



# D4.3 Capacity Building Report

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# Technical References

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<sup>1</sup> PU = Public

PP = Restricted to other Program participants (including the Commission Services)

RE = Restricted to a group specified by the consortium (including the Commission Services)

CO = Confidential, only for members of the consortium (including the Commission Services)

## Document history

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### Project summary

The INNOVEAS project is an initiative promoted by 10 partners from 6 EU countries, to build and deliver a capacity building Program, aiming at addressing the major non-technical barriers that most often hamper the adoption the energy auditing practice, in particular among those actors, such as SMEs where such audits are not required by law.

The ultimate goal is to consolidate a structured, permanent and expandable offer to help develop continuous self-sustainable services to raise awareness and build capacity in the field of energy auditing and related energy saving measures in SMEs.

The project therefore aims at designing and deploying staff trainings and capacity building Programs to enhance corporate policy towards energy efficiency, energy culture (motivations, behaviour change, mitigation of perceived risks and barriers) and sustainable supply-chain initiatives. It therefore intends to:

- Advanced analysis of behavioural barriers to energy audits, to identify and analyse the enabling conditions and non-technical barriers hindering the adoption of energy auditing practice;
- Delivery of self-sustainable capacity building Programs, in order to systematise awareness raising procedures to overcome the psychological and organisational barriers to energy audits in SMEs, deliver a training offer to SMEs and formulate a capacity building Program targeting stakeholders such as intermediaries, policy makers and financing institutes;
- Create an institutional structure to sustain the project's objectives and results and lay the basis for the creation and consolidation of a pan-European network of enablers likely to support in the coming years the growth and expansion of the training offer to on energy efficiency for European business.

### Disclaimer

This document reflects only the author's view. The Agency and the European Commission are not responsible for any use that may be made of the information it contains.

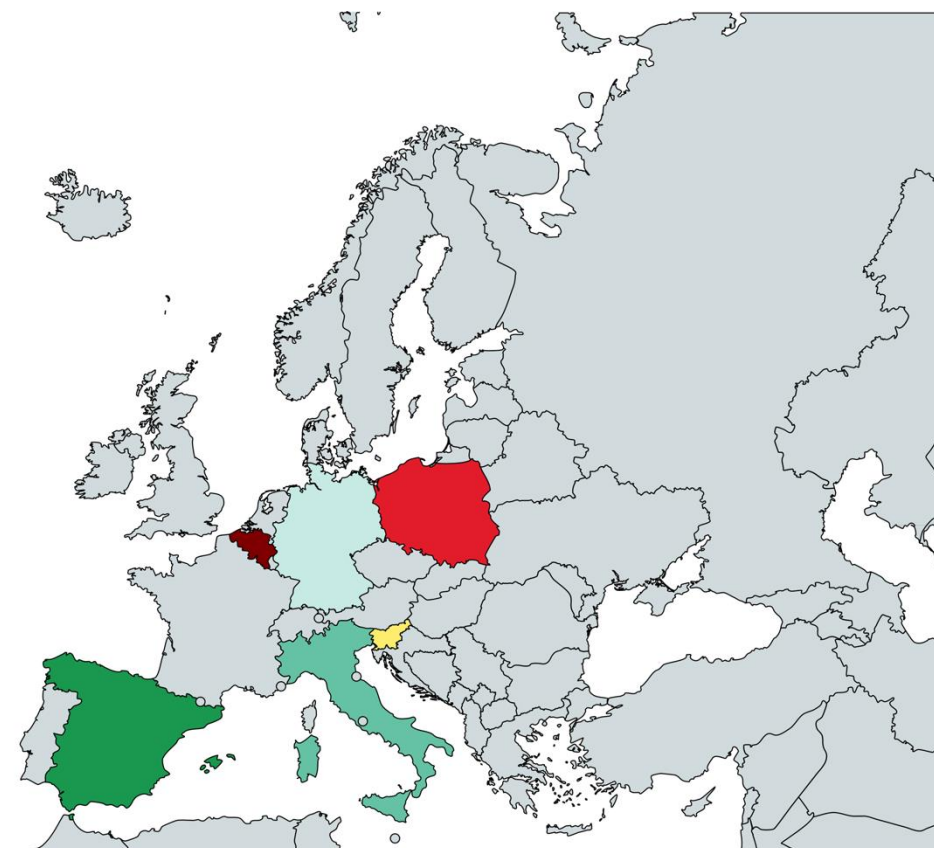




# Partners

### innoveas partners

- IIPLE, CBG, K&I
- A3E
- CKA
- LEAG
- NAPE
- UTBW, JER, ESCI



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# 1. Executive summary

This deliverable, D4.3 “Capacity Building Report”, is the third document realised within WP4 “Capacity Building Implementation”.

The main objective of this deliverable is to report the main findings from the implementation of the of the Capacity Building Programme, as planned in the D3.2 “Capacity Building Plan”.

More in detail, this document collects the results and lessons learnt about two main activities of the programme, namely:

1. the Transdisciplinary workshops (developed under T4.2), which are ad hoc workshops developed to properly engage strategic stakeholders that are fundamental for both the implementation first and the sustainability of the capacity building Program. They are addressed to energy auditors, policy makers, financial institutions, intermediaries and Industrial Associations that are responsible for the implementation of an awareness raising and training program directly targeting SMEs.
2. the Training the Trainers workshops (developed under T4.4), are addressed to intermediaries and organisations such as industrial associations, or other entities that are responsible for the implementation of an awareness raising and training program and they are conceived as a real transfer of knowledge and models developed and validated by the INNOVEAS project.

In particular, the main contents and outcomes, as well the target groups addressed are depicted, underlying the main feedbacks collected by the involved stakeholders.







## 2. Introduction

Deliverable 4.3 “Capacity Building Report” belongs to Work package 4 “Capacity Building Implementation”, which directly refers to the preliminary research and planning activities performed within WP1-3, that developed the framework of the training Program. Indeed, WP 4 is dedicated to the operational implementation of the Capacity Building Program, from the testing to the validation phase, whose plan was discussed and agreed in D3.2 “Capacity building plan”. The results of the training Programs validation process are provided in D4.2 “Validation Report on Trainings”.

This document reports the main findings from the implementation of the training Program, that was properly defined in D3.2 “Capacity Building Plan”. In particular, this report collects the results and lessons learnt about two main activities:

3. the Transdisciplinary workshops (T4.2);
4. the Training the Trainers workshops (T4.4).

INNOVEAS partners in charge of performing both the Transdisciplinary Workshops and the Training were those already involved in the training activities, namely: IIPLE, CBG, UTBW, A3E, NAPE and LEAG.

Results and lesson learnt from the Capacity Building Program are described in chapter 3, while the Training the Trainers are addressed in Chapter 4. Chapter 5 provides overall conclusion from the Capacity Building Program implementation.

## 3. Transdisciplinary Workshop Reports

Transdisciplinary Workshops (TW) are ad hoc workshops developed to properly engage strategic stakeholders that are fundamental for both the implementation first and the sustainability of the capacity building Program.

Originally, as described in the Description of Action, 3 different workshops were expected for the 3 different groups of stakeholders addressed, which are the so-called “**actors of the context**”:

- **Energy auditors:** directly-involved actors which have nurtured the barrier assessment and will receive hints on how to approach the different profiles in SMEs when implementing the audits.
- **Policy-makers:** institutional actor which can contribute to the creation of a favorable regulatory environment for the implementation of energy audits.
- **Financial institutions,** which are involved in financing schemes for SMEs and can therefore support companies in the implementation of audits and the adoption of energy efficiency measures.

Then, as described in D3.2, after having evaluated the impacts of these events for the partners and the number of stakeholders potentially interested to the workshops, the Consortium decided to organize 2 Transdisciplinary Workshops per partner, involving the 3 mentioned





groups together with **Intermediaries and Industrial Associations** that are responsible for the implementation of an awareness raising and training program directly targeting SMEs.

The main objective of TWs was to bring together all the actors, who interact with the SMEs in terms of energy efficiency and build their capacity to act as facilitators (or enablers) for SMEs. Moreover, these workshops aimed to foster the dialogue between different categories of actors, to promote the project's results, and to provide information on the country/sector situation.

The following sections summarized the main results and lessons learnt of the Transdisciplinary workshops per partner. In particular, they provide an overview of the target groups, the main topics addressed and the analysis of the received feedbacks.

### 3.1. IIPLE

#### 3.1.1. TW1 Summary

Date	1st October 2020
Start time	15.00
End time	18.00
Type of meeting	Online
Platform	GotoMeeting
Partner	IIPLE
Participants	160

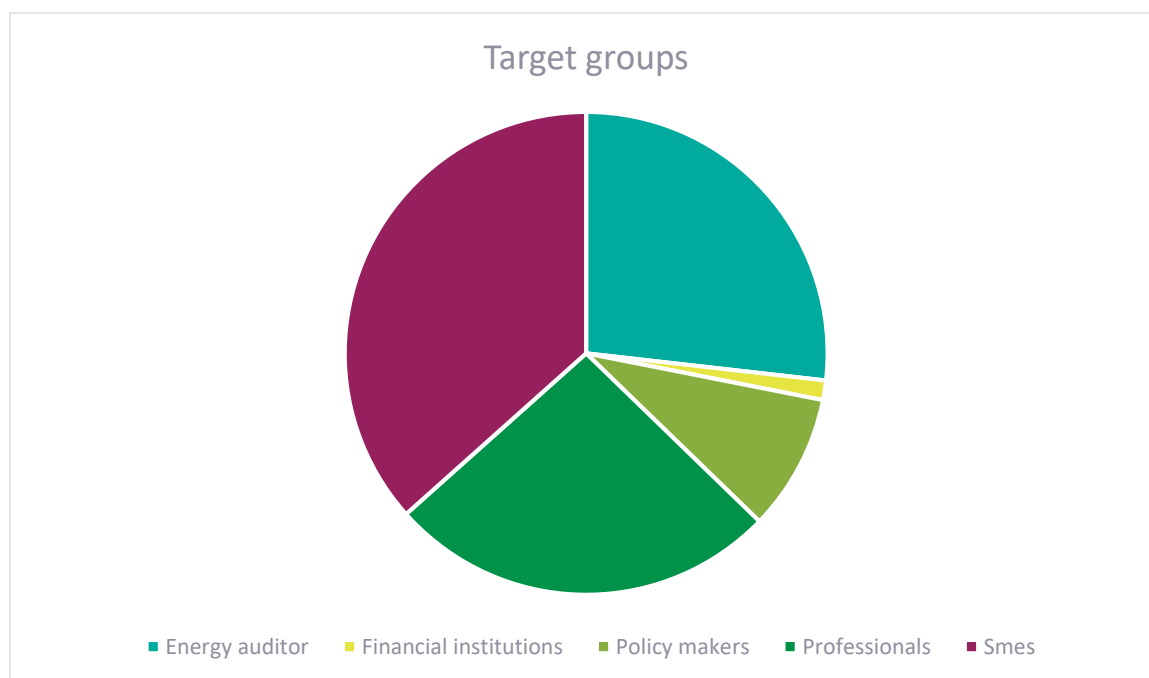
#### 3.1.2. Target groups involved

The main groups of stakeholders who participated in the transdisciplinary workshop are:

- Energy auditors,
- Policy makers (local and regional authorities, university),
- Financial institutions,
- Representatives of SMEs,
- Professionals who are interested in energy efficiency.

The total number of participants to the first transdisciplinary workshop organized by IIPLE was 154. Here displayed is the subdivision of stakeholders into the different target groups:





### 3.1.3. Topics addressed

The moderator of the workshop Sergio Bottiglionni (who is also expert in the Innoveas projects) briefly introduced and described the activities of Innoveas and the main results produced so far. He also explained the importance of this Horizon project at a local and national level.

