

COHORT 1
TRANSPORTATION, LOGISTICS & CONSTRUCTION

E-PITCHING DAY

13 November

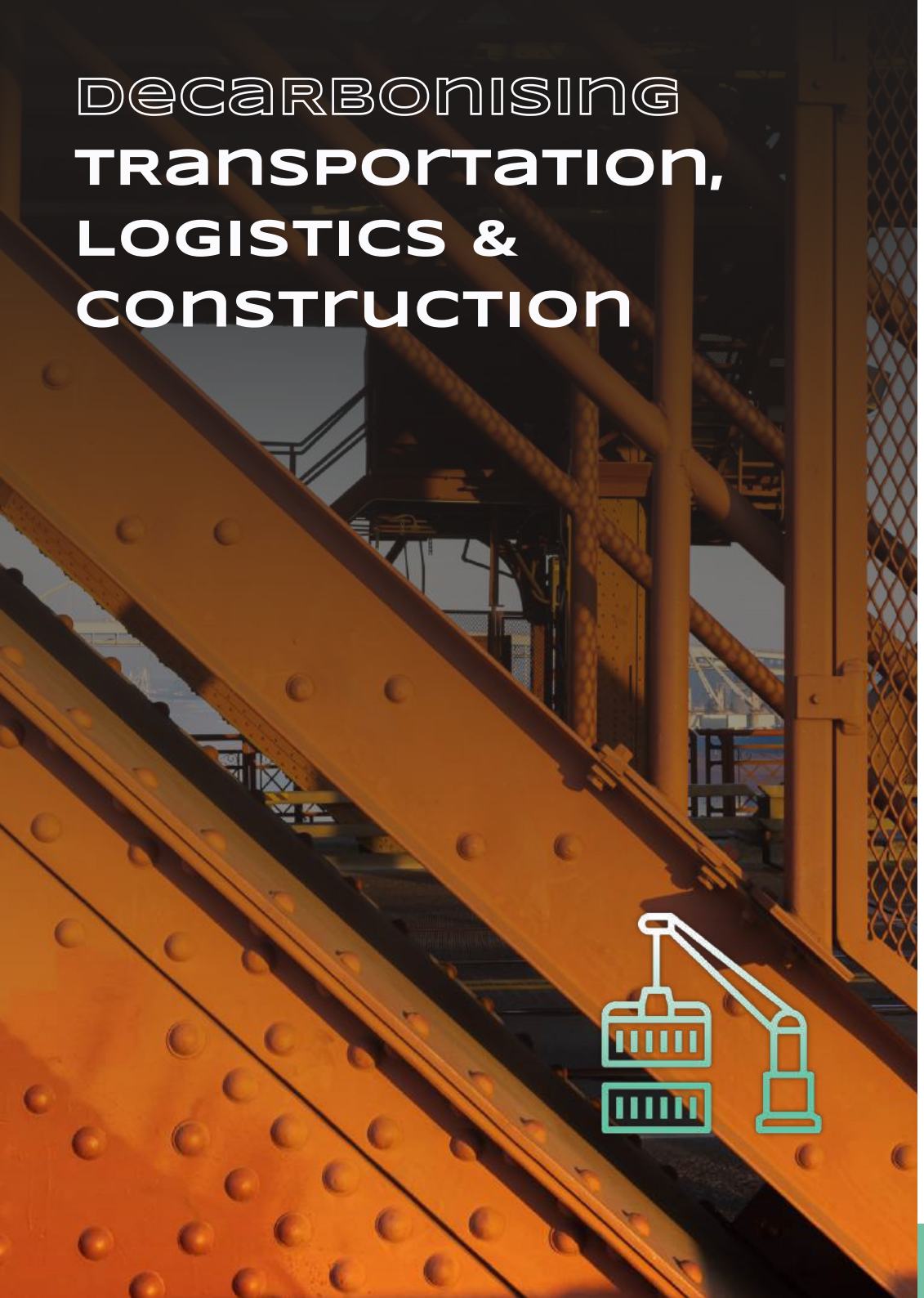
Partners:

KINNO · asterfab · accent · Venture Booster · INNOVA · MERINOVA TECHNOLOGY CENTRE · G-FORCE · EurA

Funded by the European Union

This project has received funding from the European Union, under Grant Agreement N° 101193674.

DECARBONISING TRANSPORTATION, LOGISTICS & CONSTRUCTION



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HARD2SCALE

Accelerating Innovation for Hard-to-Abate Industries

HARD2SCALE is a cross-border acceleration programme funded under Horizon Europe (Grant Agreement 101193674). The consortium is eight organisations, deliberately split: four from innovation ecosystems the European Commission classifies as emerging or moderate, and four from leading ones. The programme's entire design premise is moving companies between those two groups.

