

WE MAKE ENERGY PROJECTS WIN GRID CAPACITY

DANEX ENERGY

THE PROBLEM

Denmark's grid queue holds ~60 GW against ~7 GW of peak demand. Large projects — batteries, Power-to-X, electrified industry, data centres — are built in 2 years but wait 5–10 for power. Since 2026, capacity is awarded on merit: the best-prepared, most grid-friendly project wins.

OUR SOLUTION

DaNeX helps energy and industrial projects find a faster, evidence-based path to grid connection.

We identify promising connection locations and engineer grid-friendly project configurations using flexibility, batteries, staged connections and operating strategies.

Our PowerReady engine combines AI-assisted data retrieval with deterministic grid modelling, with every result validated by an engineer.

PATENT STATUS

No patents filed.

FINANCIAL OVERVIEW

Revenue comes from fixed fees: €25–75k for screening, €75–250k for grid and site strategy, and €150–400k for the connection dossier, plus €4–8k per MW secured. The first offer is a €20–50k screening pilot.

MILESTONES

- Achieved: DaNeX Energy concept, value proposition and initial service offering defined; preliminary market analysis completed
- Next: Energinet / DSO validation, first paid pilot, ApS incorporation (target Q1 2027).

TARGET MARKET & CUSTOMERS

We serve developers of grid-constrained projects, first in Denmark across BESS, Power-to-X and industrial electrification, then data centres, utilities and Northern Europe. The estimated market is ~€25–90m/yr in Denmark and ~€0.3–1.5bn/yr in Northern Europe (bottom-up).

THE PROFILE WE ARE LOOKING FOR

Preferred qualifications

- B2B sales in the Danish energy sector — developers, utilities or industrials.
- Knows grid-connection processes at Energinet / DSOs — or the network to reach the people who do.
- Energy / infrastructure business development; fundraising experience a plus.

Personal fit

- Builds trust with developers, utilities and grid stakeholders.
- Converts early customer dialogue into evidence, commitments and sales.

TASKS & RESPONSIBILITIES (FIRST 3 MONTHS)

- Communication with stakeholders - in particular Energinet / conversations
- Support fundraising and expansion
- Help shape the business strategy, market analysis and commercial offer.

ACADEMIC & ENTREPRENEURIAL BACKGROUND OF CURRENT CO-FOUNDERS

- Ali Khosravi — founder, Chairman. Associate Professor, SDU-Energy Systems
- Melika Taslimi — co-founder, CTO. Energy-system modeling & TEA (Postdoc researcher).
- Fatemeh Mirsafi — co-founder, CBO.

PHYSICAL ADDRESS

University of Southern Denmark (SDU), Alsion 2, 6400 Sønderborg.



ABOUT OPEN ENTREPRENEURSHIP

Open Entrepreneurship (OE) is a collaboration between all Danish universities aiming to create more research-based startups.

REGISTER YOUR INTEREST

Deadline is November 8th, 2026

www.open-entrepreneurship.com/cofounder/