



# MeetIn



## May 2009 Water mission Vietnam



### Goals

- Promote Dutch expertise on waste water in Vietnam
- Find partners
- Find end users of wastewater treatment
- Get to know Authorities in Industrial zones and on environmental regulations
- Exchange knowledge on waste water treatment

### Companies on the mission

Industrial wastewater purification  
Water purification  
Proceswatermanagement

- 1) Royal Haskoning
- 2) UCY
- 3) Norit
- 4) Paques
- 5) Redox
- 6) Witteveen en Bos
- 7) Tebodin
- 8) Grontmij | Carl Bro

### Program

- Ho Chi Minh, Hanoi, Binh Duong
- Matchmaking, individual talks with potential Vietnamese partners
- Visit to IZ development companies and relevant authorities
- Activities to promote Dutch Water expertise
- Social Networking
- Visits to Industrial zones and decisionmakers in the IZ
- Matchmaking event with Vietnamese counterparts

### Why the Dutch water sector?

In the Netherlands, we know all about living with water. Our two thousand years of habitation in a delta area close to sea level has produced an ambivalent relationship: we love water and loathe it.

Our permanent battle to control the sea and rivers has made us experts in water management. The experience has taught us two fundamental truths: that water management is a process of continuous innovation and that water management has to be a team effort.

That's why the Netherlands possesses both technological expertise and a deep-rooted willingness to cooperate. We have top research institutes in the field of water innovation, dredging firms that operate world-wide, front-ranking hydraulic engineering companies and market leaders in the field of water purification, waste water Technology and international water issues.

### Experts in the delegation on :

- **Industrial wastewater purification**
- **Mebrane technology**
- **Process water**
- **Drinking water purification**
- **Measuring and monitoring**
- **Turnkey wastewater projects**
- **Engineering**
- **Consultancy on waste water issues**

### Facts

Date : 4th- 9th of Mai

Cities: HCMC, Hanoi

Website: [www.meetin.eu/water](http://www.meetin.eu/water)

Organization by: MeetIn NWP and Vietnam Consult & Trading



## Organizing partners



### MeetIn

#### ***Be a source of inspiration for international entrepreneurship!***

MeetIn is the main organizer of this trade mission on waste water management. Together with financial service providers and the Dutch government MeetIn is looking to inspire entrepreneurs. Together we explore emerging markets, talk with the experienced international entrepreneurs, country-experts and local companies in order to experience the market closely and respond to the opportunities available. MeetIn expands the international network of entrepreneurs, enhances knowledge on global developments and local markets. So far, more than 800 entrepreneurs have explored the new world with MeetIn.

Beside the outgoing missions, MeetIn also helps delegations that want to enter Europe. These delegations from for instance India and China or Vietnam, are looking for investment opportunities and expansion of their international network. MeetIn connects them with the right European counterparts. It is our ambition to establish a company that is the gateway to Europe and the emerging markets.

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The Agency for International Business and Cooperation (EVD) is a bureau of the Ministry of Economic Affairs. It is the central organ of the Dutch government responsible for promoting the international presence of Dutch companies in foreign markets and for supporting private sector development in emerging markets. The agency provides Dutch companies with information and services critical for the pursuit of new opportunities in all markets. Additionally, it also provides financial support for activities contributing to sustainable private sector development in emerging markets.

Each year it organizes approximately 60 major international promotional events; for example by participating in trade shows and organizing internal and external trade missions. A central element of these missions is matchmaking; a process via which Dutch enterprises are introduced to others in the European Union and throughout the rest of the world. These activities are often organized in co-operation with Dutch trade and industry associations and are generally focussed on specific economic sectors.



## **Netherlands Water Partnership**

The Netherlands Water Partnership (NWP) is an independent body set up by the Dutch private and public sectors in the Netherlands to act as a national coordination and information centre for water-related issues abroad. The principal aims of the NWP are to harmonise the activities and initiatives of the Dutch water sector abroad and to promote Dutch expertise in water worldwide.

The NWP is the channel through which government bodies, NGOs, knowledge institutes and private organisations in the water sector share information on their activities and services.

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## **Vietnam Consult & Trading BV**

VCT is an independent Dutch consultancy company, established in 2000 and has now 15 full time staff at 3 offices: The Hague, Hanoi and Hochiminh City.

VCT serves its clients in developing and implementation of their commercial and investment projects in Vietnam. For these projects VCT does acquisition of financial funding or grants/subsidies from bilateral and multilateral development funds and programs. These grant management services are offered 'no-cure no-pay' basis.

