

LOCAL BUSINESS MATCHMAKING EVENT IN KALUNDBORG

The first step towards a potential symbiotic cooperation

Business matchmaking is a currently highly popular form of B2B networking where entrepreneurs and business professionals can identify and launch potentially rewarding cooperation and business partnerships.

Symbiosis Center Denmark, November 2020

With a view to create new business opportunities for local companies, Symbiosis Center Denmark has arranged and facilitated five business matchmaking events in the framework of the BIS project.

Before that, Symbiosis Center provided screenings of under-utilized resources at different companies, pointing them towards local opportunities for increasing cost-effectiveness in production and supporting green business development by exploiting these resources through an Industrial Symbiosis.

The screenings play an important role in terms of setting the scene for business matchmaking. Participating enterprises are provided with an overview of input and output streams and have an opportunity to network with companies with similar challenges and possibilities.

At one of the BIS matchmaking events, two Danish companies Frichs Pyrolysis, located in Horsens, and Kalundborg Bioenergi - Bigadan met to find opportunities for their potential future symbiotic cooperation.

The role of Symbiosis Center as a matchmaker was to create a framework, so that these companies could meet, understand each other and have a good chance of initiating the cooperation.

"We established contact with Frichs Pyrolysis in connection with our participation in the Interreg project CISKA's "Uncaptured Values" conference this March", said Thomas Nielsen, the BIS project manager, and continued: "this led to a virtual screening of Frichs Pyrolysis under the BIS Project".

Frichs Pyrolysis, a Danish-owned industrial company, has developed a method and a reactor for thermal mineralization of hydrocarbon-containing materials including sewage sludge and biomass.

"Following the results of the virtual company screenings, we decided to contact Kalundborg Bioenergi – Bigadan as a potential business match for Frichs Pyrolysis, said Thomas.

Kalundborg Bioenergi – Bigadan, a member of Kalundborg Symbiosis, operates a local biogas plant that, in its turn, treats fermentation slurry from the local biochemical plants and turns it into natural gas.

The matchmaking event was organized as a physical meeting hosted by Kalundborg Bioenergy, and resulted in understanding of the common interests of the companies and highlighting potential synergies mainly via the introduction of new and innovative technologies.

The companies agreed to test sludge from two of Bigadan's gas plants to find out if it is possible to extract more gas from already rotted sludge through a thermochemical process, so-called pyrolysis, under limited or absent oxygen. Due to this process, liquid biomass turns into biochar, a carbon-rich material, which is easier to handle, and, unlike biomass, will not convert into CO₂ for the next 500 to 1000 years.

During the test period, a significant amount of thermic gas was extracted from already gasified sludge at Bigadan's gas plant in Solrød. Based on the good test results, the BIS project has provided funds for development of an extended green business model for Frichs Pyrolysis, which will also include further analysis of both gas and biochar. Moreover, there will be created a business case in relation to Bigadan's handling of rotted sludge at the gas plant in Solrød.