

COLLABORATIVE FRAMEWORK FOR SYSTEMIC INNOVATION

Around COVID-19 Cleaning Solutions

Corporates

Incubators /
Investors

Collaborative space for new solutions, partnerships and startup acceleration

Startups / SMEs

Framers

CORE PARTNERS

















oreword // The Bigger Picture »	05
Corporates »	07
lilfisk	80
lovozymes	14
romann Reumert	16
SS	20
ncubators / Investors »	23
limate-KIC	24
BII	26
mpact	28
ramers »	31
Pansk Erhverv	32
anske Service	34
iladsaxe Kommune	36
Startups »	39
kosh	40
BT Instruments	42
ifeline Robotics	44
Berendsen	46
KS2tal and Forenede Service	48
IVD Robots	50
ignify	52
terisafe	54
lussmarte	56
actobio	58
lelloScience »	61
Vhat is HelloScience	62
he logo explained	63
collaborative Innovation Model	64
low It Works	66

68

The Collaboratorium »





THE BIGGER PICTURE

Foreword by Alfred Birkegaard, Director of the Collaboratorium

Dear Collaborators,

We live in challenging times. Corona has changed the world as we know it.

While the physical world is getting smaller - we can't travel or be together the way we used to new opportunities are also emerging. The challenges and constraints of Covid-19 have also opened up a new world of innovations to discover.

In all the areas that COVID-19 has transformed the way we see the world, the relationship between cleaning, health and well-being have taken on a whole new importance. Cleaning is no longer just cleaning - it's about safety and it's about freedom: the freedom of coming back to society, to our schools, to our workplaces and to our cities. This has made us ask new questions: What does clean even mean? How can we create new forms of communication around cleaning? Are there more sustainable ways to clean - moving beyond chemical products and into the realm of more natural, biological solutions? Can cleaning innovation also be green, sustainable innovation?

Innovation is about imagination, it's about world building, it's about the ability to see things differently than they are. COVID-19 forces us to rethink cleaning, but finding new sustainable solutions requires collaborative innovation.

We have to encourage innovation, but that requires the courage to step into the unknown - to dare to step out of our own comfort zones, open up and

collaborate. It requires us to move into a space where we can build innovative new ideas that amplify collective intelligence, and move toward swift, new solutions and action in a rapidly evolving world.

In this LIVELAB some of the biggest corporations in Denmark have stepped up to engage with Covid-19 cleaning innovation as a systemic challenge. We hope that a collaborative framework can amplify the progress we can make together. Making it possible for corporates to enhance and expand new crosscutting technologies with startups, involving collaborators on local and national level, and connecting to incubators and investors that can support the development of new cutting-edge innovations and pioneering initiatives.

If we step up and create a national strategy for systemic innovation, Grand Challenges, like COVID-19, can be converted into Grand Opportunities. They hold the keys to creating tens of thousands of new jobs; economic growth opportunities; and innovation that benefits people, society and the environment.

A special credit to Nilfisk, Novozymes, Dansk Erhverv and Gladsaxe Kommune for making this possible.

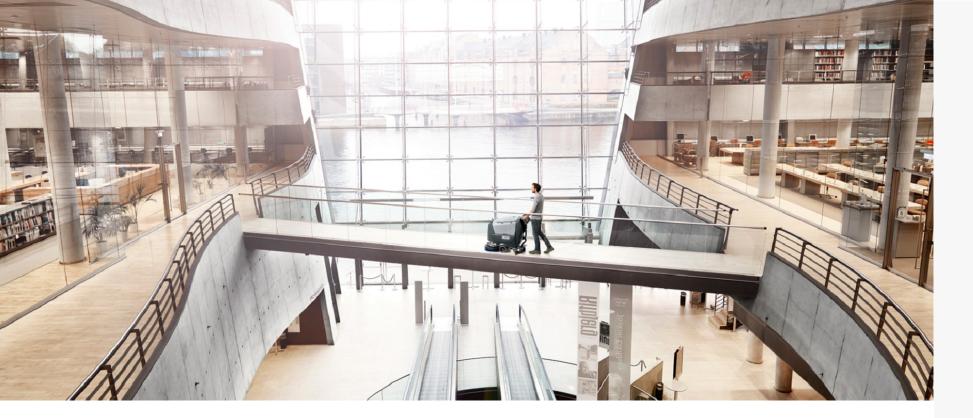
Here's to entering into a new era of innovation, together!

Good luck!

 $oldsymbol{4}$

CORPORATES





Nilfisk // About



1. What is Nilfisk?

At Nilfisk we have made it our mission to enable sustainable cleaning worldwide to improve quality of life. We monitor the changing cleaning demands from businesses, institutions and consumers and have done so since 1906. Based on market insights we develop products of the highest quality and strive to drive industry innovation.

2. Why are you a core-partner in this HelloScience COVID-19 collaboration and LiveLab event, why is it relevant for you?

With the spread of COVID-19 the need for finding innovative and sustainable ways to clean is more important than ever. These are challenging times and no company can solve the challenges alone. By working together in partnerships, we build on each other's insights and knowledge and can hopefully come up with solutions together, that none of us could have conceived on our own.

3. What do you hope to get out of the LiveLab and what comes after?

There is a great talent pool out there! By working with innovative startups and entrepreneurs with a fresh take on the global challenges related to cleaning, we are looking for sustainable ways to detect clean in different environments as well as new intelligent cleaning solutions. So we are very determined to make this a collaboration with a real impact on our future pipeline.

At Nilfisk, we have 114 years of cleaning expertise and know what it takes to develop cleaning equipment that keep homes, hospitals and businesses clean and safe.

Now we pair that with Novozymes' in-depth knowledge about enzymes and micro-organisms as well as start-up innovation to positively impact the future of cleaning together.

These are challenging times and they call for new partnerships!

Camilla Ramby

Executive Vice President, Head of Marketing, Nilfisk

f 8

Nilfisk // Mentors

Amit Khamkar *Head of Connected Autonomous Solutions*



I see myself as a commercial leader with a strong customer focus mindset and rich experience within sales excellence, front-end innovation, product development, project management, product launches and product management.

At Nilfisk, I am accountable for discovering, developing, launching and growing pioneering and world class connected autonomous solutions to make our customers business smarter.

Charlotte Vittrup
Senior Vice President, Solution Portfolio



Understanding why people do what they do and think like they think is the core of what I do.

Together with my team, I support the transformation of Nilfisk through front-end portfolio development, concepting, product launch and management, customer experience and change management. In short, we turn insights and trends into tomorrow's great solutions.

Stefan Olsen

Vice President, R&D Floorcare



With in-depth business-, portfolio- and program management skills acquired through the leadership of a diverse range of functions, departments and programs, I currently hold the position as Vice President in Nilfisk R&D.

I combine knowledge in technology management and strategy with portfolio and capability management to develop the floorcare solutions of tomorrow.

Domenico Coppa *Vice President, Nilfisk Floorcare*



I have +15 years of experience in the cleaning equipment industry focusing on product management and R&D. Core competences include product and portfolio development as well as commercial launch planning.

I am responsible for bringing to market the next generation of floor care solutions and believe that to innovate within intelligent cleaning, we should look at new digital solutions and services.

Nilfisk // Mentors

Camilla Ramby
Executive Vice President, Head of Marketing



I am Chief Marketing Officer (CMO) at Nilfisk, covering areas such as product management, marketing and CSR.

The sustainability agenda falls close to my heart and for obvious reasons, I am particularly interested in innovation around sustainable cleaning solutions. This interest has only been further encouraged by COVID-19 and the increased need for cleaning and sanitization.

