



**W4RES**

WOMEN FOR MARKET UPTAKE OF RENEWABLE HEATING AND COOLING


# REPORT ON DEPLOYMENT OF BUSINESS SUPPORT SERVICES

> first round <



This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 952874.

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	Document:	D3.3 Report on deployment of business support services – First Round		
	Author:	S2i	Version:	V4.0
	Reference:	D3.3 W4RES ID GA 952874	Date:	31/10/



# Report on deployment of business support services – First Round (M24)

## Deliverable 3.3

### WP3. Supporting hands-on promising women-led projects for renewable energy heating and cooling

#### Project title

W4RES - Scaling-up the involvement of women in supporting and accelerating market uptake of renewable energy sources for heating and cooling

#### Grant agreement: 952874

From November 2020 to October 2023


#### Prepared by: S2i

31/10/2022



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## DELIVERABLE FACTSHEET

<b>Deliverable no.</b>	Deliverable 3.3 Report on deployment of business support services – First Round
<b>Responsible Partner</b>	S2i
<b>WP no. and title</b>	3. Supporting hands-on promising women-led projects for renewable energy heating and cooling
<b>Task no. and title</b>	3.3 Provision of business and innovation support services to facilitate and accelerate RHC market uptake
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Dissemination level	
X	PU = Public
	PP = Restricted to other programme participants (including the EC)
	RE = Restricted to a group specified by the consortium (including the EC)
	CO = Confidential, only for members of the consortium (including the EC)

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V4.0	28.10.2022	Included recommendation and review, prepared final version

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## ABBREVIATIONS

BE	Belgium	IT	Italy
BG	Bulgaria	NIP	Needs identification process
CCWS	Co-Creation Workshop	NO	Norway
D	Deliverable	RHC	Renewable Heating and Cooling
DE	Germany	RTO	Research and Technology Organization
DK	Denmark	SDG	Sustainable Development Goal
EU	European Union	SK	Slovakia
GR	Greece	T	Task

## PARTNERS SHORT NAMES

Q-PLAN	Q-PLAN INTERNATIONAL ADVISORS PC
	APRE AGENZIA PER LA PROMOZIONE DELLA RICERCA EUROPEA
CIVI	CIVIESCO SRL
S2i	STEINBEIS 2I GMBH
WECF	WOMEN ENGAGE FOR A COMMON FUTURE EV
HFT	HOCHSCHULE FUR TECHNIK STUTTGART
EUREC	EUREC EESV
WR	WHITE RESEARCH SPRL
PEDAL	PEDAL CONSULTING SRO
EAP	ENERGY AGENCY OF PLOVDIV ASSOCIATION
EGC	EUROPEAN GREEN CITIES APS
ECWT	EUROPEAN CENTRE FOR WOMEN AND TECHNOLOGY FORENING

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## EXECUTIVE SUMMARY

The W4RES project aims to empower women's participation in the market uptake and use of renewable heating and cooling (RHC) solutions. For this purpose, the W4RES consortium offers replicable support measures that are tested and validated in eight European countries (Greece, Italy, Germany, Belgium, Denmark, Slovakia, Norway and Bulgaria).


The present Deliverable entails a detailed presentation of the activities that were undertaken within Task 3.3 Provision of business and innovation support services to facilitate and accelerate RHC market uptake, which is led by S2i. The aim of Task 3.3 is to offer hands-on support to women-led projects in the RHC market to stimulate or improve business activity and facilitate the uptake of RHC solutions within their regional and local markets. This Deliverable will showcase the activities performed as well as the results achieved through the deployment of the project's business and innovation support services under Task 3.3 during the first round of calls. The report will also present the project's progress against the targets set for these measures in Deliverable 2.4 Market Uptake Support Plan – First Version. Delivery of support services is a key focus in the W4RES project, to achieve the project's objectives, alongside with the task 3.2 delivery of technical support and consultancy to help women set-up and deploy gender-responsive RHC solutions. The technical support services will be presented in Deliverable 3.2.

During the 12-month period, 27 women-led projects have been selected to be supported in the first round of calls. 19 out of the 27 projects were supported by the business and innovation support service providers. One project from Denmark was handed over to a business support provider after it was recognised that the applicant was not able to provide the contribution required to deliver the technical service.<sup>1</sup> Thus, in total, twenty projects were supported in the first round of calls. The activities are detailed in this deliverable per Regional Hub and per supported project in the respective region.

Also the activities, set targets and achievements are explained, all targets could be achieved through the service delivery in WP3.

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<sup>1</sup> The service for this project will be delivered till the end of the year through the first round of calls.

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# 1 INTRODUCTION

## 1.1 ABOUT THE W4RES PROJECT

The W4RES project aims at scaling-up the involvement of women in the market deployment and uptake of Renewable Energy in Heating and Cooling (RHC) solutions via replicable support measures, tested and validated across eight European countries (Belgium, Bulgaria, Denmark, Germany, Greece, Italy, Norway and Slovakia). The basic project concept stems from the recognition that women hold great promise as agents of change, driving the energy transition and supporting a faster progress towards the EU's climate and energy targets for 2030.<sup>2</sup>

The identified framework conditions and regional specificities of 8 local RHC markets across Europe (Deliverable 1.2) require an adaptable application of tailor-made solutions beyond uniform approaches when it comes to supporting the deployment and uptake of RHC solutions through the increased involvement of women.

The preceding preparation of the support measures to be offered to eligible projects was discussed in the Co-Creation Workshop (CCWS), with all partners participating. Further investigation of the individual offerings of the hands-on market uptake support services (business & technical) assured a more specific and targeted preparation of the calls. This was intended, so that the engagement process of suitable projects could display more concrete examples of the offerings W4RES is delivering. Specifically, the market uptake support measures comprise of (Deliverable 2.3.):

- Hands-on market uptake support services,
- Capacity building services, and
- Regional awareness raising campaigns.

Specifically the Hands-on market uptake support services will be delivered through the two round of calls. The Hands-on market uptake support services are separated in to:


- Business and innovation support services and
- Technical support services.

These support services were made available in the first round of calls for proposals for the applicants from municipalities, companies, start-ups etc. in the field of RHC solutions. The received applications were evaluated and selected according to the method presented in Deliverable 3.1.

The deployment of business and innovation support services in the first round of calls is described in this report. A second version will be submitted at the end of the project as Deliverable 3.7 and will detail the process that will be followed during the second round of calls.


<sup>2</sup> [https://climate.ec.europa.eu/eu-action/european-green-deal/2030-climate-target-plan\\_de](https://climate.ec.europa.eu/eu-action/european-green-deal/2030-climate-target-plan_de) [05.07.2022]



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## 1.2 STRUCTURE OF THE DELIVERABLE 3.3

The report is split into four main sections. Section 2 presents a summary of the activities performed to deliver business and innovation support services. This summary includes, first, the business and innovation service portfolio, the methodology of identifying the needs of the applicants, and an overview of the identified needs of the applicants. Section 3 highlights the number of projects receiving business support per region. In doing so, it provides a detailed description of each business and innovation support service and presents each supported project in a set-card format, elaborating on the activities and results. In section 4, the targets and their degree of achievement for the deployment of business and innovation services are addressed and in Section 5 the results from this Deliverable are summarised.

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## 2 ACTIVITIES PERFORMED REGARDING TO BUSINESS AND INNOVATION SUPPORT SERVICES

The following sections will address the service portfolio of the business and innovation support services (2.1) but also the needs identification process (2.2). These two process steps are required to perform the matching process between the applicants and the services providers. In section 3 “Deployment of business and innovation support services”.

### 2.1 SERVICE PORTFOLIO


Before publishing the first round of calls S2i and HFT asked the partners to complete a survey to gather initial input for structuring the service portfolio into a service catalogue. The results of the survey are shown as example in Figure 1.

PP	EP	Section A - Business and Innovation Support Services				
<b>Section A.1 - Market research (e.g. target market, segmentation, trends, etc.)</b>						
1	0	PP	INTL	Market research to check the feasibility of business ideas in the field of EE and RES. The investigation is tailored to the needs of the business client and is conducted as consultation process between the responsible EAP experts and the client. There is an alignment process between the initial business idea of the client and the market needs and what is feasible that EAP arranges and manages.	EAP	
1	0	PP	NAT	Living lab for testing new approaches for zero emissions housing, mobility and energy production (green transformation and decarbonization), learning arena, experiencing different plants, companies, projects and research infrastructure	ECWT	
<b>Energy certificates: preparation and implementation</b>						
1	0	PP	INTL	Market analysis activities include high-level and in-depth investigation of the target market to define its structure, stakeholders, potential customers, current solutions and practices as well as market gaps. The activities are carried out as part of research projects (Horizon) and include: i) stakeholder needs analysis, to identify customer segments and their respective needs and characteristics; ii) competition analysis, to identify actual and potential substitute/competitive solutions and offers; v) context analysis, to assess the political, economic, social, technological, environmental and legal factors acting as facilitators or barriers.	WR	
1	1	PP	INTL	Market research : support to better understand target RHC markets and energy value chains Measure to support the target market of renewable heating and cooling along with its value chains: Connection with technical, business and financial services.	ECWT	
1	0	PP	NAT		Q-PLAN	
1	0	PP	INTL		Q-PLAN	
<b>Section A.2 - Business planning (e.g. Innovation audit, IPR management, financial planning, etc.)</b>						
1	1	PP	INTL	IPR Management Training (in the framework of EU-funded R&I project)	APRE	
1	0	PP	NAT	Business planning support for potential implementation of technology/solution innovations. The steps follow the traditional cases of business planning tailored to the needs of the client and the essence of the technology/service offered.	EAP	
0	1	EP	NAT	Innovation audit	EGC	
1	1	PP	INTL	Conception for energy sharing measures where energy communities can produce, consume, share, store renewable energy, applied for RHC (part of EU renewable energy directive II)	WECF	
1	0	PP	INTL	Gender just planning of business concepts where women and men benefit; gender analysis to have a clear understanding of needs and interests of consumers, designers, etc. to develop business models	WECF	
1	0	PP	INTL	IPR Management and innovation services -> IPR matrix for systematic gathering of information on IP-related issues within research project and basis for IPR agreements between partners (incl. collection of partners' background/foreground knowledge, identification of partners involvement, potential protection measures, access rights, followed by development of exploitation and valorisation plans per asset and per partner.	WR	
<b>Section B - Technical Support and Consultancy</b>						
<b>Section B.1 - Building and City Quarter Simulation</b>						
EAP provides Energy Performance Auditing and Certification as a service for public and private buildings. It covers all national requirements for licensed auditing and provides all necessary documentation for the building to apply for funding or justify EE and/or RES costs. EAP also offers consultations on the potential EE and RES measures to be realised in the building with increased priority and makes the technical and financial assessments for their implementation.					project partner -in your region -in your country	EAP
EAP offers thermal imaging via drone for public and private buildings. This type of thermal imaging allows for comprehensive investigation of RES installations mounted on the rooftops.					project partner -in your region -in your country	EAP
EAP offers technical feasibility studies for EE and/or RES technologies to be implemented. It also designs and supports the implementation of EE and/or RES solutions for positive energy blocks.					project partner -in your region -in your country	EAP
European Green Cities help municipalities and citizen-organizations to develop green cities, by creating innovation projects, facilitate stakeholder processes, carry out analysis, implementation of best practice, training in sustainable urban development and dissemination. We mentor the initial phase of the development of the "green city", e.g. by helping put the team of partners, cities, organizations, companies and consultants together and defining the first steps by means of the UN 17 Sustainable Development Goals.					project partner -in your region -in your country -internationally	EGC
Simulation of residential city quarter heating, cooling and hot water demands on single-building level based on 3D building model data (for DE and NL set-up, some preparatory lead time for other countries). Electricity demands also possible for Germany. Can be connected to other services in this category.					project partner -in your region -in your country -internationally	HIT
Dimensioning of selected central and decentral heating (possibly also cooling) technologies to satisfy above-mentioned demands (e.g. heat pump, CHP), including investment and operational cost assessments.					project partner -in your region -in your country -internationally	HIT
Assessment of rooftop photovoltaic electricity generation potentials.					regional hub partner -internationally	HIT
<b>Section B.2 - Environmental Impact Assessment</b>						
EAP provides specific environmental assessments related to the air quality and does measurements and monitoring of emissions and immissions with its own equipment for both residential and industrial installations.					project partner -in your region -in your country -internationally	EAP
Through its Laboratory, EAP provides testing and certification of biomass, compost, biodegradable wastes, bio-based products, etc. The Laboratory is certified on national and international level and provides novel analysis of various materials. It also consults its clients on the potential for utilisation of materials based on their investigated parameters.					project partner -in your region -in your country -internationally	EAP

Figure 1: First inputs for the service catalogue

With this information, S2i developed a catalogue of 59 services. Details about this catalogue can be found in Deliverable 2.3 Market Uptake Support Measures, and will be further updated in M24


The service catalogue is divided into business and innovation support services and technical support services. The business and innovation support services as well as the activities and results achieved through supporting the projects/ initiatives/ awardees will be covered in this Deliverable 3.3. The technical and consultancy support services will be addressed in Deliverable 3.2 Report on deployment of technical support and consultancy – First Round, due also in M24, by HFT.

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The business and innovation services portfolio offers support in the five following thematic areas:

- Section A.1 - Market research
- Section A.2 - Business planning
- Section A.3 - Access to finance support
- Section A.4 - Networking
- Section A.5 – Mentoring

Applicants who were awarded support in the first round (hereafter, the awardees) had the possibility to receive one business and innovation support service or one technical support service. Possible support service providers for the business and innovation services are Q-PLAN, APRE, CIVI, WECF, HFT, WR, PEDAL, EGC, ECWT and S2i. A detailed list about the offered services in the first round can be found in Annex 1.

