### List of Finnish Delegates

<table>
<thead>
<tr>
<th>Company</th>
<th>Profile</th>
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<tr>
<td><strong>AC2SG Software Oy</strong></td>
<td><strong>Profile</strong>: AC2SG Software is an innovative software player focused especially on EV (Electric Vehicle) infrastructure planning and deployment, analytics and pricing for EV charging service. Additionally, we are developing software for managing micro-grids used for rural electrification. Our value proposition is to optimize the cost of the infrastructure and grow service revenue with innovative service packaging. While the software is delivered with Software-as-a-Service, we are keen to work with local partners that provide consulting and tailoring services on top of our Software. We have done software development for demand response and rural electrification with renewables. AC2SG is keen on working with Indian partners in solution development and deployment. <strong>Goals for the visit</strong>: 1) to understand the Indian market and the key players better and 2) to engage with some key players and develop first commercial engagements (consulting, other services)</td>
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<td>Mr. Jaakko Aho</td>
<td><strong>Offerings</strong>: Software development and solutions, IT consulting, EV network planning and consulting.</td>
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<td><strong><a href="http://www.ac2sg.fi">www.ac2sg.fi</a></strong></td>
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<td><strong>BaseN Corporation</strong></td>
<td><strong>Profile</strong>: BaseN has a full suite of applications for smart grid having a strong domain expertise. As a mature Software as a Service (SaaS) and Platform as a Service (PaaS) provider with 15 years in continuous development, BaseN provides an extremely scalable, fully distributed, resilient and secure real-time monitoring and control platform for ICT, M2M and IoT combined. BaseN offers new ways to capture, store, process, analyse, visualize and control extreme volumes of things and data real-time, which enables next-generation digital businesses to greatly improve what they do and how they do it. Our Energy partners are: Fortum, Vattenfall and Vantaan Energia. The smart grid solutions including hourly changing energy prices for consumers, Demand Response, integration of Micro Grids – Solar, Wind etc. Also integration to other different ERP, Scada, CRM systems come as a standard. <strong>Goals for the visit</strong>: Business opportunities in smart grid sector and any other where IoT / ICT can be applicable</td>
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<td>Mr. Somanath Avvari</td>
<td><strong>Offering</strong>: BaseN is a global Internet of Things (IoT) operator enabling the transformation from physical products to intelligent services in any industry.</td>
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<td><strong><a href="http://www.basen.net">www.basen.net</a></strong></td>
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<td><strong>Chempolis India P Ltd</strong>&lt;br&gt;Mr. A Manickam&lt;br&gt;Director&lt;br&gt;&lt;a&gt;www.chempolis.com&lt;/a&gt;</td>
<td>Chempolis is a technology leader providing innovative and sustainable solutions for biomass, sugar, alcohol, palm oil, paper, oil &amp; gas and energy industries. Our mission is to deliver bio refining technologies capable of refining biomass economically into high-quality products while minimizing environmental impacts and maximizing social benefits. &lt;br&gt;&lt;br&gt;<strong>Offering:</strong> Solutions for biomass, sugar, alcohol, palm oil, paper, oil &amp; gas and energy industries&lt;br&gt;&lt;br&gt;Our flagship product, formicobio™ technology, enables highly sustainable production of cellulosic ethanol, biochemical and surplus electricity from non-food biomass such as straw, bagasse, bamboo and oil palm residues being an ideal solution for India.&lt;br&gt;&lt;br&gt;<strong>Goals for the visit:</strong> To deliver solution for biomass.</td>
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<td><strong>ENSTO OY</strong>&lt;br&gt;Mr. Ashok Kaushik&lt;br&gt;Managing Director&lt;br&gt;&lt;a&gt;www.ensto.com&lt;/a&gt;</td>
<td>Ensto is an international family business which designs and provides smart electrical solutions to improve the safety, functionality, reliability and efficiency of smart grids, buildings and transportation. &lt;br&gt;&lt;br&gt;In 2016, we generated turnover of ca. 260 million euros. We believe in a better life with electricity and a more sustainable tomorrow.&lt;br&gt;&lt;br&gt;<strong>Goals for the visit:</strong> Meet with companies that have projects in building of: Electric distribution Network, Electric vehicle charging systems, Low Voltage DC Network. &lt;br&gt;&lt;br&gt;During the meeting to agree expert to expert meetings between Ensto and target companies to be held in India after this visit.</td>
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<td><strong>Finntrepo Ltd</strong>&lt;br&gt;Mr. Teppo Itälä&lt;br&gt;Managing Director&lt;br&gt;&lt;a&gt;www.finntrepo.fi&lt;/a&gt;</td>
<td>Finntrepo Ltd is a global supplier of treated wooden poles for power an telecommunication lines. Wooden poles are the real &quot;renewable&quot; alternative for power line structures, being more environmental friendly than the usual alternatives made of steel and concrete. They are also a quick and less expensive solution to build power lines from the nowadays so popular solar parks to consumers of electricity.&lt;br&gt;&lt;br&gt;<strong>Goals for the visit:</strong> Fact finding visit, to find out exactly what kind of poles are used for power overhead lines in India.&lt;br&gt;&lt;br&gt;<strong>Meeting suggestions:</strong> Electricity distribution companies and Solar (PV) parks</td>
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<td>Company Name</td>
<td>Contact Person</td>
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<td>FORTUMINDIA PVT. LTD.</td>
<td>Mr. Juha Finnila Head of Sales</td>
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<td>ISHA OY</td>
<td>Mr. Kuldeep Sajjanhar CEO</td>
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<td>Nordic Power Service Oy</td>
<td>Mr. Oskari Tuhkanen CEO</td>
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| **Parking Energy Ltd**  
Mr. Jiri Räsänen  
CEO  
www.parkkisahko.fi | Parking Energy is a world leader in the development of cost-effective electric vehicle charging equipment and services. We offer the world's largest vertical from electronic design, to EVSE equipment, software back-end, user app and payment solution.