Martin Troelsgaard

Head of Insights



At Nilfisk we want to ensure a constant focus on our customers throughout the organization. As Head of Insights, I support that by creating and implementing insights on trends, markets and societies to help qualify all decisions in Nilfisk – from solution development to commercial launch.

Areas of expertise include market analysis, concept and product testing and development, effect studies etc.



We are inviting talents, startups and partners to Nilfisk so we can accelerate innovation within intelligent and sustainable cleaning together to address the key challenges currently facing our world.

Charlotte Vittrup

Senior Vice President, Solution Portfolio



Novozymes // About



1. What is Novozymes?

Novozymes is the world's leading industrial biosolutions company. We work with enzymes and micro-organisms in over 30 different industries around the world – from agriculture to bioenergy, to household and industrial cleaning. Together with customers and partners Novozymes improves industrial performance while preserving the plant's resources and helping to build better lives.

2. What is your best advice for the startups? And what does Climate-KIC offer startups that can help in solving the cleaning challenge?

Novozymes' strategy 'Better Business with Biology' is inspired by the United Nations Sustainable Development Goals (SDGs) – which we believe provides a unique problem-solution fit to consider many global challenges. Novozymes believes that looking at issues like Covid-19 through a sustainability focus also enhances attention on real-world solutions and in working in new and innovative ways with stakeholders.

3. Why are you participating in this HelloScience COVID-19 event, why is it relevant for you and what do you hope to get out of it?

Novozymes has solutions in many different industries – including microbial cleaning and probiotics for cleaning products. As many begin to question the longer-term health effects of chemical cleaning and disinfection products, not least during the current COVID-19 pandemic, consumer interest in safer, more effective, and greener products is growing. We would like to learn more about how others are looking into this space for the longer term, and how we could potentially work together.

During the COVID-19 pandemic, Novozymes' commitment to our employees, our customers, and the communities where we operate is stronger than ever. We will continue to safeguard the health of our employees and ensure steady supply our products by working together through HelloScience, through partnerships and in collaboration, we believe that we can also look to ways to support the development and deployment of the next generation of sustainable cleaning products and solutions.

Justin Perrettson

Head of Sustainability Partnerships, Scouting & Ventures

HelloScience is an SDG-focused innovation platform that aims to address many of the challenges outlined in the 2030 SDG Agenda. It was founded and initiated by **Novozymes** in 2017.

We want to apply beneficial microbes that neutralize virus and pathogenic microbes for our homes and on our skin. So instead of leaving a sterile surface, new cleaning products will leave the surface with beneficial microbes that can out compete pathogens and that can destroy virus.

Ejner Bech Jensen

Vice President Microbe Research

By using probiotic cleaning solutions we hope to provide a sustainable way of cleaning which leads to safe and healthy living spaces for consumers.

Rasmus R. Hansen
Senior Department Manager

Novozymes // Mentors

Ejner Bech JensenVice President Microbe Research



I see myself as a commercial leader with a strong customer focus mindset and rich experience within sales excellence, front-end innovation, product development, project management, product launches and product management.

At Nilfisk, I am accountable for discovering, developing, launching and growing pioneering and world class connected autonomous solutions to make our customers business smarter.

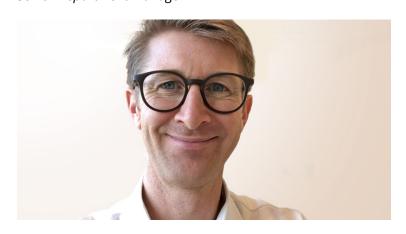
Justin Perrettson

Head of Sustainability Partnerships, Scouting & Ventures



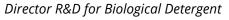
I work across Policy, Sustainability and Business teams inside Novozymes and lead strategic partnership development within Novozymes' Scouting & Ventures. I am also responsible for the governance and stakeholder relationships that driving HelloScience, aligning research, social and commercial innovation with the UN Sustainable Development Goals (SDGs).

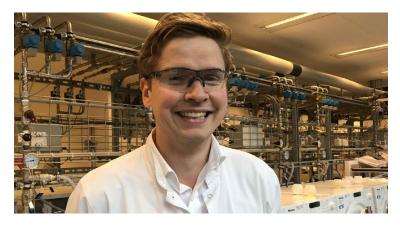
Rasmus R. Hansen
Senior Department Manager



I work with the use of micro-organisms in cleaning applications like laundry and hard surface cleaning. This is a challenging and exciting field because consumers are looking for sustainable alternatives to the traditional chemistry, and our job is to make sure that the microbial solutions are stable in the cleaning products and able to perform under the broad range of conditions they can meet when applied e.g. in the home of a consumer.

Rune Lyngklip Jensen





I work with innovation and development in the realm of creating more biological detergents. My focus is on making new green solutions to a dirty industry that is still very much reliant on petrochemistry. I want us to use all the tools biotechnology has to offer in the form of enzymes to microbes and other biological answers to todays problems for the better of our planet, and be able to bring them to the market fast.



Photo: David Perrin

Kromann Reumert // About

KROMANN REUMERT

1. What is Kromann Reumert?

Kromann Reumert is one of Denmark's leading law firms with offices in Copenhagen, Aarhus and London. We employ approximately 500 dedicated people, who work together to provide quality services for our clients. Currently, our staff includes around 300 lawyers covering a long list of practice areas incl. Corporate, Data Protection and Intellectual Property law within industries such as life science, IT & technology, and energy & infrastructure. The vast majority of Kromann Reumert's lawyers are qualified Danish lawyers, but we also have lawyers qualified to practice in other jurisdictions.

We provide our clients with value-adding solutions driven by our four core values: quality, commercial understanding, spirited teamwork, and credibility. Our advice, tailored to each client, is based on in-depth knowledge of the client's business and attentive cooperation internally as well as externally.

In 2008, Kromann Reumert became the first Danish law firm to become a signatory to the UN Global Compact. In our Communication on Progress, we report annually on our initiatives within the 10 principles of the Global Compact. Read our most recent Communication on Progress (CoP).

2. What is your best advice for the startups and SME's? And what does Kromann Reumert offer to startups/SME's on HelloScience?

Aligning interests among founders and key employees! In multiple-founder start-ups make sure you have a solid shareholders' agreement in place before getting serious about your business.

HelloScience focuses on solving some of the most urgent problems in the world today. We are happy to provide the legal support that companies need to ensure that these critical innovations can have the greatest impact.

Anne Cathrine Dahlgaard

Attorney, Kromann Reumert

There is nothing more devastating than seeing a good business fall apart because the founders are suddenly not aligned. Make sure to talk all scenarios through and draft a tailored shareholders' agreement. Disagreements are bound to occur, and it is always much easier to agree on the difficult stuff before opinions diverge.

Also, while on the topic of the ownership of your company, you probably don't have the cash to pay the salary that the highly qualified individuals require and/or deserve, so why not consider offering them an additional sweetener and at the same time aligning your interest by taking them aboard your cap table either by allowing them to invest or granting them warrants - just make sure their ownership is legally tied to their continued employment.

Kromann Reumert is present at the LiveLab and we offer assistance with the legal necessities and other beneficial documents in order for your idea to fly - leaving you free to focus 100 % on your idea/project.

Why are you participating in this HelloScience COVID-19 event, why is it relevant for you and what do you hope to get out of it?

Kromann Reumert is participating in the event by contributing with what we do best: our legal expertise. We want to contribute by providing helpful legal insights to the start-ups so the ideas can develop even further solutions. So we are very determined to make this a collaboration with a real impact on our future pipeline.

There are many different legal considerations a startup must take into account when launching new products. I am looking forward to provide some useful insights to the startups at HelloScience and assist them on their journey onwards.

Heela Lakanval

Attorney, Kromann Reumert

Kromann Reumert // Mentors

Anne Cathrine Dahlgaard

Attorney, Kromann Reumert



I am an attorney within the field of corporate law. I am also a part of our life science team at Kromann Reumert. I am particularly interested in joint ventures, partnerships as well as mergers and acquisitions.

