



D5.6 Dissemination Report

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Technical References

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¹ PU = Public

PP = Restricted to other programme 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)

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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 programme, aiming at addressing the major non-technical barriers that most often hamper the adoption of 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 programmes 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 programmes, 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 programme 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.

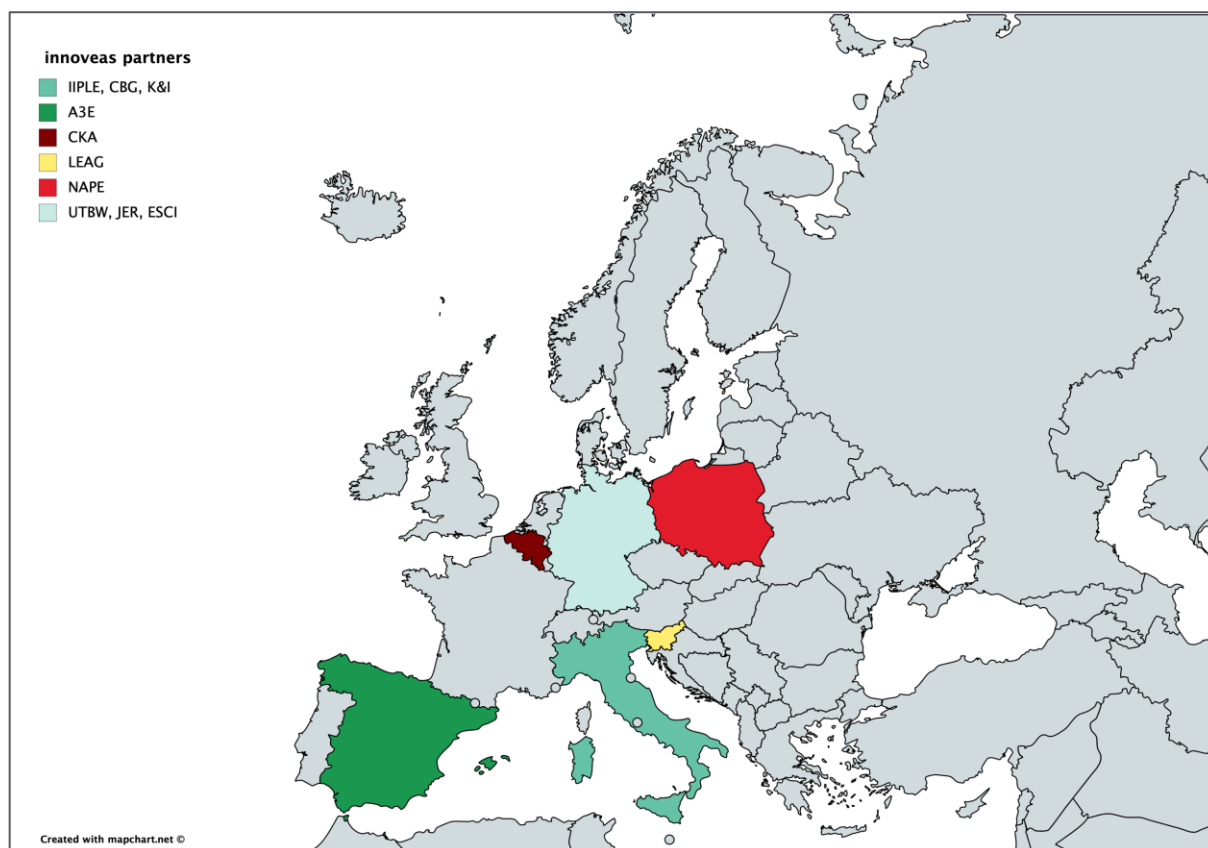
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0. Introduction

The overall objective of the communication and dissemination activities is to ensure that the innoveas project concept, its activities and results are shared with and understood by relevant stakeholders and the public in a clear and consistent manner.

The Dissemination Report (D5.6) includes all C&D activities performed from M1 to the end of the project in M36. It lists all the original content produced and analysis the distribution channels of INNOVEAS. This report not only includes Communication and Dissemination activities led by the work package leader ESCI, but by all members of the INNOVEAS consortium.