Over the project's lifetime it will accelerate 40 digital and deep-tech startups across four cohorts, each cohort focused on one industrial vertical. Cohort 1 is Transportation, Logistics & Construction. Three more follow.

Each cohort runs six months and roughly fourteen structured touchpoints, organised around two tracks:

Go-to-market - corporate matchmaking, open innovation workshops with industry stakeholders, and support in converting interest into pilots

Go-to-funding - investment readiness, due-diligence preparation, investor matchmaking, and access to non-dilutive public funding

Become part of the ecosystem

SUPPORT STARTUPS
Acceleration Programme
VIEW OPEN CALLS

DATABASE & GROUP
Stakeholders' Community
JOIN NOW

Project Timeline

2025

July
Project Launch

Aug - Oct
Desktop Analysis & SWOT on EU countries

Nov - Dec
MoUs with Accelerators & Incubators

Interviews with Success Stories & Promising Startups

Macro-regional Focus Groups

Focus Groups with Investors

Collaboration Roadmap

Scaling-up Action Plan

Regional Workshops

2026

January
Stakeholders Database goes live

Jan-Feb
1st Open Call
Acceleration Programme (Apr-Dec 2026)

Apr-May
2nd Open Call
Acceleration Programme (Jul 2026-Mar 2027)

Sep-Nov 2026
3rd Open Call
Acceleration Programme (Nov-Jun 2027)

Nov-Dec 2026
4th Open Call
Acceleration Programme (Jan-Jul 2027)

2027

Sep
Release of Guidelines for Ecosystem Collaboration

Release of Guidelines for Startups Ecosystem Collaboration

Dec
Release of Policy Recommendations

Project Conclusion

Let's scale together!

