



BioVoice – Programme for – Biobased and Circular innovation



BioVoice
Innovatie & Business Booster



PNO

We believe in Open Innovation

**in faster, more successful
innovation by working with start-
ups & scale-ups**

Why Open Innovation?

1

Find the innovative solutions that are already out there and avoid having to reinvent the wheel.

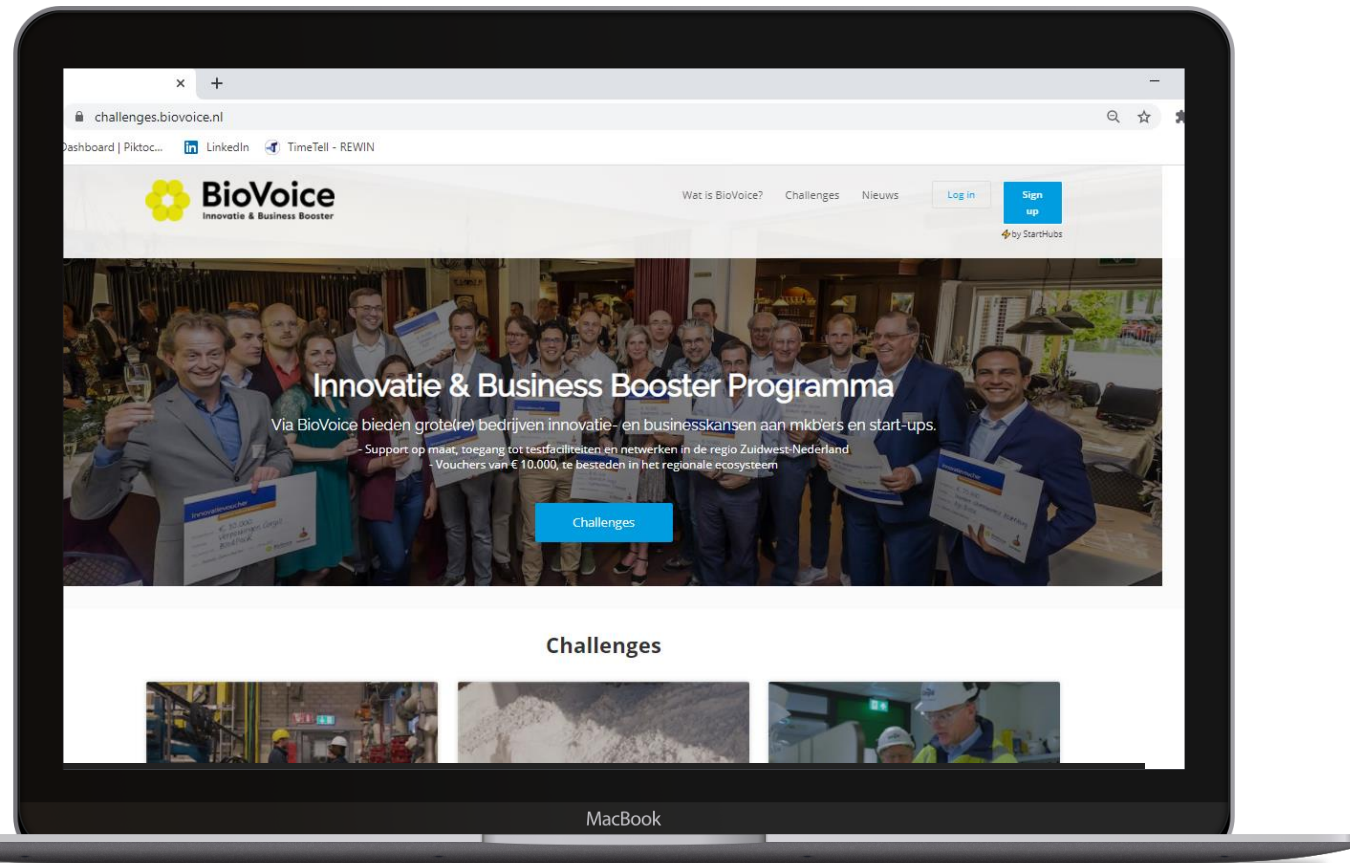
2

Collaborate with companies that can innovate more quickly and more successfully.

3

Expand your network with innovators and innovative companies in and beyond your sector.

BioVoice



BioVoice is the premier programme for biobased & circular innovation

We introduce **large companies**, to **start-ups** and **scale-ups**, and vice versa

Our goal is to accelerate the **transition to a biobased and circular economy**

The BioVoice process



1. We discuss your **innovation** and **sustainability agenda**



2. In a workshop, your problems are transformed into **concrete challenges**



3. The challenges are published



4. The challenges are **promoted** and our team **actively scouts** SMEs/Start-ups that may have a solution



5. You draw up a shortlist and meet the companies behind the most **promising solutions**



6. With the support of coaches, partnerships are formalized in **innovation contracts**



7. We give out vouchers to **boost** the pilot



8. The coaches remain invested in the project to manage the process and **guarantee a good result**



Why BioVoice?