The main topic of the event, as strictly linked with energy efficiency and measure which can be adopted for that purpose, is a new incentives Program developed by the Italian government: the so called Superbonus 110%.

As explained by the different speakers of this transdisciplinary event, the Program will sustain enterprises and privates to improve the efficiency and safety of commercial, productive or residential buildings.

Before and after the intervention to improve the energy efficiency of the building, the financial institution or agency will require a certification of its energy consumptions, in order to evaluate the effective improvement produced by the intervention. The concept of energy diagnosis is, therefore, the core of the conference and has been explained in detail by the speakers. Some Italian case studies have also been presented.

During the workshop, the speakers have also quoted and described the norms and regulations referring to this topic and interventions.

### 3.1.4. Analysis of feedbacks and comments on the event

After the transdisciplinary workshop, a short google form for the collection of feedbacks has been sent to all the participants. The overall evaluation of the event has been quite positive:

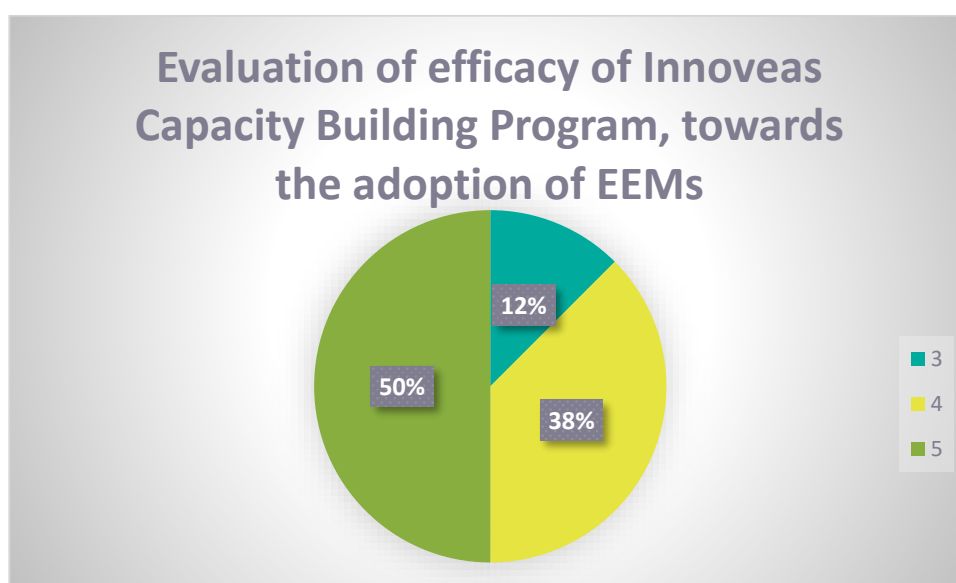




the average of answers to the question “How do you rate the event?” (on a scale from 1=poor to 5=excellent) was 4,4.

More interesting, after a short explanation of INNOVEAS project and of its training tools, participants expressed the following evaluation on its efficacy in encouraging SMEs to adopt energy efficiency measures: on a scale from 1 to 5, 12% of the respondents answered 3, 38% answered 4 and exactly half of the participants assigned it an evaluation of 5.

The results are graphically presented in the figure below.



### 3.1.5. TW2 Summary

Date	17 <sup>th</sup> March 2022
Start time	16.00
End time	18.00
Type of meeting	Online
Platform	GotoMeeting
Partner	IIPLE
Participants	53

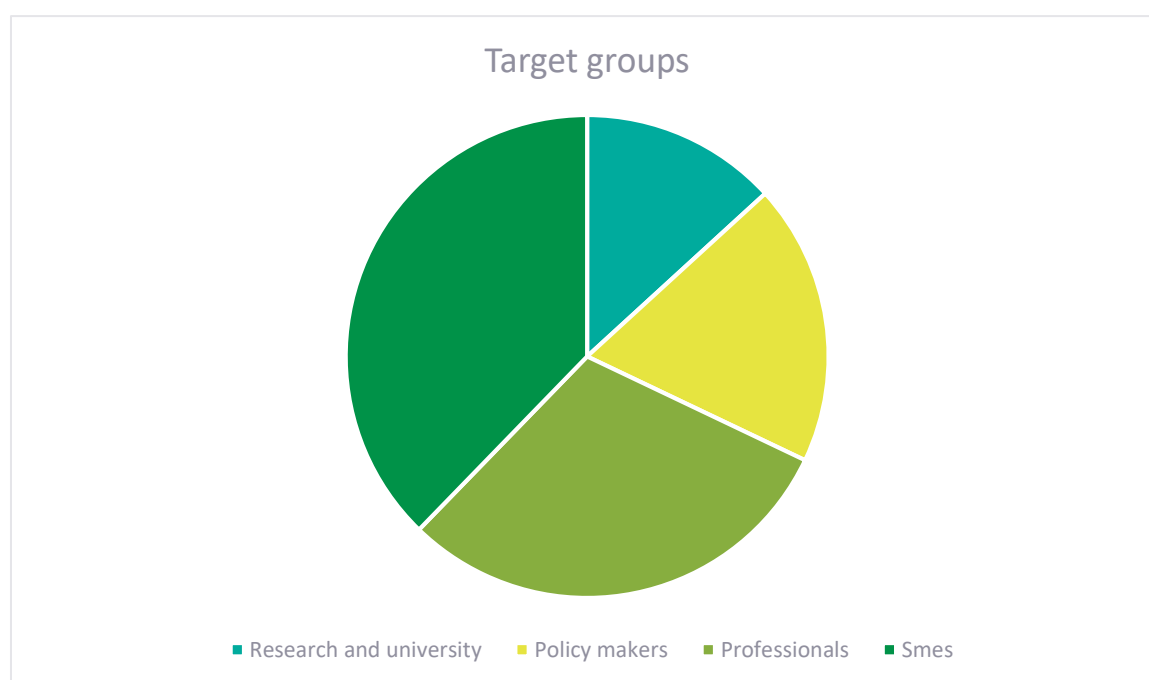


### 3.1.6. Target groups involved

The main groups of stakeholders who participated in the transdisciplinary workshop are:

- Energy auditors,
- Policy makers (local and regional authorities, university),
- Research institutes and universities,
- Representatives of SMEs,
- Professionals who are interested in energy efficiency.

The total number of participants to the second transdisciplinary workshop organized by IIPLE was 53. Here displayed is the subdivision of stakeholders into the different target groups:



### 3.1.7. Topics addressed

The moderator of the workshop Andrea Zanfini (who is also the expert identified for the in-company activity of Innoveas) introduced the topic of the event “The role of Energy Communities in the energy transition” and the connection with the Innoveas Project.

The link between the topic and the main target of Innoveas project, the SMEs, is easily detected: small companies represent 80% of the energy consumptions and have, therefore, a fundamental role in its reduction. One of the strategies that have been identified by the experts involved during the project activities, is the cooperation between SMEs, sharing energy and related costs.

In fact, they have been identified as the main actors of the ecological transition to more sustainable methods of production and consumption.



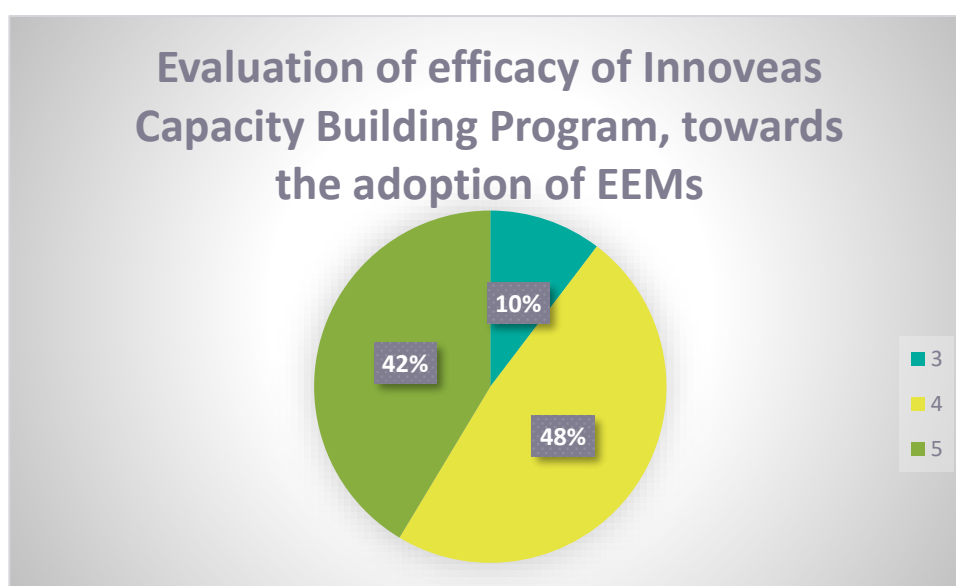
During the workshop, the speakers have explained the benefits and opportunities of Energy communities for SMEs and other related stakeholders, in terms of energy and economic savings, green reputation and so on.

### 3.1.8. Analysis of feedbacks and comments on the event

After the transdisciplinary workshop, a short Survey Monkey form for the collection of feedbacks has been sent to all the participants. The overall evaluation of the event has been quite positive: the average of answers to the question “How do you rate the event?” (on a scale from 1=poor to 5=excellent) was 4,48.

More interesting, after a short explanation of INNOVEAS project and of its training tools, participants expressed the following evaluation on its efficacy in encouraging SMEs to adopt energy efficiency measures: on a scale from 1 to 5, 10% of the respondents answered 3, 48% answered 4 and 42% of the participants assigned it an evaluation of 5.

The results are graphically presented in the figure below.



## 3.2. CBG

### 3.2.1. TW1 Summary

Date	February 25th 2021
Start time	9.30h





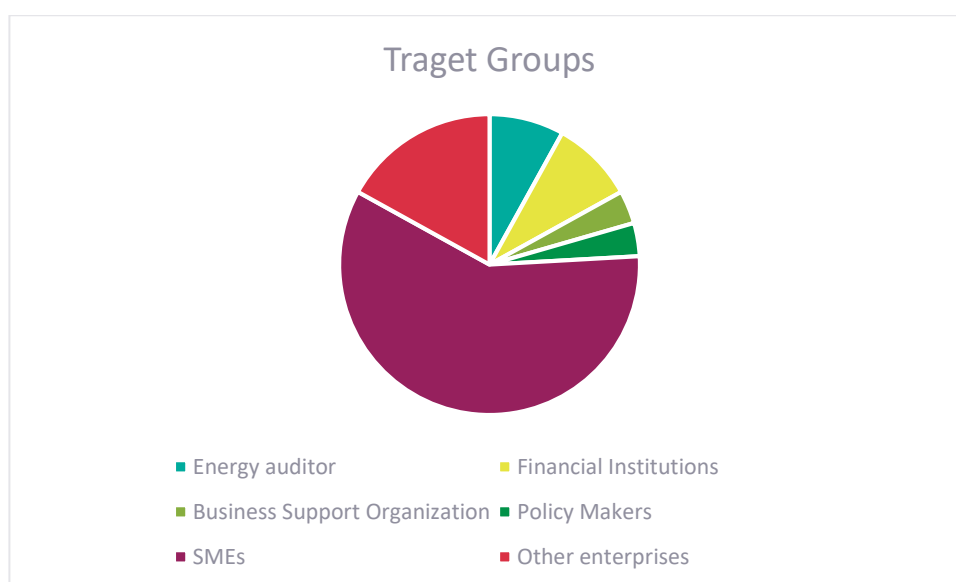
End time	11h
Type of meeting	Online
Platform	Zoom
Partner	CBG
Participants	113

### 3.2.2. Target groups involved

The main groups of stakeholders who participated in the transdisciplinary workshop are:

- Energy auditors
- Financial institutions,
- Business Support Organizations
- Policy makers (local and regional authorities, university),
- Representatives of SMEs,
- Other enterprises in the field of energy efficiency.

