



Climate Solutions Business Matching Program within the CAP AZUR Metropolitan Area

450,000 inhabitants, 86 municipalities

Context

- In 2024, the Institute for Climate Economics (I4CE) estimated that local authorities should invest 21 billion euros per year over the 2024-2030 period to meet carbon neutrality objectives. This is twice as much as in 2023. In a context where local authorities face restricted budgetary margins, turning to the market sector and experimenting with ambitious projects is a response to the climate emergency.
- Opening up to innovative climate solutions ("Open Innovation") carried by French and European startups and SMEs is part of the environmental policy with international reach championed by the Cannes Lérens Agglomeration, bringing together its partners within the CAP AZUR Metropolitan Area: the Pays de Grasse Agglomeration and the Sophia Antipolis Agglomeration, as well as the Alpes d'Azur Community of Municipalities, totaling 450,000 inhabitants and 86 municipalities.
- This action resonates in a context conducive to raising public awareness of the need to change our behaviors in order to preserve our remarkable environment, as illustrated by the various publications of the IPCC (Intergovernmental Panel on Climate Change), in particular the 6th Assessment Report.
- The objective is to detect, support, and experiment within our communities with solutions whose technology is proven and whose viability is established – corresponding to Technology Readiness Levels (TRL) above 8 – for scaling up that enables significant impact toward the ultimate goal of reducing GHG (greenhouse gas) emissions, adapting to climate change, and preserving biodiversity and resources.
- While cities today occupy only 2% of the planet's surface, they produce 80% of CO2 emissions and consume 75% of the world's energy. They have an ecological footprint that extends beyond the strict geographical boundaries of their territories: their impact is exercised both through land use by urban infrastructure (housing, networks, facilities, factories, circulation spaces, etc.) and through the widespread transformations of the environment imposed by their production, circulation, and consumption activities.

- Within this framework, the agglomerations and community of municipalities of CAP AZUR wished to contribute to a broader approach aimed at supporting the rapid implementation of directly effective solutions to combat climate disruption, through the establishment of an implementation accelerator dedicated to environmental solutions.
- In particular, solutions will be sought to address industrial challenges related to water resource preservation and the electrification of uses across the CAP AZUR territory. Indeed, the ecological and energy transition is a territorial issue: it requires the joint mobilization of local authorities and industry around shared objectives.

Among the actions already undertaken by the Cannes Lérins Agglomeration, the following can be highlighted:

- The deployment of an ambitious prevention and action strategy to combat major risks, particularly flood risk;
- The development of a dedicated agricultural zone;
- The improvement of waste collection and treatment;
- The launch of a zero-plastic plan;
- The signing of an environmentally ambitious cruise charter;
- The creation of a green hydrogen production unit aimed in particular at powering the bus fleet.

Among the emblematic projects of the Cannes Lérins environmental mandate program, the following can be cited:

- The creation of a hydroelectric production unit;
- The creation of a sludge energy recovery unit;
- The recovery of heat from the sea and the wastewater network;
- The launch of a photovoltaic plan;
- The reuse of treated water from the wastewater treatment plant;
- The optimization of urban logistics.