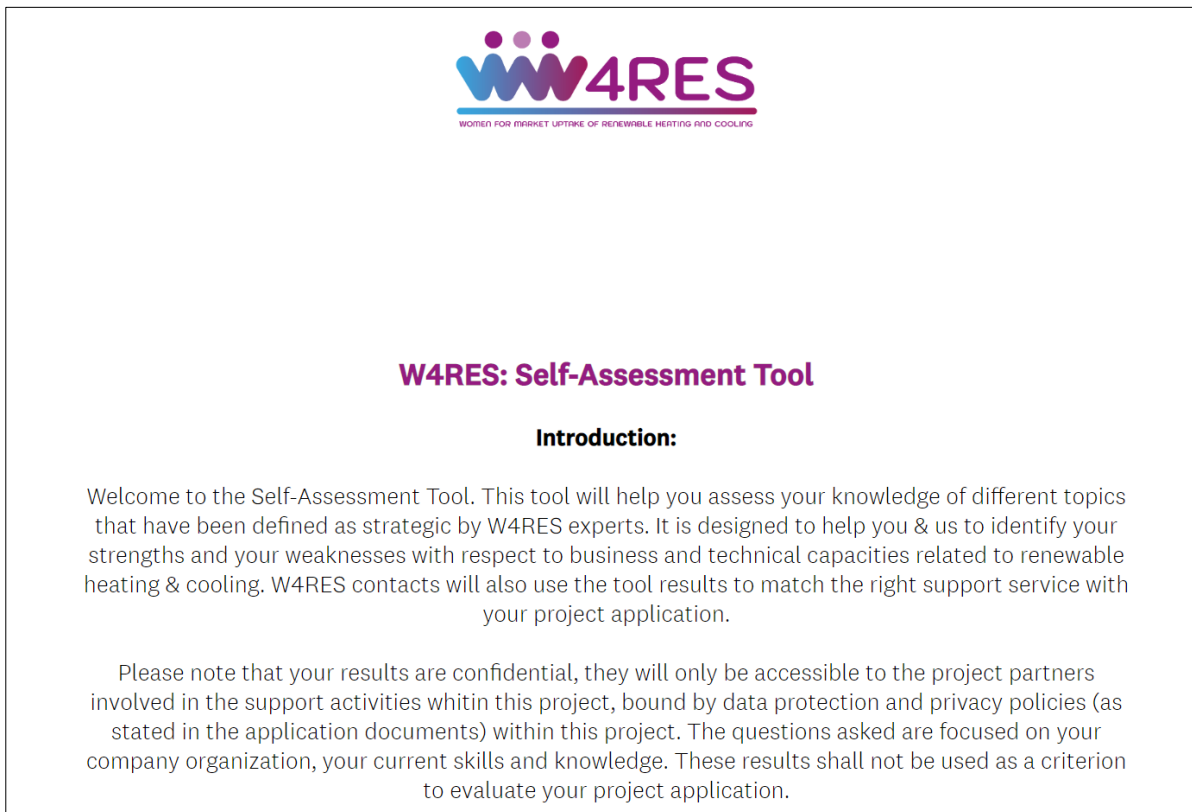
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## 2.2 NEEDS IDENTIFICATION PROCESS (NIP)

To identify the possible service from the service catalogue for the selected awardees a **needs identification process (NIP)** was initiated. During the first round of calls this NIP consisted of two steps:


- Self-Assessment Tool (SAT)
- First Meeting with the hub manager

Together with HFT, S2i prepared a **Self-Assessment Tool (SAT)** (Annex 2). The SAT was structured as a survey that each awardee had to fill out before the first meeting with the hub manager. The SAT questions referred to the service offerings and the service catalogue (business, innovation and technical). The survey was prepared by S2i using the tool Survey Monkey. A screenshot of the first part of the survey is displayed in Figure 2. The survey was organized in two main sections, one for the business and innovation support services with the five thematic areas, and one for the technical support services. Each selected project had to complete a SAT.



**Figure 2: Self-Assessment Tool introduction**

S2i received the results for each SAT as a PDF from Survey Monkey. An example of how the results are displayed can be seen in Figure 3. The individual responses and results are confidential and cannot be published in this report.


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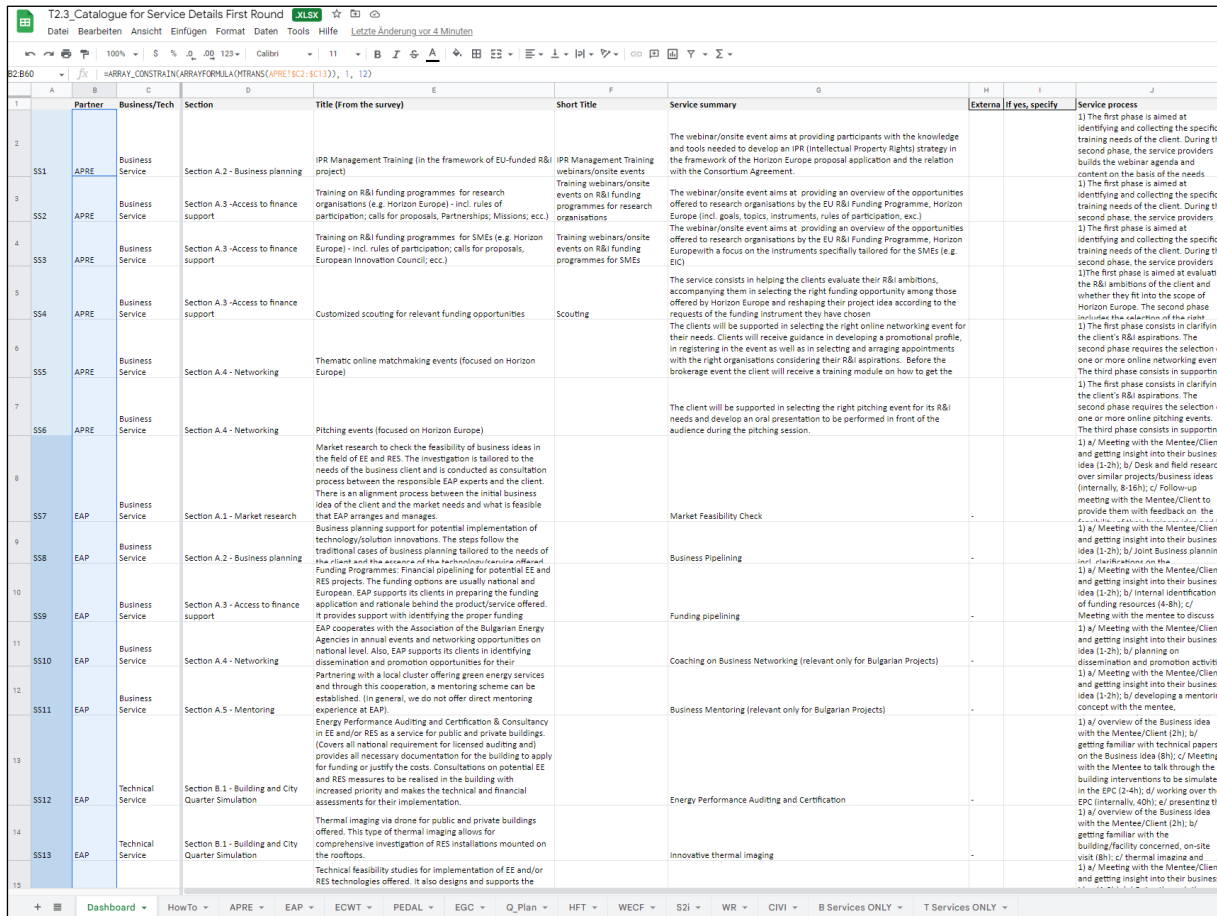
<b>Q6</b>	
Category 2: Business and Innovation capabilities / Business planning (e.g. innovation audit, IPR management, financial planning, etc.) Please assess your internal organization with regards to innovation:	
Have you used any tools for business planning & modelling? (e.g. Business model canvas)	<b>1) I know nothing or very few</b>
Have you applied gender analysis to have a clear understanding of needs and interests of consumers, where women and men benefit?	<b>1) I know nothing or very few</b>
Have you integrated Sustainable Development Goals in your project/ idea?	<b>4) Good proficiency, I have at least 1 expert in my company/project covering most of these items and</b>
Have you considered involving your project/ idea in energy sharing /energy communities?	<b>3) Good understanding, I understand almost all the items well and I'm active in at least one are</b>
Do you have a strategy to manage your intellectual property (patent, advisor)?	<b>1) I know nothing or very few</b>
Have you been active in any social entrepreneurship area? (social, cultural, or environmental issues - Linked with Human rights, gender equality, employment rate etc.)	<b>3) Good understanding, I understand almost all the items well and I'm active in at least one are</b>

**Figure 3: Example of SAT result for one thematic category**

The results of the SAT were used as baseline for the **first meeting with the Hub Managers**. The Hub Managers or Key Account Managers (KAM) from the eight countries participating in the W4RES research project are the first contact persons for the awardees. The results of the SAT per regional Hub were stored in the project's internal shared repository so that each Hub Manager could access the respective SAT results of the applicants/awardees in their region. With this, the Hub Managers were able to prepare for the first meeting with their projects from their region. Each Hub Manager then organized individually a date for the first meeting with the awardee. Together they talked about results of the SAT, the further needs of their project and the next steps to be taken.

All hub managers received access to the shared catalogue of services with all 59 services from the first round. This service catalogue had an dashboard to navigate faster through the possible support services but also a sheet with the offered services for every partner (Figure 4). The service catalogue will be updated in the second round of calls.

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	Partner	Business/Tech	Section	Title (From the survey)	Short Title	Service summary	Externs	If yes, specify	Service process
SS1	APRE	Business Service	Section A.2 - Business planning	IPR Management Training (in the framework of EU-funded R&I project)	IPR Management Training	The webinar/onsite event aims at providing participants with the knowledge and tools needed to develop an IPR (Intellectual Property Rights) strategy in the framework of the Horizon Europe proposal application and the relation with the Consortium Agreement.			1) The first phase is aimed at identifying and collecting the specific training needs of the client. During the second phase, the service providers build the webinar agenda and content on the basis of the needs.
SS2	APRE	Business Service	Section A.3 - Access to finance support	Training on R&I funding programmes for research organisations (e.g. Horizon Europe) - incl. rules of participation, calls for proposals, Partnerships, Missions, etc.)	Training webinars/onsite events on R&I funding programmes for research organisations	The webinar/onsite event aims at providing an overview of the opportunities offered to research organisations by the EU R&I Funding Programme, Horizon Europe (incl. goals, topics, instruments, rules of participation, etc.).			1) The first phase is aimed at identifying and collecting the specific training needs of the client. During the second phase, the service providers
SS3	APRE	Business Service	Section A.3 - Access to finance support	Training on R&I funding programmes for SMEs (e.g. Horizon Europe) - incl. rules of participation, calls for proposals, European Innovation Council, etc.)	Training webinars/onsite events on R&I funding programmes for SMEs	The webinar/onsite event aims at providing an overview of the opportunities offered to research organisations by the EU R&I Funding Programme, Horizon Europe with a focus on the instruments specifically tailored for the SMEs (e.g. SIC).			1) The first phase is aimed at identifying and collecting the specific training needs of the client. During the second phase, the service providers
SS4	APRE	Business Service	Section A.3 - Access to finance support	Customized scouting for relevant funding opportunities	Scouting	The service consists in helping the clients evaluate their R&I ambitions, accompanying them in selecting the right funding opportunity among those offered by Horizon Europe and reshaping their project idea according to the requests of the funding instrument they have chosen.			1) The first phase is aimed at evaluating the R&I ambitions of the client and whether they fit into the scope of Horizon Europe. The second phase includes the selection of the right
SS5	APRE	Business Service	Section A.4 - Networking	Thematic online matchmaking events (focused on Horizon Europe)		The clients will be supported in selecting the right online networking event for their needs. Clients will receive guidance in developing a promotional profile, in registering in the event as well as in selecting and arranging appointments with the right organisations considering their R&I aspirations. Before the brokerage event the client will receive a training module on how to get the			1) The first phase consists in clarifying the client's R&I aspirations. The second phase requires the selection of one or more online networking events. The third phase consists in supporting
SS6	APRE	Business Service	Section A.4 - Networking	Pitching events (focused on Horizon Europe)		The client will be supported in selecting the right pitching event for its R&I needs and develop an oral presentation to be performed in front of the audience during the pitching session.			1) The first phase consists in clarifying the client's R&I aspirations. The second phase requires the selection of one or more online pitching events. The third phase consists in supporting
SS7	EAP	Business Service	Section A.1 - Market research	Market research to check the feasibility of business ideas in the field of EE and RES. The investigation is tailored to the needs of the business client and is conducted as consultation process between the responsible EAP experts and the client. There is an alignment process between the initial business idea of the client and the market needs and what is feasible that EAP arranges and manages.	Market Feasibility Check				1) a/ Meeting with the Mentee/Client and getting insight into their business idea (1-2h); b/ Desk and field research over similar projects/business ideas (internally, 8-16h); c/ Follow-up meeting with the Mentee/Client to provide them with feedback on the
SS8	EAP	Business Service	Section A.2 - Business planning	Business planning support for potential implementation of technology/solution innovations. The steps follow the traditional cases of business planning tailored to the needs of the client and the assurance of the technology/innovation offered.	Business Pipelining				1) a/ Meeting with the Mentee/Client and getting insight into their business idea (1-2h); b/ Joint Business planning (internally, 8-16h); c/ Follow-up meeting with the Mentee/Client and getting insight into their business
SS9	EAP	Business Service	Section A.3 - Access to finance support	EAP cooperates with the Association of the Bulgarian Energy Agencies in annual events and networking opportunities on national level. Also, EAP supports its clients in identifying dissemination and promotion opportunities for their	Funding pipelining				1) a/ Meeting with the Mentee/Client and getting insight into their business idea (1-2h); b/ internal identification of funding resources (4-8h); c/ Meeting with the mentee to discuss
SS10	EAP	Business Service	Section A.4 - Networking	Partnering with a local cluster offering green energy services and through this cooperation, a mentoring scheme can be established. (In general, we do not offer direct mentoring experience at EAP).	Coaching on Business Networking (relevant only for Bulgarian Projects)				1) a/ Meeting with the Mentee/Client and getting insight into their business idea (1-2h); b/ planning on dissemination and promotion activity
SS11	EAP	Business Service	Section A.5 - Mentoring	Energy Performance Auditing and Certification & Consultancy in EE and/or RES as a service for public and private buildings. (Covers all national requirements for licensed auditing and) provides all necessary documentation for the building to apply for funding or justify the costs. Consultations on potential EE and RES measures to be realised in the building with increased priority and makes the technical and financial assessments for their implementation.	Business Mentoring (relevant only for Bulgarian Projects)				1) a/ Meeting with the Mentee/Client and getting insight into their business idea (1-2h); b/ developing a mentored concept with the mentee.
SS12	EAP	Technical Service	Section B.1 - Building and City Quarter Simulation	Thermal imaging via drone for public and private buildings offered. This type of thermal imaging allows for comprehensive investigation of RES installations mounted on the rooftops.	Energy Performance Auditing and Certification				1) a/ Overview of the Business idea with the Mentee/Client (2h); b/ getting familiar with technical papers on the Business idea (8h); c/ Meeting with the Mentee to talk through the building interventions to be simulate in the EPC (2-4h); d/ working over the EPC (internally, 40h); e/ presenting the
SS13	EAP	Technical Service	Section B.1 - Building and City Quarter Simulation	Technical feasibility studies for implementation of EE and/or RES technologies offered. It also designs and supports the	Innovative thermal imaging				1) a/ overview of the Business idea with the Mentee/Client (2h); b/ getting familiar with the building/facility concerned, on-site visit (8h); c/ thermal imaging and

