

SME member spotlight - March 2026

SolydEra

Alexander Liberov, CEO



From your perspective, what are the key challenges that SMEs face in the hydrogen sector?

SMEs are essential to innovation in the hydrogen sector, but they often face structural barriers when moving from development to commercialization. **Access to financing remains one of the main challenges**, especially for scaling industrial manufacturing and supporting large demonstration projects.

Another key issue is market uncertainty. Regulatory frameworks, incentive schemes and infrastructure development are still evolving, making it difficult for SMEs to plan long-term investments and secure predictable demand.

SMEs also operate in a context dominated by large industrial players, where procurement cycles, risk perception and qualification requirements can slow adoption of new technologies. **Bridging the gap between innovation and bankable projects is therefore a critical step.**

At the same time, collaboration opportunities and industrial partnerships are essential to accelerate deployment. Enabling SMEs to access funding, pilot projects and cross-border ecosystems will be fundamental to ensure that technological innovation translates into scalable hydrogen solutions.

How has your collaboration with Hydrogen Europe supported or enhanced your work?

Hydrogen Europe plays a key role in **connecting technology providers, industrial players and policymakers across the hydrogen ecosystem**. For an SME like SolydEra, this collaboration helps strengthen visibility, foster strategic partnerships and contribute to shaping the regulatory and industrial landscape of the sector.

Through this network, we can exchange insights with other stakeholders, align with market needs and participate in initiatives that support the scaling of hydrogen technologies in Europe. It also **helps ensure that the voice of SMEs is represented in discussions around funding mechanisms, industrial policy and standardization**.

Beyond networking, Hydrogen Europe provides **a platform to showcase technological progress and real deployment experiences, supporting credibility and market confidence**. This is particularly important for companies working on advanced solutions such as solid oxide technologies, where awareness and understanding are still growing.

If you could make one wish, what would it be for the hydrogen sector over the next year?

Our main wish for the hydrogen sector in the next year is **to see a stronger transition from announcements to real deployments**. Technology is advancing quickly, but what is now needed is faster project execution, clearer regulatory frameworks and stronger investment.

We would like to see more industrial-scale installations, particularly in sectors where hydrogen can deliver immediate decarbonization impact, supported by coordinated policies and infrastructure development.

At the same time, creating stable demand signals and simplifying access to funding for innovation-driven companies would significantly accelerate adoption.

If the sector can move decisively from pilots to operational projects, it will build confidence across the value chain, from investors to end users and unlock the scale required to make hydrogen a central pillar of the energy transition.

Are you an **SME or start-up** in the hydrogen and energy transition sector?

Eager to connect with other start-ups and SMEs?



Network with like-minded innovators



Gain insight from proven success stories



Learn about public funding opportunities



Unlock your scale-up potential

**NOT YET A MEMBER?
GET INVOLVED!**

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