Parking Energy is an EV charging operator, offering the service to home, office and public garages.

Parking Energy introduces the EV charger that is at the same time:
- World's smallest (size only 1/20 of the second smallest charger)
- Fastest to install (only 1/50 of the time the second fastest-to-install charger)
- Smartest (each socket is a full linux server with multiple metering and full cloud connection)
- Most affordable and scalable

**Goals for the visit:**
To establish contacts with key persons in the field of electric vehicle charging in government, automotive, electrical services, utilities and real estate.

| **SaloSolar Oy**  
Mr. Pertti Leppäluoto  
CCO  
www.arevasolar.fi | SaloSolar Oy is a manufacturer of solar photovoltaic panels in the “former Nokia city” Salo, Finland. We offer feasibility studies, solar PV power park projects, related equipment and modular panel production lines.

Our second generation factory is estimated to start in June 2017 with related ISO and TÜV certificates both for the factory and the machines. The local content in the panels is high and we can advise our customers how to localise production as much as possible.

**Goals for the visit:**
SaloSolar Oy is seeking for detailed information on solar PV projects, potential projects on solar PV parks (preferably 0.5 – 50 MW) and delivery of PV panels as well as delivery of PV panel production lines.
| Vaisala Oyj | Vaisala is a global leader in environmental and industrial measurement. Vaisala uses more than 80 years of weather expertise to help the global renewable energy industry develop and operate wind and solar projects better, faster and more efficiently.  

Our measurement, assessment, forecasting and asset management products and services leverage proven science and advanced technology to mitigate the impact of weather risks on energy generation and support profitable decision-making across the entire project lifecycle, from greenfield prospecting and due diligence through operational forecasting and plant optimization.  