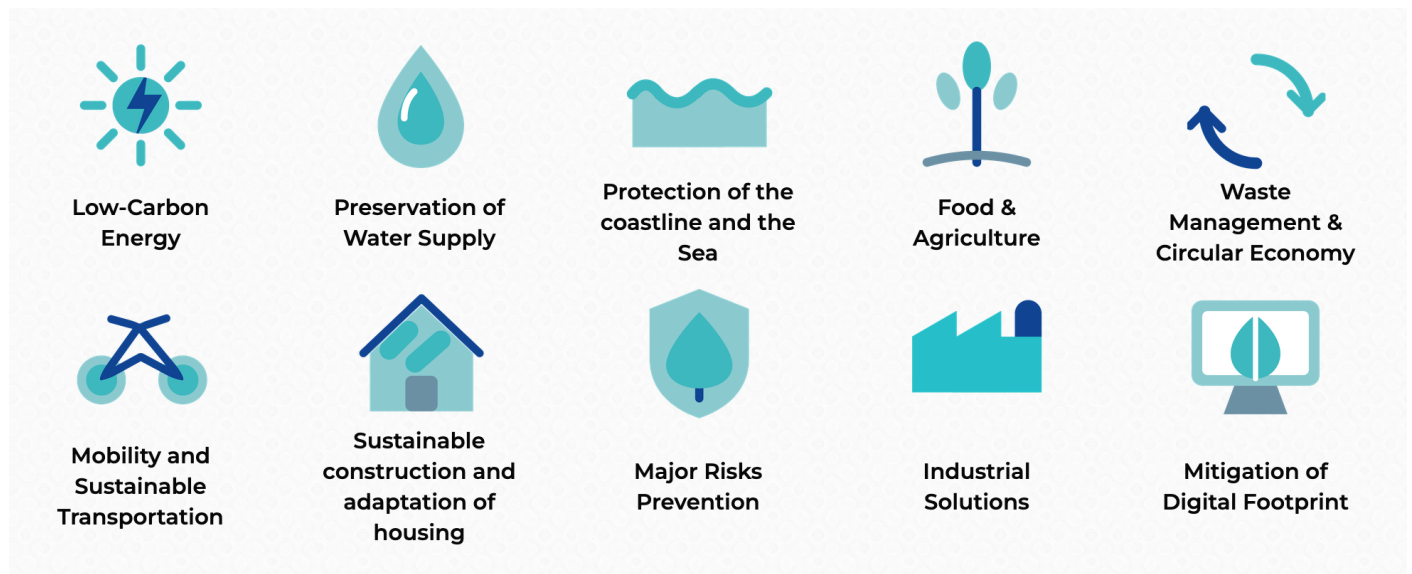
Beyond this local momentum, the city of Cannes has the distinction of being known worldwide as an international professional platform offering an opportunity to showcase and promote climate solutions.

Objectives

With the objective of accelerating, experimenting with, and promoting solutions whose technology is proven and whose viability is established, selected candidates will benefit from an acceleration program focusing on the presentation of solutions and their business model, in order to encourage – where there is interest and as far as possible – deployment within the agglomeration communities and their member municipalities according to the most suitable arrangements.

Themes

The main selected themes are as follows:



And, more generally, all innovations that help address the challenges of climate change.

We are also particularly interested in solutions for industry, especially the fragrance, flavor, and cosmetics industries, which have a strong presence in the metropolitan area and, more specifically, in the Pays de Grasse metropolitan area.

Content and Timeline

The Climate Solutions Business Matching initiative operates in 3 phases:

1. Identification of climate solutions from June 18 to September 18, 2026

- The objective is to identify bold solutions carried by innovative startups and SMEs that can be implemented when stakeholders step out of their silos and take on the challenges we face.
- Under the leadership of local authorities, who express and validate the perceived fit between the detected solutions and their needs, we rely on an ecosystem and a jury composed of recognized partners.

2. Acceleration from October 5 to December 4, 2026

The content of the acceleration program covers the following elements:

October – November:

- Understanding the fundamentals of the solution (value proposition, key benefits, etc.);
- Analysis of the cost-benefit ratio of the solution and its business model;
- Training in the oral presentation of solutions;
- Recording of a pitch video.

December:

- Pitch of the solutions on December 3, 2026 in front of the technical managers of local authorities and major companies that are both partners and present on the territory;
- Individual meetings on December 3 and 4 with the technical managers of local authorities, public and private partners, as well as major local companies, for discussions on uses and technological solutions;
- Preparation of potential experiments.

3. Follow-up of interactions between stakeholders (December 2026 – March 2027)

We organize a follow-up of the interactions between innovative startups and SMEs on the one hand and local authorities and major companies on the other over 3 months. Without delving into business confidentiality, such collaborative work ensures the monitoring of the relationships initiated.

Timeline summary:

- **From June 18 to September 18, 2026: receipt of applications;**
- **From September 21 to September 25, 2026: review of applications;**
- **September 30, 2026: announcement of results;**
- **From October 5 to November 20, 2026: personalized acceleration of the selected solutions through four remote working sessions with each selected startup/SME;**
- **December 3, 2026: Climate Solutions Day in Cannes (pitches and individual meetings);**
- **December 4, 2026: Climate Solutions Morning in Grasse (individual meetings);**
- **D+10, D+30, M+3: follow-ups of the interactions initiated.**

Eligible Candidates

Any company incorporated within the European Union, Switzerland, or the United Kingdom may take part in the Climate Solutions Business Matching program, aimed at startups, young companies, and innovative SMEs with TRL above 8 seeking increased exposure.

Responding to the Call for Expressions of Interest

On www.csbmatching.com, simply complete the online form and upload a document presenting your activity. Expressions of interest are submitted on a rolling basis, no later than September 18, 2026.

For any inquiries: contact@asclimat.com

Partners

CAP AZUR Metropolitan Cluster



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