

**“ONLY THE BRAVE
WILL SPARK THE
ENERGY
TRANSITION”**



Marcel Koenis

on Strategy & Development

team members

- Program & project management
- Partner & Relationship Management
- Portfolio management
- Business Development
- Event organization
- Community-oriented communication

So called "Overhead"

"ONLY THE BRAVE WILL SPARK THE ENERGY TRANSITION"





ENTRANCE CENTRE OF EXPERTISE ENERGY

ENTRANCE
CENTRE OF EXPERTISE ENERGY

 Hanze

ENERGY BARN

TNO

TNO

BuildingG

RIO LAB

Mission

We contribute to the societal challenge of **energy and material transition**

With education, applied research, innovation, facilities and lifelong learning.

We develop and apply promising ideas and useful solutions.

We are a network of all kind; a learning community for renewable energy and materials.



Social contribution

- **Impact** follows applicable solutions based on trusted knowledge
- **Trust** and **reputation** is built in long lasting relations and communities
- For real impact we need to **invest** in research, innovation and LLO

So nothing like overhead., but . . .

- Hard work needed to professionally connect to and accommodate on the outside.

 **ENTRANCE** = PPS = inside and outside
CENTRE OF EXPERTISE ENERGY

Entrance community perspectives and goals

Fore see future perspectives and goals

Strong interconnection of research, business development, communication, and education enables Entrance as a community to address challenges even before they are formally raised.

demand and supply → co-creation



Northern Netherlands economy

- Huge energy sector with tens of thousands of jobs
- Great potential to further develop talent and labour
- Using the Northern Netherlands as an innovation hub for the Netherlands and Europe

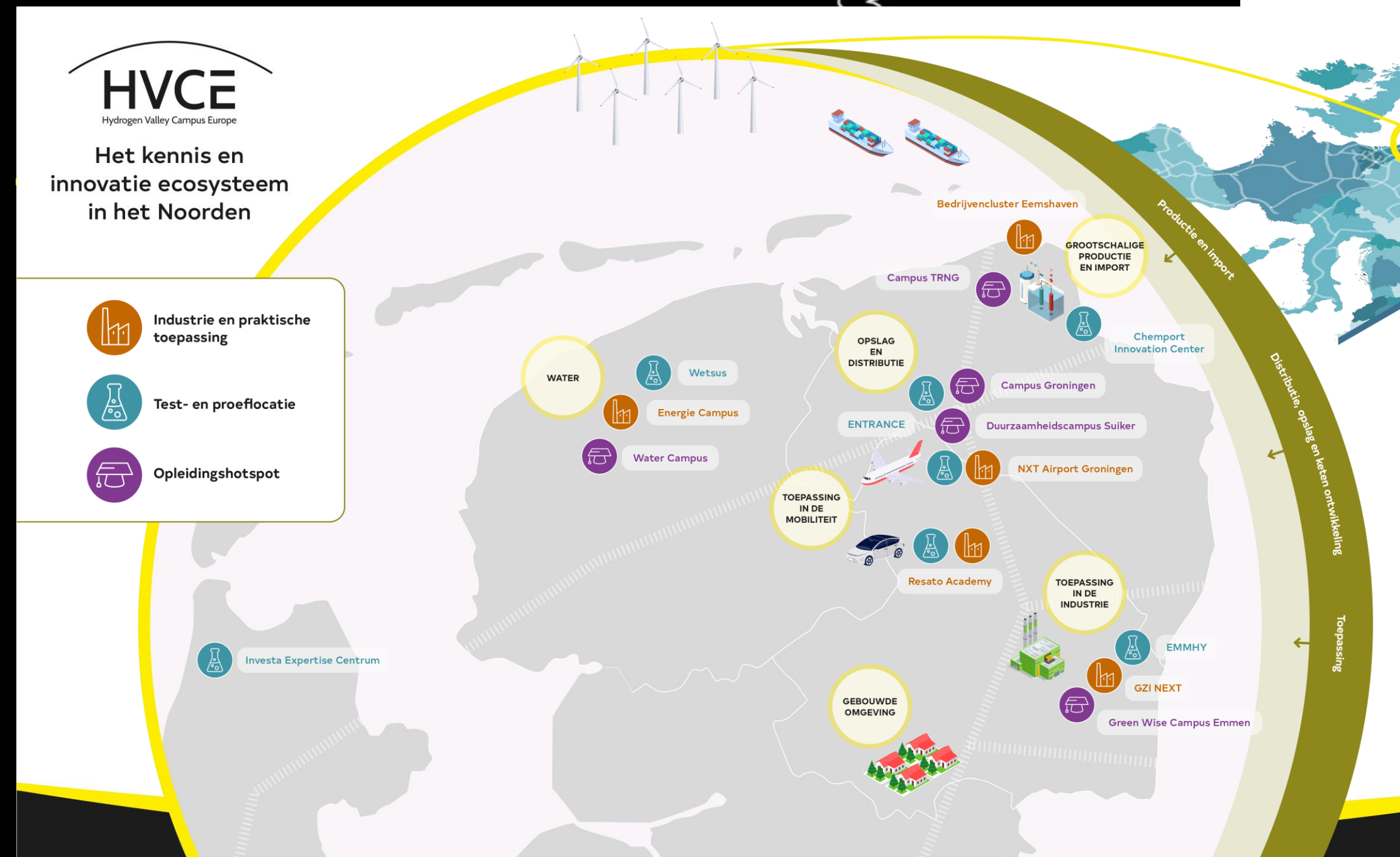
We develop sustainable economy: knowledge, innovations and technologies for renewable energy and feedstock solutions as an export product.