- Innovative / surprising solution to your problem
- Cross-sectoral approach
- Innovative network of innovators & other large companies
- Boost your reputation through sustainability and open innovation
- Attract talent
- Valuable process guidance
- Access to regional testing facilities
- Innovation contract with funding through vouchers
- **Tried & tested method – that costs less time, money and energy!**

Dow's Challenge



'We appreciate the initiative and hope to engage with results and new challenges in the future' – Dow Terneuzen

How can we prevent mussels and oysters from growing in our seawater cooling system in an ecologically friendly way?

[Check out the challenge](#)

Result

- 20 start-ups/scale-ups proposed a solution
- 5 companies were invited for an introductory meeting
- 1 innovation contract

SABIC's Challenge



How can we create sustainable value with our hydrogen?

[Check out the challenge](#)

Result

- 15 start-ups/scale-ups proposed a solution
- 4 companies were invited for an introductory meeting
- 2 innovation contracts

Cargill's Challenge



'This approach spans entire sectors and industries. It's truly unique and has opened up inroads and created connections that we would never have thought of ourselves'
- Cargill Bergen op Zoom

What industrial uses are there for wheat protein?

[Check out the challenge](#)

Result

- 4 start-ups/scale-ups proposed a solution
- 4 companies were invited for an introductory meeting
- 3 innovation contracts

Capi Europe's Challenge



Who has a 100% biobased alternative for the raw material we use for our design flower pots?

[Check out the challenge](#)

Result

- 9 start-ups/scale-ups proposed a solution
- 5 companies were invited for an introductory meeting
- No innovation contract, 1 partnership

In 90% of the challenges, the organization found a full or partial solution for their problem and embarked on a partnership

**In 60–70% of the challenges, the
solution came from a different
sector**

That's the power of
BioVoice

BioVoice 2.0 Results



- **9 Challenges**

Biobased & circular challenges issued by Capi Europe, Cargil, Cosun, Dow, LambWeston/Meijer and SABIC

- **85 Start-ups & Scale-ups**

Who pitched their solutions

- **32 matchmaking meetings**

The companies with the best pitches were invited for an introductory meet-up

- **17 matches**

8 innovation contracts and 9 other partnerships

One of the BioVoice success stories

evodos
DYNAMIC SETTLERS

Cargill



14 juni 2020

Cargill positief verrast door veelbelovend resultaat eerste BioVoice-ronde

Mkb'er Evodos uit Raamsdonksveer helpt multinational Cargill om biomassa efficiënter en effectiever te ontwateren. De twee bedrijven werken succesvol samen dankzij het BioVoice-programma, dat vraag en aanbod op het gebied van biobased innovatie bij elkaar brengt. Thomas Liefing van Cargill; "BioVoice is een ideaal programma om op een laagdrempelige manier een voor ons nieuwe technologie te testen".

"Nee, ik kan niet te veel details geven over wat Evodos precies voor ons doet, want dan is onze voorsprong direct weg", verontschuldigt Liefing zich. "Maar ik ben heel tevreden over de mogelijkheden die BioVoice biedt en over de resultaten van de testen met Evodos".

→ **Challenges.** BioVoice werkt met zogenoemde challenges waarin een groot bedrijf vraagt om innovatieve biobased ideeën, producten of processen als oplossing voor een bestaand probleem. Start-ups en mkb'ers worden uitgenodigd zich aan te melden, waarna er een selectie plaatsvindt en bedrijven aan elkaar worden gekoppeld. Vervolgens worden de beoogde partners begeleid richting een innovatiecontract, waarin ze de doelstelling van de samenwerking vastleggen. De challenge die Cargill Bergen op Zoom begin vorig jaar lanceerde, was om een manier te vinden om biobased productstromen op een effectieve en energiezuinige manier te ontwateren.

→ **Game changing separatietechniek.** Cargill levert onder meer voedings- en landbouwproducten aan afnemers wereldwijd. Het bedrijf heeft productie-units in zeventig landen en zo'n 155.000 medewerkers. Evodos ontwikkelt en bouwt innovatieve apparatuur waarmee het vaste deeltjes uit vloeistoffen haalt. Bas van Opdorp van Evodos; "Het is een game changing separatietechniek en een innovatief proces dat door ons is gepatenteerd. Wij veranderen hiermee processen, productstromen én verdienmodellen, omdat wij op een economische manier iets uit een vloeistof kunnen halen".