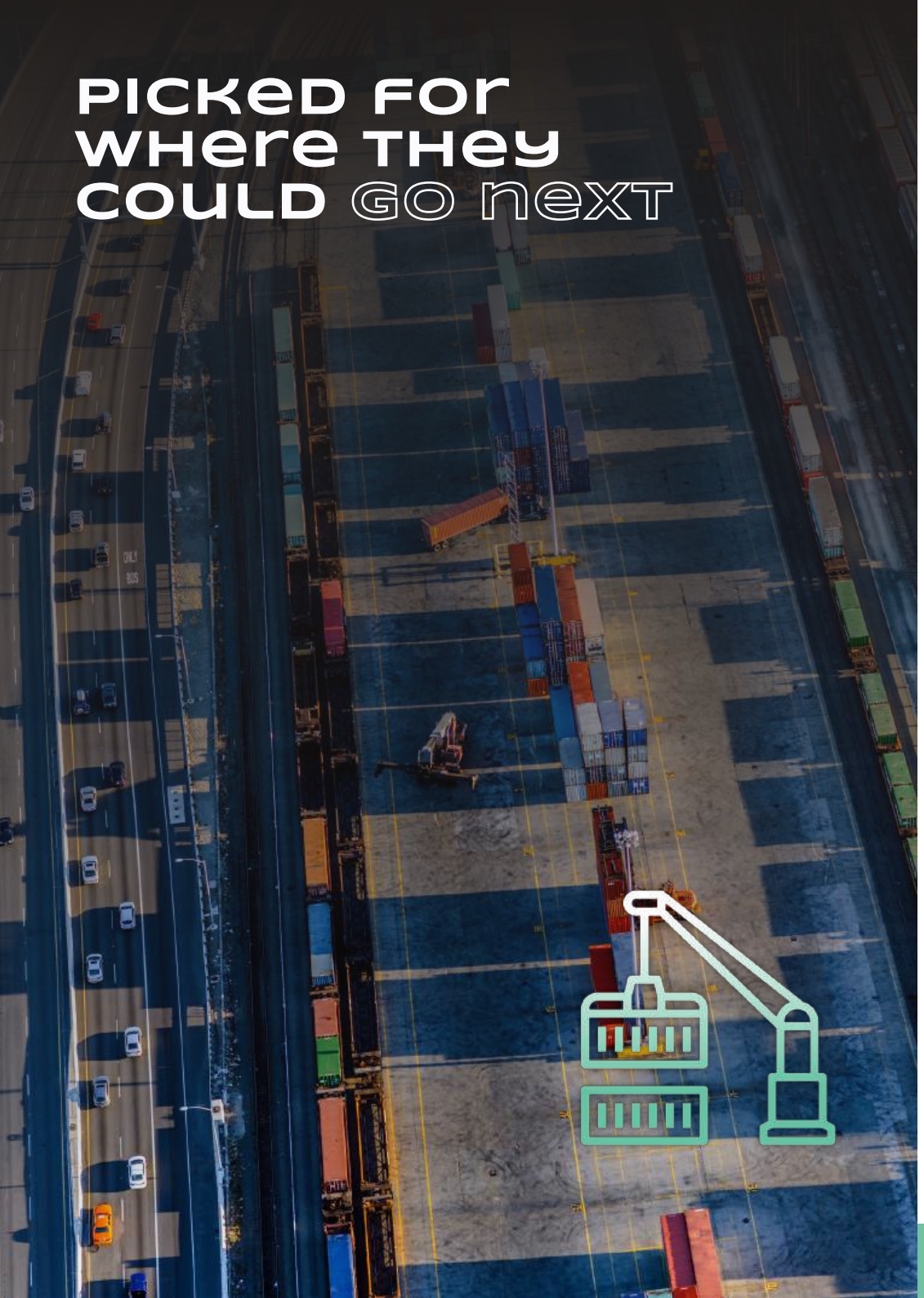
The gap

Transportation, logistics and construction sit among the hardest sectors in Europe to decarbonise, and they are now among the most heavily regulated.

CBAM is reshaping the economics of cement and steel. FuelEU Maritime and the extension of the EU ETS to shipping have put a price on marine fuel. ETS2 will do the same for road transport fuels. For the first time in a long time, operators in these industries have compliance budgets rather than innovation budgets — which is to say, real budgets, with deadlines attached. The technology to meet that demand largely exists. What is missing is the bridge between a validated prototype and an industrial customer, and between an industrial customer and a term sheet.

Event agenda

Time (CET)	Session
10:00 – 10:10	**Welcome & Programme introduction** **The accelerator, the selection process, and how the 1:1 matchmaking works**
10:10 – 10:50	PITCH BLOCK 1: **Construction & Heavy Industry** **Advanced Material Simulation** **Aperion Robotics** **AREYLight AI Solutions** **Infinite Foundry** (5 min pitch + 4 min Q&A each)
10:50 – 10:55	**Break**
10:55 – 11:55	PITCH BLOCK 2: **Transportation & Logistics** **BraveX** **Dymaxa** **ICODOS** **PhoMyx** **RedGet** **Storming Universe** (5 min pitch + 4 min Q&A each)
11:55 – 12:00	**Close**



Picked for where they could go next

Cohort selection

The cohort came out of an open competitive call, evaluated by a committee drawn from the consortium partners and external accelerator partners.

The maturity threshold was set deliberately high for an accelerator. Applicants needed a working prototype with demonstrated impact for a named industry, evidence that industry stakeholders had engaged with them, and in most cases some seed or public funding already secured. Idea-stage applications were screened out. The selection criteria explicitly weighted whether the consortium could produce a measurable effect on that company's access to funding and markets — which, in practice, meant favouring companies close enough to commercial reality that six months could move them.

What came through is ten companies from nine countries: Spain, Poland, Greece, Portugal (two), Austria, Romania, Bulgaria, Germany and the Netherlands. Half are based in countries classified as moderate or emerging innovators.

Meet the 10 startups



Construction & Heavy Industry

Advanced Material Simulation

SPAIN

WEBSITE ↗

Engineers can explore thousands of design alternatives and cut material usage by up to 30% — directly relevant to construction, advanced manufacturing and materials engineering.

Engineering simulation is complex, expensive and out of reach for most industrial companies. AMS solves this with AI-driven simulation agents that automate the full modelling and optimisation workflow, combining physics-based simulation, optimisation algorithms, machine learning and LLMs.

Aperion Robotics

GREECE

WEBSITE ↗

CAD-independent robotic welding, combining real-time 3D reconstruction, intelligent seam detection and an interaction model that lets operators define welding paths directly in the workspace.

The result is drastically reduced programming time and consistent welds in high-mix, low-volume settings such as shipbuilding, heavy metal fabrication and industrial maintenance — the environments where welding automation has historically failed to pay for itself.

Construction & Heavy Industry

AREYLight AI Solutions

POLAND
WEBSITE ↗

Hardware-agnostic and modular, built for fast pilots and multi-site rollout.

An AI-powered smart site operations platform for construction and heavy equipment environments. Cranes, forklifts, generators, site lighting and other critical field assets are connected through IoT sensors and gateways, turning raw telemetry into live dashboards, fault alerts, utilisation tracking, fuel and energy monitoring, and AI-driven maintenance recommendations.

Infinite Foundry

PORTUGAL
WEBSITE ↗

Real-time digital twin software that helps industries monitor, simulate and optimise complex operations.