Anders L. Petersen
Assistant Attorney, Kromann Reumert



I am an assistant attorney in our life science team. I assist companies within the life science sector with research collaborations and commercial agreements, and I am especially focused on start-ups within the sector.

Heela Lakanval

Attorney, Kromann Reumert



I am an attorney within our data protection team. I am particularly interested in assisting start-ups with implementing data protection by default and data protection by design in their solutions, as this will make it easier for them going forward.

Oliver Machholdt



I am an attorney and partner specialized within the life science industry. I advise Danish and foreign clients on transactions, contracts and regulatory matters in relation to biotech, pharmaceuticals, medical devices, medical cannabis, and food. I see the HelloScience ecosystem as a great platform for uniting knowledge and know-how to accelerate great ideas.

Photos: David Perrin







1. Who is ISS?

ISS, a leading workplace experience and facility management company, provides placemaking solutions that contribute to better business performance and makes life easier, more productive and enjoyable – delivered to high standards by people who care.

2. Which changes have you experienced in the cleaning market before and after corona, and what do you see looking into the future of clean?

With the pandemic we all became acutely aware that bacteria and viruses surround us and that cleaning is no longer just a question of aesthetics, but a matter of making sure that contact surfaces are kept hygienically clean. Where we did visual quality management before, there is a need for scientific documentation that the premises are indeed as clean as they look.

3. Why are you participating in this HelloScience COVID-19 event, why is it relevant for you and what do you hope to get out of it?

This is an opportunity to approach innovation in cleaning from the different angles and perspectives needed to accelerate development. ISS employees will be servicing our clients using the new products and technology – the sooner we engage the better.

Traditional solutions need to be challenged. Robotics in deaning have been under way for too long. More creative thinking is needed to balance the need for clean with more sustainable products than the traditional aggressive disinfectants and ergonomically outdated mops. More effective and less physically strenuous solutions are in high demand.

Katrine Grathe

Head of Cleaning Excellence, ISS



INCUBATORS/ INVESTORS





Climate-KIC // About

1. Who is EIT Climate-KIC?

EIT Climate-KIC is Europe's largest climate innovation initiative, leveraging the power of system innovation in pursuit of a zero-carbon, climate-resilient society. Established in 2010, we orchestrate a community of more than 400 organizations including large corporations, municipalities, universities, NGOs, research institutes, etc. EIT Climate-KIC is supported by the European Institute of Innovation and Technology (EIT), a body of the European Union.

2. What is your best advice for the startups? And what does Climate-KIC offer startups that can help in solving the cleaning challenge?

We always advise startups to spend as much time possible understanding your customer needs – whether they are the users of your product and services or business partners. Also, we see it as critical to build collaboration with those partners who can help bring about the desired change and scale your company. We support startups in making such strategic partnerships that can leverage change and cascade impact.

3. Why are you participating in this HelloScience event, why is it relevant for you and what do you hope to get out of it?

We are very pleased to participate in the HelloScience cleaning challenge. The partners around the initiative are super motivated and have deep knowledge in the area which is becoming more relevant than ever. Cleaning of tomorrow also implies looking at the ecological impact of cleaning whether it is in terms of lowering the CO2 footprint, using new probiotics, or upcycling and reuse of materials. We hope to see some new strong solutions and partnerships emerging as part of this great initiative.



of cleaning. Now more than ever we question whether cleaning could be done in more effective and sustainable manner.

I believe we need an ecosystem with partners and novel ways of collaborating, to catalyze the innovation for systemic change across the cleaning sector. Society needs it. Organizations need it. Funders need it.

Mikkel Trym

Lead of Entrepreneurship, Climate-KIC



our vision is to support world-class life science innovation that drives development of new solutions by early life science start-ups for the benefit of people and society.

Christian Brix Tillegreen

Senior Officer, Business Development, BII



BioInnovation Institute // About



1. What is BII?

BioInnovation Institute (BII) is an incubator supported by the Novo Nordisk Foundation to support world-class life science innovation that drives development of new solutions by early life science start-ups for the benefit of people and society. BII, located in Copenhagen, Denmark, offers start-ups and early-stage projects within health tech, therapeutics and bioindustrials 2300 square-meters of state-of-the art labs, vibrant office facilities, business development, start-up business incubation, access to high-level mentoring and international networks plus unique funding opportunities of up to 1.3 million euro per start-up. Since the inauguration of BII in November 2018, BII has awarded 45 million euro to innovative entrepreneurs. Read more on www.bioinnovationinstitute.com/ / www.bioin

2. What is your best advice for the startups? And what does BII offer startups/SME's that can help in solving the cleaning challenge?

BII offers entrepreneurially-minded researchers or anyone with a research-based idea help to bring interdisciplinary ideas to life and research to market. We offer state-of-the-art facilities and various funding opportunities, as well as partnerships and programs with technical, scientific and commercial experts.

3. Why are you participating in this HelloScience COVID19 event, why is it relevant for BII and what do you hope to get out of it?

Our main focus is health tech, bio-industrials and therapeutics. We envision that strong collaborations, a passion for science, and an open mind will foster research-based innovation and viable start-ups. BII does not work for profit but for the benefit of human welfare and society around the globe.





Impact // About

1. What is IMPACT?

Impact Partners is a leading social impact investment fund in Europe and a pioneer in the field since 2007. Our fund was established following the social unrest in France in 2005. We wanted to prove that the private sector could help socially disadvantaged citizens and improve the conditions for the underprivileged in society. We therefore invest in companies that consciously choose to make an active difference for deprived areas and communities - which can be through their employment policy, products or services. That is what impact is about. I am glad that the HelloScience LiveLab put attention on the hazardous chemicals to which cleaning staff and others may be exposed.

2. What is your best advice for the startups and SME's? And what does IMPACT offer startups/SME's that can help in solving the cleaning challenge?

There is a movement in Denmark towards more impact investing and attention around social entrepreneurs. We need to continue supporting this. We invest in healthcare, edtech, circular economy, welfare tech, robots for people, health robotics and more. We are especially interested in companies that make an impact within education, for people with disabilities or create inclusive jobs in urban deprived areas. By supporting entrepreneurial projects that generate impact, we aim to contribute to greater social and economic inclusion, and affirm that private equity can also take the form of impact investing.

3. Why are you participating in this HelloScience COVID19 event, why is it relevant for you and what do you hope to get out of it?

IMPACT's mission is to develop 5 social impact objectives based mainly on the employability of people and the development of fragile territories. These impacts are developed both by the investments made by the company but also by its various commitments.



key to reduce hazardous chemicals. So that we can improve the working conditions for cleaning personnel and take better care of the environment. Our investment fund is dedicated to social impact. All people should have healthy working conditions.

Ulrik Fonsmark Andreasen

Venture Partner, Head of Nordics, Impact



FRAMERS





Dansk Erhverv // About

1. Who is Dansk Erhverv (The Danish Chamber of Commerce)?

We are one of the largest professional business organisations in Denmark, with more than 15,000 member companies. We are a private non-profit organisation with the goal of making Denmark the preferred place to run a business. We represent our members politically and help with legal and expert advice as well as facilitate a trusted environment for establishing valuable business connections.

2. What is your best advice for the startups? And what does Dansk Erhverv offer startups that can help solving the cleaning challenge?

Strong partnerships are important when you want to develop a successful business. As a member of the Danish Chamber of Commerce, startups get the opportunity to participate in networking activities with other startups as well as industry leaders. The Danish Chamber of Commerce offer a one-year free membership for startups.

3. Why are you part of this HelloScience COVID-19 event, why is it relevant for you and what do you hope to get out of it?