1. Dissemination and communication activity

1.1 Communication Master Plan

Within the first three months, ESCI developed the overall communication strategy activity for the INNOVEAS project. This was formulated in deliverable **D5.1 Communication Master Plan**, which outlined the communication and dissemination activities planned by the INNOVEAS partners for the duration of the whole project. The document was produced in M3 and described the overall communication strategy for the consortium. It functioned as a guide for all project partners when conducting dissemination activities. This deliverable was considered the baseline document for the communication and dissemination activities.

After 12 months the initial Communication Master Plan has been updated and adjusted to the developments and progresses of the project.



1.2 Visual Identity

By M1, ESCI had developed the **visual identity** of the INNOVEAS project and has presented a logo to be used for internal and external project communication (document templates, presentations, project website and other communication materials).



Figure 1: Logo and baseline

The design of this logo is not purely based on aesthetic grounds, but it also meets a number of assessment criteria a good logo should satisfy:

Table 1: Assessment Criteria of the Project's Logo

Logo features	Criteria met
readability and ability to stand out in different contexts (e.g. colour, black & white and negative versions);	√
good performance both in small and big dimension ;	√
potential to evolve into other graphic materials (e.g. a graphic layout for brochure, postcards, newsletters, website that are clearly inspired by the logo.);	√
ability to deliver the project's topic , particularly the round shape referring to the earth and the green leaf that is meant to express the reduction of energy consumption	√
uniqueness and ability to differentiate from other existing logos;	√
applicable in a multi-country context ;	√
ability to capture attention in cluttered/confused context .	√

After the corporate identity had been fully developed by the ESCi designers, the partners were also provided with templates of PowerPoint presentations and Word documents to be used in relation to the INNOVEAS project. This Deliverable is one example that is based on one of these templates.

Any dissemination activities and publications released by INNOVEAS, including the project website, specifies that the project has received Community research funding and displays the European emblem. All publications include the following statement:



This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement N°847095



“This project has received funding from the European Union’s Horizon 2020 research and innovation programme under grant agreement No 847095.”

1.3 Creation of Editorial Content

The core activity of WP5 was the creation of original content to promote and feature the project on different dissemination channels.

Original content has been placed at the heart of WP5. A variety of editorial and visual content has already been developed in the first 18 months to share on INNOVEAS channels, media multipliers and on social media, and this has continued in the final 18 months until M36.

1.3.1 Interviews

At different stages of the project we interviewed internal experts in the field of energy efficiency and energy audits. These **interviews** aimed at a specialist audience as also to a general audience.

All interviews have been produced and disseminated as a video file.

Table 2: Interview partners and direct links to interviews

Interview partner	Link to interview
Andrea Declich, K&I	https://www.youtube.com/watch?v=W4-CjBRZww
Dr. Hannes Spieth, UTBW	https://youtu.be/zpw88eurQU
Dr. Joa Bauer, UTBW	https://youtu.be/CFMZ20OVddQ
Dr. Uli Jakob, JER	https://youtu.be/NrTFjkak40w
Patrick Crehan, CKA	https://www.youtube.com/watch?v=Pw3LfeX0J7U
Marek Amrozy, NAPE	https://youtu.be/gTwZ-FBvzVo





1.3.2 Journalistic articles

The Communication Master Plan had foreseen the publication of **four journalistic articles** on INNOVEAS during the period of the project.

Anchored as always on the project website, they have been shared with influential multiplier websites in specialist media, stakeholder networks and established online groups on platforms like LinkedIn. All articles have been pitched to local, national and international media within the European Science Communication Institute network.

The topics selected in close cooperation with the project coordinators focus on the food, chemistry and construction sectors and show best practice examples from the various partner countries.

Table 3: Titles of the published articles and direct links to publications

Nr	Date of publication	Title	Language/s	Link	Views (status 20.05.2022)
1	02.2020	Written interview with Frédéric Mathot, Co2 Strategy	English	https://innoveas.eu/wp-content/uploads/2021/02/Interview_MATHOT_final.pdf	unknown
2	04.2021	Green Revolution-Medium sized enterprises show the way	German, English, Spanish, Italian, Portuguese, French, Dutch	https://ee-ip.org/en/article/green-revolution-medium-sized-companies-show-the-way-lessons-from-two-spanish-companies-in-the-chemical-industry-5777	149
3	04.2022	Feeding the world, preserving the planet	German, English, Spanish, Italian, Portuguese, French, Dutch	https://ee-ip.org/en/article/feeding-the-world-preserving-the-planet-1-6432	32
	04.2020	Nutrire il mondo-preservando il pianeta	Italian	https://www.nonsoloambiente.it/nutrire-il-mondo-preservando-il-pianeta	unknown
4	04.2022	Building a greener future, one SME at a time	German, English, Spanish, Italian, Portuguese, French, Dutch	https://ee-ip.org/en/article/building-a-greener-future-one-sme-at-a-time-6439	45





