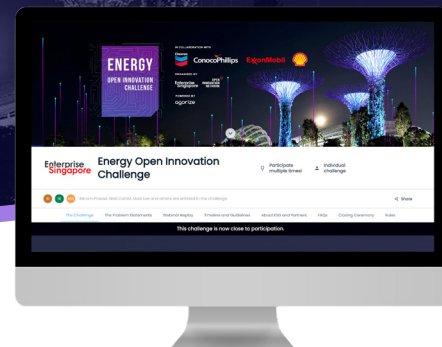


Shaping a Sustainable Energy Future:

Energy Open Innovation Challenge



Background

International energy companies have in recent years been looking to increase energy efficiency and incorporate more sustainable energy sources, such as liquefied natural gas and hydrogen fuel, amid a heightened need to reduce carbon emissions and drive sustainability.

The Covid-19 pandemic has further hit the global energy sector, with lockdown measures and severe reduction in air travel resulting in reduced demand for energy; and mandatory workplace safety measures to minimise the spread of the virus have affected how energy companies manage their operations and manpower deployment.

This has accelerated the need for these companies to adopt new technologies to improve their workflow and manage assets more cost effectively, which in turn will reduce manual work and create higher-value jobs.

Industry:
Oil & Energy

Geographies:
Global

Audience:
Startups & SMEs

In collaboration with:



ConocoPhillips

ExxonMobil



"The EOIC is encouraging leap in the right direction. We saw more than 100+ eligible submissions from 40 countries and engaged startups that never set foot in Asia."



Mr Ted Tan,
Deputy Chief Executive Officer, Enterprise
Singapore

About this challenge

Enterprise Singapore is the government agency championing enterprise development, in partnership with four leading energy companies, Chevron, ConocoPhillips, ExxonMobil and Shell, launched the inaugural Energy Open Innovation Challenge (EOIC) 2020 to call for innovative solutions to address industry-wide challenges in **Asset Management, Robotics, Sustainability and Workflow**. Shortlisted SMEs and startups had the opportunity to work directly with the four companies to develop, refine and test their solutions both in Singapore and globally.

"The COVID-19 pandemic has underscored the importance of innovation in the Energy sector, and the value of enterprises coming together to solve industry challenges. The EOIC 2020 provides a common platform to facilitate opportunities for SMEs and startups to trial their solutions and build track record with these established energy companies. Likewise, corporates can adapt the innovative solutions according to their specific needs to tackle challenges and explore new growth opportunities. I hope this will spur more partnerships among large and small companies."



Mr Ted Tan,
Deputy Chief Executive Officer,
Enterprise Singapore

Focus area

This challenge is for local and international startups and small-and medium-sized enterprises (SMEs) to improve the energy sector and provide solutions to **four key industry needs** and **19 problem statements**.



**Asset
Management**



Robotics



Sustainability



Workflow

Timeline

Sept 3 – Nov 6, 2020



Open Call
Participants register and submit their proposal.

Nov 18 – 27, 2020



Deepening Phase
Up to 50 companies will be shortlisted and invited to 1-1 meetings with energy companies.

Dec 7 – 11, 2020



Virtual Pitching Day
Online final pitching sessions and next steps for implementation!

Result

478

Solutions submitted

Over **400 companies** from **93 countries** participated.

- 203 for Asset Management
 - 56 for Robotics
- 120 for Sustainability
 - 99 for Workflows

23

Solutions from 9 countries

Finalists have been selected for the **final pitching sessions**.

4

Startup winners

Challenge winners will be working with corporates through **paid test trials and build a track record for their solutions.**

GROUNDUP.AI

TRANSFORMA

staple



Car Scanner
by inMotion

Future Collaboration

Taking action towards a smarter future

Transforma now works with companies in the oil and energy sectors to trial solutions, which include a smart magnetic painting robot that can apply paint to protect the interior of cylindrical oil tanks from corrosion. The method is expected to reduce reliance on manual labour and minimise operators' exposure to hazardous conditions.

"The pandemic has made people realise the importance of robotics and automation in industries like construction. Robots are no longer just productivity tools. Noting that they also help to tackle the shortage of manpower. The mindset starts to change and this really drives robotics and AI (artificial intelligence) moving forward."



Professor Chen I-Ming,
Chairman,
Transforma Robotics



Key Takeaways

Seeking Partnership and Breakthrough Innovative Solutions

Innovation is at the heart of driving new frontiers. The energy sector stands at the cost of transformation, whether it is for adopting cleaner energy sources or improving productivity and safety. Through this platform, ESG can attract top brains from all over the world and work with them to uncover innovative solutions to real-life industry challenges for the energy sector in Singapore and beyond.

From Vision to Reality

ESG saw companies that could pivot to the energy sector after learning the requirements needed and modifying their solutions that were deployed in other sectors, such as construction or retail. The connection between end-user and solution provider is the key to translating ideas into realities which require strong partnerships between energy companies as lead demand drivers and solution providers as innovators.

To learn more about how Agorize can transform your organization, visit get.agorize.com