Collaboration between small and large companies is important in order to create new ground-breaking technologies, that can solve the challenges that we face in relation to COVID-19. The Danish Chamber of Commerce is eager to foster strong partnerships around the Future of Clean, which has potential to become a Danish export, if we act now.



COVID-19 is the new normal - at least for now. The faster we accept that, the faster we can start building new solutions that can help us adapt and live a safe life.

Startups can play a significant role in developing new technologies and solutions for a corona-safe world. In order to scale new technologies fast, we need to create close collaboration between startups and established companies.

Jasmina Pless

Head of Entrepreneurship, The Danish Chamber of Commerce



Startups are the large corporations of the future. It is important that we nurture the Nordic collaborative spirit, where established companies cooperate with startups to build new groundbreaking technologies, that we can benefit from and export to the world.

Brian Mikkelsen

CEO, The Danish Chamber of Commerce



also stressed the importance of how cleaning is efficiently performed. We have to accept that this pandemic for the time being is the new normal, and adapt towards accommodating the challenges of the future. To drive innovation and bring awareness to the future of cleaning, we need help start-ups with platforms, that can attract different partners with their specific knowledge and different capabilities. Together, we can build new technologies, that both public and private organizations, businesses and society can benefit from.

Laura Kokholm

Head of Secretariat, Danske Service



Danske Service // About



1. Who is Danske Service?

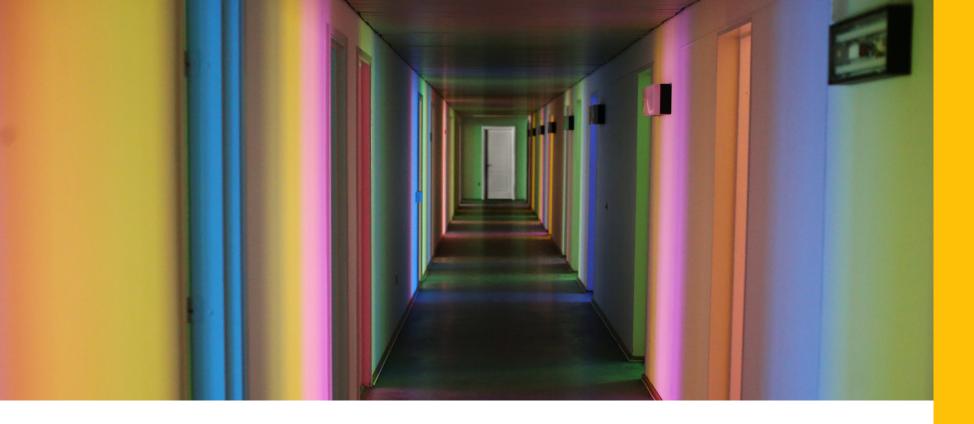
Danske Service is a professional industrial association for small and medium-sized service companies within cleaning, window cleaning, property service, garden service and related service subjects in Denmark, with more than 110 member companies. We are also a member of The Danish Chamber of Commerce, and together we work to ensure the best possible terms and conditions under which to conduct business.

2. What is your best advice for cleaning companies? And what does Danske Service offer startup/companies that can help solving the cleaning challenge?

Danske Service works for orderly conditions in the service industry, and we expect the same from our members. We know the everyday challenges in small and medium-sized companies, and our goal is to help them run their businesses in the best way by advising, educating and servicing them and their employees. Danske Service have The Danish Chamber of Commerce behind us all the way, and that gives our members security in their everyday, so that they can spend their time on running their business.

3. Why are you part of this HelloScience COVID-19 event, why is it relevant for you and what do you hope to get out of it?

To solve the challenges that we all face in relation to the COVID-19 pandemic, we have to collaborate more and create platforms for small and large companies in order to drive innovation and new ground-breaking technologies, which also can accommodate the challenges of the future. Danske Service is eager to foster new strong partnerships, that can drive and evolve the service industry of tomorrow. We are excited to be inspired and to see some new solutions and partnership emerging as part of this initiative.



Gladsaxe Kommune // About



1. Who is Gladsaxe Kommune?

Gladsaxe is a part of Greater Copenhagen and is one of the fastest growing and largest business areas in Denmark with a strong focus on sustainable growth and business possibilities in the SDG global goals.

2. What is your best advice for the startups? And what does Gladsaxe Kommune offer startups that can help in solving the cleaning challenge?

I advise the startups to engage in partnerships to accelerate their innovation to a larger scale – fast and with a full commitment to people and planet. The whole world needs solutions that bring us safe back and help save the planet.

That's our approach to open innovation:

In Gladsaxe we believe in the value of corporate co-working, where large companies engage with start ups to get the best from both worlds. We will systematically bring the agile startups into the community to fuel innovation.

3. Why are you participating in this HelloScience COVID-19 event, why is it relevant for you and what do you hope to get out of it?

We are here together with some of the largest cleaning companies in Denmark in order to create the best environment for open innovation and testing. I hope to see future products evolve and I hope that Dansk Erhverv will put future of clean on the national agenda and clear the way for new legislation.



As a part of our build back better business

of innovation in the hygiene and cleaning industry. COVID-19 has created a global market for new products and services, that can bring people safe back to work and leisure with out damaging the environment. We encourage that innovation by engaging our large companies like ISS, Berendsen, Forenede Service and Novozymes and startups in an open, confident dialogue on new global business possibilities.

Freja Ludvigsen

Business Development Manager, Municipality of Gladsaxe

STARTUPS







Startup // Skosh

About

Skosh is a B2C brand offering the sustainable alternative to household cleaners. We develop and produce cleaning agents in the form of tablets, which turn tapwater into actual surface cleaning liquid by making use of nature's own cleaning power: micro-organisms!

Collaborative Possibilities

We are looking for scientific mentors, strategic partnerships, and investors to bring state-of-the-art microbial cleaning technology to our customers homes.

Problem

95% of water wrapped in one-time-use plasticExisting surface cleaning liquids consist of less than 5%

existing surface cleaning liquids consist of less than 5% actual cleaning ingredients but are 95% of water wrapped in one-time-use plastic, thus a major contributor to global plastic waste. The heavy water weight leads to high but avoidable transportation CO2 emissions - why do we ship all that water around when we have it already at home?

Solution

Cleaning tablets = 500 ml high-quality cleaning liquid
We bring cleaning back to the essentials in a sustainable
fashion by offering tablets for three different cleaning
areas in order to clean the entire household: MultiPurpose, Bathroom, and Glass-Cleaning. Each tablet
prevents the production and sale of one plastic-bottle
and contributes to a healthy microbial balance.

Team



Tom Hackenberg
Co-Founder & CFO

We develop and produce sustainable household

cleaning solutions in the form of tablets and it is

our highest goal to make use of the nature's own

cleaning power: micro-organism! The HelloScience

LiveLab provides the unique opportunity to con-

nect with likeminded people in order to accelerate

the use of microbial cleaning technology.

Entrepreneur and Innovation enthusiast with a passion for building a more sustainable future. M.SC. in Corporate innovation with working experience as management consultant for financial industries.



Max van der Mars Co-founder, Product Design

Designer from The Netherlands focused on sustainable product-development. I am responsible for design. Product-development and production related tasks within the startup.

SBT pushes to bring microbiology measurements into the 21st century by supplying products and technology that measures bacteria in minutes instead of days. We look very much forward to connect and collaborate with larger corporate innovators at HelloScience, who are also eager to move the world forward within the Future of Clean.





Gustav Skands
CEO, SBT Instruments A/S

Gustav is a jack-of-all-trades who thrives equally well in technology and commercial work. He holds a master's degree in physics supplemented with executive education from Harvard Business School. Gustav has worked full-time in SBT since finishing his studies in 2014.



