargo-handling, oil&gas and process industry projects. We are the Project Partner for industry. Prohoc has supported global clients in their project business since the mid-nineties.



WE OFFER

- Project management services for large scale industrial investment projects
- Consulting services in various technical fields
- Expert resource services
- Documentation services

SELECTED REFERENCES

Wärtsilä, Metso, Cargotec, Neste Jacobs, ABB, Valmet, Andritz etc.

Prohoc's proven service record and accomplishments have built a strong reputation for superior customer service, reliability, quality, and flexibility - proving the strength of our competency and competitiveness.

PROHOC
YOUR BEST RESOURCE

COMPANY DATA

Founded: 1996
Employees: 120
Turnover: 12,2 MEUR

CONTACT

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Business Development Director
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www.prohoc.fi

RIKTA

Rikta has a long experience and solid know-how about wire harnesses and cables, which guarantees proven solutions. Established in 1969, Rikta is one of Finland's oldest companies in its sector. Our mission is to create added value for our customers, by producing cost-efficient and optimized products. Our products are used widely in different businesses for example, automotive industry, marine solutions, electronic industry, white goods, healthcare industry and power plant industry.



RIKTA
CABLE SOLUTIONS

WE OFFER

- Cables, cable solution and connectors
- Hook-up wires and wire harnesses
- Assembly and contract manufacturing
- Design and documentation
- Spiral cables
- Solutions for cost-conscious customers

SELECTED REFERENCES

Global well known brands, references given on request.

WE ARE LOOKING FOR

Long-term partners, OEM's or system integrators who wish to concentrate on essential things in business letting us take care of the cable and wire solutions.

COMPANY DATA

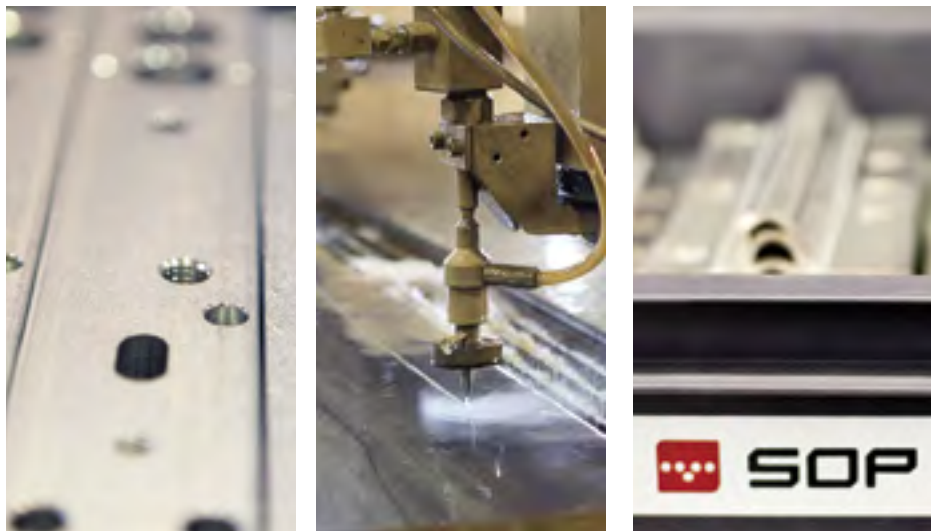
Founded: 1969
Employees: 30
Turnover: 3 MEUR [2014]

CONTACT

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www.rikta.fi

SOP METAL

SOP-Metal Oy is a machine shop specializing in sub-contracting. Our core competence is to manufacture components for the electrical appliance industry, chemical industry, steel construction industry and wholesale trade. We manufacture products for our domestic customers as well as for export. SOP-Metal Oy founded in 1993 now employs about fifty professionals. Our networking know-how is strong and the top experts of their specialty area have been selected for our partners. Our ability to take action makes us a flexible and a competent partner with whom it is easy to respond to with the challenges of the field.