**Figure 4: Screenshot from the catalogue of services for the first round**

The Hub Manager, together with the project, prioritized one to three needs based on the discussions from the first meeting and the knowledge of the W4RES service offerings. This prioritization of needs was then noted in the Service Action Plan (SAP). An example of the needs descriptions can be seen here:

1. Great need on the available funding opportunities and access to finance support both from the public and private sector. These opportunities should be well embedded into the kafsimo operational and administrative framework.
2. Need to improve their network and make synergies with relevant initiatives and networking activities with European landscape.
3. Need for innovative indicators and actions to boost their business concepts with respect to the society and the environment.

After finalizing the SAP with the prioritized needs of all projects, attached in Annex 3, ), HFT, Q-Plan and S2i matched each awardee to a service provider in a scheduled online meeting. The results of this matching are elaborated in the following section.

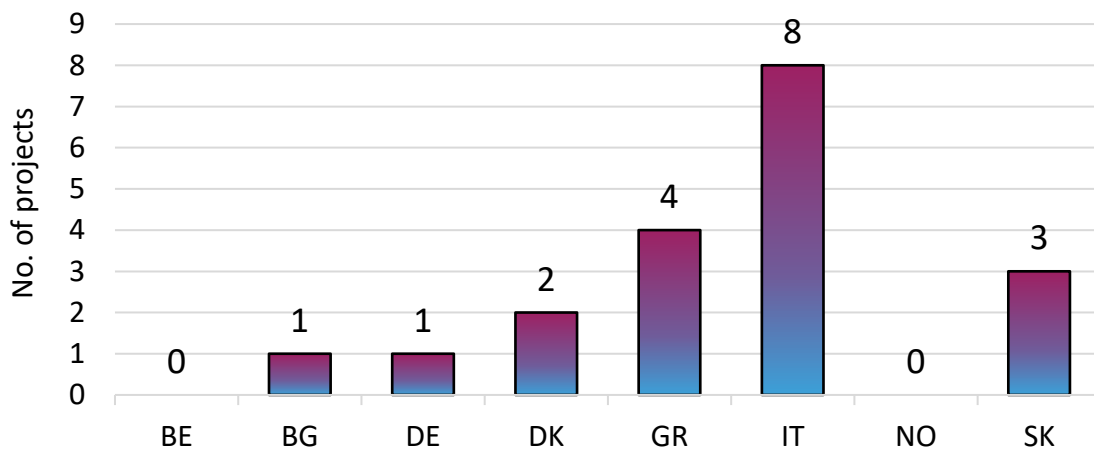
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### 3 DEPLOYMENT OF BUSINESS AND INNOVATION SUPPORT SERVICES

In the following section, the activities and results regarding the delivered business and innovation support services is be represented.

19 projects received individual support through one of the above mentioned business and innovation support service partners. From the presented thematic areas in 2.1, and the service catalogue the services were matched with the needs of the project. An overview about the received service of the project through the W4RES service partner is displayed in Annex 4. Services were offered in four out of the five thematic areas. Services from the thematic areas are named in descending order: Section A.3 - Access to finance support (13 services), Section A.2 - Business planning (five services), Section A.1 - Market research (one service), Section A.4 – Networking (one service) and Section A.5 – Mentoring (no service in the first round of calls).

Services will be provided with the help of Hub Managers as the responsible person for contacting and onboarding selected projects. The responsible Hub Manager can be found in Deliverable 3.1 Methodology for selecting promising RHC projects – First Version. An overview about the projects/initiatives/awardees per Regional Hub is seen in Figure 5.




**Figure 5: Number of projects receiving business support per region**

One further project that originally was supported by a technical service provider will receive also an business and innovation support till the end of the year 2022 from our service partner CIVI. The activities regarding this project will be reported in the update of this Deliverable.


Twelve awardees had the possibility to get a **collective service** support in addition to their individual service they got. The collective service support “Proposal writing training: requirements of EU funding (Horizon Europe)” was offered by S2i on the 28<sup>th</sup> and 29<sup>th</sup> of June 2022. The agenda of the virtually provided workshop can be found in Annex 5. An overview of the list of attendees and their respective project is in Annex 6.

The following sections present the detailed activities and results per region and project.


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## 3.1 BULGARIA

### ENERGY NEUTRALITY - EN@HOMES

<b>Project description</b>	Energy Neutrality - EN@homes focuses on promoting know-how and concepts for energy efficient and RES technology investment in households, private buildings or city quarters via self-investment or via “Energy cooperatives” formation with an aim to engage more people to reduce their carbon footprint or that sustainably address negative impacts of climate change.		
<b>Support service type</b>	<b>Business Service</b> Section A.3 - Access to finance support Funding Programmes		
<b>Regional Hub</b>	Bulgaria		
<b>Duration of support</b>	January 2022 – June 2022		
<b>W4RES partner</b>	EAP		
<b>Contact persons</b>	Teodora Polimerova (female)		
<b>Type of Organisation</b>	Energy Neutrality - EN@homes is an individual project		
<b>Activities and results achieved through the services</b>	<p>During the session EN@Home presented their perspective on the development of the service. EAP shared its experience in the field of energy services provision and its partnerships/initiatives in the field. A detailed discussion was held over the status of the business idea and its implementation, as well as on the future plans for its development and expansion on the market. EAP detailed the scope of the funding needed for this idea as well as its technical features. An initial discussion over the potential funding opportunities based on the scope of the idea was made.</p> <p>EAP presented slides with the possible calls for submission of the idea and explained EN@HOMES the requirements and the deadline of each of the five presented calls. EN@HOMES prepared the documents for one of the proposals and will send it to EAP for review and has to set-up an entity for potential call application. A 2-day HEU proposal writing training was offered at the end of June from S2i and Teodora participated in the training.</p> <p>As an outcome of the whole process EN@HOMES has an example document reviewed by EAP which could be used as a template for future project application. EAP maintains contact with EN@HOMES for further funding opportunities.</p>		




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## 3.2 DENMARK

### UIA WORLD CONGRESS 2023 IN COPENHAGEN


<b>Project description</b>	<p>UIA2023CPH is the organization behind the World Congress of Architects, which will take place in 2023 in Copenhagen. The congress has a theme of 'Sustainable Futures – Leave No One Behind' and aims to be the first carbon neutral UIA Congress. Through the congress and accompanying study tours, UIA2023CPH aims to improve participants knowledge and ability to actively use the SDGs, especially as it relates to architecture and the built world. The bulk of activities will take place between July 2<sup>nd</sup> and July 6<sup>th</sup>, 2023.</p>		
<b>Support service type</b>	<p><b>Business Service</b></p> <p>Section A.4 - Networking</p> <p>Networking platform</p>		
<b>Regional Hub</b>	Denmark		
<b>Duration of support</b>	January 2022 – August 2022 (plus further activities thru February 2023)		
<b>W4RES partner</b>	EGC		
<b>Contact persons</b>	Anne Mette Niebuhr, Chief Partnership Officer (F) and Charlotte Kiberg, Communications Officer (F)		
<b>Type of Organisation</b>	UIA 2023 World Congress (UIA2023CPH)		
<b>Activities and results achieved through the services</b>	<p>European Green Cities supported UIA2023CPH with international communication and in matchmaking women-led renewable energy organizations at the conference. To fulfil the related tasks, EGC utilized the European Green Cities' Network (EGCN). This support better equips UIA2023CPH both to reach and impact a broader audience and to showcase more women in the renewable energy ecosystem.</p> <p>EGC first met with UIA2023CPH on January 12th, 2022 to discuss the W4RES project and UIA2023CPH's needs with regard to networking. Following this meeting, EGC created a catalogue (PDF) of possible networking services they could provide to UIA2023CPH (February 23rd, 2022). UIA2023CPH subsequently identified two tasks: international outreach and matchmaking organizations. EGC then created a plan (April 28th, 2022) for these two tasks, outlining what UIA2023CPH would need</p>		


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	<p>to provide in order for the service to be completed. It was agreed upon that UIA2023CPH would send the relevant materials in August/September, and that EGC would disseminate these materials through EGCN in both August/September 2022 and, after the service’s completion, in February 2023.</p> <p>Regarding International Communication, UIA2023CPH have prepared material about the conference which EGC will send out to relevant organizations through EGCN across Europe. Regarding the Matchmaking task, UIA2023CPH have prepared material about their matchmaking needs (matchmaking women led renewable energy companies, architects, housing organizations, etc.). EGC has compiled a list of channels which they will disseminate UIA2023CPH’s materials through (e.g. EGCN). Please note that EGC has used the W4RES service period to prepare thorough plans for these tasks, and that it has led to a subsequent collaboration agreement between the two organizations past the W4RES support period’s end.</p>
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## HIGH5GIRLS


<b>Project description</b>	<p>With the goal of exciting and empowering girls with knowledge and confidence in STEM and entrepreneurship so that they can become future problem solvers and leaders, High 5Girls is a platform that offers hands - on hackathons and workshops for young women between the ages of 13 - 19 . The hope is that this work will increase the participation of women in STEM education and careers . High5Girls allows girls to meet women working in a variety of STEM careers . They share their insights about what they do as scientists and engineers. Their goal is to show parents and girls the wide range of exciting and rewarding careers women hold in STEM .</p>		
<b>Support service type</b>	<p><b>Business Service</b></p> <p>Section A.3 -Access to finance support</p> <p>Innovation Funding Support</p>		
<b>Regional Hub</b>	Denmark		
<b>Duration of support</b>	Dec. 2021 – August 2022		
<b>W4RES partner</b>	S2i		
<b>Contact persons</b>	Marianne Andersen (Female)		
<b>Type of Organisation</b>	High5Girls is an NGO.		
<b>Activities and results achieved through the services</b>	<p>S2i supported High5Girls with its ‘innovation funding opportunities’ service. After an initial needs assessment meeting, S2i presented High5Girls with a number of different EU funding programs for which the NGO could be eligible. These programs were presented in terms of their scope, eligibility criteria, and the application process. The Horizon programme in general was explained, the Marie-Sklodowska-Curie Actions, the open calls with the specific project types under the Cluster 2: Culture, Creativity and Inclusive Society, the Cluster 5: Climate, Energy and Mobility and Cluster 6: Food, Bioeconomy, Natural Resources, Agriculture and Environment were explained. Especially the topic gender is a horizontal thematic and could be funded under every cluster. Also there were possibilities in the EU funding programmes CERV and Erasmus+.</p> <p>At the end of June, a 2-day HEU proposal writing training was also offered. In August, a discussion took place about further cooperation in the future and S2i together with High5Girls decided, that it would be helpful that High5Girls will apply also for the second round of calls to find further open calls that could suit to the project and to find also a consortium to join.</p>		

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## 3.3 GERMANY


### STRENGTHENING WOMEN IN THE “NATIONAL NETWORK FOR ENERGY CONSULTANTS IN GERMANY” (GIH)


<b>Project description</b>	The GIH ( <a href="http://www.gih.de">www.gih.de</a> ) is a network connecting several energy consultants throughout Germany. Furthermore, it informs the public about ongoing energy consultancy projects and energy efficiency. Within internal structures of the GIH, the exchange and collaboration between female energy consultants shall be strengthened on a long-term basis, e.g., by providing specific technical trainings for the installation of heat pumps.		
<b>Support service type</b>	<b>Business Service</b> Section A.2 - Business planning Gender-just planning of business concepts		
<b>Regional Hub</b>	Germany		
<b>Duration of support</b>	March 2022		
<b>W4RES partner</b>	WECF		
<b>Contact persons</b>	Barbara Ginzel (F)		
<b>Type of Organisation</b>	Gebäudeenergieberater Ingenieure Handwerke Bundesverband ( <a href="http://www.gih.de">GIH</a> ) is an association		
<b>Activities and results achieved through the services</b>	During a GIH networking meeting on 23 <sup>rd</sup> of March 2022, WECF had the chance to present the project W4RES ( <a href="http://www.w4res.eu">www.w4res.eu</a> ) as well as gender tools and instruments for a more gender-just energy sector. The aim of the meeting on the 23rd of March was to catalyze an internal exchange for collaboration between female energy consultant within GIH. WECF was assessing barriers the participating women are facing, as well as their needs in regard of their own working environment. Also, a discussion was raised about what must be changed on societal and political level to make the energy sector more gender-just.		

