Co-funded by the
Erasmus+ Programme
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Scale-up4 Sustainability

Againity-Internationalization

Facts & Main Elements

- **3 Bachelor theses**
- **1 Bachelor studies project**
- **2 Master's studies projects**
- **1 international students collaboration project**

- Technologies for electricity generation from industrial excess heat (Bachelor thesis).
- Drying and combustion of sewage sludge (Bachelor thesis).
- The European ORC-market – A study of the market's driving forces and obstacles, stakeholders, and potential future development (Bachelor thesis).
- General market and competition analysis (Bachelor studies project).
- Investigation of expansion of Againity into east European countries and the waste to energy market (Masters studies projects).
- Upscaling upcycling business - A study of support business ecosystems for upscaling upcycling businesses (Masters studies projects).
- Againity goes international (international student collaboration).

Main outcomes

Againity's internationalization strategy

- Grow on the north European market (Baltic countries, Finland, Poland, Great Britain) by own sale personnel and sales agents/partners.
- Get closer to the industrial waste heat market.
- A long term focus on waste-to-energy applications.
- Building strategic alliances with boiler manufacturers and consulting firms in the energy sector.

What's new?

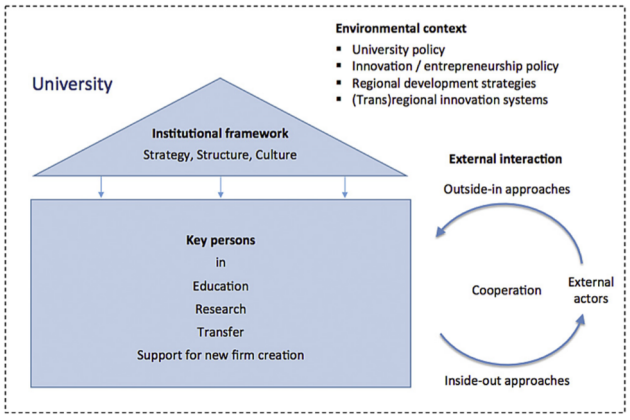

Figure 1: Potential areas influencing university collaboration with industry (Fichter and Tiemann, 2018)

Lessons learned & Plans for Future

Lessons learnt:

- Challenging for students to meet both academic and company requirements.
- Composition of the student teams influenced their focus on either ORC technology or internationalization.

Major outcomes:

- Overall analysis of the European ORC market.
- Alternative technologies and competition in northern Europe.
- Mapping of heat producers, including yearly production (GWh heat/year) and installed power (MW).
- Regulatory aspects, electricity prices, taxes.
- Specific projects on waste-to-energy in south-eastern Europe and electricity production from sewage gas.