WE OFFER

- Busbars copper and aluminum
- Flexible Busbars tinned copper
- Electrical Insulation Materials Glass fiber laminates
- Robust and durable cabinets
- Cutting service water cutting, CNC punching
- Engineering services Solid Works
- Cost-effective assembly
- Welding services Steel, Aluminum, Copper

SELECTED REFERENCES

ABB, Vacon, Veo, Wärtsilä, Konecranes

WE ARE LOOKING FOR

Electrical industry [Transformers, Motors, Drives, Switchboards]



COMPANY DATA

Founded: 1993
Employees: 54
Turnover: 8 MEUR (2014)

CONTACT

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www.sop-metal.fi

THE SWITCH

The Switch, a Yaskawa company, is a specialist in advanced drive train technology. The company has an installed base of over 11 GW of megawatt-class permanent magnet machine and power converter packages. The main focus areas are wind, marine and special industrial solutions. The company's innovative drive trains make an impact on profitable power generation and energy use, with the ultimate goal of lowering the cost of energy and operations.



WE OFFER

- Wind, marine and industry drive technology
- Professional design, R&D and project execution
- Agile way of working
- Training services
- Field and after-sales support



SELECTED REFERENCES

- Runtech Systems; high-speed solid rotor machines; www.runtech.fi
- Goldwind; full-power converters for wind turbines; www.goldwindglobal.com
- WE Tech Solutions Oy; permanent magnet shaft generators; www.wetech.fi

WE ARE LOOKING FOR

Customers for whom drive train technology is key to their success. We are also looking for system integrators, suppliers and other collaboration partners who support us in our agile way of working.

COMPANY DATA

Founded: 2006
Employees: 177
Turnover: 37,1 MEUR (2014)

CONTACT

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www.theswitch.com

TARKMET

Tarkmet offers both full-system and component solutions for industrial needs. Our technologies are based on high-end comprehensive competence. We focus on customer-oriented service for a range of industries and our operations are directed by cooperation with the customer. Our open and direct way of operation is aimed at clarity, reliability, and projects that run on time.



WE OFFER

- System Deliveries
- Machining Services
- Laser services
- Design and modeling
- Manufacture and assembly
- Testing and traceability
- Hydraulic presses, tools and extractors
- Magnetic lifting devices

SELECTED REFERENCES

- Astera solutions GmbH:
Precision machining devices for oil, mining and laboratory applications.
- Oy Forcit Ab: Fully automated extrusion and packing machine for explosives.
- Wärsilä Oyj: Machining services and maintenance tools

WE ARE LOOKING FOR

We are internationally looking for direct customers, sales partners as well as distributors for our product families of hydraulic presses and battery powered magnetic lifting devices.



COMPANY DATA

Founded: 1999
Employees: 20
Turnover: 4,4 MEUR (2014)

CONTACT

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www.tarkmet.fi

THERE CORPORATION

The digitalization of the energy market has begun and we want to play a major part of it. We are There. We know that automated residential demand response and home energy management brings more comfort, control and savings for the consumer and business transformation opportunities for the utility. Our home energy management platform brings internet-of-things to existing heating and cooling systems and integrates consumer homes to the energy market. Together we can create a more sustainable world.



WE OFFER

Solutions that are based on smart algorithms, internet-of-things technology and business development. Our Home Energy Management platform can be used to connect consumers to be an active part of the energy market. With the help of our platform, a totally new added value can be generated for both consumers and for utilities.

SELECTED REFERENCES

Fortum Fiksu, Fortum Oyj,
Helen Termo, Helen Oyj

WE ARE LOOKING FOR

Our principal customers are energy utilities and service providers in Scandinavia and Europe. We want to establish new relationships in this area in order to together create new business for the utilities and value-added services for their customers.

there.

COMPANY DATA

Founded: 2009
Employees: 14
Turnover: 0,699 MEUR (2014)

CONTACT

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www.therecorporation.com

TK ENGINEERING

TKE - Development and sales of hardware and software related to CAN, LIN, Profibus and Mobile control electronics. We also provide faultfinding services, research and education. TKE has well known customers producing products and services mainly for automotive industry, mining industry, process industry and marine.