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## 3.4 GREECE

### CITIZENS' ENERGY COOPERATIVE: ATTICA ENERGY COMMUNITY


<b>Project description</b>	Attica Energy Community is an Energy Community based in the area of Athens with the aim to take advantage of unexploited lands/properties for the construction of solar panels in private properties. The produced energy will be distributed among the members of the Energy Community within feed in tariffs but for the provision of RHC.		
<b>Support service type</b>	<b>Business Service</b> Section A.2 - Business Planning Sustainable and commercial viable		
<b>Regional Hub</b>	Greece		
<b>Duration of support</b>	November 21 – August 22		
<b>W4RES partner</b>	Q-PLAN		
<b>Contact persons</b>	Maya Andreou (female)		
<b>Type of Organisation</b>	Project idea		
<b>Activities and results achieved through the services</b>	<p>Activities began in November 2021 with meetings and e-mail exchanges between the community members and the Greek Hub. The initial aim was for the Hub Manager to identify the needs of the Energy Community, in order to correlate it with the most appropriate service among the W4RES market uptake support services portfolio. The energy community was about to install solar panels but wasn't sure about the specific location and the type of the property. To this end the below scenarios were discussed and analysed in order to realise the most profitable and suitable case for the members. Installation of PVs on public roofs i.e municipality buildings and connection with heat pumps for the RHC of the building and net metering with the external electricity among the community members. Installation of PVs on industrial rooftops to produce renewable energy which can cover industry heating and cooling demands and excess electricity for net metering among the community members.</p> <p>A tailored Service Action Plan was developed for the successful delivery of the service and many follow up communications took place through virtual meetings in the period in-between March and June, in order to collect feedback about the service progress. In the beginning of the service a PESTEL and a SWOT analysis were conducted in order to clarify the project</p>		


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	<p>case and the most prevailing scenario, where both entities agreed that the installation should take place on a private roof.</p> <p>The most important results of the service are presented: (1) The indication of the suitable location for the PVs installation via PESTEL &amp; SWOT analysis (private roof in Athens); (2) The elaboration of relevant business model; (3) The demonstration of the environmental, social and economic benefits of the project; (4) The financial planning for the investment and its evaluation along with the project's cumulative cash flows over its lifetime; (5) The identification of the funding opportunities suitable for Energy Communities such as the Attica Energy Community.</p>
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## KAFSIMO


<b>Project description</b>	<p>KaFsimo is a women-led, community-based project that aims to change behaviour for the reduction of carbon footprint, fight climate change and promote inclusion through coffee recycling. Its specific objectives are (1) to facilitate mentality change through praxis, and (2) to test and prove a low-emissions logistics system for organic waste management. KaFsimo collects used coffee grounds from cafes and converts it into bioenergy, and is the first waste management system to make use of e-mobility.</p>		
<b>Support service type</b>	<p><b>Business Service</b></p> <p>Section A.3 - Access to finance support – grants</p> <p>Training</p>		
<b>Regional Hub</b>	Greece		
<b>Duration of support</b>	Feb 2022 – June 2022		
<b>W4RES partner</b>	PEDAL		
<b>Contact persons</b>	<p>Clio Christopoulou (female)</p> <p>Valia Zourna (female)</p>		
<b>Type of Organisation</b>	Project, already being implemented		
<b>Activities and results achieved through the services</b>	<p>After the initial meeting, PEDAL provided the Kafsimo team with training in the field of accessing finance support, with particular focus on funding opportunities under EU programmes. As the team already had previous experience with grants, the training was lead in an interactive way. The topics covered the whole process from identifying an opportunity (programme, call), planning the entire process, building a consortium, writing a proposal and submission, including the do's and don'ts. Relevant EU funding programs and specific calls were presented. The presentation document was provided. A 2-day HEU proposal writing training was offered at the end of June, organized by S2i.</p> <p>The Kafsimo team is highly qualified and interested in applying for European funding, which would allow them to expand their activities. They are participating in matchmaking events of HORIZON. PEDAL offered support to applying for EU funds after the W4RES project is completed.</p>		

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## AST-SMART


<b>Project description</b>	<p>AST-Smart platform is a powerful web-based tool that incorporates an innovative DSS that will accelerate developments concerning cities decarbonization by encouraging participation from both the scientific community and the private sector. The AST-Smart project focuses on the development of an integrated mitigation and adaptation planning platform towards urban decarbonization.</p>		
<b>Support service type</b>	<p><b>Business Service</b></p> <p>Section A.3 - Access to finance support</p> <p>Funding programmes</p>		
<b>Regional Hub</b>	Greece		
<b>Duration of support</b>	Jan 2022- June 2022		
<b>W4RES partner</b>	EAP		
<b>Contact persons</b>	Ifigeneia Theodoridou, Female		
<b>Type of Organisation</b>	AST-SMART is a SME		
<b>Activities and results achieved through the services</b>	<p>AST presented their business idea in detail and a discussion of its specifics has held. Question and answers on the scope and functionalities of the tool were presented. EAP made a presentation of its experience and potential to support the business idea along with the experts who would be part of the support team. Based on the exchange, a meeting on AST expectations was organised. During the meeting, EAP identified potential areas of expertise where their experts could help the business idea and negotiated these with the supported project. EAP also outlined the funding options and presented a comparative analysis of the calls for proposals AST is interested in applying for. The advantages and disadvantages of each of these options were discussed during the meeting. Once AST decided on an option, work began with EAP to develop a proposal. AST introduced 2 of the possible partners for the future consortium and named some representatives from academia. EAP contacted the other three potential partners who agreed to participate in the technology, communication and pilot project.</p> <p>A 2-day HEU proposal writing training was offered at the end of June organised by S2i. As a result of the whole process, EAP developed a template for proposal writing and AST prepared a draft proposal structure with the respective work packages and consortium partners. The template was reviewed by EAP and will be used as a draft document to be updated for a possible Horizon Europe application. EAP continues to support AST after the W4RES project and is working on the development of the application.</p>		



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## ENERGY COMMUNITY WENCOOP.


<b>Project description</b>	WEnCoop is the first Energy Community lead by women in Greece and the aim within this project is the construction of 1MW Solar Park in the area of Chalkidiki next to Thessaloniki.		
<b>Support service type</b>	<b>Business Service</b> Section A.2 – Business planning Sustainable Business Modelling		
<b>Regional Hub</b>	Greece		
<b>Duration of support</b>	November 2021 - August 2022		
<b>W4RES partner</b>	Q-PLAN		
<b>Contact persons</b>	Lina Tsalntabasi (female) Alice Corovessi (female) Katerina Gani (female)		
<b>Type of Organisation</b>	Under construction		
<b>Activities and results achieved through the services</b>	<p>Activities were launched in November 2021 with virtual meetings and email exchanges. The initial aim for the Hub Manager was to identify the needs of the WEnCoop, in order to estimate the appropriate potential service needed among the W4RES market uptake support portfolio. So, the needs identification took place and the W4RES consortium proceeded with the matching process where the WEnCoop complemented with the Sustainable Business Modelling service, which will also indicate potential alternative fundings and other financial opportunities. Afterwards a tailored Service Action Plan was developed for the successful delivery of the service and then more follow up communications took place both with physical presence as well as with virtual meetings in the period in-between, in order to collect feedback about the service progress.</p> <p>Overall, the Sustainable Business Modelling service has been developed and successfully delivered to the Energy Community members. The most important results of the service is: (1) The development of the model Canvas structuring the projects main aspects; (2) The demonstration of the projects environmental, social and economic benefits; (3) The cumulative cash flow analysis within the lifetime of the projects; (4) The available alternative financial and funding opportunities for such investments within the framework of the Energy Communities</p>		

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## 3.5 ITALY


### COLD CAS2E

<b>Project description</b>	COLD CAS2E studies novel high emissivity materials leading to energy efficiency by use of renewable energy in the field of solar exploitation and in refractory & metal production.		
<b>Support service type</b>	Business Service Section A.3 -Access to finance support Targeted training on Proposal Writing		
<b>Regional Hub</b>	Italy		
<b>Duration of support</b>	June 2022 - July 2022		
<b>W4RES partner</b>	White Research		
<b>Contact persons</b>	Laura Silvestroni, (Female, Coordinator)		
<b>Type of Organisation</b>	Idea		
<b>Activities and results achieved through the services</b>	W4RES will support COLD CAS2E in its efforts with targeted trainings on available and suitable funding opportunities. The support services provided to the COLD CAS2E team the resources and skills to valorise its innovative concept and its solid technical background within the framework of the EU R&I funding programmes.		


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## **DEVELOPMENT AND DEMONSTRATION OF AN INTEGRATED AND MODULAR SOLAR-DRIVEN RESIDENTIAL ENERGY SYSTEM**


<b>Project description</b>	The development and demonstration of an integrated and modular solar-driven residential energy system designed for combined heat, cold and electricity production is an Italian project that aims to design, develop, and demonstrate an economically efficient and sustainable concept of solar-driven system for supplying heat, cold and electricity for domestic and e-mobility purposes in the residential sector (new and existing buildings).		
<b>Support service type</b>	<b>Business Service</b> Section A.3 -Access to finance support		
<b>Regional Hub</b>	Italy		
<b>Duration of support</b>	March 2022 – August 2022		
<b>W4RES partner</b>	CiviESCo Srl		
<b>Contact persons</b>	Barbara Mendecka		
<b>Activities and results achieved through the services</b>	Through CiviESCo Srl, the project received support in business planning and in identifying possible funding options at national level. The service provider offered support in adapting the data used for the market analysis and in collecting and analysing data needed for the development of the business plan.  As an outcome of the whole process, CIVI elaborated different scenarios.		

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## DIVINE CITY


<b>Project description</b>	<p>The development of sustainable cities is now a reality. All individuals and companies can contribute, thanks to electro-ionic storage combined with photovoltaic systems. This could reduce pollution and additionally reduce costs. The heat generator that they market is efficient, it does not burn fuels, it does not emit any type of substances into the atmosphere and optimizes the use of energy generated by photovoltaic and solar thermal systems. Since the boiler does not produce pollution, running on electricity it allows to make the most of the energy generated by renewable energy plants.</p>		
<b>Support service type</b>	<p><b>Business Service</b></p> <p>Section A.3 -Access to finance support</p> <p>Training on R&amp;I funding programmes</p>		
<b>Regional Hub</b>	Italy		
<b>Duration of support</b>	December 2021 – April 2022		
<b>W4RES partner</b>	APRE		
<b>Contact persons</b>	Francesca Ribet (female, CEO)		
<b>Activities and results achieved through the services</b>	<p>A 2:25 hours training on the third pillar of Horizon Europe, Innovative Europe and its three main instruments: EIC Pathfinder, EIC Transition and EIC Accelerator in the new programming 2021 - 2027. Participants gained a comprehensive vision and strategy for research and innovation that enabled them to compete in the market with their own disruptive innovation. A journey into the Europe of the future, rich in innovation and synergies and opening up new opportunities.</p>		




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## DEVELOPMENT OF MORTARS

<b>Project description</b>	<p>Development of mortars is a research project carried out at the University of Salento (IT). The project aims to develop mortars that are based on different binders which contain an original sustainable Phase Change Material (PCM) and are able to improve the energy efficiency of buildings. In identifying different binder compositions, the project is developing mortars with the PCM that can eventually be used in a wide range of applications, from modern buildings to antique constructions. The project also includes evaluations of the mortars' thermal properties.</p>		
<b>Support service type</b>	<p><b>Business Service</b></p> <p>Section A.3 -Access to finance support</p> <p>Innovation Funding Support</p>		
<b>Regional Hub</b>	Italy		
<b>Duration of support</b>	December 2021 – June 2022		
<b>W4RES partner</b>	Steinbeis 2i GmbH (S2i)		
<b>Contact persons</b>	Antonella Sarcinella (female)		
<b>Type of Organisation</b>	Research project, Idea		
<b>Activities and results achieved through the services</b>	<p>S2i supported Development of mortars with its 'innovation funding opportunities' service. After an initial needs assessment meeting, S2i presented Development of mortars with several different EU funding programs like Horizon Europe with an overall presentation of it, then specifically Cluster 5 calls about Climate, Energy and Mobility for which Antonella and her research project is eligible. Also to the EIC more specific details were given. These programs were presented regarding scope, eligibility criteria, and the application process. A further topic that was tackled was, "what is a Demonstration project in the EU context" and how can the innovation of Antonella in the specific TRL be funded. S2i showed Antonella specific smart city projects, where they were involved to show here how her role in these projects could look like.</p> <p>At the end of June, a 2-day HEU proposal writing training was offered as well. Further cooperation is foreseen with the project.</p>		