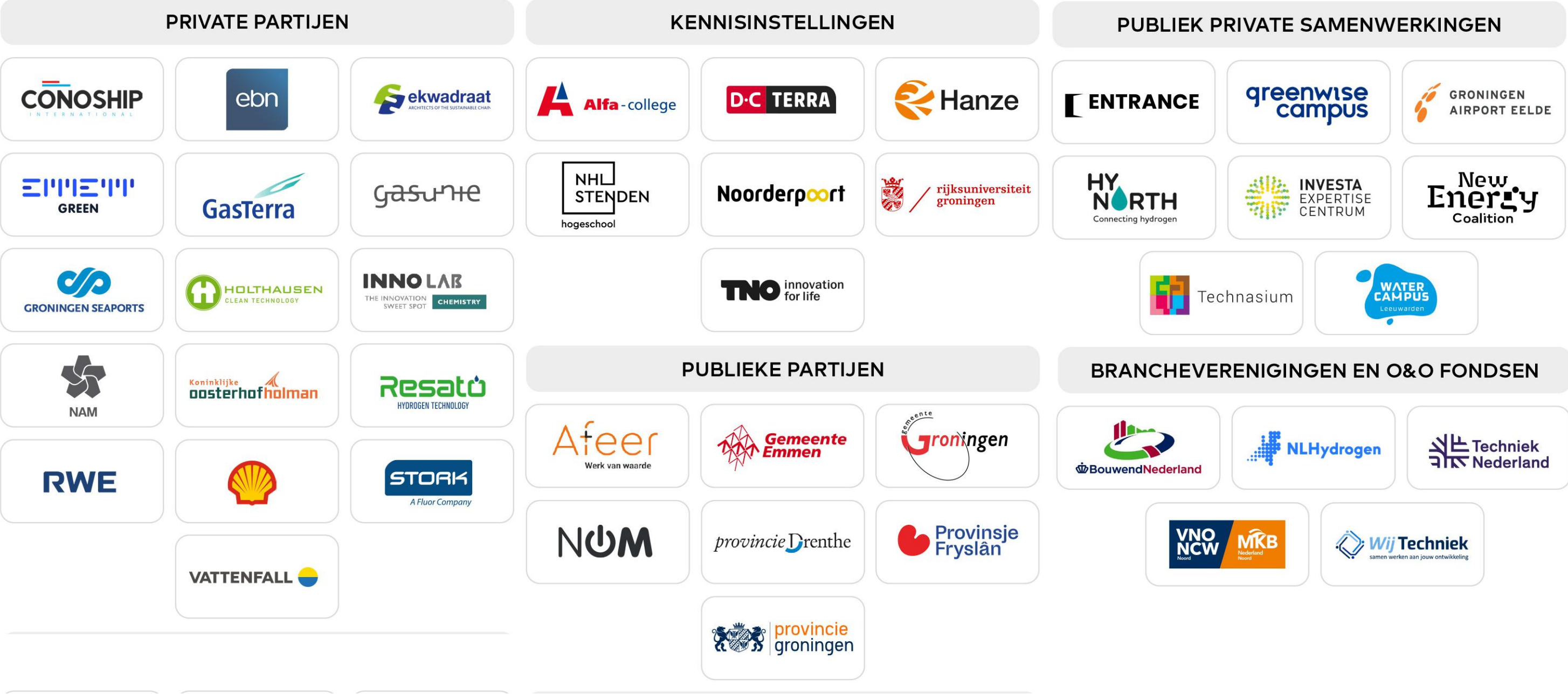
Renewable energy and feedstock solutions as NNL export product

