

Matchmaking Mission on Pollutec Lyon 2016  
29<sup>th</sup> of November – 2<sup>th</sup> of December, 2016 Lyon, France  
Catalogue of Participants



A Project funded by  
the European Union

Implemented by



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## INTRODUCTION

The Project Low Carbon Business Action is a European Union-funded initiative that aims to contribute to the sustainable development and greening of Brazilian industries through the adoption of low emission technology. The Project will engage 720 Small and Medium-sized Enterprises (SMEs) from Brazil and from the 28 member states of the European Union (EU) through a series of Business Match-making missions to be held between May 2016 and February 2018. For this purpose the Project seeks to identify and to promote business partnerships between selected companies, and to strengthen liaisons between industry clusters and other industry organisations. Cooperation Partnership Agreements between companies from Brazil and the EU shall lead to bankable proposals in a second phase of the LCBA initiative. The project will promote cooperation partnership agreements for better competitiveness and environmental sustainability of the participating enterprises.



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## **ABESCO**

**Associação Brasileira das Empresas de Serviços  
de Conservação de Energia (Brazilian Association  
of Energy Conservation Service Companies)**

[www.abesco.com.br](http://www.abesco.com.br)

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the Brazilian Association of Energy Conservation Service Companies – ABESCO is a civil entity, nonprofits organization that officially represents the Brazilian energy efficiency segment, made up of several areas businesses. It was founded in 1997 and currently has over 100 members, the goal of ABESCO is to foster and promote actions and projects for energy market growth, benefiting not only its members, but also society, thus contributing to country's development.



## **ABRELPE**

**Associação Brasileira de Empresas de Limpeza Pública e Resíduos Especiais (Brazilian Association of Public Cleansing and Waste Management Companies)**

[www.abrelpe.org.br](http://www.abrelpe.org.br)

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ABRELPE is a national non governmental and not for profit association, established in 1976. Based in Sao Paulo, Brazil, the association congregates around 40 urban cleansing and waste management companies in all its areas. ABRELPE's mission is to promote the technical and operational development of the waste management sector, always with fundament on environmental and sustainable directives. The core business of ABRELPE is to promote the development of the industry's practices through new solutions towards the adequate waste management, mainly the ones that adopt an oriented view of waste as a resource. In its actions ABRELPE maintain strict cooperation with Public and Private entities, Universities and other organizations, developing researches, publications, capacity building events, regulation development and technical assistance.



## **ACCS**

**Associação Catarinense de Criadores de Suínos  
(Santa Catarina State Association of Swine Breeders)**

**[www.accs.org.br](http://www.accs.org.br)**

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ACCS is the Santa Catarina pig farming Association, giving priority to improvement in the producer's quality of life, self-sustaining development of the activity through the introduction of sustainable practices and renewable energy supplies as such biogas production, ensuring food security to the consumer.

The Santa Catarina Association of Swine Breeders is a Class Entity, nonprofit, founded on July 24, 1959 to serve and defend all pig farmers class in the state of Santa Catarina. It holds 43 associates.



## **ANCAT**

**Associação Nacional dos Catadores de Materiais Recicláveis  
(National Association of Recyclable Materials Collectors)**

**[www.ancat.org.br](http://www.ancat.org.br)**

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The aim of ANCAT (National Association of Recyclable Materials Collectors) is to seek the social-economic development of the collectors of recyclable materials, the dissemination of cooperativism and associateship as well as promoting the recycling and preservation of the environment.

## **APL Polo Naval e de Energia do RS**

(Association of the Naval and Energy Cluster of Rio Grande Area)

[www.aplnavalriogrande.org](http://www.aplnavalriogrande.org)

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The Association of the Naval and Energy Cluster of Rio Grande Area is a non-profit organization that congregates large shipyards, energy industries, suppliers, third sector company associations, unions, municipalities and universities in the southernmost part of Brazil. Our mission is to promote the competitiveness of the industry and whole territory with social welfare and sustainability. We have been supported by the three Brazilian government levels (Federal, State and Municipal) running projects to mobilize the sector, increase the international and technology level of our companies, besides to share technological facilities.