The total number of participants to the first transdisciplinary workshop organized by CBG was 113. Here displayed is the subdivision of stakeholders into the different target groups:







### 3.2.3. Topics addressed

The multidisciplinary workshop was organized with the goal of introducing the main subsidized finance opportunities, granted in the form of fund contributions lost, subsidized loans, tax credits and tax breaks, especially in the field of energy efficiency.

First of all, Ilaria Cairo from Confindustria Bergamo introduced INNOVEAS project, its objectives and the path foreseen to be implemented among companies and energy actors.

Aniello Aliberti, CBG Vice president, introduced the webinar underlying the importance of sharing best practices and current challenges faced by companies in the uptake of energy efficiency tools towards decarbonization.

Then, Massimo Boffi, CBG Financial Expert, showed the main measure available for companies, as well as funding opportunities for investments.

In the second half of the webinar, Pierpaolo Cavani, Warrant Hub director, and Stefano Lania, CBG Financial Manager, illustrated Bando INAIL and some tax concession measures that are of particular interest for companies willing to improve energy efficiency within their business.

Then, Ilaria Cairo and Sara Guerrini, from CBG, showed other possible opportunities to fund business education.

### 3.2.4. Analysis of feedbacks and comments on the event

After the first transdisciplinary workshop, a short google form for the collection of feedbacks has been sent to all the participants. The overall evaluation of the event has been quite positive. Participants were particularly interested by the presented best practices as well as from the BANDO INAIL. After the workshop, some of them came back to deepen the discussion with CBG financial experts.

### 3.2.5. TW2 Summary

Date	March 15th 2022
Start time	9.00h
End time	10.30h
Type of meeting	Online
Platform	Zoom
Partner	CBG
Participants	28





### 3.2.6. Target groups involved

During the training activity, there were present participant from companies, trade associations and financial institutions, in particular:

- 7 from trade associations
- 16 from companies
- 4 from financial institutions
- 1 from local newspapers

### 3.2.7. Topics addressed

The multidisciplinary workshop “Energy supply: a strategy beyond the emergency” was organized with the goal showing the main tools and practices available for companies to manage the current energy crisis.

Aniello Aliberti, CBG Vice president, and Stefano Sala, UniCredit manger, opened the webinar underlying the importance of sharing best practices and raising awareness on the main SME constraints and challenges. Then, Manuela D’Onofrio, UniCredit head group investment strategy manager, provided an overview of the 2022 macroeconomic outlook, underlines forecast and perspectives for companies. Moreover, Andrea Ronchi, UniCredi manager, showed some best practices and strategies to manage and mitigate the energy financial risk.

In the second half of the webinar Massimo Longhi, CBG Study Center Responsible, illustrated APPIA, a platform that allows CBG member and companies to monitor commodities prices. The, Daniele Stefani, UniCredit co-Head CTS investment product manager, gave an insight of possible investments solutions to support companies financial liquidity.

### 3.2.8. Analysis of feedbacks and comments on the event

After the first transdisciplinary workshop, a short google form for the collection of feedbacks has been sent to all the participants. The overall evaluation of the event has been quite positive. Best practices and strategies presented were particularly interesting.

The only criticism made in the comments was of the scope of the event, suggesting that different workshops should have been organized specifically for different sectors.

## 3.3. UTBW

### 3.3.1. TW1 Summary

Date	12st November 2020
Start time	16.00
End time	18.30





Type of meeting	Online
Platform	Edudip
Partner	UTBW
Participants	76

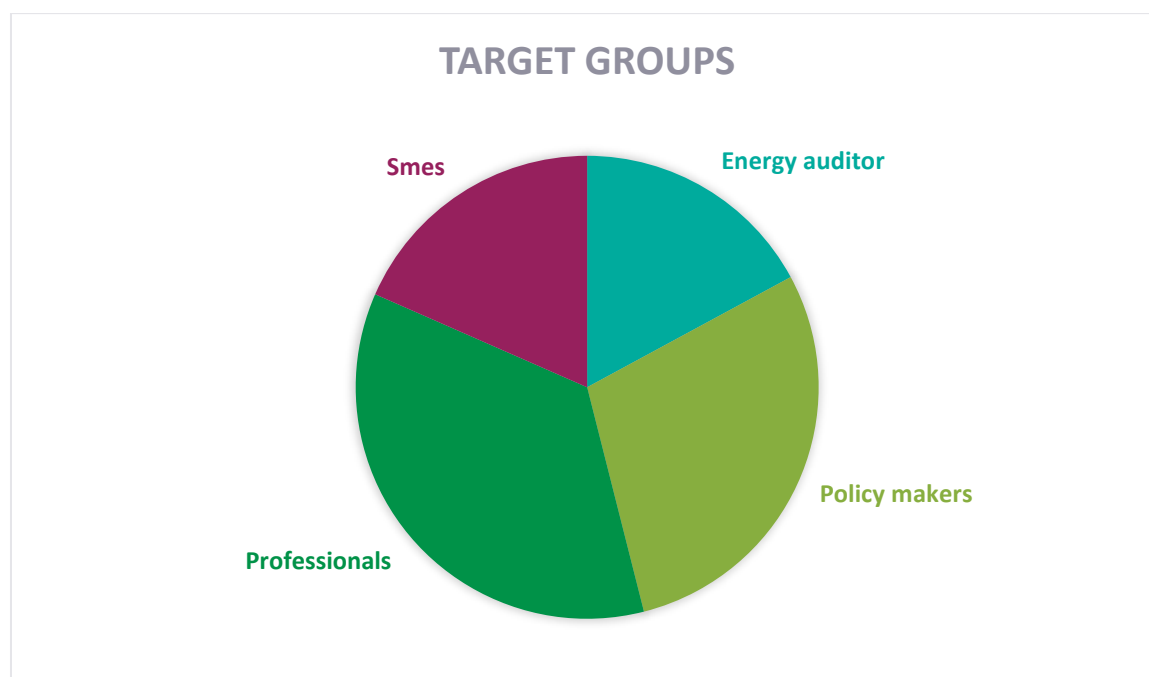
### 3.3.2. Target groups involved

The main groups of stakeholders who participated in the transdisciplinary workshop are:

- Energy auditors,
- Policy makers (local and regional authorities, university, state intermediaries),
- Representatives of SMEs
- Professionals who are interested in energy efficiency.

The total number of participants to the first transdisciplinary workshop organized by UTBW was 76. Here displayed is the subdivision of stakeholders into the different target groups:

- Professionals who are interested in energy efficiency: 27
- Representatives of SMEs: 14
- Policy makers (local and regional authorities): 22
- Energy auditors: 13





### 3.3.3. Topics addressed

First and foremost, this was UTBW's operational entry into the training programme in INNOVEAS. Therefore, the concept was presented in the workshop and it was openly discussed in which way the training programme should be implemented. The framework of the planned programme was presented in that the categories of management and audits, tools for implementation, supporting facilities and technical solutions were presented as focal points. This referred on the one hand to the possible contents, but on the other hand also to the "delivery form". Since it was not foreseeable at this point how Corona would develop, the workshop was used to test how the online format would prove itself. For UTBW, it was the first event of this kind online in this form and with this number of participants (usually this kind of events were organised as physical offline meetings).

In order to establish good contacts with one of the target sectors, good examples of energy and resource efficiency in the food and beverage industry were presented in the technical part and a look was taken at the entire supply chain to see where efficiency measures could be implemented in the food chain "from farm to fork". This already tested a possible model for the further continuation of the training offer. The content was very well received, but the majority pointed out that shorter sessions (per event) would be better received.

This led us to the idea of not designing the training programme in 2-day editions but to develop shorter modules with an overall broader range of information and support. We could also see afterwards that many of the registered participants who did not have time for the workshop watched the recording of the workshop quite soon (In the first step, we only informed the initially registered enrolees about the provision of the recording). This led to the further development of the idea of also recording all the modules and making them available to the participants for later study.

### 3.3.4. Analysis of feedbacks and comments on the event

After the first transdisciplinary workshop, a short google form for the collection of feedbacks has been sent to all the participants. The overall evaluation of the event has been quite positive: the average of answers to the question "How do you rate the event?" (on a scale from 1=poor to 5=excellent) was 4,1. The quality of the content and the discussions was rated very good for the most part (m=4,4) and corresponded for the most part to the respondents' expectations (m=4.1). The organisation of the event was rated with m=4,6. This last evaluation also gave us the signal that the online format is a fully-fledged substitute for the offline formats that were usually used by us.

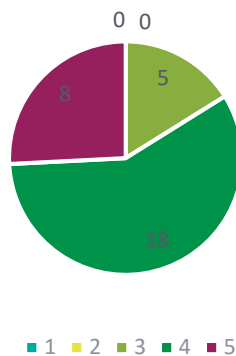
Furthermore, the participants were asked how they assess the effectiveness of the (planned) INNOVEAS training programme. In this context, 27% of the respondents stated that they consider the impact to be very high (5), 60% stated that it was very high (4) and only 13% stated that they consider the impact to be moderately high (3). No one rated the effect lower.

From this we could conclude that the above-mentioned focal points also cover the essential needs of the multipliers and company representatives present. Further information and requirements on the contents should then be included in the evaluations of the individual web seminars.





### Assessment of the effectiveness of the training program



Rating: 1=poor to 5=excellent

### Statements to the first workshop from the evaluation form and discussion:

#### Statements to organisational issues, also made directly in the workshop:

Many participants found the duration of 2.5 hours too long and would prefer shorter formats with focus on specific topics – in the following just some quotes from the participants:

- Go ahead!
- keep it up
- add a "no opinion" in the poll :)
- I would use Youtube for the videos, there the distribution is much bigger
- Thanks for organizing, I found it very helpful
- Perhaps the contributions a little more compressed and links to deepen, if this is the desire.
- The presentations, especially the practical examples from the companies, were very interesting. It would also be interesting to get a comprehensive overview of competent, experienced, recommendable network and project partners. As with the seals, there is now a huge variety of companies, institutions, organizations, consultants, etc., so that you can no longer see the forest for the trees. Finding the right partners is therefore very time-consuming. It would therefore be important to have an institution as an independent central point of contact that acts as a door opener and provides orientation
- Lecturers should not go into too much detail. Otherwise well planned, moderated and executed

### Statements to the topics that should be addressed by INNOVEAS

- Workshop on CO<sub>2</sub> footprint analysis, and the next step a completely comprehensive LCA.





- To reach the entrepreneurs is essential, I think they are already good at it, whether more is possible I can not judge, but I believe that it will have a positive effect - the signs are increasing.
- Use of sensor technology, control of complex systems,
- Resource and energy efficiency at foundries
- Climate neutrality is defined in different ways. The GEG, for example, only allows photovoltaics in close proximity to the building to be credited. The city of Freiburg does not credit green electricity. So-called territorial balances have to be defined.