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04.2022	Budowanie bardziej ekologicznej przyszłości	Polish	https://inzynieria.com/budownictwo/wiadomosci/64068,budowanie-bardziej-ekologicznej-przyszlosci	unknown
04.2022	Nutrire il mondo-preservando il pianeta	Italian	https://www.nonsoloambiente.it/nutrire-il-mondo-preservando-il-pianeta	unknown
04.2022	EU-funded project Innoveas pushes energy audits in industry	English	https://www.industrial-production-worldwide.com/news/eu-funded-project-innoveas-pushes-energy-audits-in-industry	unknown



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1.3.3 Press Releases

Throughout the duration of the project, **four press releases** have been produced by ESCI and distributed to draw attention to the project. They promoted important project milestones, conferences or workshops and as well as the publication of results from INNOVEAS.

The first press release (08.2019) raises awareness about the project just after the kick-off meeting:

- <https://innoveas.eu/the-power-of-energy-audits/>

The second press release (10.2020) accompanies the launch of the training website:

- <https://innoveas.eu/press-release-how-to-link-energy-transition-and-company-success/>

The third press release resumes the workshop held at European Sustainable Energy Week 2021, where INNOVEAS joined forces with six related Horizon 2020 projects:

- <https://innoveas.eu/press-release-towards-a-decarbonized-europe-increasing-energy-efficiency-in-smes-for-a-clean-energy-transition/>

The fourth and last press release is published end of May 2022 to report on the results - first and foremost the Alliance - and to remind the continuation of the trainings website:

- <https://innoveas.eu/climate-change-and-increase-in-energy-costs-perspectives-and-strategies-for-european-smes/>

1.3.4 Info-Graphics

It was foreseen to create **six info-graphics**, aiming to demonstrate the key concepts, best practices and results in an eye-catching format.

We decided to design six individually meaningful info-graphics, explaining the status and goals of the project. Once put together these six graphics make a large self-explanatory poster-in a board game style-showing step by step the development of the project.

The graphics have even been animated and have been highly useful in many scenarios, including twitter, explanatory videos and as a poster.



