

# Choosing a Standard Partnership

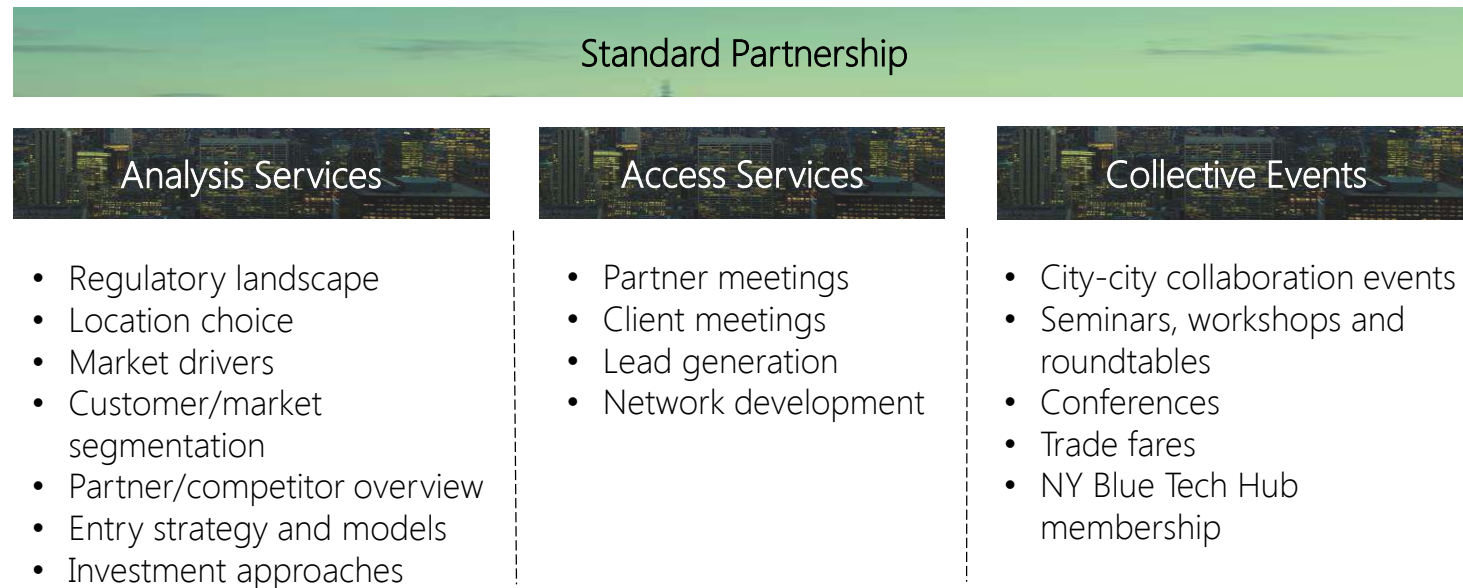
This partnership is a great choice for Partners who:

- ➔ Primarily are interested in the corporate visibility that follows from actively participating in Danish Cleantech Hub collective events.
- ➔ Wants to reap the benefits that comes from being part of the holistic story about the Danish transition that Danish Cleantech Hub conveys in New York.
- ➔ Who have a limited need for individualized services, but who have an interest in tapping into Danish Cleantech Hub network and market insights.



# Standard Partnership

With a Standard Partnership, the partner will be able to make use of the collective events that Danish Cleantech Hub arranges and our individualized services. Below exemplifies the types of services and events that is part of a Standard Partnership. Partners will in collaboration with Danish Cleantech Hub select the services that are relevant.



# Standard Partnership Structure

The Standard Partnership structure enables the partner and Danish Cleantech Hub in collaboration to set a strategic direction and focus for the partnership, while at the same time maintain flexibility to react to new opportunities. The partnership enables the Partner to select five (5) activities in total. The cornerstones of the partnership structure are:

- ➔ **Selecting focus areas:** Selecting 1 or 2 sectorial focus areas that guide the partnership.
- ➔ **Choosing events:** Based on the activity calendar continuously developed, the partner will select relevant speaking opportunities, in which they wish to participate. Often this will be 2-3 events yearly.
- ➔ **Determining services:** Depending on Partner's interest, a set of relevant analysis and access services, delivered by Danish Cleantech hub, is determined. Often this will be 2-3 services yearly.
- ➔ **Coordination meetings:** Meetings to coordinate activities will be agreed continuously as relevant. Often the spring and fall are more event intensive and coordination hence more frequently necessary.



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