### 3.3.5. TW2 Summary

Date	19th May 2022
Start time	16.00
End time	18.45
Type of meeting	Online
Platform	MS Teams
Partner	UTBW
Participants	14

### 3.3.6. Target groups involved

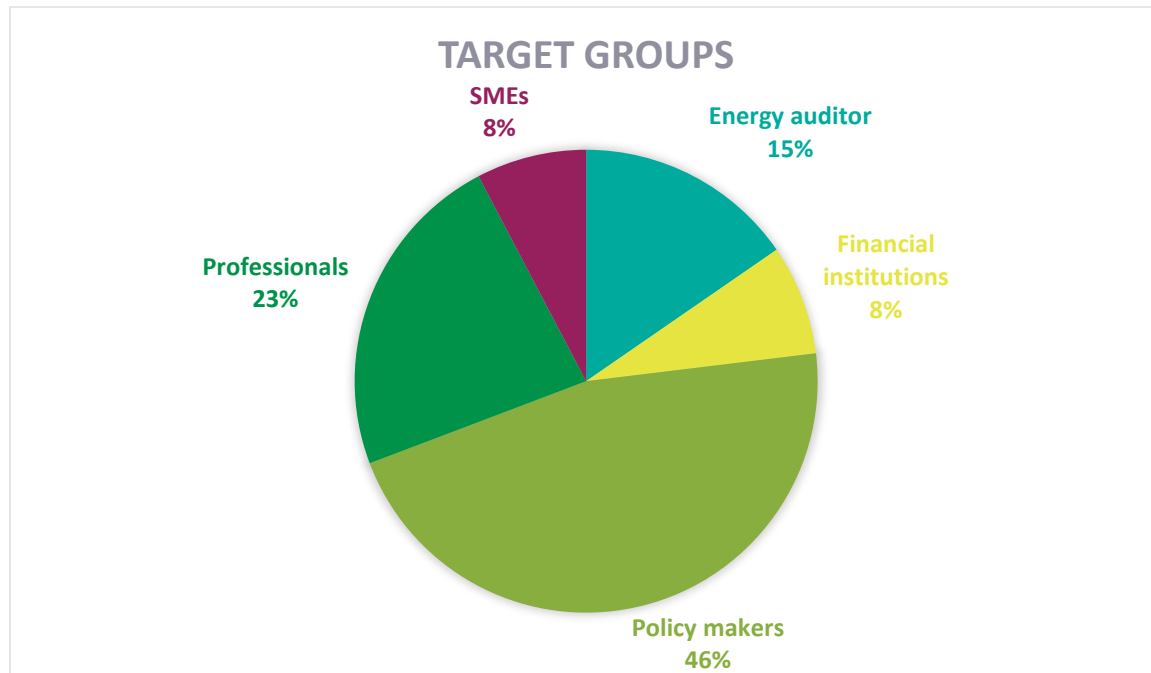
The main groups of stakeholders who participated in the transdisciplinary workshop are:

- Energy auditors and associations,
- Finance institutes, banks
- Policy makers (local and regional authorities, university, state intermediaries),
- Representatives of SMEs
- Professionals who are interested in energy efficiency, NGOs

The total number of participants to the second transdisciplinary workshop organized by UTBW was 14. Here displayed is the subdivision of stakeholders into the different target groups:

- Professionals who are interested in energy efficiency: 3
- Finance sector: 1
- Representatives of SMEs: 2
- Policy makers (local and regional authorities): 6
- Energy auditors: 2





### 3.3.7. Topics addressed

When this workshop was organised, UTBW had many months of experience with the research phase on the topic complex and the implementation of the training programme. The contacts with multipliers, stakeholders, energy consultants, auditors and SMEs on the topic of energy efficiency and climate protection were mostly driven by the realisation that it is high time to act. Also and not least for SMEs. These experiences should now be discussed in a small circle of multipliers and ways sought how the actors involved can support SMEs within the scope of their possibilities to embark on the path to more climate protection and to pursue it consistently. In the previous phase with the in-house workshops, we found that the interaction between energy audit, energy management, climate management and the goal of climate-friendly production was systematically anchored in very few SMEs. There were, if at all, rather rudimentary ideas about the interaction of the strategy's energy efficiency, climate targets, use and self-generation of renewable energy. As a rule, there was an either or. Very few were clear about what their individual path (e.g. oriented towards the SBTs) to a less climate-damaging future should even look like. We wanted to clarify with the stakeholders whether their perception is similar and what starting points they see to get more traction in the topic so that as many SMEs as possible also make use of (all) their possibilities to contribute to climate protection.

The guiding questions for the discussion were:

- where barriers make it difficult for SMEs to move towards more energy efficiency and climate neutrality.
- how these obstacles can be removed
- how the interaction of the different stakeholders works
- how the stakeholder involved can strengthen SMEs through networking to achieve the climate goals
- What benefits do they see in the Alliance (see WP6)





In detail, these questions were to be broken down even more to the operational level of the SMEs and the multipliers (and stakeholders) were asked to deal with the opportunities and risks of different approaches:

- how is the communication on the topic going between stakeholders and the SMEs?
- How do the stakeholders interact with each other?
- What role can target agreements play for climate goals (for SMEs)?
- what contribution can the promotion of energy audits (DIN EN 16247) or simplified energy management systems (ISO 50005) make?
- can the multipliers involved also achieve something in this respect at the operational level of SMEs?

### 3.3.8. Analysis of feedbacks and comments on the event

After the second transdisciplinary workshop, a short lime survey form for the collection of feedbacks has been sent to all the participants. The overall evaluation of the event has been quite positive: the average of answers to the question “How do you rate the event?” (on a scale from 1=poor to 5=excellent) was 3,7. The quality of the content and the discussions was rated quite good for the most part (m=4,0) and corresponded for the most part to the respondents' expectations (m= 3,25). The organisation of the event was rated with m= 3,75. This last evaluation also gave us the signal that the online format is a fully-fledged substitute for the offline formats that were usually used by us.

Furthermore, the participants were asked how they assess the effectiveness of the INNOVEAS training programme. Since we received feedback on only two assessments here, it must be said that many of the invited stakeholders did not have a comprehensive overview of the training content carried out to date. However, the assessments that came back were rather positive (m=3.5).

On the other hand, the effectiveness of training courses on the concrete implementation of efficiency measures was generally rated as quite positive with m=4.

Statements to the second workshop from the evaluation form and discussion:

- \* broad event for those who have not been active so far to pick them up
- \* awareness raising for workforce
- \* sensitization of municipalities/authorities in dealing with companies
- \*Resource efficiency and climate protection are often closely related, but are fundamentally different approaches or goals. A clearer differentiation would be helpful.
- \*Each institution has its own agenda, but the goal is the same for all of us. In some cases, one could benefit from more cooperation. The good examples (SMEs) should be better highlighted and presented. This could convince the undecided to take up the topic.

Statements to thematic issues, also made directly in the workshop:

- \*There are actually no-brainer topics here, such as photovoltaics. It's hard to explain why more SMEs don't jump on board and just do it. It can't be due to a lack of information. \*We have to find ways to motivate SMEs differently, as an icebreaker, so to speak. If we had the financial means, we would go on tour through the country and try to motivate local SMEs for





more climate protection with interesting events. To do this, we would have to cooperate with different multipliers (e.g. UTBW, KEFF-network, universities, energy agencies ...).

Statements to the topics that should be addressed by the Alliance in future

\*how can the strengths of the different stakeholders be more strongly bundled? \*Go ahead!

\*Addressing the issues of energy efficiency and climate protection together. \*Find effective ways to reach employees in companies directly. \*Broad event for those who have not been active so far to pick them up. \*awareness raising for workforce

\*Sensitisation of municipalities/authorities in dealing with companies".

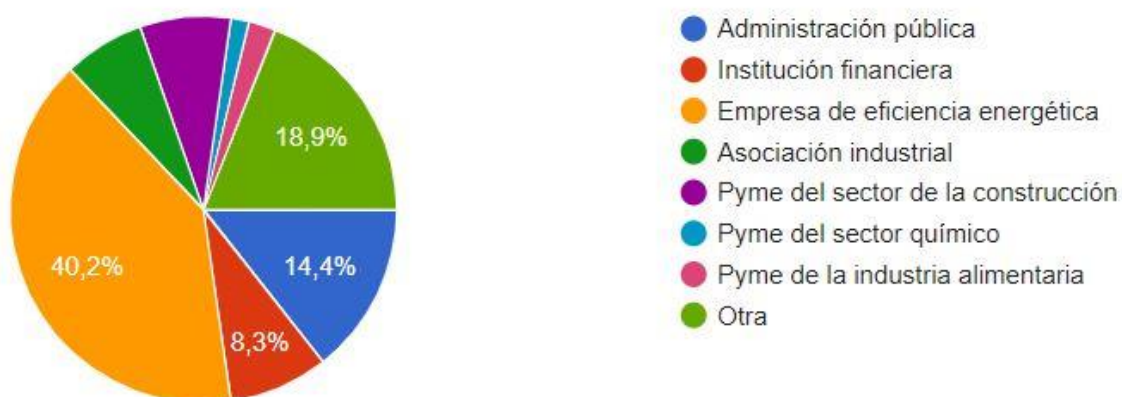
### 3.4. A3E

#### 3.4.1. TW1 Summary

Date	November 4th
Start time	10h
End time	13h
Type of meeting	Online
Platform	Google Meets
Partner	A3e
Participants	132



### 3.4.2. Target groups involved



59 participants were from energy efficiency and renewable energy companies  
 21 participants were public administration and policy makers  
 11 participants were from financial institutions  
 9 participants were from industrial associations  
 12 participants were from architecture and construction SMEs  
 3 participants were from food SMEs  
 2 participants were from chemical SMEs  
 9 participants were other kind of SMEs (energy supply, electricity, plastic industry, IT...)  
 4 participants were from standardization companies

### 3.4.3. Topics addressed

Penélope López presented the INNOVEAS project and addressed the different stakeholders in the workshop to explain SMEs barriers and answer: What do SMEs need from energy auditors, as well as from the rest of the agents to improve energy efficiency in their facilities. The different parts of the training Program were also explained.

During the workshop different stakeholders talked about how different stakeholders can help SMEs to address the barriers and challenges to implementing energy audits and energy efficiency measures in their facilities.

For instance:

- Policy maker's initiatives (incentives, strategies...) and promotion of Energy management systems.
- Financial institutions initiatives (loans, renting and leasing solutions for energy efficiency measures)
- Initiatives from Energy efficiency companies (monitoring system, modeling of energy bills, technologies for the purchase of energy, carbon footprint)
- Initiatives and demands from industrial associations and SMEs

You can find the whole presentation [HERE](#).

In addition, the event was recorded. [Here](#) you can find the video.

### 3.4.4. Analysis of feedbacks and comments on the event

When participants were registering for the event they were asked to leave proposals imagining they were policy makers, financial institutions, energy auditors and industrial associations. A lot of interesting information has been gathered.

- **Proposals to the administration:**

- Related to financing***

- Improve the lines of subsidies**

- Create specific support incentives for SMEs that implement Energy Efficiency measures and comply with the recommendations of energy audits. (In many cases, actions that already exist are suggested, therefore, an improvement in the dissemination and understanding of the subsidies is necessary)
    - Limit non-repayable subsidy programs since they generate a dependency in the sector and replace them with other types of incentives (tax, fiscal, financial, etc.)
    - Subsidize and promote the energy efficiency of production processes including, for example, subsidy models in which the amount of aid is linked to the real savings measured and verified through monitoring.
    - Targeting aid to prioritize those actions that bring about the greatest reduction in CO2 emissions.
    - Provide adequate financing for the duration of the project over time.
    - Bonus the tons of CO2 saved.
    - Grants for the advice of specialized technicians
    - To propose aid or financing for the implementation of improvement measures by means of a bureaucratically very simple procedure that does not entail the advance payment of costs by the SMEs in advance.
    - Speeding up processing through digitization.

- At the fiscal level**

- Reduction or exemption from taxes at different levels: in electricity taxes for companies that use energy monitoring systems, in corporate taxes and tax charges for those who demonstrate the implementation of carbon footprint reduction and energy efficiency processes such as: ISO50001, renewable self-consumption and electricity self-generation, local suppliers with lower energy consumption in transport... All measured through certified tools with access authorization to the Ministry of Industry to audit the veracity of the data; deductions in Corporate Tax as if it were R&D&I; discounts in IBI or elimination of other types of taxes; applying reduced VAT on the purchase of their products and/or services.
    - Implement the Carbon Tax, penalize CO2 emissions.