WE OFFER

- Software tools for design and configuration
- Analysis and monitoring of CAN based networks
- Mobile control systems
- Sensors for building a complete control systems for mobile machines
- CAN hardware and software Profibus hardware and software

SELECTED REFERENCES

Wärtsilä, Scania, Teknoware, MarineJetPower, Skoda, Transportation, Valtra [AGCO]

WE ARE LOOKING FOR

TK Engineering is looking for new customers and business partners in our focus industries.



COMPANY DATA
 Founded: 2003
 Employees: 6
 Turnover: 0,772 MEUR [2014]

CONTACT
 Peter Hellström
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 www.tke.fi

UPCODE

UpCode is part of UPC Center. We offer innovative end to end solutions based on AutoID of items, people, documents, places, processes etc. We are experts in mobile technology and usage of optical smart scanning of barcodes, picture recognition and optical sensortechnology. UpCode technologies cover the digitalized fields of transactions/payments, auto reporting, workforce management, logistics/ item level control, healthcare, education, marketing, tourism, anti-fake, ID and authentication. UpCode is today worldwide recognized for autoID and autoReport system specially used in lifecycle management.



WE OFFER

System with Apps + plug-in solutions , Data-bases free of human error, TAG Management, Chain management, Content management, AutoID, AutoReport System

SELECTED REFERENCES

VAMK, SRV, Vilnius Tourism, Mirka, Tampere Traffic, Stormossen, Skaala, Alger Trade Register, Adhaar ID in India, MAN Web, Tykyonline, Goss Internation, Buenos Aires driving licence, VTT, Yedioth

WE ARE LOOKING FOR

- Partners in the global market for item level control and lifecycle management, security solutions for documents
- Partners in knowledge based information systems Ecosystems for cleantech

UPCODEWORLD

COMPANY DATA

Founded: 2007
 Employees: 25
 Turnover: 1,2 MEUR

CONTACT

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 sture.udd@upcode.fi
 www.upcodeworld.com

UPONOR INFRA

We have over 60 years' of international experience in developing and manufacturing pipe systems for water, sewage, energy, electricity, telecom and data communications. Our goal is to supply fully functioning systems with a long working life that benefit the home and society. Our task is to make sure that data and telecommunication is protected, that sewer systems are secure and that clean water comes out of the tap. With our knowledge and experience, we offer functional and environmentally safe infrastructure solutions of high quality. Solutions that are at the forefront of development and contribute to a safe, healthy and comfortable environment.



uponor

WE OFFER

- Sewers and wastewater treatment
- Potable water
- Storm water
- Drainage
- Cable and Telecom
- Gas
- Renovation
- Heating and Cooling
- Ventilation
- Designed Solutions

COMPANY DATA

Founded: 1918
Employees: 1340 (2014)
Turnover: 351,3 MEUR (2014)

CONTACT

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VAMP

Vamp Ltd, a member of Schneider Electric, specializes in protection relays and arc flash protection systems for power distribution networks. Vamp's protection relays are used in various applications, from overhead line feeders and substations to power plants and industrial power systems. Their integrated arc flash protection functionality enhances the safety of operations and property and has made Vamp a leading supplier of arc flash protection systems world-wide.



WE OFFER

- Basic and advanced arc flash protection systems for low- and medium-voltage power distribution
- Protection relays for feeders, overhead lines, motors, generators, transformers, busbars, capacitor banks and reactors

SELECTED REFERENCES

- 15,000 arc flash protection systems with 300,000 sensors installed in utilities and power generation
- 5200 protected medium-voltage generators in power plants
- 105,000 feeder protection relays installed in utilities and industries

WE ARE LOOKING FOR

We seek customer satisfaction by providing world-class protection relays and services perfectly fitted to medium-voltage power systems.

VAMP

COMPANY DATA

Founded: 1994
Employees: 37
Turnover: 22,1 MEUR (2014)

CONTACT

Kennet Nyman,
+ 358 50 575 7916
kennet.nyman@schneider-electric.com
m.vamp.fi

VEO

VEO's operations cover the entire energy chain. The company is involved in all stages: from power generation, distribution and transmission to the process industry. Most of VEO's turnover is derived from renewable energy. "We are the market leader in Finland in modernisation of hydropower plant automation and electrification. We also supply substations to wind farms and grid connections, says" CEO Marko Ekman. VEO has the largest switchgear factory in the Nordic countries. The factory was extensively modernised in 2013. "We have invested in our own production domestically to shorten product lead times and increase flexibility", says Ekman. One of VEO's assets is independence. This means that the company can always chose from the most suitable products and systems for each project, regardless of manufacturer.