Michael Maimann Head of Commercial, SBT Instruments A/S

Michael is a biotech engineer who runs commercial, product and project management in SBT. He brings expertise in technical and market development management from Ørsted, is a true believer of lean startup and is fueled by empowering people.



Startup // SBT Instruments



About

SBT is a company that pushes technological boundaries. Founded in 2014, we have developed a technology that can provide total bacteria counts in less than a minute. This is a vast improvement to the very slow and 100-year-old method of plate counting that is still being used in industry today. Our vision is simple; we want to bring microbiology measurements to the 21st century.

Collaborative Possibilities

We are looking for strategic partners, opinion leaders, and early adopters. Introducing new methods for measuring bacteria requires significant effort as we are up against 100-year-old conservatism. The change will happen eventually due to the obvious benefits, but now we are looking for the first-mover and innovative companies that want to join us at the forefront of technological progress.

Problem

How do you validate that your cleaning is successful? It is not possible to see microbes, and it takes at least 24 hours to measure if you have bacteria in your production or office environment after cleaning. Today's solution is to do a superficial visual inspection, or use an uncertain and easily influenced proxy parameter such as ATP, and simply hope for the best.

Solution

We enable true cleaning validation. We have developed an easy-to-use product that can measure the total number of bacteria in swabs collected from surfaces in less than a minute. Our technology, impedance flow cytometry, measures directly on bacteria and is not influenced by chemical residues. If there is a risk in your office environment or production, you will know it.



Startup // Lifeline Robotics



About

Fully automatic testing system for proactive pandemic management. Democratizing testing, protecting frontline workers and enhancing swab quality.

Collaborative Possibilities

We are looking for funding, legal advice and partnerships to reach our next steps, clinical trials and certification, along with development of a cleaning and diagnosis system.

Problem

Coronavirus lead to an exponential demand for throat swabs. It is monotonous and labour-intensive work for the frontline workers to collect manual samples, while also being in danger of infections from cross-contamination. Manual procedures are victim to inter-personal variability resulting in the risk of a low quality sample, leading to failed analysis or false negatives.

Solution

Careebo LLR S1 consists of a force sensitive robotic arm, Al-based visual processing system, automatic label management system, automatic patient identification along with an intuitive user journey. This enables a safe, gentle and consistent swab without wasting the valuable time of healthcare personnel in a time of crisis.

Team



Richa Hallundbæk Misri Co-Founder & CMO

ships to realize common visions.

Lifeline Robotics has developed the world's first

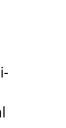
automatic throat swab robot. It is our highest prio-

rity to deliver customized and scalable pandemic

management solutions. The HelloScience LiveLab

is a unique opportunity for Lifeline Robotics to

connect with industry leaders and forge partner-



Søren Stig *Co-Founder & CEO*

Has a unique blend of knowledge in robotics and business from experience with large industrial brands, as Universal Robots. Brings a charismatic, cross-cultural and value-driven approach to everything she does.

Impact investor and social entrepreneur. Has vast experience in sales and leadership as former Global Head of Sales and responsible for the commercial strategy and 6000 sales people at Maersk Line.

 $_{44}$

We have developed some ergonomical correct cleaning equipment and as all our mops and cloths are fitted with an UHF chip, you can, at any point, access the Customer Dashbord and control the needed stock and stock available on site. We're looking forward to meet like-minded professionals at the HelloScience Livelab to discuss possibilities moving onwards.

Team



Frederik Daugaard Andersen Business Development Manager - IT, Berendsen

I shape and introduce new Innovative solutions, often based on new technology, and streamlining the company's Innovation profile going forward.



Kristian Kondrup Sales Manager, Berendsen

As an experienced Sales Manager my focus is to empower my customers' day. Innovation is only valuable if it adds an extra value for our customers.



PART OF Pelis

Startup // Berendsen

About

With us by your side, as a reliable service partner, you save time and resources to focus on your core business. CSR is part of our DNA and we were one of the first 10 companies in Denmark to be CSR certified. In 2019 we achieved the UN Sustainable Goals certification by Bureau Veritas as the first company in the world.

Collaborative Possibilities

Our Smart solutions are co-developed with our customers. We have a technological knowledge on UHF and we are constantly looking for new ways you can benefit from this technology.

Problem

Lack of clean mops or cloths available can lead to contaminated cleaning and products being used again. The result is an unhygienic cleaning process.

Solution

Because all our mops and cloths are fitted with an UHF chip, we can scan all products delivered to a site. You can, at any point, access the Customer Dashbord and control the needed stock and stock available on site. We call this the SmartMop system and it is developed in collaboration with ISS.



Startup // Forenede Service & Aks2tal

Problem

Solution

Forenede Service and aks2tal collaboration produces and delivers environmentally friendly system solutions to dust abatement and ensures a better indoor environment. The vision of aks2tal is to contribute to a more dust free world.

The current ventilation solutions and air purifiers create turbulence, maintain dust/particles/bacterium/viruses in respiration levels increasing the risk of infection. One is really conservative in regard to solutions which can reduce the level of particles.

Forenede

Collaborative Possibilities

About

We are looking for commercial or development partnerships with companies which are looking to upgrade their disinfection protocols as part of their business offering or of the internal operation. Depending on the application, our existing product can be used with adapted SOP or a new dedicated product can be developed based on the same technology.

We developed a mobile unit for automated disinfection of rooms and equipment. It uses only water and electricity and generates its own biocidal gas. The process is reversible and fully monitored. It therefore guarantees the efficacy of the process as well as its safety. All data generated are sent to a Cloud platform for documentation and traceability of the hygiene protocol.

Forenede Service and aks2tal participate in the HelloScience LiveLab, because together we can help create a more dust-free world and find collaboration with others who have the same vision and passion.

Team



Louise Munch Johannsen
Concept Developer, Forenede Service



Allan Schmidt
Co-founder, Product Design

Passionate innovator and solution seeker responsible for development of new concepts in Forenede Service.

Allan Kortegaard Schmidt is both owner and founder of the one-man business Ask2tal.

We are looking forward to participating in the HelloScience LiveLab to create awareness of our 3rd generation, clinically validated UV-disinfection robot and how it can be used in the fight against Covid-19 and as a part of the cleaning cycle in general. At the same time this is a unique chance to find collaboration opportunities with some of the first mover companies participating in the event.



Startup // UVD Robots & Blue Ocean Robotics





Team



Jacob Mortensen
Sales Director - Europe,
UVD Robots

Jacob holds 25 years of experience from international commercial jobs within IT, Technology and Healthcare such as Product Manager, Business Director and now as Sales Director at UVD Robots.

He has several years of experience in sales, strategy and business development from companies like DELTA and Danfoss.



Per Juul Nielsen
CEO, UVD Robots

B.Sc. in Engineering, B.Sc. in Business Administration and INSEAD General Management Programme. Per has 20 years general management and board member experience from international businesses and 10 years of CEO experience in hygiene solutions for the global healthcare market.

About

UVD Robots is a Danish company established as a result of a successful co-development project between a range of Danish hospitals and Blue Ocean Robotics resulting in the unique UV-Disinfection Robot. UVD Robots provide efficient and automated disinfection solutions for hospitals and life science customers. Application of UVD Robots in hospitals patient- and operating rooms save patients' lives by reducing Hospital Acquired Infections (HAI's) and operational costs for hospitals. The UVD Robot has been clinically tested and verified at Odense University Hospital and by independent microbiological laboratories.

Collaborative Possibilities

We are looking for first mover companies as well as strategic collaborations to bring the world's only 3rd generation, clinically validated UV-disinfection robot to companies so they are able keep their employees and/ or customers safe from viruses and harmful pathogens.