### **Guarantee funds, savings discount, public ESCO**

- Regulate a new financial instrument based on the savings from such measures, such as a public guarantee fund. Translated for SMEs into a discount equivalent to the guaranteed savings. Something like generating with public funds an "ESCO", its financial part and at the same time regulating and establishing the requirements of the Energy Services (to be carried out by private companies that respond to these requirements), thus guaranteeing the quality and reliability of the energy efficiency measures. At the same time, local employment is generated, decentralizing these services from large companies with financial capacity.

### **Cofinancing**

- Co-financing facility and financing solutions compatible with possible grants

### ***Other mechanisms***

- Contract a consultancy firm from the Public Sector to carry out the efficiency studies for the SMEs and submit the application if it is profitable; if the SMEs then receive aid, a percentage of the aid is deducted so that it can be returned to the organization that leads the initiative, trying to make it economically sustainable for that organization.
- Install consumption meters in each consumption area of the company.
- Promote R&D&I of companies
- Put a price on energy efficiency (energy saving and emission reduction certificates).
- Reducing the threshold (number of employees, turnover, assets) below which companies (small and medium-sized) are not obliged to carry out mandatory energy audits according to RD 56/2016. As well as the requirement to carry out the improvements recommended in the previous one.
- It would modify the electricity tariff system to reduce the fixed part and increase the variable part and therefore increase the attractiveness of energy efficiency measures.
- More cooperation.
- Build cold heat and power grids.

### ***Awareness and communication***

- Give visibility to the indiscriminate use of energy and the importance for the country that SMEs take energy efficiency measures.
- Campaign to disseminate/promote energy efficiency and the benefits of energy management in conjunction with business associations. Raise awareness of the problems arising from non-efficiency.





- Establish minimum training for all companies whose energy consumption exceeds a minimum amount of their turnover.
- Provide knowledge of legislation.
- Create a "stamp" on the SME's signature to show the level of energy efficiency and make it visible at all times.
- Act as an example and encourage public investment in public buildings.
- Encourage relations between companies and specialized companies in the sector.
- Include audits in the quotas for training for work.
- Create a public list with energy efficiency ranking and publicize it.

### **Proposals to Financial Institutions**

#### **Improve aid lines**

- Financing at a term somewhat longer than the energy (and economic) amortization of the Measure and another part, sharing the economic profitability of the Measure. In this way the financier will get back his loan with a market interest and the other part of the loan with the economic profitability of the project. This can be supported by eliminating the risk of defaults or lower than expected profitability through state guarantees or energy efficiency support funds.
- Offer different financing modalities according to each budget.
- Business models in which financing is paid on the basis of savings (measuring and verifying). Financing projects with monitoring.
- Soft loans or Microcredits. ICO or low-interest loans, with at least one-year grace period and no obligation to take out additional packages.
- Including dead time periods to start repaying the loan.
- Backing businesses by being an equity partner in efficiency improvements and taking on the risk of future profits.
- Seek returns beyond the economic. Contemplate environmental, social, etc. benefits.
- Rewarding special conditions for SMEs that reduce their carbon footprint the most and for projects with energy efficiency insurance.
- Facilitating access to financing at bank loan exchange rates, with % interest.
- Flexibility in the terms of the credits so that their payment instalments are lower than the savings that are produced periodically.
- Clear financing formulas, associated energy studies (savings and costs).

#### **Collaboration with other entities**

- Programs for financing energy efficiency measures with service providers in engineering/installers.





- Hire from the financial institution a consultora company that carries out the efficiency studies to the SMEs and submit the application in the event that it is profitable.
- Work with project aggregators and financing their portfolio acquisition
- Mixed financing. Open the debt market in the efficiency sector by increasing profitability and capital turnover.

### **Certification of projects and verification of savings**

- Offer special financing conditions for SMEs that present certified energy efficiency projects.
- Promote models for verifying efficiency improvements.

### **Simplification for SMEs**

- Offer everything well explained to SMEs, according to their needs and offer different options.

### **Knowledge and awareness**

- Improve knowledge of the risks associated with this type of project, both technical and financial.
- Publicize financial measures: public and private aid and its complementary services as a financial institution.
- Exemplary role (implementing efficiency measures in the financial entity) and having project financing lines.

### **Proposals for energy auditors**

#### **Improve energy auditing**

- Do a good job in the energy audit, know the SME's processes well and go deeper in order to propose measures that are really applicable and have an acceptable payback period.
- Propose scaled measures, starting with those that have a direct impact on simple but effective economic savings.
- Make audits less extensive and general and analyze key points in greater depth.
- Encourage digitization to ensure that audits are continuous, and thus raise opportunities for improvement with greater scope.
- Show examples upfront to break the initial barrier.
- Use monitoring platforms to save time and the cost of a comprehensive audit.

#### **Adaptation to SMEs**

- Encourage and seek energy saving measures that are appropriate and suitable for each SME.
- Explain everything well to the SME, according to its needs.







### **Greater accompaniment to SMEs**

- Facilitating and advising on the management of subsidies and grants for this purpose, assuming part of this funding as part of their remuneration.

### **Collaboration with other entities**

- Enter into a joint venture with a financial company and carry out energy efficiency studies, with a commitment on the part of the audited company that if the study meets a series of profitability requirements, the investment must be carried out, or else the costs of the study must be paid.
- Promote, together with sectoral business associations, campaigns to study energy demand and savings potential.

### **Knowledge and awareness**

- To raise awareness of the need for these measures and their benefits, not only in terms of profitability, but also environmental benefits, improved productivity, etc.
- Show SMEs, by means of a real Demo, the existing benefits and the margin for improvement of their installation.
- To set up technological platforms that help to disseminate the value generated by energy efficiency and allow SMEs to easily diagnose the existing potential in their organization. And that these tools allow them to explain their importance to other departments.
- Demonstrate with facts what other companies have achieved.

### **Proposals to business associations**

#### **Services to SMEs**

- Professional advice on new technologies, financing or financial aid available.
- Helping its members to contact the right companies to carry out this type of solutions.
- Create joint purchasing Programs or tenders for energy services from which the associated SMEs could benefit.

#### **Create network**

- To help create a network of contacts where SMEs can share their experiences and share their problems and solutions and also to have more strength to negotiate and achieve efficient, united and economic solutions.
- Grouping energy audit contracts

### **Collaboration with other entities**

- Seeking commercial, financial and political alliances that can leverage SMEs and lead them to become energy efficient.





- Joining forces with other agents to unify messages and "elevate" the positioning of Energy Efficiency in the public debate and in negotiations with government and administrations.
- Negotiating financial solutions with banks and other promoters.

### **Knowledge and awareness**

- Campaigning to make companies aware of the benefits of energy audits, as well as putting them in contact with energy efficiency companies that can provide them with solutions.
- The association should pursue and coordinate the first pilot experiences, in order to give sufficient confidence to the rest of its members.
- Communication campaigns on the regulatory framework, subsidies and the advantages of applying measures to improve energy efficiency.

### 3.4.5. TW2 Summary

Date	March 29th
Start time	10h
End time	12.15h
Type of meeting	Online
Platform	Go to webinar
Partner	A3E
Participants	50





### 3.4.6. Target groups involved



22 participants were from energy efficiency and renewable energy companies  
9 participants were from other kind of organizations (Universities, Trade entities, big companies)  
5 participants were public administration and policy makers  
5 participants were from industrial associations  
5 participants were from construction, food or chemical SMEs  
4 participants were from financial institutions

### 3.4.7. Topics addressed

At the event, Penélope López, commented on the results and next steps of the INNOVEAS project. And after, there were two round tables: one on solutions for decarbonisation and the other on financing solutions, both focused on facilitating decarbonisation for SMEs.

During the workshop we talked about different topics:

- Decarbonisation round table: Decarbonisation plans, Carbon Footprint tool and label of the Ministry for Ecological Transition and Demographic Challenge, Case study.
- Financing round table: Next Generation EU funds, private financing mechanisms and other ways of financing projects for the energy transition.

You can find the whole presentation [HERE](#).

In addition, the event was recorded. [Here](#) you can find the video.

### 3.4.8. Analysis of feedbacks and comments on the event

In the evaluation questionnaires, the opinions on the day were very positive. 67% of the respondents rated the event as excellent and 58% rated it as meeting their expectations, with the same percentage rating it as a workshop of excellent quality.





The only criticism made in the comments was of the scope of the event, suggesting that different workshops should have been organized specifically for different sectors.

### 3.5. NAPE

#### 3.5.1. TW1 Summary

Date	10/09/2021
Start time	10:00
End time	13:00
Type of meeting	Workshop for Association of energy agencies in Poland
Platform	In person
Partner	NAPE
Participants	17

#### 3.5.2. Target groups involved

First workshop was a part of Association of energy agencies in Poland (SAPE Poland) annual meeting. There were 17 participants representing various energy agencies from around Poland, their scope of business is energy auditing and energy advisory.

#### 3.5.3. Topics addressed

The workshop was focused on SME market in Poland and how energy agencies can work with SME's. The presentation was focusing on the project developments and tools that can be used in cooperation with SME's. The discussion. Participants discussed the approach on how to deal with different profiles of SMEs staff with focus on barriers that energy auditors face when working with SME and they shared their experiences of how to overcome those

#### 3.5.4. Analysis of feedbacks and comments on the event

Feedback from the workshop was very good, all participants gave their opinion on the training materials developed by NAPE for the in-situ training. What is more, participating energy agencies reached out to their contacts representing SME's in order to inform about INNOVEAS project and upcoming trainings.

#### 3.5.5. TW2 Summary





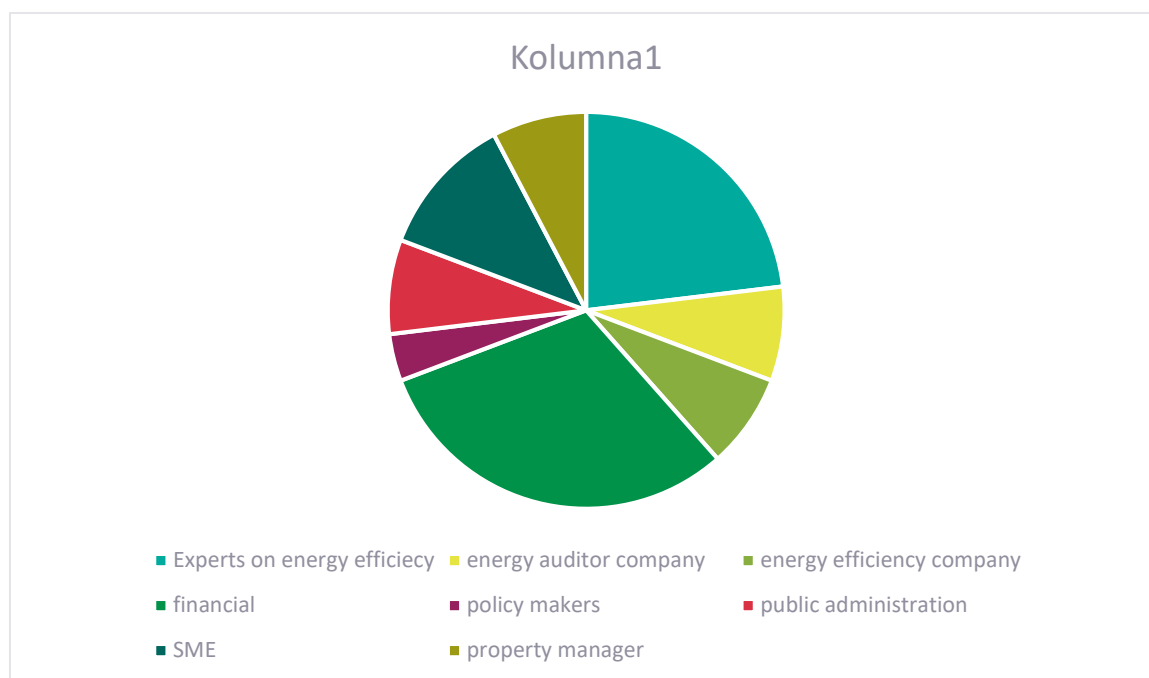
Date	25.05.2022
Start time	8:45
End time	16:00
Type of meeting	RoundTable on financing energy efficiency in Poland, session: improvement of energy efficiency in SME's
Platform	In person
Partner	NAPE
Participants	26

### 3.5.6. Target groups involved

Second workshop was delivered during Second National RoundTable on financing energy efficiency in Poland during session "Improvement of energy efficiency in SME's" there were in total 26 participants in this session. Graph below gives a quick overview of the structure of participants.