WE OFFER

Automation and electrification solutions for power plants, electricity distribution and transmission as well as the process industry. Our extensive experience of international project management as well as Expert Services make for a total package delivery.

SELECTED REFERENCES

VEO has delivered over 5000 projects since 1989. Deliveries include for instance 250 substations to 13 countries, electrification of and automation systems for over 1000 diesel or gas power plants

WE ARE LOOKING FOR

We are developing our offer to all customer segments. As a consequence we are looking for new subcontractors for installations and construction work. We are always interested in new innovative products and we strive to make processes more efficient for our customers.



COMPANY DATA

Founded: 1989
Employees: 350
Turnover: 65 MEUR

CONTACT

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www.veo.fi

VNT MANAGEMENT

VNT Management is one of the first Venture Capital management companies in Europe focusing since 2003 on clean technologies, in particular renewables, electrical systems and energy savings. VNT is active in the Nordics and German speaking countries having offices in Finland and in Munich, Germany. VNT mainly invest in technology-orientated start-ups and growth companies in Europe. VNT partners have wide business experience and active management for the investment companies. VNT manages three Venture Capital Funds and the Capital under management is over 150 million euro.



WE OFFER

Equity based investments for interesting technology companies in clean tech space mainly in renewable and distributed power generation and energy saving technologies. Our experience in the relevant business area. Interesting investment opportunities for investors.

SELECTED REFERENCES

The Switch Engineering Oy, OptoGan Oy

WE ARE LOOKING FOR

Interesting technology companies in clean tech space mainly in renewable and distributed power generation and energy saving technologies to invest in. Investors to our coming funds and companies/investors to purchase the companies/our holdings in the investment companies.



VNT MANAGEMENT

COMPANY DATA

Founded: 2002
Employees: 6
Turnover: 2,8 MEUR [2014]

CONTACT

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www.vntm.com

WAPICE

We are a leading Technology Partner for industrial businesses. Our focus is on enhancing our clients' performance across all functions by injecting information technology at its best. With our software and electronics expertise we create solutions that boost industrial innovation. Our solutions are being used by domain leading companies globally. The company was established in 1999 in Vaasa, Finland. We are an independent and privately owned company that currently employs over 280 software specialists, and the company is constantly growing.



WE OFFER

- IoT-Ticket – Your ticket to the Internet of things and beyond
- Summium – Sales Configurator
- CANrunner – CAN Diagnostic Software
- EcoReaction – Clear view of consumption
- Embedded OPC UA server

SELECTED REFERENCES

ABB, ELKAMO, VACON, FLOWROX, PrimaPower, Westwood, Kalustetukku,

WE ARE LOOKING FOR

Wapice offers close Technology Partnerships to its clients to bring new products to the market creating new business from advances in technology.



COMPANY DATA

Founded: 1999
Employees: 280
Turnover: 17,316 MEUR [2014]

CONTACT

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+358 10 277 5000
pasi.tuominen@wapice.fi
www.wapice.com

WELAS

Welas Oy Ltd is a company offering subcontracted services in laser machining. The service package comprises of laser cutting, laser welding, laser drilling, laser machining, and laser marking as well as other related services. Apart from that, the company produces different kind of segmented ink blades for the printing industry as its own products.



WE OFFER

- Laser cutting for extremely precise cutting
- Laser welding for narrow joint and minimal heat effects
- Laser drilling is ideal when a normal drill bit is too thick
- Laser marking
- Complete contract manufacturing

SELECTED REFERENCES

VTT, Flextronics Europe, Polytype SA

WE ARE LOOKING FOR

We are looking for customers worldwide, especially in the Energy Sector. Our services are ideal for customers searching for manufacturing partners.