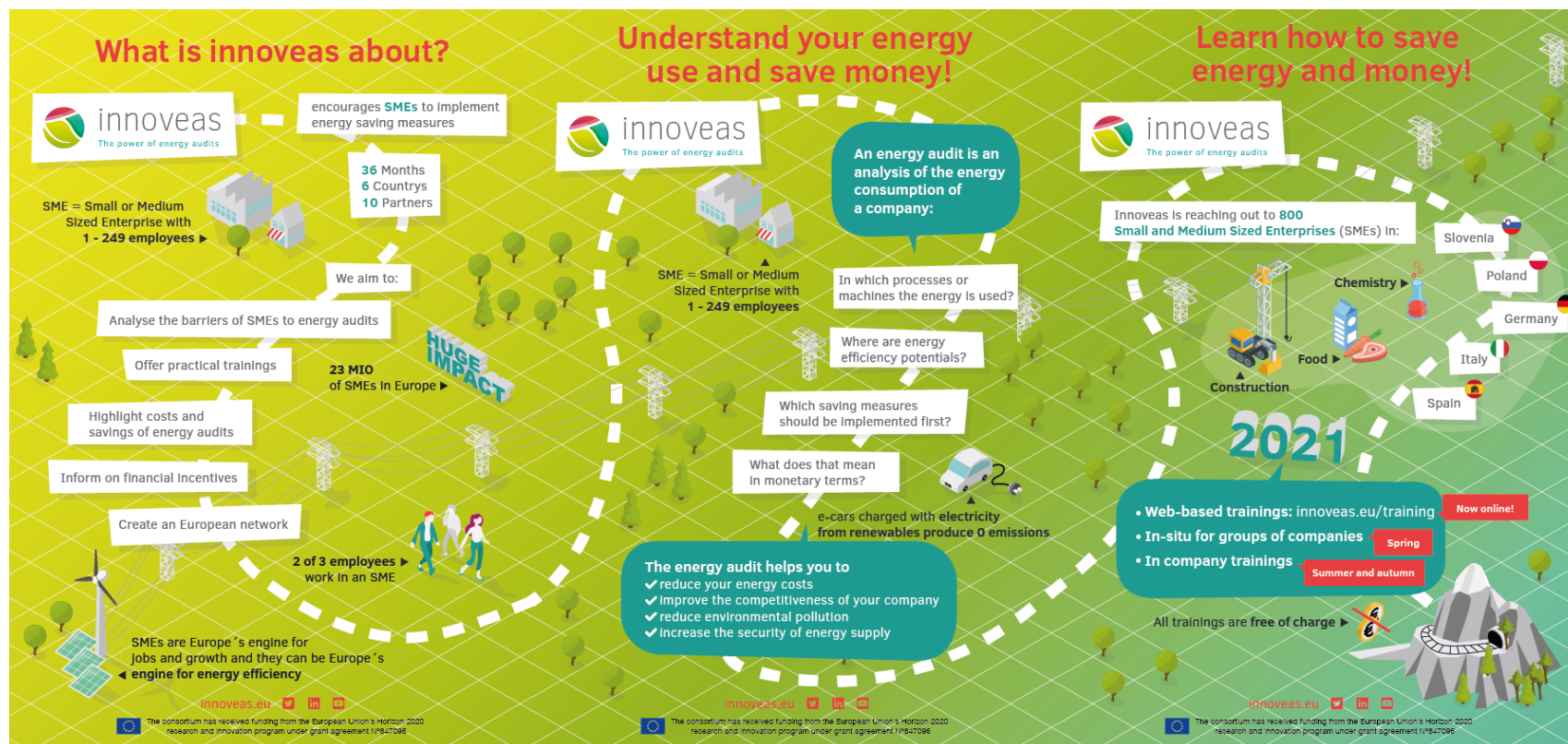


Figure 2: Infographics 1 to 3



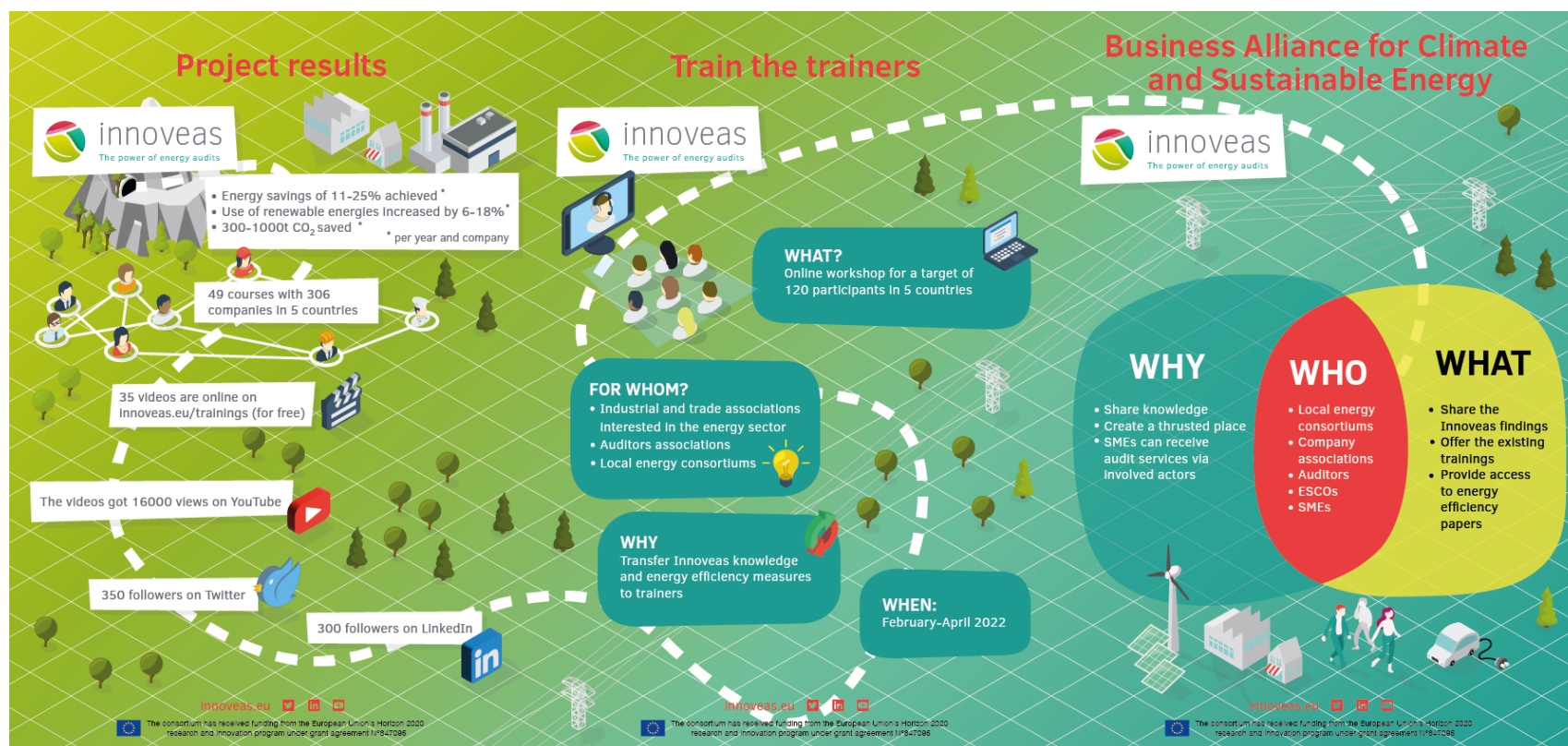


Figure 3: Infographics 4 to 6





1.3.5 Factsheets /Newsletter

Initially it was planned to release three project **factsheets** in August 2020 to catch the audience attention on the training activities starting in October 2020.

But the COVID-10 pandemic changed the organisation of the training activities: all trainings needed to be organised on-line and the contact to the target groups (information, invitation etc.) had to be brought to a virtual level. Therefore ESCI (in close cooperation with the coordinator and the whole consortium) decided to create a **newsletter** draft in the INNOVEAS corporate identity, in 5 languages. On the website we added a section “subscription for newsletter” to maximise the network.

The idea was to use the newsletter to inform about the training activities and to announce upcoming project events (like the EUSEW conference as well as the final conference).

1.3.6 Flyer and Poster

The printed project **flyer** on INNOVEAS has been produced in M6 and a total of 700 copies has been sent by post to the partners for their dissemination activity.

The goal of this flyer is to provide essential information about the project and its objectives. It is designed for wide distribution at fairs and conferences for all partners so that they can distribute them individually to potential end-users and other stakeholders.

The electronic version of the flyer in pdf-format is available in all country languages and is downloadable from the INNOVEAS website:

➤ <https://innoveas.eu/documents/>