Problem

By 2050 antibiotic resistance could be the cause of 10 million deaths globally and cost up to 66 trillion pounds according to the NHS.

In 2020 the Covid-19 pandemic has changed the way we live while the world anxiously awaits a vaccine.

Solution

UVD Robots help fight hospital acquired infections and therefore save both lives and money. UVD Robots have also been used as a 'first defense' against the virus, killing pathogens and viruses not only in healthcare but in hospitals, airports, offices, schools, supermarkets, fitness centres, kindergartens and much more.



Startup // Signify

Signify

About

Signify is the world leader in lighting and we are a carbon neutral company. We provide professional customers and consumers with quality products, systems and services. And our connected lighting offerings bring light and the data they collect to devices, places and people - redefining what light can do and how people use it. Our innovations contribute to a safer, smarter more sustainable world.

Collaborative Possibilities

We are looking for partnerships to help spread the awareness of UV-C solutions in the fight against Covid-19. UV-C is a sustainable solution compared to harsh cleaning agents and can be used in numerous applications, such as offices, hospitals, stores, schools, public transport etc.

Problem

We're all at risk of contracting and spreading viruses and bacteria, especially in busy public areas like the office, store, schools, museums and on public transport. A proven and effective way to neutralize a virus is through UV-C radiation. In laboratory testing, our UV-C light sources inactivated 99% of SARS-CoV-2 virus on a surface with an exposure time of 6 seconds.

Solution

We offer an extensive range of Philips UV-C lamps, a broad range of UV-C disinfection luminaires and controls to disinfect air, surfaces and objects. We have a proven track record of developing innovative UV-C solutions that are optimized for the application and work closely with manufacturers on design-in. UV-C can be an extra layer of safety.

Signify is the world leader in lighting and we have worked with UV-C light as a disinfectant for more than 35 years.

UV-C can be used in numerous applications to disinfect surfaces and objects in minutes. The HelloScience LiveLab is a great opportunity to get a better understanding of new technologies and the key challenges in creating a safe and clean workspace or home.

Team



Anne-Cathrine Tjørnehøj Nordic PR manager, Signify



Claus Sabinsky
Sales Manager, Signify

Responsible for PR and internal communication at Signify in the Nordics. Passionate about sustainable solutions and the possibilities within the world of lighting for both professionals and consumers.

Responsible for implementing the local strategy to drive sales growth and market share in the profit channel.

The latest HelloScience LiveLab is in complete alignment with our company vision to deliver the future of sustainable disinfection. It is a great and effective way for us to be in touch with large corporations which want to elevate their cleaning and disinfection levels.



Team



Eliot Booth CEO, Sterisafe

I am a biologist with my work experience in business development. I started the Sterisafe venture as a development project back in 2015. It is great to develop an ambitious business based on a truly unique technology bringing value to business partners, end-users and the environment.



Julien Rzepkowski COO, Sterisafe

In the great adventure of leading a team creating safer indoor environments for all people at STERISAFE. Born in France, live in Copenhagen and daily speaking Spanish. Always on the move.

Startup // Sterisafe



About

STERISAFE ApS is a dynamic company of 25 employees and 15 nationalities. We develop unique and best-in-class solutions in the field of automated room disinfection. We believe it is urgent to automate disinfection processes and extend greatly the efficacy, the safety and the traceability of hygiene protocols across all industries.

Collaborative Possibilities

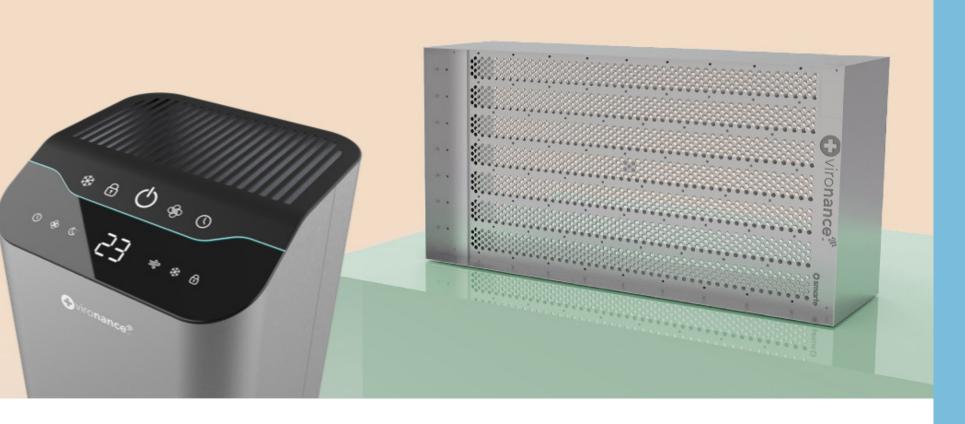
We are looking for commercial or development partnerships with companies which are looking to upgrade their disinfection protocols as part of their business offering or of the internal operation. Depending on the application, our existing product can be used with adapted SOP or a new dedicated product can be developed based on the same technology.

Problem

Nowadays most rooms and equipment are disinfected manually using harmful liquid chemicals. It is not only unsafe for the staff and damaging for the environment, but also ineffective because of the variability and inconsistency of manual work combined with the absence of control of dosage and contact time of the chemicals as well as the absence of automatic documentation and data.

Solution

We developed a mobile unit for automated disinfection of rooms and equipment. It uses only water and electricity and generates its own biocidal gas. The process is reversible and fully monitored. It therefore guarantees the efficacy of the process as well as its safety. All data generated are sent to a Cloud platform for documentation and traceability of the hygiene protocol.



Startup // Plussmarte



About

PLUSSMARTE founded in 2013 to provide energy efficiency with the expertise in sensors and remote control technologies, transformed the company to be one of the leading regional energy management with a portfolio 1,500,000 m2+. Vironance, promises great hope to neutralize viruses that deeply affect our lives such as H1N1, SARS, MERS and CORONA virus.

Collaborative Possibilities

PLUSSMARTE is looking for ALL kinds of LOGICAL collaborations to rapidly distribute the Vironance technology globally to effectively reduce the spread of SARS Cov2 and possible next generation viral threats. We are looking for; production, sales, distribution, research partners further to include robotics suppliers, facility management companies, welcoming; funding, investors and highly appreciate scientific, commercial and legal mentors.

Problem

As of October 27 2020 roughly 43.6 million people have been globally infected as the death toll has risen to 1.16 million due to the Covid-19 pandemic. Although contaminated surfaces were considered as the initial transmission route, recently the airborne transmission is heavily questioned. There is an urgent need for a less harmful rather than UVC & Chemicals and Ozone, more effective and sustainable technology for surface and air virus inactivation.

Solution

VIRONANCE encapsulates inactivation of viruses with resonance in a single word. Under ultra low dose electromagnetic excitation, viruses vibrate and inactive at a certain frequency. EM energy transfer freely in air and in/ over surfaces to excite the airborne and surface attached viruses. With ultra low power and long life virus inactivation capability, VIRONANCE has a wide application areas such as facilities, areoplanes, public transformation, HVAC filtering, medical and household appliances.

Team



Dr. Erdem Yavuz Board Member, Plussmarte

SARS CoV-2 spread.

We are seeking to expand and

speed up Vironance's global reach

to contain and stop the airborne

Dr. Erdem Yavuz holds multiple doctorate degrees in medicine and biomedical engineering. Dr. Yavuz has a global heathcare industry exposure from patient care and health facility management to experience in concept to field application of medical device development and sales cycle, specializing in anesthesia, ventilation, neurodiagnostic, neuromonitoring systems, embedded system design, medical software architecture, real-time data acquisition, signal processing and algorithm design. Dr. Yavuz is currently leading the Vironance scientific research effort as the Chief Science Officer at PLUSSMARTE.