COMPANY DATA

Founded: 2009
Employees: 5
Turnover: 0,465 MEUR

CONTACT

Livio De Cet
+358 50 369 9508
livio.decet@welas.fi
www.welas.fi

WE TECH

WE Tech Solutions [WE Tech] is a leading energy efficiency solution provider. The company develops, sells and delivers energy efficient solutions for the shipping industry. WE Tech has developed a new type of variable frequency shaft generator system providing many benefits for ship owners, such as reducing fuel consumption and increasing energy efficiency of ships, cutting environmentally harmful emissions, and more. WE Tech is creating savings and bringing the next level in energy efficient shipping!



WE OFFER

- Turnkey delivery of energy efficient solutions for upgrades
- Engineering and delivery of energy efficient solutions for new builds
- Energy efficiency analysis of propulsion machinery and electrical systems
- Selectivity calculations of electrical systems
- Training of operators

SELECTED REFERENCES

m/v Miranda, m/v Mistral [Godby Shipping],
m/v Bore Sea, m/v Bore Song
[Rettig Group Ltd Bore],
m/s Kallio [ESL Shipping]
A series of 4 new building Post-Panamax
sized Pure-Car-Truck-Carrier vessels
[Wallenius Lines]
A series of 4 new building 15000
DWT Product Tankers [Terntank Rederi A/S]

WE ARE LOOKING FOR

Direct customers, Sales partners



COMPANY DATA

Founded: 2009
Employees: 10
Turnover: 4 MEUR (2014)

CONTACT

Mårten Storbacka
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marten.storbacka@wetech.fi
www.wetech.fi

WÄRTSILÄ ENERGY SOLUTIONS

Wärtsilä Energy Solutions is a leading global supplier of flexible base load power plants of up to 600 MW operating on various gaseous and liquid fuels. Our portfolio includes unique solutions for peaking, reserve and load-following power generation, as well as for balancing intermittent power production. Wärtsilä Energy Solutions also provides LNG terminals and distribution systems. As of 2015, Wärtsilä has 58 GW of installed power plant capacity in 175 countries around the world.



WE OFFER

- Solutions
- Smart Power Generation
- Efficiency and Fuel Flexibility
- Dependability
- Lifecycle support
- Operational Flexibility

SELECTED REFERENCES

- IPP 3, Jordan
- Antelope Station, TX, USA
- Kiisa ERPP I & II, Estonia
- For more information please refer to webpage: <http://www.wartsila.com/energy/references>

WE ARE LOOKING FOR

Customers [utilities, IPP's, municipalities, cooperatives, industrial self-generators] and potential partners such as consultants and constructors.



COMPANY DATA

Founded: 1834
Employees: 19,200 in 70 countries
Turnover: 4 779 MEUR (2014)

CONTACT

Jukka-Pekka Niemi
Marketing, Energy Solutions
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WÄRTSILÄ MARINE SOLUTIONS

Wärtsilä Marine Solutions enhances the business of its customers by providing solutions for the marine industry that are environmentally sustainable, efficient, flexible, and economically sound. Our solutions are based on our customers' needs and include innovative products, systems and services. Being a technology leader in this field and through the experience, know-how and dedication of our personnel, we are able to customise optimised solutions for the benefit of our clients around the world.



WE OFFER

Wärtsilä has the broadest offering in the industry covering complete power generation, engines and generating sets, vessel positioning, complete electrical and automation systems, emission control, gas handling, pumping and inert gas systems, ship design, reduction gears, propulsion equipment (propellers, shafts, thrusters), waste water management, automation and power distribution systems, as well as sealing solutions, radars, entertainment systems – and much more.

SELECTED REFERENCES

Large scope of references within merchant, cruise & ferry, navy, offshore and special vessels. For more information please refer to webpage: <http://www.wartsila.com/marine/references>

WE ARE LOOKING FOR

Customer and partners within the shipbuilding industry, owners and operators on the marine and oil & gas markets.



COMPANY DATA

Founded: 1834
Employees: 19, 200 in 70 countries
Turnover: 4 779 MEUR (2014)

CONTACT

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WÄRTSILÄ SERVICES

Wärtsilä is a global leader in complete lifecycle power solutions for the marine and energy markets. By emphasizing technological innovation and total efficiency, Wärtsilä maximizes the environmental and economic performance of the vessels and power plants of its customers. Wärtsilä Services creates lifecycle services for its customers, enhancing their business – whenever, wherever. 11,000 service professionals in 70 countries, 160 locations.