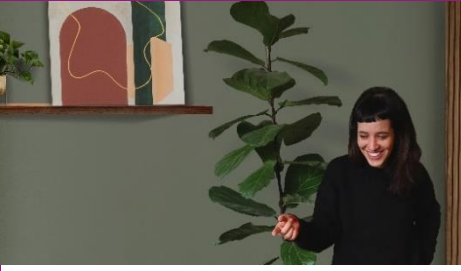

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## HEROES

<b>Project description</b>	<p>HEROES addresses the issue of decarbonizing the buildings sector proposing a brand new and potentially disruptive solar technology for the co-generation of heat and electricity for all types of buildings by integrating novel smart materials and temperature chaining concepts into a single system, offering 24/7 undisrupted supply of heat and power. HEROES proposes a brand new and potentially disruptive solar technology for the co-generation of heat and electricity for all types of buildings by integrating novel smart materials and temperature chaining concepts into a single system, offering 24/7 undisrupted supply of heat and power.</p>		
<b>Support service type</b>	<p><b>Business Service</b></p> <p>Section A.3 - Access to finance support</p> <p>How to write a successful proposal</p>		
<b>Regional Hub</b>	Italy		
<b>Duration of support</b>	December 2021 – April 2022		
<b>W4RES partner</b>	APRE		
<b>Contact persons</b>	Elisa Sani (female, CNR)		
<b>Type of Organisation</b>	Project		
<b>Activities and results achieved through the services</b>	<p>During the 3 hours training, participants had the chance to receive comprehensive and detailed information and tools needed to successfully tackle the challenges related with the preparation of proposals in Horizon Europe like:</p> <p>The basic features of Horizon Europe and its funding opportunities;</p> <p>How to write a proposal (Section 1, 2, 3) with a focus on the Impact Pathway (Section 2.1) and Exploitation of the results (Section 2.2).</p>		


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## NOCOTÚ: A NEW WAY OF LIVING, FOR THE FUTURE OF OUR PLANET


<b>Project description</b>	<p>NOCOTÚ is a housing solution that, through the reuse and reconditioning of used shipping containers, promotes sustainable construction with less impact on the environment and household costs. The project has developed an IoT technology that aims at addressing not only the environmental impact of current space heating and cooling systems, but also the economic impact these systems have on households.</p>		
<b>Support service type</b>	<p><b>Business Service</b></p> <p>Section A.3 - Access to finance support</p> <p>Innovation Funding Support</p>	  	
<b>Regional Hub</b>	Italy		
<b>Duration of support</b>	Jan 2021 – June 2022		
<b>W4RES partner</b>	S2i		
<b>Contact persons</b>	Aura Isabel Pelliccioni (F. Founder)		
<b>Type of Organisation</b>	<p>NOCOTÚ: a new way of living, for the future of our planet is a start-up project. In the phase to be founded.</p>		
<b>Activities and results achieved through the services</b>	<p>S2i supported NOCOTÚ with its ‘innovation funding support’ service. After a first discussion to assess needs, S2i presented NOCOTÚ with a number of different EU funding programs &amp; specific call topics for which the project is eligible. These programs, call topics were presented about scope, eligibility criteria, and the application process. NOCOTÚ and their project are able to apply for EU-funding after they are founded in Italy. This gives the start up a chance to succeed in the funding process. Possible applications to submit could be under the Horizon Europe program to fund their demonstration projects (under Cluster 5), also the EIC could be a suitable and also the open call of the project Metabuilding was presented as an opportunity. Afterwards they received the presentation document, some further insight documents, links and where able to ask further in-depth questions about the call topics. A 2-day HEU proposal writing training was offered at the end of June.</p> <p>They are also willing to find cooperation partners and therefore participating in matchmaking events of HORIZON. S2i will continue to be available as a good sparring partner for the project.</p>		

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## SMYLE

<b>Project description</b>	<p>SMYLE is aimed to increase efficiency and flexibility of solar-tower Concentrating Solar Plants (CSP) systems. This will enable the development of small-scale CSP plants, smaller and more flexible than existing systems, allowing a higher market penetration of CSP in the renewables landscape. SMYLE proposes a brand new approach for CSP, integrating three novel technologies into the solar tower architecture. SMYLE proposes a ground-breaking approach exploiting sunlight to generate electric power and heat from concentrated solar energy by integrating novel smart materials and novel technologies into a single system. The SMYLE solar plant promises +50% electrical efficiency with respect to existing systems, higher operational flexibility and lower environmental footprint.</p>	
<b>Support service type</b>	<p><b>Business Service</b></p> <p>Section A.3 - Access to finance support:</p> <p>How to write a successful proposal</p>	
<b>Regional Hub</b>	Italy	
<b>Duration of support</b>	December 2021 – April 2022	
<b>W4RES partner</b>	APRE	
<b>Contact persons</b>	Elisa Sani (female, CNR)	
<b>Type of Organisation</b>	Project Idea	
<b>Activities and results achieved through the services</b>	<p>During the 3 hours training, participants had the chance to receive comprehensive and detailed information and tools needed to successfully tackle the challenges related with the preparation of proposals in Horizon Europe like:</p> <p>The basic features of Horizon Europe and its funding opportunities;</p> <p>How to write a proposal (Section 1, 2, 3) with a focus on the Impact Pathway (Section 2.1) and Exploitation of the results (Section 2.2).</p>	




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## WOMEN WANTING WOOL


<b>Project description</b>	<p>Women Wanting Wool is a team of three researchers with different but complementary expertise collaborating towards building a sustainable vision for the wool value chain, including its applications related to energy efficiency in the construction sector.</p>		
<b>Support service type</b>	<p>Business Service</p> <p>Section A.1 - Market research</p> <p>Stakeholder needs analysis</p>		
<b>Regional Hub</b>	Italy		
<b>Duration of support</b>	January 2022 – April 2022		
<b>W4RES partner</b>	White Research		
<b>Contact persons</b>	<p>Isabella Pisano (Female, Co-Founder), Elena Ciani (Female, Co-Founder), Virginia Devoto (Female, Co-Founder)</p>		
<b>Type of Organisation</b>	Idea		
<b>Activities and results achieved through the services</b>	<p>The collaboration with W4RES leveraged the business support services offered by the consortium to build solid foundations for the further development of WWW through the development of an open document centred around a more sustainable use of wool. This undertaking combined market research, value chain analysis in addition to other methodologies to collect and showcase contributions from the field. In addition, a targeted questionnaire was developed, providing the tools to further integrate the open document in the future.</p>		




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## 3.6 SLOVAKIA


### FEASIBILITY STUDY OF WASTE THERMAL ENERGY RECUPERATION

<b>Project description</b>	ENERGIA REAL, s. r. o., is a Slovak company that combines knowledge and experience in the field of energy, heating, construction and building reconstruction. The company develops and manufactures equipment for heat recovery from waste water and waste ventilation of buildings.		
<b>Support service type</b>	<b>Business Service</b> Section A.3 - Access to finance support Training How to attract international grants.		
<b>Regional Hub</b>	Slovakia		
<b>Duration of support</b>	January 22 – June 22		
<b>W4RES partner</b>	PEDAL		
<b>Contact persons</b>	Zdenko Miko (male), Michaela Miko (female), Vaclav Klein (male)		
<b>Type of Organisation</b>	SME		
<b>Activities and results achieved through the services</b>	<p>After the initial meeting, PEDAL provided the ENERGIA REAL team with training in the field of EU funding opportunities and access to finance. The team has been interested in the Horizon Europe programme especially, therefore the content was adjusted appropriately and was lead in an interactive way. The topics covered the whole process from identifying an opportunity (programme, call), planning the entire process, building a consortium, writing a proposal and submission, including the do's and dont's. Relevant EU funding programs and specific calls were presented. The presentation document was provided. A 2-day HEU proposal writing training was offered at the end of June, organized by S2i.</p> <p>The team has been approached in the process of preparation of a new proposal. They are participating in matchmaking events of HORIZON. PEDAL offered support to the team in new opportunities.</p>		


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## ECOCOMMUNITY CENTER BÚDA - 4WOMEN4SUSTAINABILITY

<b>Project description</b>	<p>Four women, founders of small ECOcommunity <b>BUDA</b> as well as a civic association <b>MYesto</b> and their centre that is currently being built by carefully reconstructing a neglected ice-cream stand (shop) into a modern building based on the principles of sustainability and using the RHC solutions. The centre will be dedicated to community and sustainable development, environmental education, advocacy for social and cultural change, as well as the climate crisis and its negative impacts. The building itself will serve as a showcase example of a sustainable building for future educational activities about benefits and possibilities to apply RHC solutions.</p>		
<b>Support service type</b>	<p><b>Business Service</b></p> <p>Section A.3 - Access to finance support</p> <p>Training How to attract international grants.</p>		
<b>Regional Hub</b>	Slovakia		
<b>Duration of support</b>	January 22 – May 22		
<b>W4RES partner</b>	PEDAL		
<b>Contact persons</b>	Kristína Poláková (female)		
<b>Type of Organisation</b>	NGO		
<b>Activities and results achieved through the services</b>	<p>PEDAL initiated the initial meeting with BUDA in order to further specify their needs. Based on the information provided, PEDAL focused on training in access to funding and relevant EU funding programs. Although the team has won smaller national grants, they have had no previous experience in EU funding programs. The training was therefore adjusted in order to cover basic information about existing programs and their priorities, eligibility criteria, various aspects of the application process, planning the entire process, building a consortium, writing a proposal and submission. Afterwards they received the presentation document.</p> <p>The team was also offered support under another project aimed on strategy and business development.</p> <p>Taking into account the main objectives of BUDA, focusing on education and awareness raising, EU and national funding schemes would allow them to further expand their activities. The support provided introduction to the topic of EU funding and several opportunities.</p>		

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## ADIABATIC COOLING - COOLING BY EVAPORATION OF WATER

<b>Project description</b>	<p>ADRIAN GROUP produces cold efficiently with a minimum carbon footprint. Huge electricity savings have a direct impact on environment. Every evaporation unit that the customer prefers a over standard air conditioning is a win for both the user and nature.</p>		
<b>Support service type</b>	<p><b>Business Service</b></p> <p>Section A.3</p> <p>Access to finance support - Tenders</p>		
<b>Regional Hub</b>	Slovakia		
<b>Duration of support</b>	Jan 22 – Feb 22		
<b>W4RES partner</b>	PEDAL		
<b>Contact persons</b>	Viktória Vranská (female)		
<b>Type of Organisation</b>	ADRIAN GROUP is an SME		
<b>Activities and results achieved through the services</b>	<p>ADRIAN was provided with support on access to finance with a focus on tenders following an initial meeting. The overall process of bid preparation and development was presented, including the existing Tenderio platform.</p> <p>From the company's perspective, there is a strong interest in facilitating access to new markets, therefore EEN-type services were recommended.</p> <p>During the consultations the company pointed out the customer category, which mainly includes (manufacturing) companies. Within the project PEDAL is trying to identify platforms/networks throughout linkages and/or access to new markets could be brokered.</p>		

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## 4 DEPLOYMENT ACTIVITIES, TARGETS AND TARGET ACHIEVEMENTS

As stated in Deliverable 2.4 Market Uptake Support Plan – First Version, all deployed activities in the market uptake support measures should reach specific targets, including activities described in this Deliverable.


These objectives are outlined in the market uptake plan detailed in Deliverable 2.4 Market Uptake Support Plan – First Version. Targets specified for the deployment of business and innovation support services are depicted in Table 1.

**Table 1: Deployment activities and targets for support services business and innovation support services**

Activities	Targets	Target achievements
Business planning services, with the use of sustainable model innovation tools, well suited for RHC projects, to avoid pitfalls and accelerate the development process. The technical support services will also contribute to the decrease of the project development time, with the use of simulation tools and impact assessments for the development	Decrease of project development time >20% for at least one supported project and >10% on average across all supported projects	Decrease of project development time 78,82% on average across all supported projects.
Through the W4RES technical support services, the supported projects will be provided with well tested tools, valuable advice, feedback from professionals and industry know-how. The access to key networks will also constitute a valuable activity.	Reduction of required project development effort >10% for at least one supported project and >5% on average across all supported projects	Through the W4RES technical support services, the supported projects will be provided with well tested tools, valuable advice, feedback from professionals and industry know-how. The access to key networks will also constitute a valuable activity.
Market research activities to increase public engagement in the development process and gain consumer insights	Contribution of >300 stakeholders from the general public to the development of the supported projects	> 500 stakeholders are reached

Table 1 highlights the three objectives, KPIs that should have been reached with the activities in T3.3, the delivery of business & innovation support services and the achievements.

In order to assess the above-mentioned objectives and their degree of achievement, a survey was created in which all projects received and evaluation survey. This survey is displayed in detail in Deliverable 3.4 Market uptake support services co-evaluation. All projects received the evaluation survey and were asked to participate. 21 out of 27 projects participated in the survey.

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For the decrease of development time, the question was asked:

- “Did you receive a consulting service? If yes, then: What was the progress made in the development of your project thanks to the W4RES support services?”

The results for the question question was 78,18% for the business support services, compared to 78,82% for all support services (Table 1, Table 2).