Beside considerable experiences with programs like PESP and ORET, VCT has recently successfully developed ten PSOM projects, eight of which were approved on May, July and November 2005, November 2006 and July 2007, each with more than € 650,000 grants from the Dutch government, the other projects are in the screening phase

VCT provides other business support services like: matchmaking; market, sector and feasibility study; legal and taxes advices, legal document translation/ interpretation; trade fairs participation, projects identification and market intelligence services; outsourcing projects and acquisition of shares in Vietnamese privatized companies. We represent many Dutch and Vietnamese companies and organizations in Vietnam and EU countries

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## Participants :



Company name: Grontmij | Carl Bro

Company profile:

Grontmij | Carl Bro is part of Grontmij, one of the largest players in the European consultancy market. We offer consultancy services within the spheres of building, construction, water, the environment, energy and industry, and are represented in the Netherlands, Denmark, the UK, Germany, Belgium, Poland, Ireland, Sweden and Vietnam, among others.

Grontmij is Europe's fifth largest consultant engineering company in terms of turnover and the sixth largest in terms of the number of employees. The group's total turnover is EUR 720 million and the number of employees is approximately 7000. In Denmark alone Grontmij | Carl Bro employs around 1200 employees. The group exports a broad range of consultancy services, organises international projects and has project offices across the world.

Our goal is to create value for our customers. We therefore think in terms of the whole picture and view assignments in a larger context. For this reason, our staff consists of people with various professional backgrounds. In addition to engineers, we also employ economists, biologists, geologists, computer scientists and legal experts.

Grontmij | Carl Bro wishes to be an attractive and responsible workplace that retains its employees through professional challenges, training and a personnel policy that provides scope for flexible, individually adapted solutions..

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**leading in purification**

Company name: Norit

Company profile:

Norit, headquartered in Zenderen, The Netherlands, is an innovative leading supplier to the water and beverage industries. With almost a century of experience, the Norit Group supplies consumables, components, systems, and solutions, based on proprietary technology in every step of the water and beverage value chain.

More than 8 percent of the world's population – over half a billion people – is already consuming water purified by Norit! Norit's activated carbon, membranes, pumps, aseptic and hygienic valves, carbon dioxide systems, and quality control equipment rank among the world's best. Norit offers global coverage with production, engineering and manufacturing facilities in seven countries, and a network of dedicated Norit sales and service centers, business partners and distributors which serve customers in more than 150 countries around the world.

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Company name: Witteveen en Bos

Company profile:

**Witteveen+Bos** is a Dutch consulting engineering firm providing engineering services in Water Management, Environment and Land Development, Urban Infrastructure and Transport, Hydraulic Infrastructure and Construction, and Port and Marine Engineering. Its expertise is not confined to engineering and technological issues only, but also extends to economic, social and organizational aspects, which is essential for undertaking complex technical and engineering projects. Its professional staff of approximately 800 works in interdisciplinary teams in countries world-wide, with an international focus on Southeast Asia and Central Asia.

Wastewater treatment is a major area of specialization in which Witteveen+Bos has a proven track record. We have extended or rehabilitated approximately one-third of all municipal wastewater treatment plants currently in use in the Netherlands. Besides municipal wastewater treatment plants, many industrial wastewater treatment plants of different capacities and using various processes have been designed by Witteveen+Bos for all sort of industries worldwide. We have a clear understanding of economic benefit relative to industrial utilities, as well as risk management where the industry's core business is concerned.

Witteveen+Bos has gained recognition at the forefront of water technology. In the Netherlands, we are market leader in wastewater treatment investigations, using our own mobile pilot plant facilities.



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Company name: Paques technologies

#### Company profile

Paques is the leader in the field of anaerobic purification plants. With BIOPAQ\_ technology, bacteria convert organic pollutants in industrial wastewater into biogas, which can be reused as (green) energy. The ANAMMOX® process is a recent breakthrough in efficient and cost effective nitrogen removal from wastewater. By a shortcut in the nitrogen cycle this new process, when compared to conventional processes, uses no chemicals, and saves up to 90% energy, while CO<sub>2</sub> emissions decrease with no less than 88%.

For aerobic wastewater treatment, Paques has developed economically viable reactors. For example, the CIRCOX\_ reactor ensures the aerobic removal of organic pollutants in a completely enclosed system. The system has a small footprint, produces almost no surplus sludge, odours or noise pollution and purifies so effectively (including nitrogen and phosphate removal) that discharge into surface water is possible. Under the brand name THIOPAQ\_, Paques has introduced innovative cleaning processes for removal of inorganic compounds, such as sulphate, sulphur, nitrate and metals.

