SWITCH

Final Event

Exploitation of the technology: end users and integrators

Monika Marek, Sylwia Zięba

Sweco Polska

monika.marek@sweco.pl

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WP7
Agenda

WP7
Introduction

The end result of the project can be marketed as one of three options: as a system, as a license for the system, or hydrogen as a product.
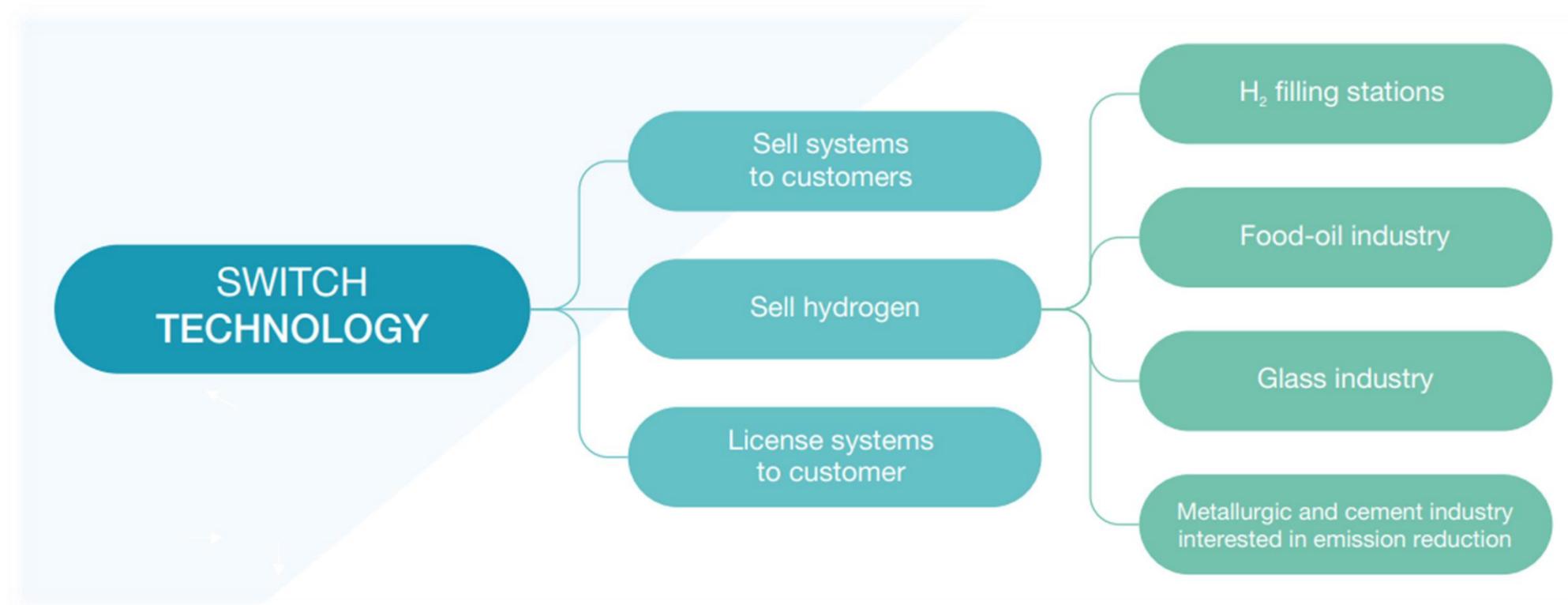
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T7.3 - Sweco's tasks

SWECO managed the exploitation activities of SWITCH: it conducted research of the Central-Eastern European market, analysed market conditions and prepared documents supporting end result market deployment (IPR Agreement, Exploitation Plan and Market Deployment Plan).

The **SWITCH** system allows the production of

hydrogen, electricity and heat
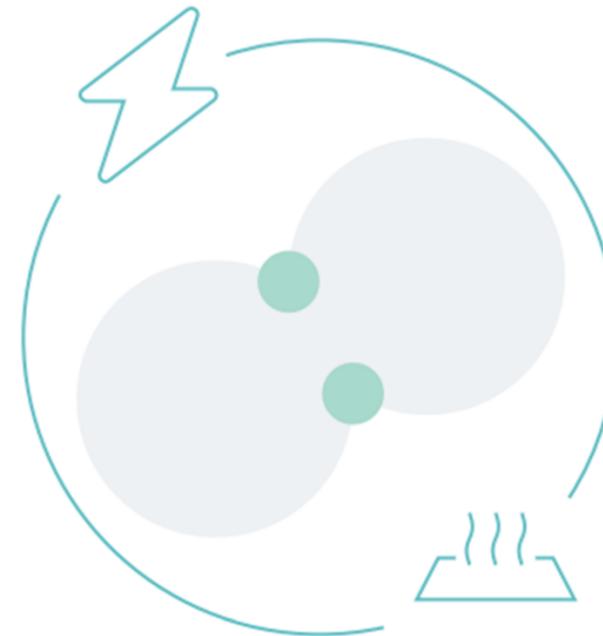
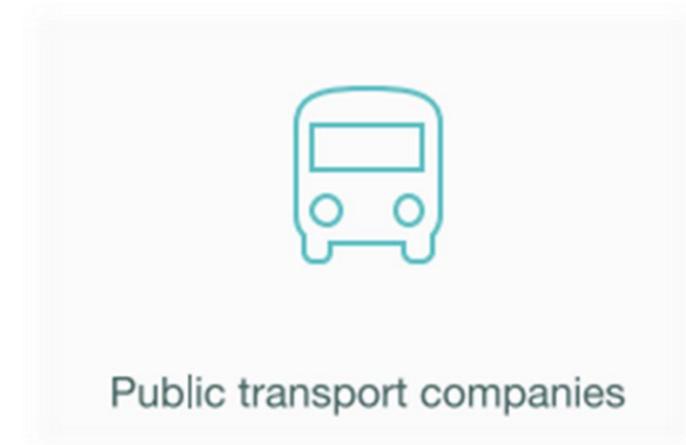# WP7
T7.3 - Possible strategies

- Sell systems to market;

- Sell components (stack) to integrators;

- Sell licenses to market;

- Keep the prototype and sell the hydrogen;

- Make a new project with demo sites.

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T7.3 – End users

SWITCH system is dedicated for following recipients:

Hydrogen and electricity users

European countries with a low hydrogen production capacity

Public transport companies

Logistic hubs

European countries having an electricity mix low in carbon emissions

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T7.3 - Industries

Industry segments that need continuous hydrogen supply for proper operation, between 40 kg/d and a few tons per day:

H₂ filling stations

Food-oil industry

Glass industry

Metallurgic and cement industry interested in emission reduction

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T7.3 - Conclusions

Different approaches to commercialization are possible – sell hydrogen, system, components or licences;

Implementation strategy determines end users;

SWITCH system provides to end users constant hydrogen supply, flexibility of working in different modes.

thank you.