The Slovenian partner reached his target groups almost exclusively with the flyer: LEAG distributed it over 5000 times.

To respond to the opportunities for static display or visual support, a **Poster** and a **Roll-up Poster** giving the key facts of the project have been designed and made available for all consortium members to produce and use themselves in M6. The roll-up is available in English and Italian.

It was foreseen to **update the flyer, and if needed the roll-up**, but the COVID-19 pandemic has made all presence events impossible and thus also the distribution of flyers.





Figure 4: Roll-up in Italian Language



Figure 5: Roll-Up in English Language





1.3.7 Training Tool Kit

In close cooperation with the project coordinator, it has been decided to restructure the whole INNOVEAS website in April 2022, focussing on the Training Contents and its user friendliness. Therefore, the Training Tool Kit is not a detached document, but incorporated in the website make-over.

In 1.5.1 we describe in depth the development of the website and its training platform.

1.3.8 Video Productions

All in all, ESCI developed **20 videos** for INNOVEAS.

The first one was the **introductory video** (D5.4) using animation and clear call to actions aiming to capture and keep the attention of target audiences. The video has been produced in M8 and mixes footage, easy-to-understand information and animations. It serves as a vital introduction for INNOVEAS audiences, a key feature of the website and for repeated exploitation at external events and various social media channels (Twitter, LinkedIn, YouTube). It addresses a wide range of audiences and increases awareness that energy efficiency is important.