Under the brand names ASTRASAND\_ and ASTRASEPARATOR® water is treated on the basis of physical chemical separation technology, using continuous sand filtration and lamella separators. These techniques can also be used in combination with biological techniques for the removal of nitrogen and both inorganic and organic compounds. Paques' technologies are applied all over the world in the most diverse sectors, varying from the water industry, the mining and metals industry to the chemical and petrochemical, fermentation and the pharmaceutical industries. Paques has a strong position in the brewing and food industries and in the paper sector. Paques offers its clients (industrial) purification processes both as standardized plants or tailor-made solutions.

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Company name:: **REDOX Water Technology B.V.**

Company profile:

REDOX Water Technology is specialized in the supply, process technology, the engineering and the project management of waste water treatment systems for primary, secondary (biological) and tertiary waste water treatment. The product range consists amongst others of screens, flotation units, sedimentation units, biological treatment systems, sludge presses, etc. The waste water treatment systems are supplied in amongst others the meat, fish, dairy, paper, petrochemical, stone, concrete and metal industry.



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Company name: Royal Haskoning

Company profile:

Royal Haskoning is an independent, worldwide operating consultancy firm that has its origin in a company established in the Netherlands in 1881. The firm now has a staff of some 4,300 who together combine a wide range of knowledge and experience. Rooted in a technical background our consultancy services now focus on the broad field of the interaction between people and their environment.

Royal Haskoning has had a presence in Vietnam since more than 25 years. Through our local firm Haskoning Vietnam Ltd., we have in depth knowledge of among others the local water and wastewater sector. Working from our offices in HCMC and Hanoi, about 120 international and Vietnamese consultants combine up to date technical know how, international project management and optimum knowledge about local conditions, standards and regulations.

Our Advisory Groups "International Water Supply and Sanitation" and "Water Economics and Institutions", have developed substantial expertise and experience in water supply and sanitation projects concerning all phases of the project cycle. Our services include among others: design and engineering of pipe works, treatment systems and pumping stations; project and process management and construction supervision; financial services, sector studies and policy development; master planning (a.o. assessment water demand and existing network conditions); institutional strengthening and organizational development (e.g. PPP and certifications), financial and economic feasibility studies, human resources development; project monitoring; environmental and social / resettlement safeguards including action plans.

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# TEBODIN

Consultants & Engineers

Company name: Tebodin

Company profile:

As your creative partner Tebodin combines a solid and broad understanding of specific technologies and local circumstances with global operational experience. This is a good base for a comprehensive set of consultancy and engineering services to be provided to you through any Tebodin office across the long-established network of regional offices.

Under the philosophy 'think in terms of solutions to client problems, be alert to market needs, react professionally and promptly, and assist clients from concept to completion', Tebodin enthusiastically applies its multidisciplinary business approach.

This way a bridge is created between the diverse worlds of consultancy and engineering and those of clients and their many markets. Tebodin differentiates itself from those who primarily operate either as consultant with a limited feeling for engineering or as engineering specialists targeting exclusively technology-based solutions.

Tebodin, Consultants & Engineers offers you a full range of engineering services from conceptual and feasibility studies to engineering, procurement, construction management, and validation. Our extensive network of offices worldwide provides short communication lines combined with international know-how. Our local presence also provides knowledge of local circumstances and national regulations.

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Company name: UCY

Company profile:

"UCY" is the phonetic translation of "You See Why". UCY Technology develops wastewater treatment technology which is named TPS. This technology enables to produce energy (on small scale). The wastewater flows into a basin, where gas can be produced with help of methane bacteria. The gas can be used as a source of energy to the generator next to the basin. This generator produces electricity that can be used for any purpose. The owner can use the electricity for own purpose, or sell it to an energy-company, like that is been done with solar-panels. This way of creating electricity is a good alternative, the gases can also be used for heating water and producing steam. UCY Technology has developed a very complex product in which development is essential. The main purpose of the TPS is to generate energy out of wastewater, against the world oil price.



*Foto: Gasstorage*

### **Target Group**

The primary target group of UCY Technology are the agro-industrial companies who have wastewater with organic materials. For example, companies who produce noodles, alcohol, tapioca and palm oil but also companies who work with fruits. Another target group of UCY Technology are farms. The wastewater after cleaning the stables are very usable for TPS. Households are also a target group, but only when they live in a place that has a population bigger than 1000 people. Less people do not create the right quality wastewater.



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