**Table 2: Results of the evaluation survey in regards to the targets**

Questions	All		Business		Technical	
	Average points	Percentage	Average points	Percentage	Average points	Percentage
Did you receive a consulting service? If yes, then: What was the progress made in the development of your project thanks to the W4RES support services?	3,94	78,82%	3,91	78,18%	4,00	80,00%
Did you gain access to results? If yes, then: What was the progress made in the development of your project thanks to the W4RES access to results/information/knowledge?	3,73	74,67%	3,67	73,33%	3,83	76,67%


With regard to the objective of reducing the required project development effort, the survey participants were asked the following question:

- “Did you gain access to results? If yes, then: What was the progress made in the development of your project thanks to the W4RES access to results /information /knowledge?”.

It is evident that most projects reported a progress of their project development of more than 50%, assuming that this also represents the reduction of effort for each project partner.

The objective: Contribution of >300 stakeholders from the general public to the development of the supported projects was achieved to different Market research activities to increase public engagement in the development process and gain consumer insights. As example reached persons: 20 Advisory Board members, ten Participants in the German Hackathon, 70 persons participated in the Berlin Energy days, we reached approx. 15 – 30 persons through every gender webinar, S2i was Co-Organizer of EEN W4RES-GREENET Joint Networking Event (September 29, 2022) with 430 participants. Through the supported projects also different stakeholders could be reached in the Berlin project the whole settlement was informed about the support from W4RES, the GreenIZOLA project had a publication about the support from the W4RES project.

The results could be gained through the W4RES: Market-Uptake support services - Evaluation Survey, and the results for the targets and calculations from T3.2 and T3.3 can be found in Table 2.

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## 5 SUMMARY


The present Deliverable entails a detailed presentation of the activities that were undertaken within Task 3.3 Provision of business and innovation support services to facilitate and accelerate RHC market uptake, which is led by S2i. The aim of Task 3.3 was to offer hands-on support to women-led projects in the RHC market to stimulate or improve business activity and facilitate the uptake of RHC solutions within their regional and local markets. This Deliverable showcases the activities performed as well as the results achieved through the deployment of the project’s business and innovation support services under Task 3.3 during the first round of calls. The report also presents the project’s progress against the targets set for these measures.

During the 12-month period, 27 women-led projects have been selected to be supported in the first round of calls. 19 out of the 27 projects were supported by the business and innovation support service providers. One project from Denmark was handed over to a business support provider after it was recognised that the applicant was not able to provide the contribution required to deliver the technical service.<sup>3</sup> Thus, in total, twenty projects are supported in the first round of calls. The activities are detailed in this deliverable per Regional Hub and per supported project in the respective region.

Also the activities, set targets and achievements are explained, all targets could be achieved through the service delivery in WP3.

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<sup>3</sup> The service for this project will be delivered till the end of the year through the first round of calls.

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## ANNEX


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## ANNEX 1: OFFERED BUSINESS AND INNOVATION SUPPORT SERVICES


A.1 Market Research				
Service Name	Description	Partner	Thematic Section	
Market Feasibility Check	Market research to check the feasibility of business ideas in the field of EE and RES. The investigation is tailored to the needs of the business client and is conducted as consultation process between the responsible EAP experts and the client. There is an alignment process between the initial business idea of the client and the market needs and what is feasible that EAP arranges and manages.	EAP	A.1	
Market Analysis	Use of EGC's expertise within market research and analysis to provide valuable knowledge for the planning and implementation of new technologies such as PV panels, EV charging stations, and more.	EGC	A.1	
Market research (RHC)	Market research: support to better understand target RHC markets and energy value chains	Q-Plan	A.1	
Stakeholder needs analysis	To identify customer segments and their respective needs and characteristics. Information derived from the needs assessment helps the project team engage stakeholders and supports planning and execution of activities to effectively manage their interests and expectations. The activities related to the stakeholder needs analysis are targeted to projects in their early stage, when the product or the service they aim to deliver still needs to be refined and adapted to needs of potential customers or users.	WR	A.1	

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A.2 Business planning				
Service Name	Description	Partner	Thematic Section	
IPR Management Training (webinars/onsite events)	The webinar/onsite event aims at providing participants with the knowledge and tools needed to develop an IPR (Intellectual Property Rights) strategy in the framework of the Horizon Europe proposal application and the relation with the Consortium Agreement.	APRE	A.2	
Business Pipelining	Business planning support for potential implementation of technology/solution innovations. The steps follow the traditional cases of business planning tailored to the needs of the client and the essence of the technology/service offered.	EAP	A.2	
Sustainability Action Plan	Assessment of, recommendations for, and planning for the integration of sustainability concepts and initiatives into a project (ex. energy supply, energy communities, building renovation, public space renovation, citizen and stakeholder engagement, etc.).	EGC	A.2	
Innovation audit	Assessment of, recommendations for, and planning for the integration of the Sustainable Development Goals into a project (ex. energy supply, energy communities, building renovation, public space renovation, citizen and stakeholder engagement, etc.).	EGC	A.2	
Business planning: support to design and animate sustainable and commercially viable business models	A business plan is a document containing the goals of a Project, its methods as well as the time frame for the achievement of the objectives. It is also an organizational process of defining the strategy, or direction, and making decisions on allocating its resources to pursue this strategy. It also analyses key elements into supporting strategic decisions and empowers the entrepreneurial of the whole project.	Q-Plan	A.2	
Environmental modelling	Environmental modelling is a measure to estimate the level of sustainability and the potential environmental degradation. Linked with Sustainability management, Carbon footprint assessment, Life Cycle assessment and Sustainable Finance etc.	Q-Plan	A.2	
Sustainable Business modelling	A business model describes the rationale of how an organization creates, delivers, and captures value, in economic, social, cultural, environmental and other contexts. The development of a business model forms a part of innovation, business strategy and sustainability, especially when dealing with Renewable Energy and relevant technologies.	Q-Plan	A.2	

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A.2 Business planning			
Service Name	Description	Partner	Thematic Section
Social Entrepreneurship	Social Entrepreneurship includes an approach by individuals, groups, start-up companies or entrepreneurs, in which they develop, fund and implement solutions to social, cultural, or environmental issues. Linked with Human rights, gender equality, employment rate etc.	Q-Plan	A.2
Energy communities	Energy communities are successful business concepts for various renewable energy businesses. There are different types of energy communities in the project countries with promising ideas for RHC solutions. The democratic approach of energy communities fosters a high women's involvement. The training will provide an overview about RHC business models and how women can be empowered an involved with energy communities	WECE	A.2
Energy sharing models	Conception for energy sharing measures where energy communities can produce, consume, share, store renewable energy, applied for RHC (part of EU renewable energy directive II). This bottom-up concept allows new business models for RHC concepts with high involvement of women. Most of the European countries implemented the energy sharing concept but it is not yet common. These opportunities can be used in W4RES.	WECE	A.2

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A.3 Access to finance support			
Service Name	Description	Partner	Thematic Section
Training webinars/onsite events on R&I funding programmes for research organisations	The webinar/onsite event aims at providing an overview of the opportunities offered to research organisations by the EU R&I Funding Programme, Horizon Europe (incl. goals, topics, instruments, rules of participation, exc.)	APRE	A.3
Training webinars/onsite events on R&I funding programmes for SMEs	The webinar/onsite event aims at providing an overview of the opportunities offered to research organisations by the EU R&I Funding Programme, Horizon Europewith a focus on the instruments specifiially tailored for the SMEs (e.g. EIC)	APRE	A.3
Customized scouting for relevant funding opportunities	The service consists in helping the clients evaluate their R&I ambitions, accompanying them in selecting the right funding opportunity among those offered by Horizon Europe and reshaping their project idea according to the requests of the funding instrument they have chosen	APRE	A.3
Funding pipelining	Funding Programmes: Financial pipelining for potential EE and RES projects. The funding options are usually national and European. EAP supports its clients in preparing the funding application and rationale behind the product/service offered. It provides support with identifying the proper funding sources and funding schemes based on the business model deployed.	EAP	A.3
EU Grant Navigation	Assistance in navigating EU grant opportunities. EGC has a history of identifying synergies between local needs and current projects which could achieve synergies.	EGC	A.3
Municipal and National Grant Navigation (DK)	Assistance in navigating Danish municipal and national grant opportunities. EGC has a history of supporting different assortments of citizens in applying and obtaining funding through municipal and national green funds (grønne pulje, RealDania, etc.).	EGC	A.3
Home Renovation Grant Navigation	Assistance in navigating public funding related to energy renovations planned by private homeowners, including, but not limited to, the exchange of an oil boiler to a heat pump. Funding is available at 3 intervals over the course of the year (as of 2021).	EGC	A.3

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A.3 Access to finance support				
Service Name	Description	Partner	Thematic Section	
Access to (international) public contracts	Modular course and individual support on (international) public contracts and how to successfully take part in tenders.	PEDAL	A.3	
Investment readiness	Trainings on how to attract various forms of funding from the private market and introduce different international public funding opportunities, including Q&A with an accredited investor.	PEDAL	A.3	
Access to international grants	Individual support focused on the topic of international grants and how to secure grants.	PEDAL	A.3	
Access to finance support: support to identify and seize financing and funding opportunities	Is a comprehensive evaluation of the available funding opportunities and financial schemes as well as the assessment of a Project's current pay and future financial state by using current known variables to predict future income, asset values and withdrawal plans.	Q-Plan	A.3	
Innovation Funding Support	S2i advises on Horizon 2020 participation as well as other EU programmes including COSME and INTERREG. We accompany our clients from the idea for a new product to market entry and offer support in applying for and implementing European innovation projects. We tailor our services to individual client needs.	S2i	A.3	

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A.4 Networking			
Service Name	Description	Partner	Thematic Section
Thematic online matchmaking events (focused on Horizon Europe)	The clients will be supported in selecting the right online networking event for their needs. Clients will receive guidance in developing a promotional profile, in registering in the event as well as in selecting and arranging appointments with the right organisations considering their R&I aspirations. Before the brokerage event the client will receive a training module on how to get the most out of a brokerage event	APRE	A.4
Pitching events (focused on Horizon Europe)	The client will be supported in selecting the right pitching event for its R&I needs and develop an oral presentation to be performed in front of the audience during the pitching session.	APRE	A.4
Coaching on Business Networking (relevant only for Bulgarian Projects)	EAP cooperates with the Association of the Bulgarian Energy Agencies in annual events and networking opportunities on national level. Also, EAP supports its clients in identifying dissemination and promotion opportunities for their products/services and points them the potential brokerage and/or pitching events.	EAP	A.4
Networking platform	Access to European Green Cities Network (EGCN), with members (including municipalities, social housing organizations, universities, industries, consultants, etc.) in 57 cities in 19 countries. Potential for: collaboration around EU-projects and other initiatives, participation in webinars, receiving our newsletter, and communicating information to a targeted audience in that newsletter.	EGC	A.4
Strategic Innovation Partnerships	Companies operate in a global market not only in terms of sales and market access, but also in terms of technology and innovation. While Europe compares favorably with Asia and the USA in terms of knowledge production, it lags well behind in terms of innovation. The value creation in terms of innovation happens in Asia and the USA. This makes it all the more important for companies and research institutions to position themselves internationally and enter strategic innovation partnerships.	S2i	A.4
EEN Matchmaking	S2i is involved in a large number of European networks and partnerships that benefit companies and research institutions. They are part of the Enterprise Europe Network with around 600 partners in over 50 countries. This helps companies and research institutions to find partners for cooperations.	S2i	A.4


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A.5 Mentoring			
Service Name	Description	Partner	Thematic Section
Business Mentoring (relevant only for Bulgarian Projects)	Partnering with a local cluster offering green energy services and through this cooperation, a mentoring scheme can be established. (In general, we do not offer direct mentoring experience at EAP).	EAP	A.5
Sustainable Urban Development Mentoring	Mentoring for private and public organizations looking to implement a specific sustainable solution in their city. Mentoring in: a) the initial phase of a sustainable urban development project e.g., by helping put together a team of partners, cities, organizations, companies and consultants, and by defining first actions using the UN 17 Sustainable Development Goals b) planning and facilitating stakeholder involvement and citizen engagement processes c) training in sustainable urban development and dissemination	EGC	A.5

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A.5 Mentoring			
Service Name	Description	Partner	Thematic Section
Judicial Consultation	EGC has experience navigating the legal landscape of installing both renewable energy sources and technologies for providing energy for green mobilities (ie. solar panels, electric chargers, etc.). EGC can provide knowledge and mentoring to individuals, organizations, and municipalities looking to navigate this legal landscape.	EGC	A.5
Green City' Mentoring	EGC has experience working with cities in Denmark to develop their city into a 'green city'. This involves 1) the 'business service' of mentoring of these cities in their journey to holistically and inclusively transition their energy and mobility systems to sustainable ones, 2) the 'technical service' of implementing (strategically assessing the opportunities within a city and sharing knowledge), and 3) the 'technical service' of monitoring the development of the 'green city'. Holistically, this can also be seen as a 'technical service' of building and city quarter simulation (see column M). Mentoring for private and public organizations looking to develop a comprehensive 'green city' plan includes mentoring in: a) the initial phase of multiple sustainable urban development projects e.g. by helping put together a team of partners, cities, organizations, companies and consultants, and by defining first actions using the UN 17 Sustainable Development Goals b) planning and facilitating stakeholder involvement and citizen engagement processes c) training in sustainable urban development and dissemination	EGC	A.5
Mentoring programmes for women in the RHC sector EXCEPT FOR THE TANDEM SESSIONS	Contribution to mentoring programmes for women, concept for programmes, stakeholder analysis. Mentoring programme for women' entrepreneurship in the RHC sector, development of ideas for business models, networks, support, needed skills, etc.	WECEF	A.5