Melih Ballıkaya Co-founder, Plussmarte

Melih Ballıkaya holds electrical engineering degree and has a spectra of technology development expertise in households, energy efficiency technologies and medical technologies more then 15 years. Ballıkaya currently manages Smarte (Istanbul) Plussmarte (Copenhagen) as CEO to adapt end to end technologic solutions to the market with financial perspective within ESCO concept. Ballıkaya also in the development team as an engineer in Vironance during the pandemic.

For many years, bacteria have mostly been thought of as the enemy – something dangerous that should be eliminated.

We always aim to develop innovative microbial solution and it means a lot to us that our work and passion is being noticed.





Charlotte Vedel COO & Founder

Charlotte is the COO of Lactobio and former CTO of Novo Nordisk Foundation Center for Biosustainability. Formerly Vice President of IP, DuPont Nutrition & Health and longterm experience as R&D manager and scientist in probiotics and antimicrobial compounds.

Ph.D. in microbiology from the Danish Technical University and author of several peer-reviewed papers and inventor of several granted patents.



Søren Kjærulff, CEO & Founder

Søren is the CEO of Lactobio and also a co-founder of Fermbiotics ApS. Formerly, he was Senior Director of Biopharma R&D at Novozymes AS, where he was responsible for leading biology research in anti-infection and anti-inflammation.

He holds Ph.D. in molecular biology from University of Copenhagen and is the author of several peer-reviewed papers and several granted patents.



Startup // Lactobio



About

In Lactobio we focus on the creation of new probiotic and microbial solutions to target and fight the problem of increasing infections caused by micro-organisms being resistant to antibiotics. We work with the gut, oral, vaginal and skin microbiota to treat a variety of diseases – with projects spanning a variety of diseases including most bacterial pathogens.

Collaborative Possibilities

Lactobio is dedicated to research and development of new microbial solutions. Our discovery projects currently span different infectious diseases, antibiotic resistant bacterial infections, inflammatory and gastro-intestinal diseases. We are open to the right collaborative partnerships.

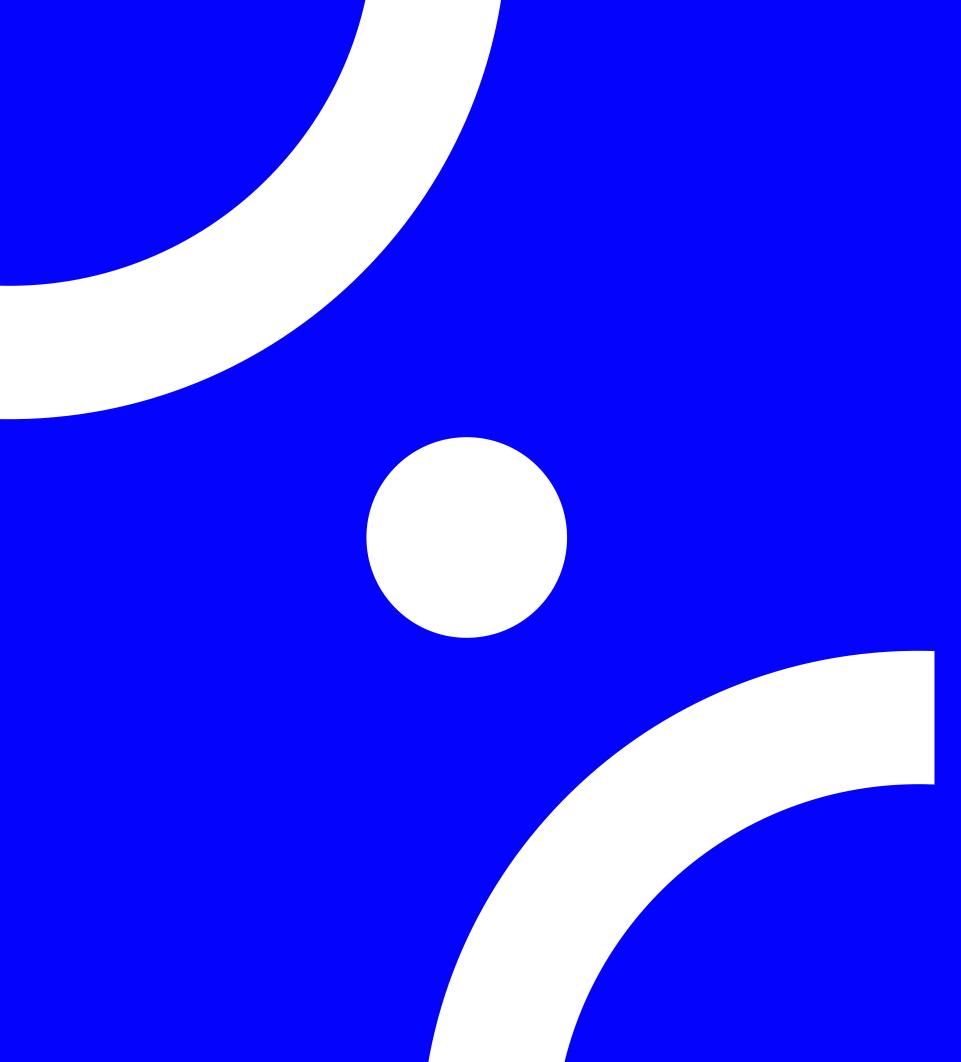
Problem

Humans have spent the last 80 years trying to clean "germs" from our homes and bodies. The use of antibiotics to fight infections have saved countless numbers of lives, but with unintended consequences to our microbiomes that we are only beginning to understand. Current treatment of eczema often includes antibiotics and steroid creams, which kill off both good and bad bacteria and have a variety of side effects. In Lactobio, we take a new approach by topically applying live bacteria directly on the skin.

Solution

In Lactobio we focus on creation of new microbial solutions based on lactic acid bacteria. When applied to the skin, they support and complement the natural bacterial diversity of the microbiome and help to improve and restore its natural balance and health.

 59



HELLO-SCIENCE

What is HelloScience?



Explore HelloScience

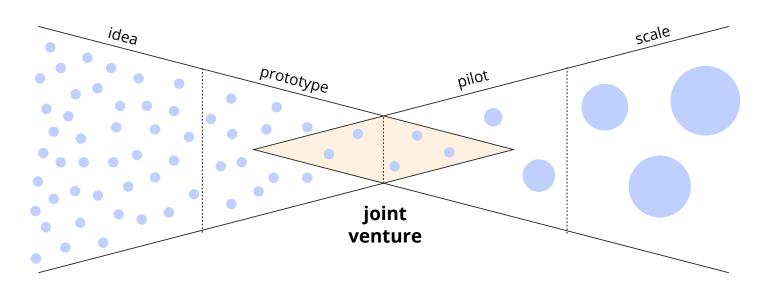
An Ecosystem Approach To Sustainable Development Goal Impact

HelloScience is a partner-driven Sustainable Development Goal (SDG) platform, started by Novozymes in 2017. We began with the question: can we use the SDGs as a springboard for innovation and entrepreneurship? The SDGs cannot be solved in isolation and require cross-cutting and radical collaboration. We believe that when existing mindsets, competences, and solutions are brought together in new ways, new solutions for large challenges can be found.



HelloScience // A collaborative Incubator – From Idea to Joint Venture

We work with startups that are in different phases of development. Our goal is to structure and communicate progression in the various stages, from good ideas from universities to real world impact through prototypes, pilots, scale-up and new collaborative ventures. We're here to optimize the possibility of achieving their goals and advancing to the next stage. The design of the HelloScience logo is based on this approach.