The regional “one-stop-shop” for knowledge, innovation, human capital and economic development

- An integrated knowledge, innovation and economic development ecosystem
- Focus on:
 - Human capital
 - Business capital
 - Knowledge capital
- 8 hotspots in the North of the Netherlands (MPC)
- 44 public and private parties

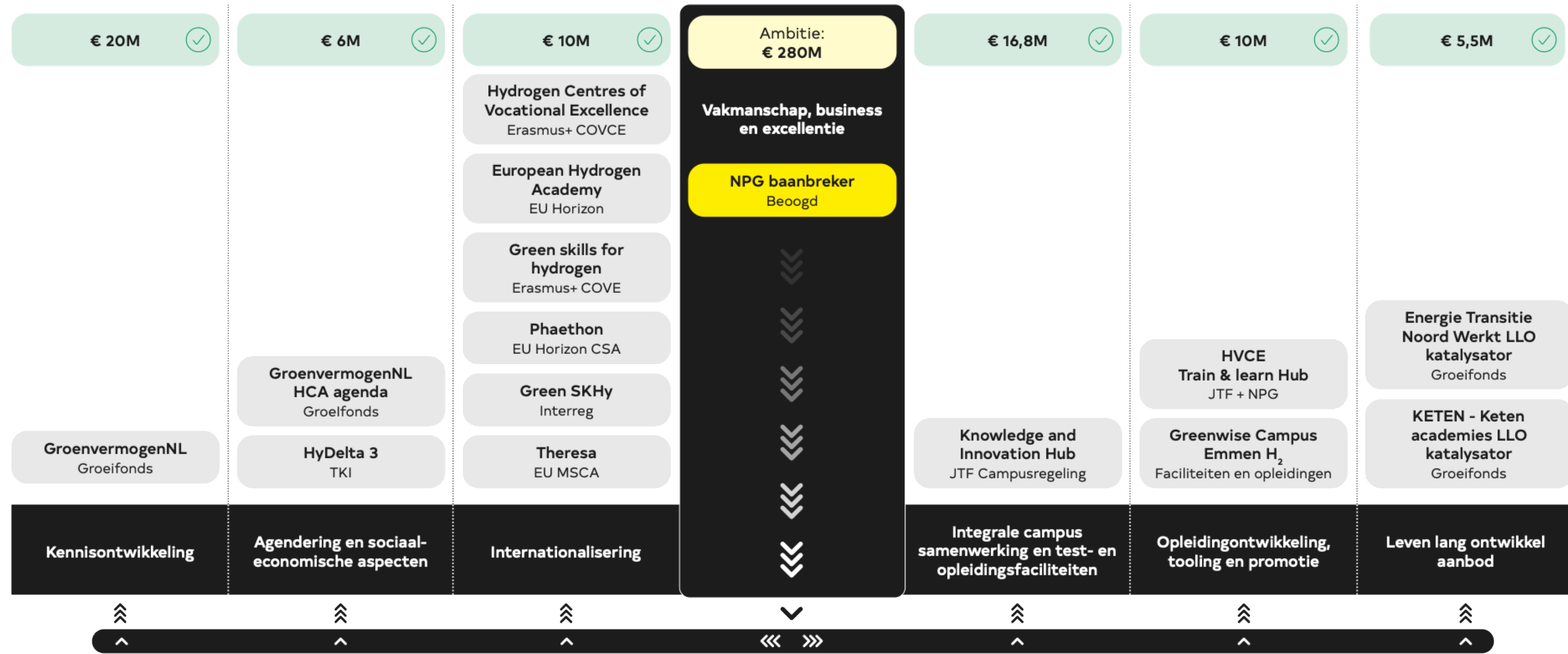


Strong public-private partnership



What is already achieved

Integrated projectportfolio:



Structurele en incidentele overige financiering: Onderwijsgelden - Overheidsbijdragen - Investerings private partijen

FIVE THEMES TO FOCUS THE FUTURE



ACCELERATING INNOVATION

- Field lab with a wide variety of facilities
- Transdisciplinary approach
- Vocational, applied and academic
- A team of professorships researching together
- Training and deploying young professionals



Living Lab facilities

Madurodam

- Heat House
- HydroHub Test Centre
- REMO-lab
- Hydrogen network simulation
- Solar panel setups
- Climate testing ground
- TNO-HESI lab
- ZAP
- Wind turbine setups



TRAINING, TESTING AND EXPERIMENTATION

For companies and organizations

- The test network is freely available to small and medium-sized enterprises (such as network administrators, installers and other technical organisations).
- This allows them to organise training for their staff, conduct physical tests and demonstrate their technology.

For students

- In addition to companies, students can also visit and use the test location during their internships and graduation assignments.

Hanze Groningen

- Founded in 1798
- Applied sciences and education
- > 30,000 students
- > 4,000 employees

Energy education & research

- 22 studies with energy route
- 4 energy master's programmes
- 10 energy research groups



Hanze Strategic Plan 2026–2031

- In 2031: leading knowledge partner through interdisciplinary research.
- Collaboration with professionals, residents and partners is central.
- Connection with regional, national and international research programmes.



Strategy: an open door . . .

- to transition, innovation, new possibilities
- to connect the outside ↔ of education ↔ research
- Honor professionals, students and researchers who do that: **Entrance Awards**
- Party together: **New Energy Forum**
- Show and share the impact and create the trusted community
- Create connections and accelerate transition



Impact and potential

- Entrance = largest Centre of Expertise in the Netherlands
- Annual budget 9 million → portfolio 35 million
- Growth potential towards 100 million, due to social demand
- Great need for answers to energy and materials transition
- Organizational reinforcement needed (processes, personnel, data, finances)

Organization and approach we need and apply

Main processes:

- Program & project management (project funnel)
- Partner & Relationship Management (CRM i.o.)
- Portfolio management (menu i.o.)
- Business Development
- Event organization
- Community-oriented communication
- Everything in mutual coherence & interaction

Professional attitude and competences:

- Intrinsic motivation for social challenges
- Resilience in innovation processes
- Self-aware, communicative networkers
- Strong analytical, visionary, strategic
- Connecting practice, research and education
- Mandate and trust as a professional

Barn Talks

At the Barn Talks, we bring the Entrance Community together to explore timely themes in the energy transition. Each first Wednesday of the month, guest speakers and the audience engage in an interactive session where we share knowledge and strengthen the Northern Netherlands network.

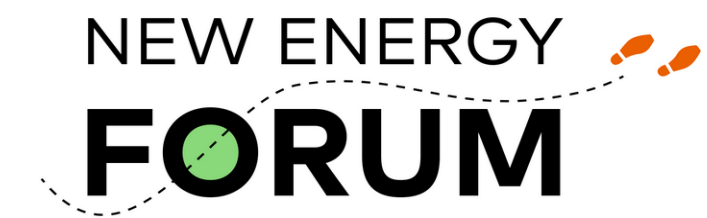


New Energy Forum

On **18 June**, the Northern Netherlands will come together once again for the New Energy Forum: a vibrant day full of new ideas, connections and inspiration.

The festival is all about action: breaking patterns and taking real steps in the energy transition. With more than 1,700 visitors last year, it is rapidly becoming the place where ideas come to life.

You don't want to miss this. Sign up via the QR code.



18 juni 2026 | Groningen



Clean and climate tec scale up and out

A magnet of the NNL ecosystem for new sustainable businesses



Capital

Commercialisation, spin-outs & growth. From startup to scale-up and scale-out: Revolving public and private money



Knowledge

Knowledge creation (research, R&D, testing, experimenting) exchange across the triple helix: industry, education and government.



Shared Facilities

TRL 3-7 support. Labs, cleanrooms, pilot production. From PoC to market-ready. (EnTranCe/ZAP-XXXL)

Entrance Awards

Entrance Professional Award:

- Working on an innovation that accelerates the energy and material transition? Nominate for this Award 2026. €100.000!