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## ANNEX 2: SAT QUESTIONS


<b>Main Introduction</b>	<b>Introduction</b>	<p>Welcome to the Self-Assessment Tool. This tool will help you assess your knowledge of different topics that have been defined as strategic by W4RES experts. It is designed to help you &amp; us to identify your strengths and your weaknesses with respect to business and technical capacities related to renewable heating &amp; cooling. W4RES contacts will also use the tool results to match the right support service with your project application.</p> <p>Please note that your results are confidential, they will only be accessible to the project partners involved in the support activities within this project, bound by data protection and privacy policies {insert link} within this project. The questions asked are focused on your company organization, your current skills and knowledge. These results shall not be used as a criterion to evaluate your project application.</p>
	<b>Benefits</b>	<p>The main benefit of this tool is to offer you self-assessment of your project's business and technical maturity level at the beginning before our support services have started and the progress you made at the end of the W4RES support services have been delivered.</p> <p>These insights of the SAT will be used to be aware what kind of support services you need. Based on the SAT results we can better match the business and technical support services to your project.</p>

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	Description	<p>The test consists of 30 questions, each of them representing an important topic for the business side and technical side of renewable heating &amp; cooling. Some topics will definitely be strategic for you, others won't. Depending on your product or service offer and on your development strategy, you will find each topic more or less interesting for your company. It is important to assess your knowledge of each topic to get a clear overview and to measure any progress in the future. Each topic is described, so that you can evaluate your knowledge level in terms of the whole topic and not only a single skill. For every question, you will have 4 possible answers* to grade your knowledge and skills from 1 to 4. Please consider only your internal staff knowledge and skills. If you are working with a subcontractor or a consultant, you will only estimate your increased capability thanks to this collaboration, not their own knowledge.</p> <p>*For every question, you have 5 possible answers.</p> <p>0) It doesn't apply to my project/ idea</p> <p>1) I know nothing or very few</p> <p>2) Basic competence, I already heard about the topic and understand the basic information</p> <p>3) Good understanding, I understand almost all the items well and I'm active in at least one area of the topic</p> <p>4) Good proficiency, I have at least 1 expert in my company/project covering most of these items and we are active (or about to be) in many areas</p> <p>These questions will help you grade your knowledge. The more "YES" answers you get, the higher your grade on a scale from 0 to 4.</p>
		<p>You will first have to answer 5 questions about your organization's/ project's business and innovation capabilities. We will then focus more on technical aspects.</p>
		<p>Describe the type of your organization, e.g. SME, large enterprise, university, R&amp;I institute, individual project, start-up</p>
		<p>Project Phase: Please indicate based on our project phase in which phase are you working with your project/ idea</p>

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Categories	Title	The self Assessment Tool aims to highlight your strenghts and weaknesses and to provide you with a better understanding of your capabilities and performance in the renewable heating and cooling sector.
1	Business and Innovation capabilities / Market research (e.g. target market, segmentation, trends, etc.)	
	Have you already conducted a market survey/research/ analysis of your renewable heating & cooling component, end-product, service or idea (market share, main competitors, annual sales volume)?	
2	Business and Innovation capabilities / Business planning (e.g. innovation audit, IPR management, financial planning, etc.),	
	Please assess your internal organization with regards to innovation:	
	Have you used any tools for business planning & modelling? (e.g. Business model canvas)	
	Have you applied gender analysis to have a clear understanding of needs and interests of consumers, where women and men benefit?	
	Have you integrated Sustainable Development Goals in your project/ idea?	
	Have you considered involving your project/ idea in energy sharing /energy communities?	
	Do you have a strategy to manage your intellectual property (patent, advisor)?	
	Have you been active in any social entrepreneurship area? (social, cultural, or environmental issues - Linked with Human rights, gender equality, employment rate etc.)	

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3	Business and Innovation capabilities / Access to finance support (e.g. funding programmes, investor networks, etc.)
	With these questions, we will now try to assess how you feel about your access to financial support:
	How is your know-how regarding connecting with private investors?
	Are you aware of the application process in financial support systems like funding programmes national & european (e.g. Horizon Europe)?
	Do you need support in applying and shaping your project/ idea for public funding opportunities?
4	Business and Innovation capabilities / Networking (e.g. brokerage services for business contacts)
	Please assess your networking activities:
	Have you participated in pitching or brokerage events? (e.g. Horizon Europe)
	Do you have have relevant partner connection to European Green Cities Network (EGC) or Enterprise Europe Network (EEN)? (e.g. municipalities, social housing organisations, universities, industries, consultants etc.)
5	Business and Innovation capabilities / Mentoring (e.g. through innovation hub, partnering with companies, buddy programme, et)
	With these questions, we will now try to assess how you feel about further mentoring opportunities:
	How is your know-how of the legal landscape in installing renewable energy sources and technologies?
	Have you been active in a initial phase of a "green city" development?

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Introduction to technical questions	<p>We will now try to assess your technical maturity. We have listed 5 technical fields for which you will evaluate your knowledge and know-how. To get the maximum score, you should master ALL the items described this field. If you master only 1 or 2 of these and are very limited in the others, you are more likely to get 2 or 3 points. Your answer should take in account the entire technical field.</p> <p>We will start with</p> <ul style="list-style-type: none"> <li>Building and City Quarter Simulation</li> <li>Environmental Impact Assessment</li> <li>Monitoring</li> <li>Strategic Assessments</li> <li>Certification</li> </ul>
6	Technical Capabilities / Building and City Quarter Simulation
	Please assess your knowledge and know-how of Building and City Quarter Simulation / Assessment:
	How are your skills in assessing the heating / cooling / hot water demand?
	How are your skills in assessing the financial aspects of your project (investment and operational cost assessment) for the planned measures?
	How detailed is the data that you have available? E.g. 3D Models, measurement data of consumption, occupancy, etc.
	How detailed do you know the kind of heating and cooling generation systems that you want to use / install in this project?

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7	Technical Capabilities / Environmental Impact Assessment
	Please assess your knowledge and know-how of Environmental Impact Assessment:
	Are you aware that the construction process of buildings / equipment has a high influence on the overall energy balance?
	Have you measured the environmental impact of your project over the whole life span, i.e. in the form of life cycle assessment?
	Do you know the amount of GHG emissions caused / saved by your project?
	Are you familiar with regulations and directives that apply to your project? E.g. building codes, renewable energy integration standards, etc.
8	Technical Capabilities/ Monitoring
	Please assess your knowledge and know-how of Monitoring:
	How is your knowledge in KPI indicated energy and environmental monitoring?
	Are you able to monitor the results of your project? (regarding UN 17 SDGs, GHG emissions or primary energy savings)
	Do you have an energy monitoring concept (i.e. monitoring of heating, cooling, electricity demand in a high temporal and spatial resolution)?

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9	Technical Capabilities / Strategic Assessments
	Please assess your knowledge and know-how of Strategic Assessments:
	Are you in contact with other / similar projects for experience & knowledge sharing?
	Are you aware of any sector coupling effects in your project (e.g. heating sector with mobility)?
	Are you aware of the water-energy-nexus issues in your projects, if you have any?
	Are you aware of the impact of building orientation, urban green, open spaces... on city planning aspects and demands?
10	Technical Capabilities/ Certification
	Please assess your knowledge about the need for and the process of certification of completed projects in your case (national)
	Are you familiar with the process of certification of completed projects in your country?

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## ANNEX 3: NEEDS IDENTIFICATION PRIORITISING IN THE SERVICE ACTION PLAN

Sr. No.	Regional Hub	Project	Needs Identified
1	Bulgaria	Energy Neutrality - EN@homes	<ul style="list-style-type: none"> <li>- support in the assessment of the financial tools for which they can apply to finance their idea/project</li> <li>- support on networking at local level and hub level -cross-check with the other hubs</li> <li>- trans-project coordination and knowledge sharing</li> <li>- support in stakeholder analysis</li> <li>- support during the operation and monitoring of the idea/project</li> <li>- IPR support</li> </ul>
2	Denmark	UIA WORLD CONGRESS 2023 IN COPENHAGEN	<ul style="list-style-type: none"> <li>- access to international contacts and sharing info about Congress world wide (Networking)</li> <li>- need for help searching and applying for funding (in Denmark and beyond)</li> <li>- get a sustainability ecolabel for the Congress - Svanemærket (Certification)</li> <li>- bettering and measuring the impact of the Congress</li> </ul>
3	Denmark	High5Girls	<ul style="list-style-type: none"> <li>- funding opportunities</li> <li>- finance support</li> <li>- finding partners</li> <li>- mentoring support</li> <li>- network</li> <li>- funding training</li> </ul>




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4	Germany	STRENGTHENING WOMEN IN THE “NATIONAL NETWORK FOR ENERGY CONSULTANTS IN GERMANY” (GIH).	<ul style="list-style-type: none"> <li>- want to establish a womens network in the male-dominated association, especially for young women Business Needs</li> <li>- Category 2: Business Planning &amp; Modelling (more business planning)</li> <li>- Category 2: applied gender analysis to have a clear understanding of needs and interests of consumers, where women and men benefit?</li> <li>- possiblity to include in EEN Technical needs</li> <li>- know-how is good in technology (maybe some further input in specific technologies - e.g. heat pumps)</li> <li>- interested to build up more know-how in monitoring questions</li> <li>- interested in information on sector coupling effects (heating sector with mobility)</li> </ul>
5	Greece	CITIZENS' ENERGY COOPERATIVE: ATTICA ENERGY COMMUNITY	<p>1) Great need on a business planning adjusted to their needs (install a netmetering PV system either in a public building or in a private industrial roof) The Plan should be a key component to convince either the public sector such us municipality or the industrial player to invest/adopt the technology and link it with RHC benefits. The project is about to start in early 2022 and they need it asap, if it can be delivered at short time in a perfect form a template would be also be very useful for them.</p> <p>2) When they will decide the specific case of their project and especially the place where they will install the PV and the other systems (Heat pump for RHC etc.) they will need technical support services in installing RHC generation systems, technical data, demands, consumption issues etc.</p>

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6	Greece	Kafsimo	<p>1) Great need on the available funding opportunities and access to finance support both from the public and private sector. These opportunities should be well embeded into the kafsimo operational and administative framework.</p> <p>2) Need to improve their network and make synergies with relevant initiatives and netwotrking activities with european landscape.</p> <p>3) Need for innovative indicators and actions to boost their business concepts with respect to the society and the environment.</p>
7	Greece	AST-SMART	<p>1) They are in need for a business plan which will include market research as well as funding/ financing tools that are available to their project concept. The concept is to develop a software tool which will assess the needs of a city in terms of energy perfomance and will suggest solutions such us PV, geothermal, etc. feasible to the exact area. These installations will be used to upgade the energy performance of buildings with special focus on RHC.</p>
8	Greece	ENERGY COMMUNITY WENCOOP	<p>1) Need to develop and operate a business model for their project in order to leverage their business concept and adjust it to bank financing mechanisms.</p> <p>2) Need for an energy monitoring concept for their project implementation assessing its technical feasibility</p>
9	Italy	COLD CAS2E	<p>1) Need to assess funding options to present the project</p> <p>2) Need to identify stakeholders in Italy with solar tower or from pottery industry in order to test the technology and/or to create a consortium for the project submission</p> <p>3) Need to adapt the project to changing circumstances and perform LCA</p> <p>4) Need to perform a detailed concept development and implementation plan</p>

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10	Italy	DEVELOPMENT AND DEMONSTRATION OF AN INTEGRATED AND MODULAR SOLAR-DRIVEN RESIDENTIAL ENERGY SYSTEM	<ol style="list-style-type: none"> <li>1) Need to improve the energy efficiency of the technology</li> <li>2) Need to increase and improve know-how in terms of business design and market analysis</li> <li>3) Need to identify funding options from investors and/or EU funds (e.g. EIC) or national funds (e.g. National Recovery Plan) in the energy storage and e-mobility sectors</li> <li>4) Need to engage with stakeholders in these sectors</li> </ol>
11	Italy	DIVINE CITY	<ol style="list-style-type: none"> <li>1) Need to identify accessible EU grants to further develop the technology</li> <li>2) Need of training on R&amp;I funding programmes</li> </ol>
12	Italy	DEVELOPMENT OF MORTARS	<ul style="list-style-type: none"> <li>- funding opportunities to test the product</li> <li>- help to get support to get the product on to the market</li> </ul>
13	Italy	HEROES	Mainly need to be supported through training programmes in the development of a good proposal in the framework of HE, with specific reference to the impact section and IPR management.
14	Italy	NOCOTÚ: A NEW WAY OF LIVING, FOR THE FUTURE OF OUR PLANET	<ol style="list-style-type: none"> <li>1) Matchmarking (international)</li> <li>2) Assessment of funding option</li> </ol>
15	Italy	SMYLE	Mainly need to be supported through training programmes in the development of a good proposal in the framework of HE, with specific reference to the impact section and IPR managementE