The platform fuses 3D models, live sensor and operational data, and physics-based AI into a virtual replica of industrial infrastructure, enabling predictive maintenance and energy efficiency gains without replacing existing assets. Already deployed in manufacturing: joined HARD2SCALE to expand into transport and logistics infrastructure.

Transportation & Logistics

BraveX

ROMANIA
WEBSITE ↗

Built for endurance missions: up to 4 hours of autonomous flight, 250 km range, 7 kg payload, operating from –10°C to +55°C.

Fixed-wing and VTOL drones designed and manufactured end to end, from raw composite materials through to proprietary piloting software. Applications across transport, logistics, border security, infrastructure monitoring and civil intervention.

Dymaxa

AUSTRIA
WEBSITE ↗

Truck aerodynamics, aimed at cutting fuel consumption and emissions in conventional trucks by 10% while improving the range of electric ones.

The side-skirt solution starts at €1,600 — four to five times cheaper than incumbent products — which changes the payback maths for fleet operators rather than just the emissions figure.

ICODOS

GERMANY

WEBSITE ↗

ICODOS is building cost-competitive, scalable clean methanol production for shipping—one of the hardest sectors to decarbonize.

Their patented hybrid process merges CO_2 capture and methanol synthesis into a single unit, cutting CO_2-capture energy demand by >70% and enabling dynamic operation on intermittent wind/solar power. They have scaled from lab (TRL 4) to an operating pilot (TRL 6) in <3 years and are building a 150 t/y demo plant (target TRL 7 in Q3 2026) as the step toward their first commercial FOAK plant.

PhoMyx

NETHERLANDS

A non-combustive Solid Oxide Fuel Cell platform integrated with a cascading thermodynamic recovery cycle, protected by two provisional patents.

By capturing high-grade thermal energy to drive a secondary power cycle, it reaches 70% net electrical efficiency — close to double the industry standard. Delivered as 30 kW modular Power Racks that retrofit into existing engine rooms, letting shipowners move to green ammonia without a newbuild and cut OpEx by 35%.

RedGet

BULGARIA

WEBSITE ↗

An AI-powered SaaS platform automating Scope 3 vessel GHG emissions calculation and reporting for ports and terminal operators.

A compliance-by-design product arriving as maritime reporting obligations tighten across the EU — the kind of regulatory tailwind that turns a nice-to-have into a line item.

Storming Universe

PORTUGAL

WEBSITE ↗

The aircraft is designed for middle-mile logistics, enabling regional hubs and airports to move essential goods quickly and reliably between remote locations.

Storming Universe is developing a long-range unmanned cargo aircraft designed to transport up to 100 kg of cargo over distances of up to 2,000 km, with short take-off and landing capability from unpaved runways of approximately 70 meters.



How to meet, back and scout more founders

What's next?

First — your 1:1s

If you'd like to meet any of the ten pitching founders, use the interest form to tell us who. We handle the scheduling and send you a personalised agenda with times and links. There's no cap on how many you request.

REQUEST YOUR 1:1 MEETINGS

Helsinki Networking Breakfast

17 November
09:00–11:30
Botta Events (Ostrobotnia House), Museokatu 10, Helsinki

During Slush week, we open the doors on two cohorts at once: Cohort 1 on Transport, Logistics & Construction companies, plus Cohort 2 on Materials & Resource Industries.

Around 20 deep-tech startups in the room. A short showcase at 09:40, a session from the consortium partner hosting the event, Merinova, on making the most of Slush week, and then the part that matters: two hours of breakfast and conversation with the founders.



RESERVE YOUR SEAT *Seats are limited.*

WHAT'S NEXT?

SECOND E-PITCHING DAY

11 December
10:00–12:00 CET
Online

Cohort 2 pitches online, in the same format as cohort 1: five minutes each, four minutes of Q&A. Ten companies across clean energy, industrial heat, hydrogen, advanced materials, circularity and digital enablers — from Austria, Bulgaria, France, Germany, Greece, Italy, Romania and Spain.

The same matchmaking applies: tell us who you want to meet, we schedule the 1:1s.



MEET THE STARTUPS & REGISTER

Register by 27 November.

COHORT 4 OPEN CALL AGRICULTURE & LAND USE

Our final open call launches in November, covering farming, livestock, forestry and mining. These are among the hardest sectors in Europe to decarbonise and the slowest to adopt new technology.

If you're backing a company in this space, or know one that should be, point them our way. Participation is free, we take no equity, and selected startups get matchmaking with industrial corporates, investor introductions, support accessing non-dilutive public funding, and access to the Finnish and French innovation ecosystems.

Startups selected through this call will pitch to investors in 2027.

READ MORE ON THE ACCELERATION PROGRAMME

Hard2 scale

FROM HARD TO ABATE

TO EASY TO SCALE.

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