**Goals for the visit:**  
To join my colleagues from Vaisala OYJ and explore opportunities to grow Vaisala business in India. |
| --- | --- |
| Mr. Marko Mäkinen  
Head of APAC / Energy  
www.vaisala.com | **Offering:** environmental and industrial measurement |
| VTT Technical Research Centre of Finland Ltd | VTT Technical Research Centre of Finland Ltd is the leading research and technology company in the Nordic countries and offers applied research services in all technological areas. VTT is part of Finland's innovation system and operates under the mandate of the Ministry of Economic Affairs and Employment.  

We develop new smart technologies, profitable solutions and innovative services. We cooperate with our customers to produce technology for business and build success and well-being for the benefit of society.  

VTT provides technological background for business related to new solutions and existing assets small scale CHP+C for industry, off-grid and rural areas, high efficiency Waste-to-Energy and metals recovery, optimized boiler operation, lifespan extension and plant economy.  

**Goals for the visit:**  
Feedstock analysis and fuel characterization, techno-economic appraisal and feasibility studies, comprehensive knowledge of thermos-chemical conversion of waste and biomass to energy, heat and fuels, new products from biomass and innovative solutions for new and renewable energy.  

VTT looks to start project cooperation on Bio economy area (bioenergy, biofuels, waste-to-energy etc) and New and Renewable Energy areas. VTT looks to establish commercial level partnerships related to bioenergy, renewable energy and its promotion. |
| Mr. Janne Kärki  
Senior Scientist  
www.vttresearch.com | **Offerings:** research and technology for bioenergy, renewable energy |
| --- | --- |
| Valmet Technologies | Valmet is the leading global developer and supplier of process technologies, automation and services for the pulp, paper and energy industries.  
Valmet’s strong technology offering includes pulp mills, tissue, board and paper production lines, as well as power plants for bioenergy production. Our advanced services and automation solutions improve the reliability and performance of our customers' processes and enhance the effective utilization of raw materials and energy.  
**Goals for the visit:**  
1. Valmet has developed technical concept for Indian washery reject (ash content 75%) combustion.  
2. Valmet has also developed business concept by starting partnering with potential end customer (NTPC) and local EPC Company (BHEL).  
3. Flue gas cleaning where Valmet has lot to offer in India to meet new emission limits. |
| --- | --- |
| Mr. Ari Kokko  
Director Technology and R&D  
www.valmet.com | Offerings: Equipment for pulp, paper and energy customers. |
| Wärtsilä Corporation | Wärtsilä is a global leader in advanced technologies and complete lifecycle solutions for the marine and energy markets. By emphasising sustainable innovation and total efficiency, Wärtsilä maximises the environmental and economic performance of the vessels and power plants of its customers.  
In 2016, Wärtsilä's net sales totalled EUR 4.8 billion with approximately 18 000 employees. The company has operations in over 200 locations in more than 70 countries around the world. Wärtsilä is listed on Nasdaq Helsinki.  
**Goals for the visit:**  
We want to meet Indian Smart Grid stakeholders and study our possibilities to enter the market, and perhaps also establish our own operations in the country. |
| Mr. Anurag Arora  
Senior Business Development Manager  
www.wartsila.com | Offerings: solutions for the marine and energy markets |
| Wirepas Oy | Wirepas Connectivity is a de-centralized radio communications protocol for large-scale IoT applications. What we offer is the protocol software that can be used in any device, with any radio chip and on any radio band.  
Wirepas is focused on providing the most reliable, optimized, scalable and easy to use device connectivity for its customers. Wirepas Connectivity protocol can be used in any device, with any radio chip and on any radio band. Wirepas has helped to connect 1.7 million smart electricity meters in Norway, in one of the most advanced and also cost efficient smart meter roll-outs.  
**Goals for the visit:**  
We want to meet Indian Smart Grid stakeholders and study our possibilities to enter the market, and perhaps also establish our own operations in the country. |
| Mr. Teppo Hemiä  
CEO  
www.wirepas.com | Offerings: radio communications protocol for large-scale IoT applications |