## **APL TIC VALE**

**Arranjo Produtivo Local de Tecnologia da Informação e Comunicação de São José dos Campos e Região (Information Technology and Communication Cluster of São José dos Campos and Region)**

**[www.ticvale.org.br](http://www.ticvale.org.br)**

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The TIC VALE (Local Productive Arrangement of Information Technology and Communication of São José dos Campos and Region) is a network of highly qualified companies that offer complete solutions in the areas of information and communication technology. The group, currently composed of over 67 companies, is supported by a governance composed of public and private institutions and teaching, research and development organizations.



## **Centro SEBRAE de Sustentabilidade (MT)**

**(SEBRAE Sustainability Center)**

**[www.mt.sebrae.com.br](http://www.mt.sebrae.com.br)**

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The Sebrae Center for Sustainability is Sebrae's national reference unit on the theme. Inaugurated in 2010, it acts with the generation and dissemination of sustainability knowledge applied to small businesses. Our role is to map sustainable innovations, techniques and practices in Brazil and in the world, formulate exclusive content and show entrepreneurs that it is possible to be more profitable, reducing impact on the environment and contributing to a more just and equal social development. Sebrae believes that adopting principles of business sustainability is profitable and is also real for small business.



**Confederação da Agricultura  
e Pecuária do Brasil**

## **CNA**

**Confederação da Agricultura e Pecuária do Brasil  
(Brazilian Confederation of Agriculture and Livestock)**

**[www.cnabrasil.org.br](http://www.cnabrasil.org.br)**

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CNA is a union of employers, representing roughly two million Brazilian small, medium and large-scale Brazilian commercial farmers, engaged in various fields of agriculture. Founded in 1951, in recent years CNA has consolidated its position as the main forum for debate and decision making for Brazilian agribusiness.

The CNA System comprises twenty seven state-level agriculture and livestock federations and over two thousand rural unions, through which direct support measures are provided for farmers at the local level. Other components of the CNA System are the National Rural Learning Service - SENAR which provides capacity building for farmers and farm workers, and the Instituto CNA, a research institute which conducts rural development studies and promotes social responsibility.



## **IBICT**

**Instituto Brasileiro de Informação em Ciência e Tecnologia  
(Brazilian Institute of Information in Science and Technology)**

**[www.ibict.br](http://www.ibict.br)**

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The Brazilian Institute of Information in Science and Technology (IBICT) is the branch of Brazilian Ministry of Science, Technology, Innovation and Communication (MCTIC) engaged in prospecting and disseminating information in the field of Science, Technology and Innovation (ST&I). It works to expand and promote access to national and international databases. Among its projects, special mention should be made to EEN - Enterprise Europe Network, a platform created in 2008 by the European Commission in order to help small and medium-sized enterprises accessing information on business policies and opportunities, also helping legal proceedings of technology transfer, Research, development and innovation (R&D+i). There are about 600 institutions in more than 60 countries linked by a network of database, which gathers information on companies and markets of each country.



## **MDIC**

**Ministério da Indústria, Comércio Exterior e Serviços  
(Ministry of Industry, Foreign Trade and Services)**

[portalapl.ibict.br](http://portalapl.ibict.br)

**Name:** Gabriela Maretto Figueiredo

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Established in 1999, the Brazilian Ministry of Industry, Foreign Trade and Services is responsible for the following subjects:

- Development policy on industry, trade and services;
- Intellectual property and technology transfer;

The MDIC coordinates the programme of APL (Arranjos Produtivos Locais) which fosters the development and strengthening of local clusters in several areas of activities.