Entrance Research Award:

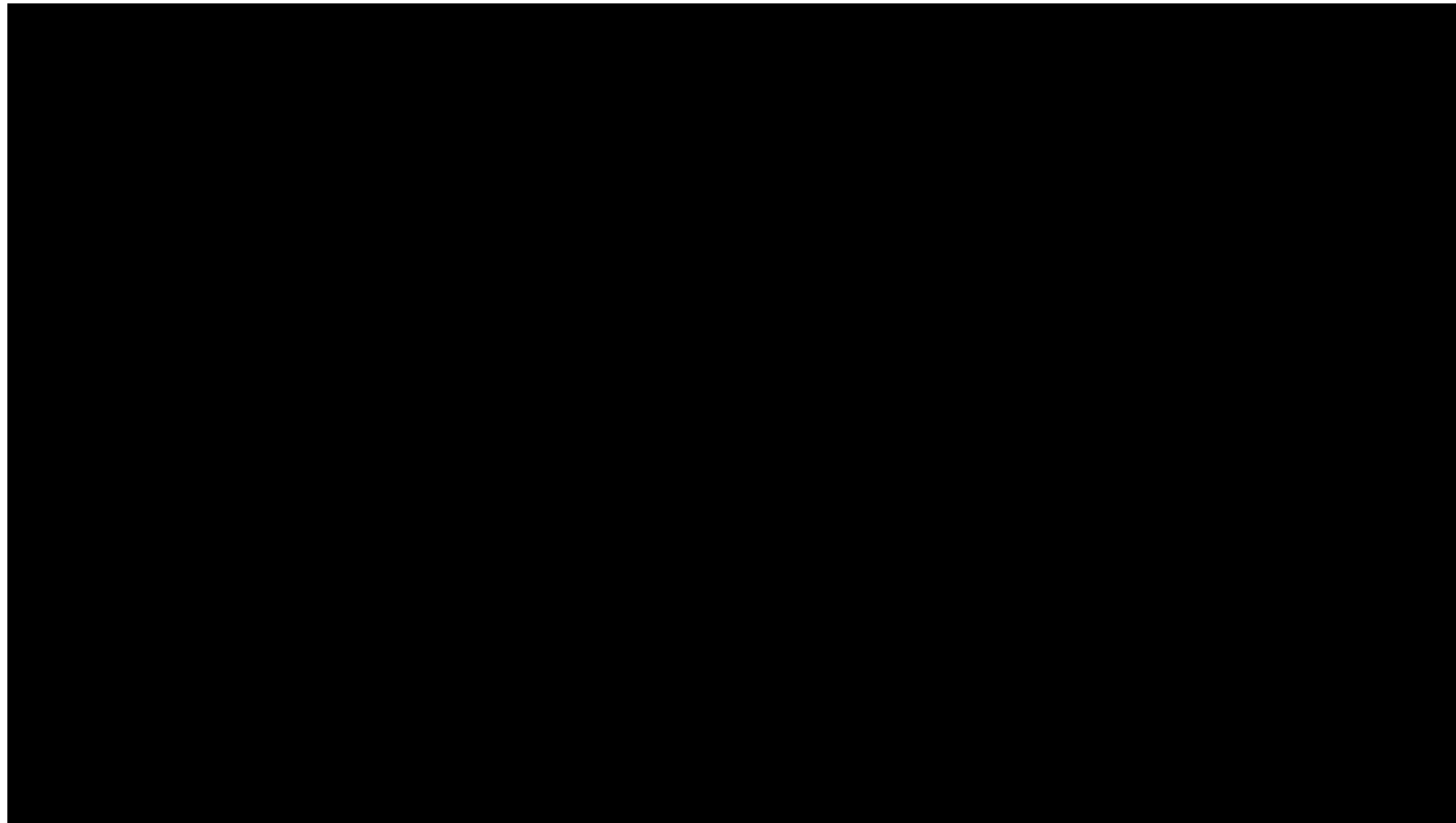
- Do you conduct research that deserves the spotlight? Submit your abstract and win €1.500!

Entrance Student Award:

- Students who innovate and make impact? Encourage them to register so they can win €1.500!



Entrance Awards



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