WE OFFER

We provide the industry's broadest range of services for both shipping and power generation. Our solutions range from spare parts and basic support to ensuring maximized lifetime, increased efficiency and guaranteed performance of customer's equipment or installation – in a safe, reliable, and environmentally sustainable way.

SELECTED REFERENCES

1. Five year maintenance agreement for power plant maintenance services for Teck's Red Dog Operations in Alaska.
2. Agreement with Carnival Corporation to pilot technologies and systems for optimised operation.

For more information please refer to webpage: <http://www.wartsila.com/resources/customer-references>

WE ARE LOOKING FOR

Customers and partners in the marine, oil & gas and energy markets.



COMPANY DATA

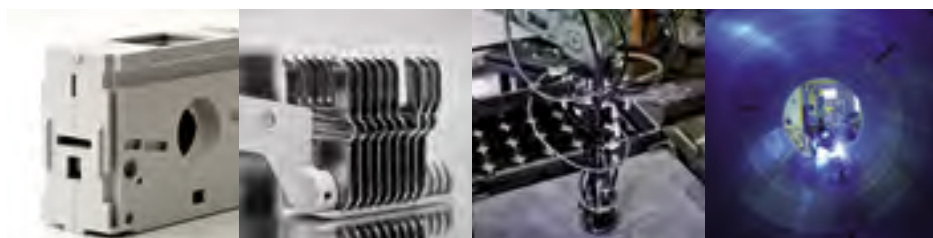
Founded: 1834
Employees: 19,200 in 70 countries
Turnover: 4 779 MEUR (2014)

CONTACT

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Wärtsilä Services
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ÖSTERBERG GROUP

The Österberg Group consists of Österberg Ltd, Österberg Baltic OÜ (Estonia), Wel-Mach Ltd, Petsmo Products Ltd, Manor Ltd, KGN Tool Ltd, Hepmet OÜ (Estonia) and Shanghai Petsmo Trading Co, Ltd (China). Österberg Ltd. specializes in the injection molding of technically advanced plastic components from different thermoplastics and thermosets. Our injection molding machines have a clamping force of 30-1250 tn. We manufacture thermoplastic and thermoset products with a weight of 1-4000 g. Wel-Mach Ltd. is a metal company that specializes in subcontracting for multinational companies. We offer our customers; machining, welding and assembling. Manor Ltd. is a metal engineering workshop that specializes in the manufacturing of pipe duct products and steel structures. KGN Tool Ltd. is specialized in manufacturing of various service tools, toolsets, special machined components and assembling part-assemblies.



WE OFFER

Österberg Ltd

Injection molding, Assembly, Imprinting

Wel-Mach Ltd

Welding, Machining, Assembly

Manor Ltd

Pipe duct products, Steel structures,

Surface treatment

KGN Tool Ltd

Service Tools, Toolsets, Machined components

SELECTED REFERENCES

ABB, Wärtsilä, Scott Safety, Alfa Laval, Outotec, Moventas, Logset

WE ARE LOOKING FOR

We are looking for direct customers in the various industries we specialize in.

COMPANY DATA

Founded: 1948

Employees: 135

Turnover: 28 MEUR (2015)

CONTACT

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www.osterberg.fi, www.wel-mach.fi

www.manor.fi, www.kgntool.com,

www.petsmoproducts.fi



VAASA

THE ENERGY CAPITAL OF FINLAND

It's more than luck that the Vaasa region is home for the leading energy cluster in the Nordic countries. It's the result of persistent hard work and the sum of many factors, such as the region's industrial traditions, international business life and exceptionally wide-ranging cooperation between the region's companies, the public sector and educational institutes. The region's companies have purposefully invested in the fast-growing global energy market. Today, as a result, we can offer excellent solutions for numerous global energy challenges. The city of Vaasa is committed to setting an example. The city boldly promotes sustainable development through improved energy efficiency, the implementation of innovative solutions for energy generation and distribution, as well as investments in education and research.

WWW.ENERGYVAASA.FI