- **Experts on energy efficiency**
- **energy auditor company**
- **energy efficiency company**
- **Financial**
- **policy makers**
- **property manager**
- **public administration**
- **SME**





### 3.5.7. Topics addressed

Main focus of the meeting was to answer questions prepared by the moderator – Marek Amrozy from NAPE

1. Is the EE market adjusted to the scale of SMEs? Barriers and solutions in the area of identification and preparation of EE investments in the area of SMEs (statistics: only 30% see areas of improvement in energy efficiency and only 11% declare that they have conducted an audit in the last years)

2. What support mechanisms are most appropriate for SMEs?

3. Implementation of investments on the SME scale - how to prepare the market for the implementation of many projects on a smaller scale?

### 3.5.8. Analysis of feedbacks and comments on the event

During the discussion, an attempt was made to respond to the challenges and barriers appearing at three stages of the process of increasing energy efficiency in SMEs, ie: 1. identification of the modernization need, 2. financing of the investment, 3. technical implementation of the project.

In the first part, the participants considered whether the market supporting EE is adjusted to the scale of SME? What are the barriers and solutions in the area of identification and preparation of EE investments in the area of SMEs?

(the result of the statistical survey was quoted: only 30% of SMEs see areas of improvement in energy efficiency and only 11% declare that they have carried out an audit in the last years)

As a result of the discussion, the following conclusions were formulated:

a) Education for enterprises in the field of energy efficiency is needed - the need to popularize the notion of "energy service", MWh, etc. necessary for more efficient communication with market participants



- b) It is also necessary to simplify the language for common communication (levelling the differences between the technical language of energy auditors and the language of entrepreneurs)
- c) It has been noticed that audit companies from the SME environment are also SMEs, often with low financial liquidity and are not able to develop complex technical concepts for free in the sales process - subsidized energy audits can be a good protection of engineers' interests and reduce the entry barrier for SMEs
- d) Companies often do not want to pay for the audit because they do not believe in the final effect - the need to popularize good examples which is to build conviction about the legitimacy of ordering audits. However, it should be noted that simple funding mechanisms for "free" audits can be a trap - auditors may concentrate on "producing" audits rather than preparing real investments.
- e) The intermediation of banks (as public trust institutions) in reaching SMEs is very useful
- f) When designing support mechanisms, care should be taken to ensure that they are universal, so as to minimize the variety of final financial products and make them understandable for a group of financial advisors who, after learning new products, will in fact be both sellers and popularisers of the idea of energy efficiency.
- g) Engineering of repetitive EE projects can be centrally automated and continuously developed within financing institutions - similar to the list of pre-qualified LEME energy-efficient devices in the PoSEFF program, in order to reduce transaction costs and increase their popularity and availability.
- h) There is a need to standardize the rules of performing audits between different financing institutions. Currently, he observes too much variety of requirements in individual regions.
- i) Financial institutions do not see the need to introduce excessive restrictions on the verification of energy audits - this may hinder the popularization of EE support programs. Nevertheless, in order to maintain the qualitative component of the modernization, it is necessary to verify the energy audits, but it is preferable to verify the percentage (e.g. 10%) of the investment in a possibly simplified manner, e.g. as it was carried out in PoSEFF. It is also important that the verification is carried out on a continuous basis and not at the end of the program, so that it is possible to react on an ongoing basis and avoid the accumulation of risk after spending a large pool of funds.

In the second part, participants considered which support mechanisms are most appropriate for SMEs? What current forms of financial support for the ee market in SMEs are the most effective?

(the result of a statistical survey was quoted: 84% of SMEs have not heard about energy efficiency support programs and only approx. 1% declare that they have used such a program)

- a) the problem of the currently popular principles of co-financing calculated in relation to the eligible costs of the investment has been noticed, while the more effective and transparent methods are "purchase of the energy effect" applicable, for example, in the system of "white certificates". Nevertheless, it was noted that at the moment it is impossible to change the rules of the programs planned for the next financial perspective.
- b) According to the experience from the implementation of the PoSEFF program - the simplified procedure with a low level of funding turned out to be a recipe for the high popularity of the program for 3 years, which is not always successful with the complicated procedure, despite the higher levels of funding.







c) The problem of limitations of the subject of investment in individual programs was noticed (eg only thermal modernization, only PV, etc.). Not imposing the types of co-financed refurbishments may increase the innovation of the methods of achieving energy efficiency.

d) It was noticed that in a number of financial instruments, combining the possibility of obtaining "white certificates" with loan mechanisms gave the opportunity to popularize the program.

e) It has been noticed that the lack of unified performance indicators for financial institutions (POIIS, regional funds) increases the risk of and increasing the difficulties for applicants

a) Fragmentation of programs on a regional, local scale, etc. makes it difficult to reach customers. As a result, entrepreneurs do not know what products are available. Remedium - standardization of financial products dedicated to SMEs - e.g. one nationwide product (recognizable) - various distributors (many channels reaching the customer)

b) It is recommended to involve various types of financing entities - e.g. banks have more restrictive risk requirements, so they will not service some SMEs or the cost of securing capital will be unattractive, but this gap can be filled by loan funds.

In the third part, the participants considered methods to facilitate the technical implementation of investments on the SME scale - that is, how to prepare the market for the implementation of many projects on a smaller scale.

(the result of the statistical survey was quoted:  $\frac{2}{3}$  enterprises declare that energy costs constitute an important item in the company's costs (as of 2019 before significant increases in energy prices), but only 6% declare that they have lowered consumption in recent years due to the investments undertaken)

d) Representatives of the financial sector noticed that not what is "good" sells well, but what is "well sold" - so it is necessary to offer products and solutions that will be easy to use, understandable, beneficial and safe for financial institutions.

e) In order to increase the confidence in the achieved results, it is worth considering the aggregation of various EE programs and solution providers in one place - i.e. in the form of a "one-stop-shop"

f) As representatives of SMEs are most often unable to devote a lot of time to the analysis of unknown details of modernization projects, the most comprehensive services are preferred (construction with the operation of the installation and a guarantee of the obtained results). This means the necessity to develop the ESCO market on a scale suitable for SMEs.

g) High fragmentation and a large number of SME entities require an adequately developed market of energy auditors and solution providers. This means the need for an evolutionary "market building" - for example, in a manner similar to the main mechanism supporting the thermal modernization of buildings for many years, ie from intensive training of auditors, through a stable and standardized (statutory) financial support mechanism creating incentives for the entire market. So as to create permanent market incentives for the largest possible group of business entities to expand their services with energy auditing and modernization in the SME sector. Maintaining the stability of the "white certificates" mechanism is conducive to such a strategy.





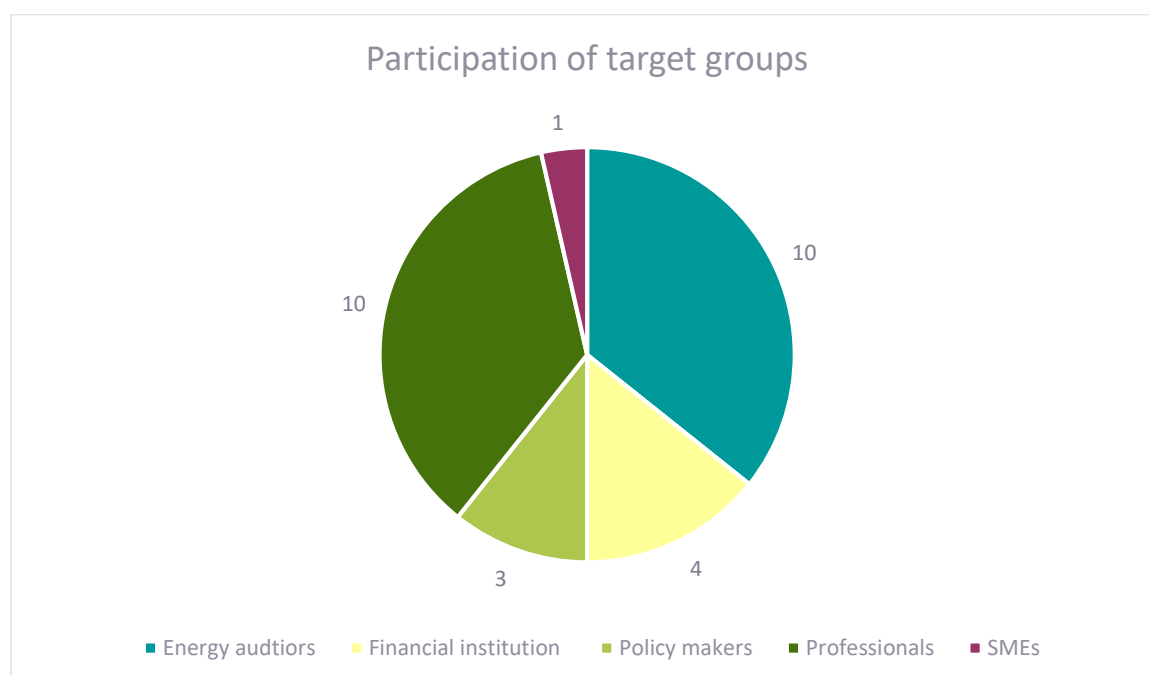
### 3.6. LEAG

#### 3.6.1. TW1 Summary

Date	2.2.2021
Start time	8:50
End time	12:00
Type of meeting	Online meeting - Workshop
Platform	MS Teams
Partner	LEAG
Participants	28

#### 3.6.2. Target groups involved

In the first workshop organized by LEAG that took place on MS Teams platform on 2.2.2021 there were in total 28 participants. Graph below gives a quick overview of the structure of participants. Two best represented target groups are energy auditors and professionals (companies, organizations dealing with energy efficiency). We had 4 attendees coming from the sector of financial institutions, 3 from policy makers and 1 SME.





### 3.6.3. Topics addressed

The workshop was titled:

Workshop - reducing energy use in industry

Why and how to increase the implementation of energy audits in small and medium-sized enterprises.

