



Consulate General of Finland  
Los Angeles

## **Cleantech Sales Week in California November 12<sup>th</sup>-16<sup>th</sup> 2018**

### **WHAT**

Business Finland and Consulate of Finland in Los Angeles are organizing a sales focused week for cleantech companies together with Finnish Chamber of Commerce in San Diego. Several meetings will be arranged during a week with potential public and private customers. Most of the meetings are targeted to be workshop focused. During past two years several Finnish companies have participated in these events and all of those were able to build valuable customer and partner connections.

### **WHERE**

Customer meetings will be arranged in Los Angeles and San Diego in California. California is a frontrunner in cleantech in the USA and other states are closely following California. Market size and potential is significant. Customers have pressing need to find new solutions in the areas of energy efficiency, renewable energy and water purification.

### **WHEN**

Sales week will take place in Los Angeles and San Diego 12-16 November 2017. Monday 12<sup>th</sup> and Tuesday 13<sup>th</sup> will be customer meetings in Los Angeles. Wednesday will be customer meetings in San Diego. During Thursday 15<sup>th</sup> there will be Green Connections networking event in San Diego. This event is a great opportunity to present your solution to potential customers in San Diego area. Detailed agenda will be agreed together with participating companies.

### **WHO**

This is a great opportunity for Finnish cleantech companies to engage with customers, partners (and investors if needed) in the Southern California region. Primarily this is an opportunity for companies that already have a working solution with references available and are seriously targeting to sell to US customers. If needed additional sales training and sales materials review will be done with the participating companies prior and during the trip.

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