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16	Italy	WOMEN WANTING WOOL	<p>1) Need to increase the uptake of wool-based technology on the energy efficiency market</p> <p>2) Need to identify funding opportunities to further develop the project idea and to activate and valorise networks they cooperated with</p> <p>3) Need to perform qualitative and quantitative analysis to further test and develop the technology</p> <p>4) Need to analyse the legal context</p>
17	Slovakia	FEASIBILITY STUDY OF WASTE THERMAL ENERGY RECUPERATION	Interested mainly in funding schemes / programmes (national, European) – e.g. Interreg were discussed – identified as a high priority, 'high interest in the topic of energy communities + networking / establishing collaboration with such projects + EGC, Expressed high interest in the mentoring (Q9), Cost/benefit analysis of their solution – financial aspects versus environmental impact
18	Slovakia	ECOCOMMUNITY CENTER BÚDA - 4WOMEN4SUSTAINABILITY	The goal is to build a model sustainable building that will be used for RHC awareness and education (place info panels). Need help to identify appropriate RHC solutions and further monitoring of KPIs. In the next step, awareness raising campaigns will be carried out. They need help to apply for finance, to ensure the sustainability of the centre BUDA and its activities - interested in financial support - Horizont Europe, Green Cities - financing, networking, there is also interest in the quantification of SDG indicators, emission savings and other environmental indicators
19	Slovakia	ADIABATIC COOLING - COOLING BY EVAPORATION OF WATER	Market research, market expansion outside the Slovak Republic and finding partners for cooperation in EU projects, finding financial opportunities for companies to buy air conditioning units. There is also interest in the quantification of SDG indicators, LCA assessment, emission savings and other environmental indicators related to their activities and the replacement of conventional air conditioning units. Interest about Green cities - possible use for cooling sports grounds, events, etc. Interested in BREEM certification - how to achieve it

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20	Germany	Networking and cooperation of settlements by improving and linking buildings as well as introducing intelligent supply mains and renewable energies	<p>Technical Needs:</p> <ul style="list-style-type: none"> <li>- city quarter analysis for building refurbishment and heating system update, possible central solutions for whole settlement</li> <li>- analysis of local potentials for renewable energies</li> <li>- analysis of possible scalability effects for similar houses in settlement (cost reduction etc.) - information for funding for measures for inhabitants (low to middle incomes)</li> <li>- calculation of primary energy and co2 emissions additionally to energy consumption</li> <li>- transfer of results and findings from one settlement to others preferable</li> <li>- city quarter monitoring and certification interesting, but not a focus</li> </ul>
21	Denmark	Energifællesskab Avedøre Financing Initiative	<ol style="list-style-type: none"> <li>1. They have been involved in Green City Development, but need more support (hours) to help monitoring their involvement (and results) in Avedøre Green City.</li> <li>2 Need for energy community support, especially regarding the place-specific needs and judicial complexities (tax codes etc.) behind installing charging stations, and also in the installation of new PVs on facades and roofs, new batteries/storage possibilities, etc.</li> <li>3 Need for access to financial support for solar cells on building facades, solar cells on roofs, charging stations, storage and batteries - especially from municipal and regional financing schemes.</li> <li>4 Potential interest in networking and mentoring with other energy communities (maybe a part of WP5)</li> </ol>

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22	Denmark	Clarenzy	<ol style="list-style-type: none"> <li>1. Need help monetizing business (Creation of business analysis and modeling AND/OR customized scouting for funding)</li> <li>2 Need brand awareness and partnerships (Pitching and brokerage events AND/OR business networking coaching)</li> <li>3 Need registration of brand and transparency rating system (IPR management training)</li> <li>4 Interest in system to monitor results (Monitoring)</li> </ol>
23	Denmark	Energifaelleskab Hoje Taastrup	<ol style="list-style-type: none"> <li>1. Energy Community Support - how do we start up an energy community? <ol style="list-style-type: none"> <li>i. Have some key partners involved already</li> <li>ii. Legally setting it up in DK</li> <li>iii. Developing business plan, and identifying areas to focus on first - including judicial considerations</li> </ol> </li> <li>2. Support alongside the development of a Green City <ol style="list-style-type: none"> <li>i. Do not have access yet, but heard of, and are interested in investing in holistic energy community alongside Green City development</li> </ol> </li> <li>3. Support in navigating EU, municipal, and national grants</li> <li>4. EGCN - interested in becoming part of network</li> </ol>
24	Italy	LEVANTE - energy anywhere	<ol style="list-style-type: none"> <li>1 Assessment of funding option</li> <li>2 Life Cycle Assessment</li> <li>3 Engage stakeholders</li> <li>4 Supporting rough design &amp; sizing</li> <li>5 Certification</li> </ol>


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25	Slovakia	GreenIZOLA	Innovative, new approach applied – feedback from experts on the pre-feasibility study is needed, the topics of the highest priority to be addressed within the W4RES covered under Q 10 (Building and City Quarter Simulation / Assessment ), Q11 (Environmental Impact Assessment ), Q12 (Monitoring) Q13 (Strategic Assessments) focusing on: heat storage practical aspects of a 4G system, energy communities, business model from heat sales - how the heat industry will change from in the long term (switch from selling a product to selling a service), they are interested in a case study of how the coal industry can be transformed and how different types of heating systems can be used, reduction of dependency on natural gas, Interested in NETWORKING – European Green Cities, energy community projects, they are also providing support to the municipality in their efforts to ensure requalification of miners Importance of the role of women – connecting stakeholders
26	Slovakia	A community energy source in the circular suburban villages	They need for support in to carry out the study (they have expertise in some areas - The project electrical designer, Ing. Michal Belák will prepare a comprehensive part related to technical aspects (electricity) of the project documentation, will participate in the elaboration of the final proposal for the developer. The project analyst, Ing. Vladimír Krištof, PhD. will perform network calculations and calculations of electrical parameter and partners to identify buildings to do the measurements). They would appreciate support in both categories - Business and Technical Support Services, e.g.: identification of funding options; preparing a feasibility study with modelling energy demand and regional RES supply potentials, assessing the heating / cooling / hot water demand, energy and environmental impact assessment – e.g. learn more about the kind of heating and cooling generation systems that they want to use / install in the project, impact of building orientation, urban green, open spaces... on city planning aspects and demands? They are highly interested in networking opportunities, e.g. w/energy community project, but also mentoring (legal landscape in installing renewable energy sources and technologies?

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27	Slovakia	<p>Sustainable district heating pre-feasibility study_ call for the assesment - 4TH GENERATION DISTRICT HEATING SYSTEM IN UPPER NITRA REGION – THE ASSESSMENT OF THE PREFEASIBILITY STUDY</p>	<p>Feedback is still being collected, the process is still in progress – the topics of the highest priority to be addressed within the W4RES covered under Q 10 (Building and City Quarter Simulation / Assessment ), Q11 (Environmental Impact Assessment ), Q12 (Monitoring) Q13 (Strategic Assessments) focusing on:</p> <ul style="list-style-type: none"> <li>heat storage</li> <li>practical aspects of a 4G system,</li> <li>energy communities,</li> <li>business model from heat sales - how the heat industry will change from in the long term (switch from selling a product to selling a service) They are interested in a case study of how the coal industry can be transformed and how different types of heating systems can be used, reduction of dependency on natural gas:</li> </ul> <p>One of our tasks nowadays is to make a concept of a DH transition towards 4th generation in a region called Upper Nitra. Would it be interesting for you to cooperate with us within this project? For now, we would imagine if you can provide us with some information about a project with a similar transition from 2G or 3GDH to 4GDH. The biggest town in the region is Prievidza. The current state of DH in this town is 3GDH but with a high share of fossil natural gas with some share of RES, mainly biomass. This town has around 50000 citizens, approximately 20000 people use district heat. Connected objects mainly consist of apartment buildings (around 300 blocks of flats) and a small number of administration and school buildings. Buildings are in a different state of renovation level. For example, if we look at apartment buildings there are around 100 objects in a good state with heat demand lower than 50 kWh/m2.a, there are 120 apartment buildings in a range between 50 and 150 kWh/m2.a and around 70 buildings are i</p> <p>Inputs from experts - 10 – 15 years journey – what needs to be done – adjust legislation, technology CEE region 100% RES</p> <p>Interested in NETWORKING – European Green Cities, energy community projects</p>
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## ANNEX 4: PROJECTS PER REGIONAL HUB OVERVIEW OF RECEIVED SERVICE PER SERVICE PARTNER


Sr. No.	Regional Hub	Project	Service Partner	Selected Service
1	Bulgaria	Energy Neutrality - EN@homes	EAP	A.3 Access to finance support: Funding Programmes
2	Denmark	UIA WORLD CONGRESS 2023 IN COPENHAGEN	EGC	A.4 Networking: Networking platform
3	Denmark	High5Girls	S2i	Section A.3 - Access to finance support: Innovation Funding Support
4	Germany	STRENGTHENING WOMEN IN THE "NATIONAL NETWORK FOR ENERGY CONSULTANTS IN GERMANY" (GIH).	WECF	Section A.2 - Business planning: Gender-just planning of business concepts
5	Greece	CITIZENS' ENERGY COOPERATIVE: ATTICA ENERGY COMMUNITY	Q-PLAN	Section A.2 - Business Planning: Sustainable and commercial viable
6	Greece	Kafsimo	PEDAL	Section A.3 - Access to finance support – grants: Training
7	Greece	AST-SMART	EAP	Section A.3 - Access to finance support
8	Greece	ENERGY COMMUNITY WENCoop	Q-PLAN	Section A.2 – Business planning: Sustainable Business Modelling

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9	Italy	COLD CAS2E	WR	Section A.3 - Access to finance support
10	Italy	DEVELOPMENT AND DEMONSTRATION OF AN INTEGRATED AND MODULAR SOLAR-DRIVEN RESIDENTIAL ENERGY SYSTEM	CIVI	Section A.2 - Business planning
11	Italy	DIVINE CITY	APRE	Section A.3 - Access to finance support: Training on R&I funding programmes
12	Italy	DEVELOPMENT OF MORTARS	S2i	Section A.3 - Access to finance support
13	Italy	HEROES	APRE	Section A.3 - Access to finance support: How to write a successful proposal
14	Italy	NOCOTÚ: A NEW WAY OF LIVING, FOR THE FUTURE OF OUR PLANET	S2i	Section A.3 - Access to finance support: Innovation Funding Support
15	Italy	SMYLE	APRE	Section A.3 - Access to finance support: How to write a successful proposal
16	Italy	WOMEN WANTING WOOL	WR	Section A.1 - Market research: Stakeholder needs analysis
17	Slovakia	FEASIBILITY STUDY OF WASTE THERMAL ENERGY RECUPERATION	PEDAL	Section A.3 Access to finance support - Training How to attract international grants.
18	Slovakia	ECOCOMMUNITY CENTER BÚDA - 4WOMEN4SUSTAINABILITY	PEDAL	Section A.3 Access to finance support: Training How to attract international grants.

 W4RES	Document:	D3.3 Report on deployment of business support services – First Round		
	Author:	S2i	Version:	V4.0
	Reference:	D3.3 W4RES ID GA 952874	Date:	31/10/

19	Slovakia	ADIABATIC COOLING - COOLING BY EVAPORATION OF WATER	PEDAL	Section A.3 Access to finance support: Tenders
20	Denmark	Clarenzy	CIVI	Section A.2 - Business planning: Training/course on Business models

	Document:	D3.3 Report on deployment of business support services –		
	Author:	S2i	Version:	xx
	Reference:	D3.3 W4RES ID GA 952874	Date:	31/10/22

## ANNEX 5: SUCCESSFUL PROPOSAL PREPARATION: REQUIREMENTS OF EU FUNDING




### Agenda

#### Day 1: 28th of June 2022

08:45	Arrival
09:00	Welcome
	<b>Block I - Introduction to and Overview of Horizon Europe</b>
	The fundamentals of EU research funding – rules, objectives, and the path to success
	<i>Coffee Break – as needed</i>
	Introduction to Horizon Europe funding mechanisms - Overview of proposal documentation
	My idea and the EU - How do they fit together?
	Call topic text analysis
13:30	End Day 1

#### Day 2: 29th of June 2022

08:45	Arrival
09:00	<b>Block II – Horizon Europe Proposal Concept Preparation</b>
	Structure and content of a proposal <ul style="list-style-type: none"> <li>• Ethics and Security (Part A)</li> <li>• Gender and Equality Plan (Part A)</li> </ul>
	From project idea to proposal: SMART objectives - SMART concept
	<b>Block III – Proposal Writing</b>
	<ul style="list-style-type: none"> <li>• „Excellence“ (Part B1)</li> <li>• „Impact“ (Part B2)</li> </ul>
	<i>Coffee Break – as needed</i>
	„Implementation“ (Part B3)
	Budget - eligible and ineligible costs, cost categories, budget plan
	<b>Block IV – Proposal submission</b>
	Proposal Submission: Steps and important clues
	<b>Final Wrap-up</b>
	Open Questions & Summary
13:30	End Day 2

	Document:	D3.3 Report on deployment of business support services –		
	Author:	S2i	Version:	xx
	Reference:	D3.3 W4RES ID GA 952874	Date:	31/10/22

## ANNEX 6: ATTENDEES OF THE PROPOSAL PREPARATION TRAINING



### TRAINING

**„Successful Proposal Writing: Requirements of EU funding“**

**Stuttgart, 28-29 June 2022**

First name	Last name	Organisation
Marianne	Andersen	High5Girls
Valerie	Bahr	Steinbeis Europa Zentrum
Anastasiya	Belak	ECOGRID s.r.o.
Clio	Christopoulou	InCommOn - Innovative Communities Onwards (ICO)
Barbara	Mendecka	Niccolò Cusano University
Zdenko	Miko	ENERGIA REAL, S.R.O.
Despoina	Ntagiakou	Steinbeis Europa Zentrum
Aura Isabel	Pelliccioni	NOCOTÚ
Teodora	Polimerova	City of Sofia
Elisa	Sani	Consiglio Nazionale Delle Ricerche, Istituto Nazionale di Ottica (CNR)
Antonella	Sarcinella	University of Salento
Laura	Silvestroni	CNR- ISTEK
Yanko	Stoyanov	Interact Energy Ltd.
Ifigeneia	Theodoridou	AST-SMART
Elke	Weidenfelder	Steinbeis Europa Zentrum