## **SEBRAE**

**Serviço Brasileiro de Apoio às Micro e Pequenas Empresas  
(Brazilian Micro and Small Business Support Service)**

[www.sebrae.com.br](http://www.sebrae.com.br)

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SEBRAE is a non-profit private entity with the mission of promoting the sustainable and competitive development of small businesses. Through our experience we have become experts in small business development in Brazil. Our role is to foster entrepreneurship, providing guidance to help small businesses to grow and generate more employment, helping to develop the Brazilian economy. We have a network of almost 700 onsite service centers throughout the country. We count on more than five thousand small business experts working towards transferring knowledge and know-how to those who own or intend to start a company.



**Prefeitura de  
SOROCABA**

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## **Secretaria de Desenvolvimento Econômico e do Trabalho de Sorocaba**

**(Sorocaba Municipality)**

**[www.sorocaba.sp.gov.br](http://www.sorocaba.sp.gov.br)**

**Name:** Geraldo Almeida

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at Sorocaba Municipality

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The Department of Economic Development of Sorocaba develops, plans and coordinates the economic activities, agribusiness and labour; referring the worker to qualification and enhancement of labour programmes; intermediating the work, fomenting the revenue stream through stimulating the attraction of investments; attending to entrepreneurship and innovation, consequently enhancing the municipality competitiveness.

## **SindusCon-SP**

**Sindicato da Indústria da Construção Civil do Estado de São Paulo  
(São Paulo State Civil Construction Industry Union)**

**[www.sindusconsp.com.br](http://www.sindusconsp.com.br)**

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SindusCon-SP, São Paulo State Civil Construction Industry Union, is the support and reference to the state civil construction sector, defending the sector permanent and sustainable evolution in its chief dimensions – productive, economic, social and environmental – always seeking superior competitive levels to its associates businesses. For 82 years conducting and representing the civil construction industry, SindusCon-SP has won wide respect both from the free enterprise and public agencies across the world. Representing over 15 thousand associate companies, it is a leader in Latin America business world. SindusCon-SP operates in São Paulo State, representing 27.5% of the Brazilian civil construction sector, which, in its turn, represents 5.35% of the country GDP.





## **UPB**

**União dos Municípios da Bahia**

**(Union of Municipalities of the State of Bahia)**

**[www.upb.org.br](http://www.upb.org.br)**

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A UPB represents 417 cities, over 70% of the state of Bahia municipalities. It works in close partnership with DesenBahia (local state development agency) in project aimed at introducing renewable energy - solar photovoltaic - and on the solid waste management through the use of new technologies and resource-efficient practices for mitigating GHG emissions.



## **CDO INNOV BRESIL**

[www.cdoinnov.com.br](http://www.cdoinnov.com.br)

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Founded in 2015, CDO INNOV Brésil (a brand of ISALT group) offer for their customer a full range of tailor-made product for terrestrial and aquatic sensitive environment. CDO INNOV can offer a large range of products from waterweed cutting, crawlers vehicles to marine depollution.

CDO Innov can offer a large range of product from waterweed cutting, crawlers vehicles to marine depollution.

We focus on for different fields : terrestrial (access to low-bearing environment), aquatic plants (management of invasive aquatic plants), hydrocarbon (hydrocarbon depollution open sea, near costs and nearshore and ports) and seaweeds (seaweeds and floating wastes).



## **COOBER**

**Cooperativa Brasileira de Energias Renováveis  
(Brazilian Cooperative of Renewable Energy)**

[www.facebook.com/coober2016](http://www.facebook.com/coober2016)

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COOBER is the first cooperative of renewable energy in Brazil, founded by 23 energy consumers who have decided to join in the cooperative to produce renewable energy - solar photovoltaic and thus become “prosumers”. Our origin is based on 17 ODS (Objectives of Sustainable Development) stipulated by the UN, in particular the objective 07 on clean energy. Generate renewable energy, to inject into the distribution network and make the residence of the members. We hope with our example accelerate the transition from centralized energy matrix for a decentralized, cooperative and sustainable matrix. It is a long way and with no return.