→ **Opening naar nieuwe business.** Bob Houpst is namens ontwikkelingsmaatschappij REWIN West-Brabant de projectleider van BioVoice. Hij wees Evodos op de vraag van Cargill op het BioVoice-platform. Houpst; "Ik kende Evodos vanwege eerdere contactmomenten met REWIN". Van Opdorp; "Het BioVoice-concept en de vraag van Cargill spraken ons direct aan. Voor ons is het een opening naar nieuwe business. Onze corebusiness zit in de algenteelt en is

bepoort in omvang, terwijl onze technologie geschikt is voor veel verschillende situaties, zoals met biomassa en de olie- en gassector. Echter, om de stap naar een platformtechnologie te kunnen maken, heb je een partner nodig die je de ruimte geeft om door te ontwikkelen. BioVoice faciliteert dat". →

'Er zijn vergelijkbare producenten in de regio met andere typen biomassa die wij ook kunnen helpen'

15

To read the full article,
[Click here!](#)

More BioVoice success stories



You will probably understand that most of BioVoice's results are confidential.

Need a reference? We'll gladly put you in touch with previous challengers.



A photograph of two men shaking hands on a modern green and grey couch. The man on the left is older, balding, wearing glasses, a dark suit, and black shoes. The man on the right is younger, with a beard, wearing a blue sweater, jeans, and grey sneakers. Behind them is a large white banner with yellow circular graphics. The banner contains the text "BELIEVE IN BEAUTY OF THE DREAM" at the top, "BioVoice" in large letters, "Boosting Biobased Business" in smaller text, and "www.biovoice.com" at the bottom. To the right, a wooden shelf holds various items including a brown paper bag and a small book titled "biovoice".

**Want to get started with
BioVoice?**

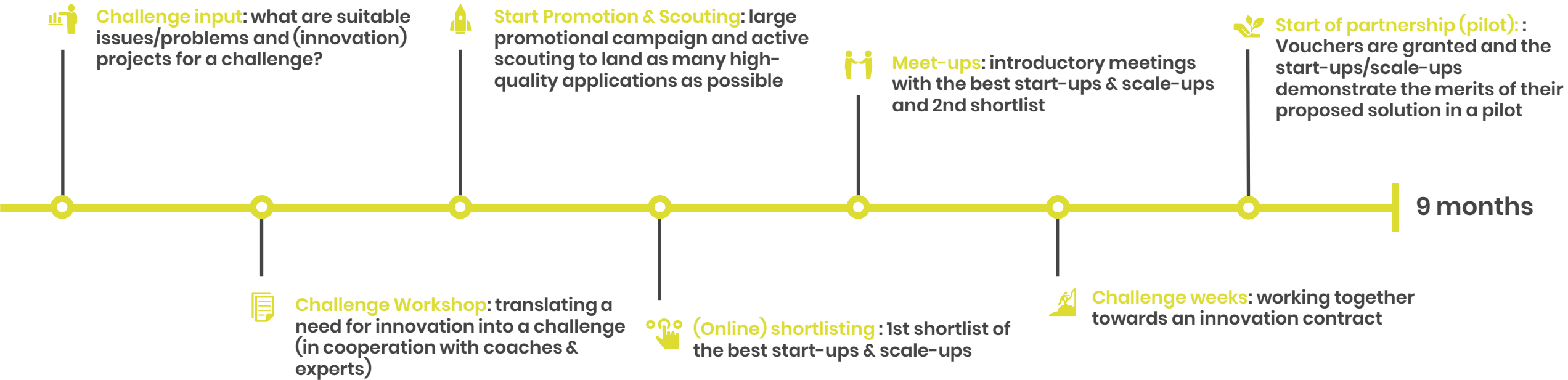
BioVoice 3.0



● Round 3

- **26 October 2020 – 26 March 2021**
 - Phase 1 Find/formulate challenges | Publication
- **29 March 2021 – 21 May 2021**
 - Phase 2 Launch challenges | Promotion | Scouting
- **25 May 2021 – 9 July 2021**
 - Phase 3 Shortlists | Meet-ups
- **12 July 2021 – 14 October 2021**
 - Phase 4 Challenge weeks | Final event
- **› Oct 18, 2021**
 - Phase 5 Implementation | Guidance

Timeline



What are suitable topics and (innovation) projects for a challenge?

Challenges can be technology, process, or application-related. Topics can include:

- Value creation based on waste flows
- Process optimization and sustainability
- Biobased raw materials and product development
- Carbon reduction
- And so on.



Participation fee – BioVoice 3.0

Introductory offer



€1.950

Participation in a challenge round

Issue your own biobased/circular challenge or innovation project, including:

- Workshop on 'formulating a challenge'
- Challenge video
- Scouting
- Promotion
- Shortlist support
- Process guidance & coaching
- Knowledge/network



A pilot budget of min. € 10,000 per signed innovation contract

- This will be matched by BioVoice, who will grant a €10,000 voucher to be spent on the pilot
- Process guidance



A single challenge costs at least €40,000. Currently, the programme is supported by various grants and subsidies. In order for the programme to continue in the future, we are working towards a self-sustaining business model.

For round 3, we are asking challengers to contribute by paying a small participation fee, which will allow us to partially offset the costs for the activities detailed above.

Here are some of the companies that preceded you



BioVoice is a programme by



Provincie Noord-Brabant



Regio Deal
MidWest-Brabant

Questions?

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