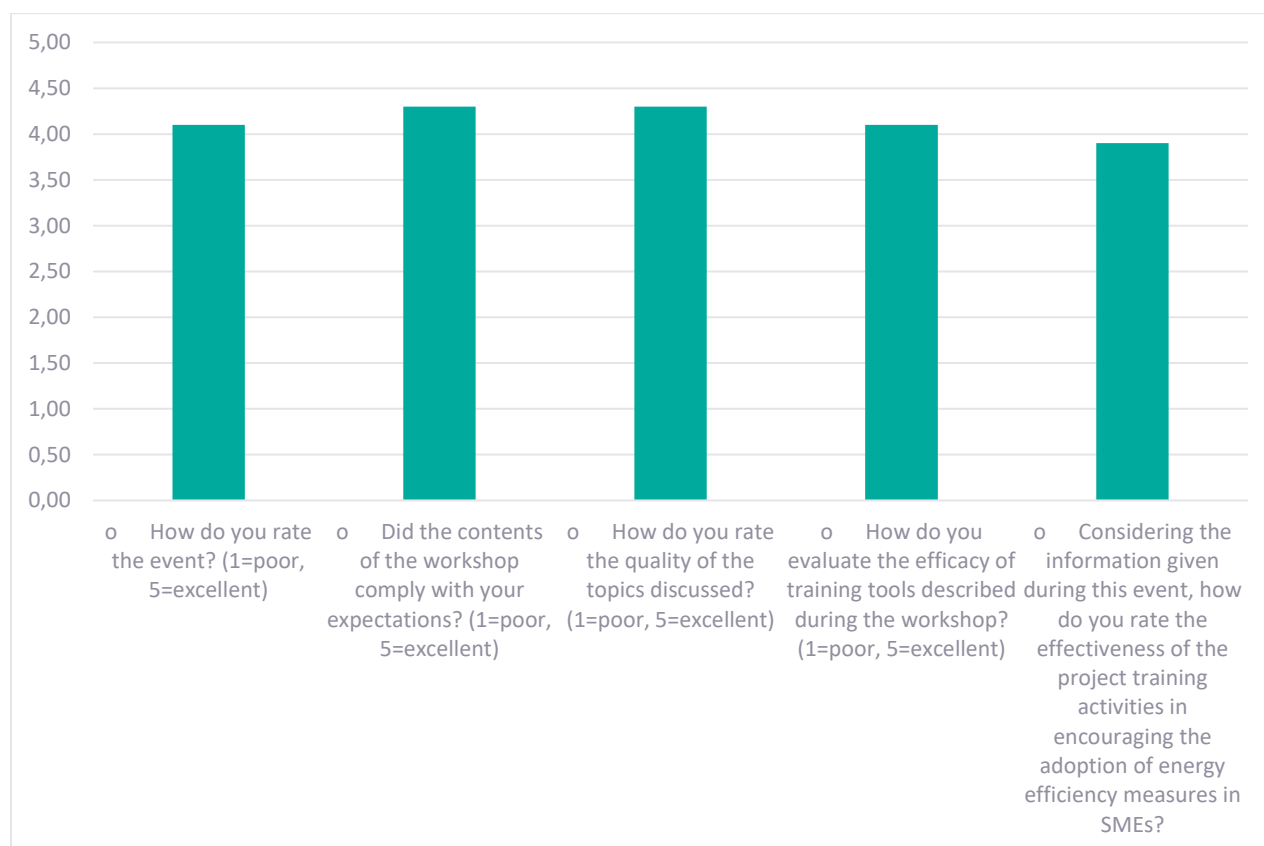
In the workshop, we had in total 7 lectures and a short discussion.

We presented INNOVEAS project, we had presentation about energy audits in companies, why they are necessary, how they are conducted, and what needs to be done in the scope of the audit. Because it is important to for everyone to know how to communicate with the SMEs we had, a lecture from regional development agency that daily works with SMEs. We heard some interesting views and approaches for successful communication with SMEs. We also had a speaker from EKO fund, who presented subsidies and affordable credits that are offered to SMEs in order to improve their energy efficiency and also implementation of energy audits. We also had a presentation about energy monitoring in companies and examples of good practice from various projects that were already successfully completed.

### 3.6.4. Analysis of feedbacks and comments on the event

Analysis of feedbacks collected through the google form.

From the feedback we received from the participants, the event was quite successful. The graph bellow shows a picture of the responses.





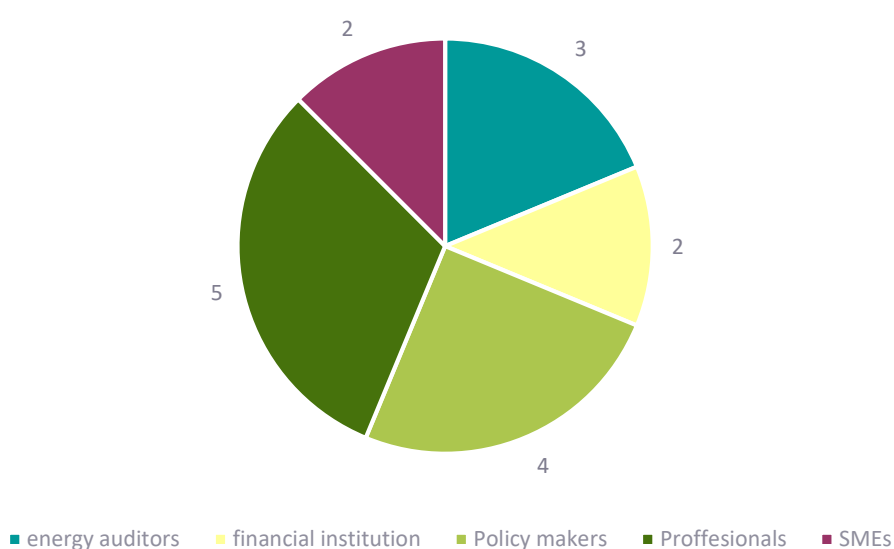
### 3.6.5. TW2 Summary

Date	11.5.2022
Start time	12:50
End time	16:00
Type of meeting	Workshop
Platform	Kranj
Partner	LEAG
Participants	16

### 3.6.6. Target groups involved

The second workshop organized by LEAG took place in one of the conference halls of Municipality of Kranj, on 13.5.2022. In total we had 16 participants. Graph below gives a quick overview of the structure of participants. Two best represented target groups are professionals (companies, organizations dealing with energy efficiency) and policy makers.

Participation of target groups



### 3.6.7. Topics addressed

The workshop was titled:

Workshop - reducing energy use in industry

Energy efficiency in small and medium - sized enterprises in Slovenia

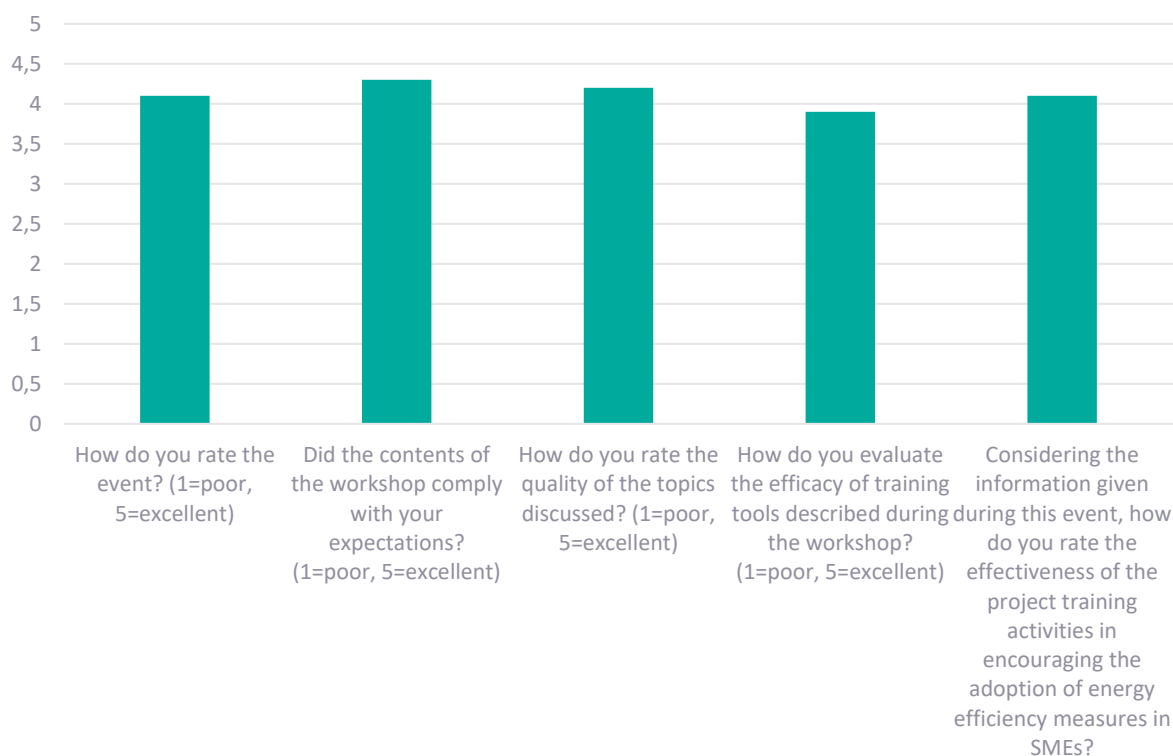
In the workshop, we had in total 4 lectures and a lively discussion.

We presented INNOVEAS project, our work on the project, trainings, and what we learned during the project. During the project we were in touch with many decision makers. We were happy to host a representative of Ministry of infrastructure (ministry that is entitled for energy sector in Slovenia), who shared with us their perspective. He talked about what they are working on and how they are planning to address SMEs, in order to make a change. We also hosted a speaker from regional development agency who talked about their experience with SME, what is important and some examples of good practice in SMEs. After the presentations we had a round table with a lively discussion about how to help, motivate and engage SMEs in their efforts to lower energy consumption and transition in low emission production.

### 3.6.8. Analysis of feedbacks and comments on the event

Analysis of feedbacks collected on the event.

From the feedback we received from the participants, the event was quite successful. The graph bellow shows a picture of the responses.





# 4. Training The Trainers

Training the Trainers, as the third component of the Capacity Building program, are addressed to **intermediaries** and organisations such as industrial associations, or other entities that are responsible for the implementation of an awareness raising and training program directly targeting SMEs and thus are responsible for the sustainability of the project main outcomes.

Training the Trainers are workshops conceived as a real transfer of knowledge and models developed and validated by the INNOVEAS project.

These intermediary organizations are those that will be the initial core stakeholders of the European Alliance, in charge of the sustainability of the Capacity Building Program and of the legacy of the network already established within INNOVEAS project activities (more info on the Alliance can be found in D6.2).

The following sections summarized the main results and lessons learnt of the Training the Trainers workshops per partner.

## 4.1. IIPLE

DESCRIPTION OF TRAIN THE TRAINERS	
<b>TITLE:</b> Energy efficiency for SMEs: Innoveas project overview and tools	
<b>PERIOD:</b> 19 <sup>th</sup> April 2022	<b>DURATION:</b> 2.5 hours
<b>TARGET GROUPS ADDRESSED:</b> Intermediaries: trade and industrial associations interested in the energy sector, auditors' associations, local energy consortia.	<b>N. PARTICIPANTS</b> 8
<b>MAIN OBJECTIVES:</b> Transfer the knowledge acquired in the Innoveas project. Provide an overview of the energy scenario for SMEs, including information on energy efficiency measures, barriers and drivers related to their design and implementation, key players.	



**MAIN CONTENTS:**

## 1. Introduction

- Introduction to the INNOVEAS project;
- Energy audit: What are energy audits, what are the objectives, What tools are needed, what are the related costs, Preparation of a simulation (pre-audit) on a case study,
- European guidelines on energy and climate.

## 2. Financial instruments and incentives framework for the implementation of energy audits and energy efficiency measures;

## 3. Presentation of the training tools tested in Italy during the Innoveas project

- Classroom training
- In-company training (energy pre-audit)
- Video modules introduction
- Transdisciplinary workshops
- Video presentation of the training program

## 4. Trends in the construction sector

- Sectoral framework with respect to energy consumption, technologies and more efficient tools;
- Best practices and development of exercises and case studies.

**METHODOLOGY:**

In presence workshop

**TRAINING MATERIAL:**

Training materials developed by Innoveas project, guidelines for the implementation of the Capacity Building Program, slides of the workshop.

## 4.2. CBG

**DESCRIPTION OF TRAIN THE TRAINERS**

**TITLE:** Energy efficiency for SMEs: Overview and Innoveas instruments

**PERIOD:** 5<sup>th</sup> April 2022

**DURATION:** 1h 30min

**TARGET GROUPS ADDRESSED:**

Intermediaries: trade and industrial associations with an interest in the energy sector, auditors' associations, local energy consortiums

**N. PARTICIPANTS**

7 (4 local energy consortiums and 3 industrial associations).