## Corpus

[www.corpus.com.br](http://www.corpus.com.br)

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Corpus Saneamento e Obras Ltda. was established in 1982 in order to meet the urban cleaning sector and is currently specializing in the collection, transportation and disposal of waste (domestic to dangerous), deployment and management of landfills, cleaning of public and private buildings, street maintenance, squares and other public spaces, landscaping and maintenance of green areas, maintenance of roads and highways and composting. The past three decades, Corpus has attended dozens of public customers in different states of the country and has hundreds of private clients of different sizes and different needs. Today follows his work increasingly willing day to improve their performance, optimizing time, hand labor and costs.



## **EBM Bioenergia**

[www.ebmbioenergia.com.br](http://www.ebmbioenergia.com.br)

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EBM BIOENERGY is a management company, Innovation and Technology in Waste related to CEPPEs, and aims to provide alternative technology for sustainable waste management in place management models, operation and disposal currently practiced. Using the EBM technology, process diagnostics allows to establish programs to reduce waste generation, settlement by source, no contamination of recyclables, eliminating unsanitary handling, use the built-in economic value, discard reduction and cost, enabling better performance in anaerobic digestion type of the organic fraction in the production of biogas and other.



## **Ecoplasma Tecnologia Aplicada e Participações Ltda**

[www.ecoplasma.com.br](http://www.ecoplasma.com.br)

**Name:** Victor Bartholomeu

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Ecoplasma is a Start-up company dedicated to develop plasma technology. Our mission is to help industries and government to reduce their environmental footprint and to promote new business opportunities with the by-products generated during waste and wastewater processing using our patented technology. We offer integrated plasma torches and submerged plasma solutions seeks processes improvement, waste, wastewater and gases treatment, pursuing water and solids recovery as well as heat or energy cogeneration.



## **Engpiso - Engenharia & Soluções Integradas Ltda**

[www.engpiso.com.br](http://www.engpiso.com.br)

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**Tel.:** +55 71 3012 8246

Engpiso is a Brazilian company that invests in developing new technologies aiming at a better cost-effectiveness. It is currently located at Bahia Technological Park - Áity Business Incubator – where it develops its research and innovation projects in partnership with FAPESB, SENAI-CIMATEC, Ufba and Ucsal. Its guiding cores are sustainability and Low Carbon systems. The Group has been working in the Civil Construction field for over 21 years, and it has executed over 7.0 million m2 of floors in the following fields: industrial, logistics, shopping malls, hotels. It has even worked in the international market - in Angola.



## **GAS SERVICE Industrial**

[www.gasserviceindustrial.com.br](http://www.gasserviceindustrial.com.br)

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Gas Service is a company in Industrial Combustion Systems in Energy Sector from south of Brazil .We focus on three different fields : Biomass ,Biogas and gas applied in Process Heating Equipments . Our major experience is development equipment on field of Industrial Heating in largest different process like Agri-business - Drying of grains (Soya and Corn), Industry - Coating Cure and Conversion Source of Industrial Heating Systems. Our Markets are Industries that have a intensity use of Energy , like as Eletricity ,Gas ,Oil like source of heating Equipments. We want to find partnerships to development the Biomass Market in others fields applications in process heating of our Industries.





## **GASGRID Gas & Energia S/A**

[www.gasgrid.com.br](http://www.gasgrid.com.br)

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**Job Position:** Technical Director

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Gasgrid is an energy company, specialized in projects with low carbon emissions, which has experienced professionals in engineering and Government regulatory environmental in Brazil. We are currently developing 30 MW of Bioelectricity and more than 5 million monthly cubic meters of Biomethane, to supply customers between the leading companies at the sustainability index of São Paulo Stock Exchange.

The GASGRID also operates distributed energy with photovoltaic panels, exclusively focused on “off grid” energy supply to remote systems for water and sewage treatment and desilting of degraded springs.



## **JBraz Engenharia e Representações LTDA**

[www.jbraz.com.br](http://www.jbraz.com.br)

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JBraz is a company that has over 20 years of existence, working in the areas of civil engineering and commercial representation of foreign products and services that bring Brazil to new technologies and innovation.

Acting more than four years in the energy sector, oil and gas, aviation among others, JBraz represents companies from different countries, developing their products in a market with various peculiarities, such as the Brazilian.