Early Stage / Drawing Board

2. 1. **IDEA**

building your business plan or creating your project

PROTOTYPE

creating a product or service

Live World Testing and Scale

3. **PILOT**

testing your product or service in different environments

4. **SCALE**

rolling out established product or service to a wider market

5. **JOINT VENTURES**

Since HelloScience is a collaborative approach to SDG innovation, we also welcome new co-development and joint venture agreements between a startup and one or more of the partners.

Collaborative Innovation Model

How it works

Beginning with an open call for concrete solutions to real world problems, we scout for new connections and promising concepts. The SDG framework for the open challenge functions as the problem-solution fit. This ensures we work on developing technology that tackles important problems. Anyone can apply for our open calls and the best fits are invited to a LiveLab.

The purpose of LiveLabs is to create an environment for face-to-face collaboration and physical engagement.

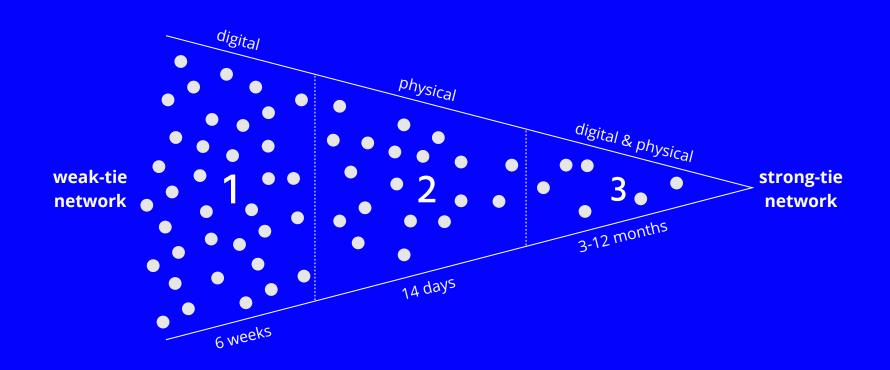
LiveLabs come in different shapes and sizes, but one thing they have in common is the ability to build networks between local startups and global collaborators.

Co-hosting LiveLab events with partners sows the seed for future collaborative incubation. The platform acts as the foundation for digital and physical collaborative incubation. HelloScience works by building networks which promote collaboration, open innovation and open science.

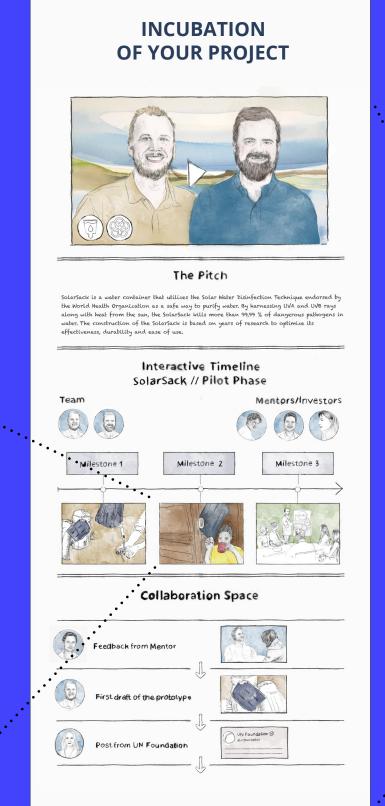
OPEN CHALLENGE LIVELAB INCUBATION Support & Impact Challenges & Ideas Solutions & Participation Defined SDG challenges Live collaboration Digital incubation cases and portfolios Global HelloScience Activating regional hubs LiveLab events Strong-tie network Co-host with partners Empowering local people Awarding microgrants and communities to solve Everybody can participate local problems Incubation programs Selected startups and Co-development mentors participate agreements Selected startups and research projects will be selected

No single organization or startup can solve the Sustainable Development Goals by themselves. By connecting complementary partners and startups we believe, that we can 1) create significant SDG impact and 2) maximize the value for ideas and startups with great potential.

The HelloScience Team



 $\qquad \qquad \mathbf{65}$



Document your most important achievements through milestones with videos, photos and text and upload them to your project timeline.

DOCUMENTATION

OF YOUR WORK

Keep track of your project in your interactive incubation room, with your team and mentors and open up for collaborators to chip in with their skills, competencies and experience.

Create your own unique portfolio of your work, track your engagement and see how you create synergy with the larger ecosystem of collaborators and projects.

PERSONAL PORTFOLIO

WITH NETWORK GRAPH

Network

Cases

Alexander Løcke
Founder and CTO at SolarSack
Aiming to bring save water to everybody!

2020

Collaborators

you connect with

SolarSack // Prototype



A world of collaboration at your fingertips. Meet our living library of projects, startups, mentors, investors and partners at our interactive touch screens.



Welcome to the not-for-profit organization

Collaboratorium

A laboratorium for digital and physical collaboration

Collaborative Facilitator and day-to-day operations for HelloScience

Who is the Collaboratorium?

We see ourselves as collaborative engineers, that build physical and digital infrastructures to empower collaboration. Our diverse team holds skills ranging from collaborative leadership, facilitation, research to illustration, art, film and documentary production, to designing, coding and creating digital collaboration platforms and infrastructures.

The 20th century was the century of engineering and technology. They built and constructed a whole new world. A world of bridges, cars, airplanes and information technology, the telephone and radio, computer and the internet, entwining the physical and digital.

But paradoxically we as a society have not become much better at collaborating or solving the great systemic crises that industrialisation has caused. There is a need for new bridges, new roads and new infrastructures connecting people, organisations and knowledge, to face the social, environmental and epidemic challenge of our current time.

We are therefore proud to be facilitating Cleaning LiveLab, and the day-to-day management of HelloScience and RUC THIRDROOM, as well as with being the inventors of the underlying software which we named THIRDROOM.

Our passion is to build bridges which enable collaboration between entrepreneurs, corporations and organizations - that benefit people, society and environment.

Collaboratorium // Team

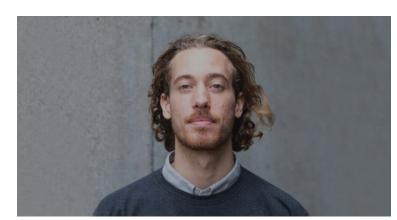
Alfred Birkegaard

Director & Co-founder of the Collaboratorium



Alfred Birkegaard is responsible for the day 2 day management of HelloScience. Alfred has pursued a two-tier career in academia and as an entrepreneur. He holds a Ph.D., MA and BA degrees in Philosophy of Science from Roskilde University, University of Copenhagen at Berkeley University. He has also been head of two collaborative organizations (Kollaboration 2007-2011) (WeCollaborate 2009-2012) and The Collaboratorium.net, and also founded the Open Media Lab at Roskilde University (2015) and is the founder of The Thirdroom platform.

Jeppe Klit Nielsen Project Manager, Web Designer and User Support



Jeppe has three years experience with the Thirdroom software and the community around it. He holds a BA in Science, People and Technology. At heart Jeppe is caring for the community's experience with the ambition to create a platform that allows sharing knowledge intuitively and connects diverse people.

Katja Carlsen

Leader of ruc-thirdroom.dk and co-founder of Thirdroom



Katja has worked with collaboration and collaborative digital culture for more than 10 years. Her main focus is empowering a collaborative learning culture, both physically and digitally. Developing a collaborative incentive structure within the software, while ensuring a nordic fair tech and use of data culture, embedded in the essence of the product.

Julia Massow Creative Director and Illustrator



Julia is an award-winning multidisciplinary illustrator and graphic designer. She holds a Master in Communication Design and has worked for several clients, magazines and agencies in the past 10 years. She is most passionate about capturing humanity in faces and fascinated by the use of art and design as a tool to connect and to approach complex topics in new ways.

A WORLD OF COLLABORATION

AT YOUR FINGERTIPS