**MAIN OBJECTIVES:**

Transfer knowledge learnt in the Innoveas project  
Offer an overview of the energy scenario for SMEs, including information on energy efficiency measures in SMEs, barriers and drivers related to their design and implementation, key actors



**MAIN CONTENTS:**

- Introduction of the Innoveas project
- Activities carried out during the innoveas project
- Focus on the assessment tool used: Energia 360
- Practical case studies of auditing activities put in place in order to reduce energy consumption for SMEs
  1. Energy consumptions analysis
  2. Cost reduction opportunities
  3. Lighting
  4. Electric engines
  5. Inverters
  6. Insultation
  7. Air compressors
  8. Cogeneration
  9. Water audit
  10. Energy monitoring

**METHODOLOGY:****WORKSHOP**

One on-line webinar

**TRAINING MATERIAL:**

Slides available [HERE](#)

### 4.3. UTBW

DESCRIPTION OF TRAIN THE TRAINERS Umwelttechnik BW (UTBW)	
<b>TITLE: INNOVEAS - The Learning Platform Energy Efficiency and Climate Protection in SMEs</b>	
<b>PERIOD: 24th May 2022</b>	<b>DURATION: 2h</b>
<b>TARGET GROUPS ADDRESSED:</b> <i>Intermediaries: trade and industrial associations with an interest in the energy sector, auditors' associations, local energy consortiums, public administration</i>	<b>N. PARTICIPANTS</b> 7
<b>MAIN OBJECTIVES:</b>  <i>Transfer knowledge learnt in the Innoveas project</i> <i>Offer an overview of the energy scenario for SMEs</i>	







<i>Showing the online platform which is free accessible, sharing the in-company concept for use by interested stakeholders (open source in MURAL)</i>	
<b>MAIN CONTENTS:</b> <ol style="list-style-type: none"> <li>1. <i>Introduction</i> <ol style="list-style-type: none"> <li>a. <i>Introduction to INNOVEAS project;</i></li> <li>b. <i>Energy audits: What are energy audits? Which are the objectives to conduct an energy audit? What tools are needed? Which are the costs related? Preparing a simulation (pre-audit) on a case study, videos produced during the project; KEFF and KEFF+ check in Baden-Württemberg</i></li> <li>c. <i>European guidelines on energy and climate.</i></li> </ol> </li> <li>2. <i>Presentation of the training tools experimented in the Innoveas project</i> <ol style="list-style-type: none"> <li>a. <i>In-situ training - Learning Platform Energy Efficiency and Climate Protection in SMEs</i></li> <li>b. <i>In-company training – open source workshop concept on MURAL board</i></li> <li>c. <i>Web-based modules (the Videos)</i></li> <li>d. <i>Transdisciplinary workshops – results from discussion</i></li> <li>e. <i>Videos</i></li> </ol> </li> <li>3. <i>Sectorial trends</i> <ol style="list-style-type: none"> <li>a. <i>Sectorial framework from the energy consumption point of view, most efficient technologies and instruments;</i></li> <li>b. <i>Best practices and development of exercises/study cases (100 best practice cases from Baden-Württemberg).</i></li> <li>c. <i>How to improve the participation of “non-interested” SMEs</i></li> </ol> </li> </ol>	
<b>METHODOLOGY: presentation and discussion</b> <b>WORKSHOP</b> <i>On-line webseminar in Edudip with breakoutrooms</i>	
<b>TRAINING MATERIAL:</b> <i>Slides, Mural board for in-house workshop, ISO 50005 practical guide, SBT-tool, link to ecocockpit tool</i>	

## 4.4. A3E

The Training the Trainers in A3E took place in two editions, that are part of a unique training path. The intention of doing it in two days was to be able to also showcase interesting technological solutions for SMEs in these sectors.

DESCRIPTION OF TRAIN THE TRAINERS1	
<b>TITLE:</b> Keys for Energy Transition	
<b>PERIOD:</b> 18 <sup>h</sup> February 2022	<b>DURATION:</b> 2h
<b>TARGET GROUPS ADDRESSED:</b>	<b>N. PARTICIPANTS*</b>





Intermediaries: Aimed at personnel from industrial associations of companies in the chemical, food and construction sectors with an interest in the energy sector, as well as associations of energy auditors and energy agencies.	40 (20 industry associations, 7 Energy auditors, 3 chambers of commerce, 5 energy agencies, 1 Energy cluster, 1 Technological centre, 2 SMEs)  *Including speakers
<b>MAIN OBJECTIVES:</b> Transfer knowledge learnt in the Innoveas project Offer an overview of the energy scenario for SMEs, including information on energy efficiency measures in SMEs, barriers and drivers related to their design and implementation. It has the goal to show, in a very practical way, the steps that companies can take when starting their journey towards the Energy Transition.	
<b>MAIN CONTENTS:</b> <ul style="list-style-type: none"><li>• Introduction of the Innoveas project</li><li>• Activities carried out during the innoveas project and useful training tools for SMEs</li><li>• First step towards the Energy Transition: the energy audit</li><li>• Decarbonisation Strategies in Industry</li><li>• Financial support for the implementation of measures</li><li>• Case Study: Construction</li><li>• Case Study: Food</li><li>• Questions from the public</li></ul>	
<b>METHODOLOGY:</b> <b>WORKSHOP</b> One on-line webinar	
<b>TRAINING MATERIAL:</b> Slides available <a href="#">HERE</a> .	

### DESCRIPTION OF TRAIN THE TRAINERS2

**TITLE:** New technologies for energy saving in industry

**PERIOD:** 3<sup>rd</sup> March 2022

**DURATION:** 1h 30 min

**TARGET GROUPS ADDRESSED:**  
Personnel from industrial associations of companies in the chemical, food and construction sectors with an interest in the energy sector, associations of energy auditors and energy agencies, as well as companies that may be interested.

**N. PARTICIPANTS\***  
66 (43 energy efficiency companies, 5 industry associations, 5 education or technological centres, 2 big companies, 9 SMEs, 2 others)

\*Including speakers



**MAIN OBJECTIVES:**

Transfer knowledge learnt in the Innoveas project  
We help companies to learn about the different types of existing technologies that will help them to achieve greater energy savings in their facilities.

**MAIN CONTENTS:**

- Next steps of the Innoveas project
- Revalorisation of industrial heat
- Energy storage in nitrogen at high pressure
- Electric motors with digital DNA
- Edge computing key to energy digitisation
- How much data do I need? Simplify to save
- Risk management of B2B contracts for gas and electricity supplies
- IoT solution for energy savings in industry
- Questions from the audience

**METHODOLOGY:****WORKSHOP**

One on-line webinar

**TRAINING MATERIAL:**

Slides available [HERE](#).

## 4.5. NAPE

**DESCRIPTION OF TRAIN THE TRAINERS**

**TITLE:** SME market for energy auditors

**PERIOD:** 23/05/2022

**DURATION:** 1,5 h

**TARGET GROUPS ADDRESSED:** energy auditors, energy efficiency experts

**N. PARTICIPANTS**  
62

**MAIN OBJECTIVES:**

Transfer knowledge from Innoveas project with regards to cooperation of energy auditor with SME, presentation of developed training materials to be used to enhance SME to act in energy efficiency improvement.





### MAIN CONTENTS:

1. A new large market for energy auditors - the sector of small and medium-sized enterprises. What services can you offer? Experience from the innoveas project.
  - Presentation of innoveas project
  - Results of barrier analyses and insights from innoveas in-situ training
  - Training materials
  - Training videos
  - Main findings on cooperation with SME – INNOVEAS in-company training
2. White certificate system - current state after legislative changes, examples of modernization projects. Planned legislative changes - the Fit for 55 package.

White Certificate schemes was one of the most interesting topics during the in-situ training, big gap of knowledge about it was identified by NAPE, therefore it is an important topic to address when cooperating with SME in the scope of improving energy efficiency.

### METHODOLOGY:

on-line webinar

TRAINING MATERIAL: <https://zae.org.pl/bezplatny-webinar-online-pt-rynek-msp-dla-audytow-energetycznych-23-05-2022-r/>

## 4.6. LEAG

### DESCRIPTION OF TRAIN THE TRAINERS

**TITLE:** Workshop - free material for educating entrepreneurs

**PERIOD:** 19th May 2022

**DURATION:** 2h

**TARGET GROUPS ADDRESSED:**

*Intermediaries: trade and industrial associations with an interest in the energy sector, auditors' associations, local energy consortiums*

**N. PARTICIPANTS**

**12 (local energy consortium, energy auditors)**

**MAIN OBJECTIVES:**

*Transfer knowledge learnt in the Innoveas project*

*Offer an overview of the energy scenario for SMEs*

Introduce participants with what has been done in the scope of INNOVEAS, presentation of online platform, sharing key findings and advise for future trainings





### MAIN CONTENTS:

#### 1. Introduction

a. Urgency to act, and to address SMEs, role of SMEs

b. Introduction to INNOVEAS project

- about the project,

- goals,

- what has been achieved (trainings, interviews, videos, barriers, etc.).

c. Energy audits

- What are energy audits,

- Legislation,

- Methodology,

- Why implement them,

- Structure and what is important,

- financial instruments and incentives for energy audit.

d. Financial instruments and incentives:

- subsidies for SMEs,

- framework for implementation and energy efficiency measures,

- energy poverty in SMEs,

- importance of learning, available trainings.

#### 2. Presentation of the training tools experimented in the Innoveas project

- In-situ training

- In-company training

- Web-based modules

- Transdisciplinary workshops

- Videos

- Lessons learned

#### 3. Sectorial trends

- Trainings

- Best practices and development of past efforts – results

### METHODOLOGY:

#### WORKSHOP

On-line webinar, MS Teams platform

### TRAINING MATERIAL:

Slides, produced training material





# 5. Conclusion

The Capacity Building Report collected the main findings from the activities implemented by partners as a result of the Capacity Building Programme. This report specifically summarized 2 out of 3 of the main components of the programme, namely the activities addressed to the stakeholders (the Transdisciplinary Workshops) and the Train the Trainers.

Overall, 12 Transdisciplinary Workshops were organized, involving more than 700 stakeholders, mainly involving Small and Medium Enterprises in the manufacturing industries. More in details, the whole attendance can be roughly summarized as follow:

- 30% belonging to industries, especially SMEs, and industrial associations.
- 25% belonging to professionals expert in the field of energy efficiency.
- 25% belonging to policy makers, public administration and other institutional actors.
- 20% belonging to energy auditors, financial institutions and research institutes.

Moreover, 6 Train The Trainers were organized, involving more than 150 stakeholders, mainly energy auditors, industrial associations and other intermediary organisation that aim to support companies in implementing energy efficiency procedures.

The several positive feedbacks received highlight the importance of the Capacity Building Program. Both the involved stakeholders as well as INNOVEAS Partners themselves benefit from the activities. Indeed, on the one hand, stakeholders who took part of the workshops and the training were satisfied about the addressed topics, which have contributed to increase their knowledge on energy efficiency challenges and business opportunities. On the other hand, INNOVEAS partners took advantage from open discussions and the received feedbacks that have allowed them to better understand companies needs and willingness for the future.

Moreover, fundamental was considered the cross-contamination among partners and their cooperation, that allowed to preliminarily engage key stakeholders working on common topics of interest in the field of energy efficiency.

Accordingly, due to the positive results of the Capacity Building Programme, INNOVEAS partners agree in the establishment of a Business Alliance for Climate and Sustainable Energy, having the goal of enhance the sustainability of the Capacity Building Programme and assuring the legacy of the established network. Details about the Alliance can be found in D6.2.