For his experience in foreign trade, logistics and knowledge of the Brazilian market JBraz has participated in fairs and conferences in various countries seeking innovative products to develop them in Brazil.



## **Jordão Engenharia**

[www.jordaoengenharia.com.br](http://www.jordaoengenharia.com.br)

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Jordão Engenharia was founded in 1998. During our history, we constantly search for excellence in the development of research projects and technology innovation in electrical systems, energy efficiency projects and on the development of softwares applied in engineering activities.

We are attentive to the constant advances of the Brazilian electricity sector, operating in several states of Brazil.



## PISCIS

[www.piscis.ind.br](http://www.piscis.ind.br)

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**Job Position:** Director of Innovation

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PISCIS is a company that grew out as a job of R, D & I, which noted not correct disposal of waste from aquaculture and aimed to transform this waste into a products with high benefit. We have initiated awareness raising campaigns among fish farmers. Then we have guided the collection of waste and its transformation into oil supplying animal feed factories. Over the years, PISCIS has specialized in the production and implementation of innovative environmental projects. The operation is to observe a problem, propose an innovative solution to produce and implement an innovative project that addresses the demands presented. PISCIS mapped effluents agribusinesses of Ceará and identified business opportunities in the areas of biogas and renewable energy (wind and solar). We consider this as a business opportunity.



## **RenovAR Soluções Energéticas e Sustentáveis LTDA**

[www.renovarenergias.com](http://www.renovarenergias.com)

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We are an Engineering, Procurement, and Construction (EPC) start-up in the electrification and energy sector. Our focus is to reduce the energy bill of our customers through renewable energy efficiency projects. We aim at accomplishing a high level of services at very competitive market prices. Our strong experience and flexibility allows us to deliver customized and complete projects. Our potential markets are residential and commercial customers with high purchasing power and high energy consumption. We already have 14 photovoltaic plants in our portfolio and 3 new projects to be installed.



## **RPP CONSTRUTORA**

[www.rppconstrutora.com.br](http://www.rppconstrutora.com.br)

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RPP Construtora is a building company based in the south of Brazil, whose core activities involve providing design and construction solutions tailored to specific client's needs, budget and goals. We also develop residential and industrial land, designing and providing road, illumination, drainage, water supply and sewage infrastructure. We have comprehensive experience in construction and all-round support to architects, engineers and subcontractors and strive for the best quality services in our market.



## **SULTECH Sistemas Eletrônicos LTDA**

[www.sultech.com.br](http://www.sultech.com.br)

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Sultech has 25 years of experience in the development and manufacture of equipment for management and control of electric power. Our core products are Power Factor Controllers, Multimeters, Power Analyzers and Demand Controllers. Therefore we act in the industry of energy and construction, in electrification cooperatives, smart buildings, sanitation, and oil and gas. Our focus, besides the product quality, dwells in a highly specialized team with an extensive domain over its manufactured equipment, which allows flexibility in customization, fast delivery and excellent support in the after sales. Moreover, our products can be integrated with various existing equipment on the markets.

## ZEG ENVIRONMENTAL

[www.zeg.com.br](http://www.zeg.com.br)

**Name:** Andre Tchernobilsky

**Job Position:** CEO

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Zeg Environmental is a Brazilian company that is a pioneer in the newly established Brazilian National Solid Waste Law which is restricting landfills to operate traditionally - having residues to go through processes that reduce, recover or reuse them. We headed the first and biggest sorting plant in Brazil. Ever since, Zeg has worked with municipalities and industries on elaborating master plans for residue treatment, providing waste characterization studies and waste truck routing designs. For the past 2 years, Zeg has focused on the validation and elaboration of a new Pyrolysis System which we believe is the global trend and new breakthrough on sustainable waste to energy projects. We promote proper waste final disposal in a decentralized manner by generating renewable distributed power in small to medium plants.

Brazilian market generates 80 million tons of waste per year and in the last 4 years, this generation has increased by 10%.





## NOTES

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