The video has been produced in English, with subtitles in English, Italian, Spanish, Polish, German and Slovenian:

➤ <https://www.youtube.com/watch?v=GjXaQxuhQlw>

At the last face-to-face project meeting (in November 2019 in Ljubljana at LEAG) before the COVID-19 pandemic, ESCI interviewed the project partners and produced **5 videos about the meaning of energy efficiency**, about the key message of the project etc. These general awareness raising videos were very helpful to create a network in the beginning of the project. They can be found [here](#).

At a later stage ESCI produced the 6 video interviews, see 1.3.1.

For the promotion of the INNOVEAS [Midterm conference in November 2020](#) and the workshop at [European Sustainable Energy Week in October 2021](#) ESCI produced two teasers.

For Task 4.1.4 ESCI produced six training videos for the six partners doing training activities. The videos of around 3 min follow all the same script, but are different in their languages and in the topic each partner has decided to focus at.

The videos can be found as follows: [IIPLE](#), [CBG](#), [A3E](#), [LEAG](#), [UTBW/JER](#), [NAPE](#).





1.4 Scientific publications, conferences, workshops and events

1.4.1 Scientific publications

Two scientific publications have been published since June 2019.

Table 4: Scientific publications M1-M36

Nr	Title	Author/s	Direct link
1	Energy Efficiency Solutions for Small and Medium-Sized Enterprises	<ul style="list-style-type: none">• Joanna Southernwood,• Grigoris K. Papagiannis,• Erudino Llano Güemes,• Luisa Sileni	https://www.mdpi.com/2504-3900/65/1/19
2	SME's, energy efficiency, innovation: a reflection on materials and energy transition emerging from a research on SMEs and the practice of Energy Audit	<ul style="list-style-type: none">• Andrea Declich,• Gabriele Quinti,• Paolo Signore	https://www.mattech-journal.org/articles/mattech/full_html/2020/05/mt200065/mt200065.html

1.4.2 Scientific conferences, workshops and events

Dissemination and Communication activities also entailed the participation to external events and the organisation of project events, including the final conference in M36.

Under normal circumstances, conferences and sector events are a good opportunity for networking and to raise awareness of the project. Until March 2020, partners were attending conferences and sector events and had received copies of the INNOVEAS brochure and roll-up posters to distribute to interested parties and to present the project and increase its outreach among our target groups. INNOVEAS partners had shown lots of energy and enthusiasm to participate in events, to talk about the project and share knowledge among their peers.

The COVID-19 pandemic had a significant impact on this activity, as most conferences were cancelled or moved to the virtual world. Still, in the last 36 months the consortium partners of INNOVEAS organised and/or attended a total of 104 events where they were either presenting INNOVEAS concepts, methodologies or results. Annex 1 “Participation to external events” provides an overview of these events.





1.4.3 Interaction with other EU projects

The INNOVEAS consortium engaged with similar projects and initiatives (more than 10 online meetings have been held). ESCI and IIPLE participated in the organisation of the joint webinar “Towards a decarbonized Europe: Increasing energy efficiency in SMEs for a clean energy transition” with related initiatives (SPEEDIER, DEESME, E2DRIVER, ICEEE, SMEmPOWER efficiency, SPEEDIER and Triple A projects) as part of the European Sustainable Energy Week (EUSEW) extended program 2021. The event has been covered by social media channels, a teaser has been edited and a Press Release has been written for this occasion.

At the final conference on 16.05.2022 SPEEDIER, DEESME, E2DRIVER, ICEEE, SMEmPOWER efficiency, SPEEDIER projects participated actively.

1.5 Online Dissemination Channels

1.5.1 Project Website

The INNOVEAS website domains **www.innoveas.eu** was registered in M1 by ESCI on behalf of the consortium. The project website (D5.2) **www.innoveas.eu** was launched at the end of M4 as planned. Over the course of the project, the website was enriched with more and more content, such as news on the project, the publication of articles and especially the training contents. Table 7 provides an overview of the content featured on the INNOVEAS website.





Table 5: INNOVEAS website features – 1.09.2019-31.03.2022

Page	Subpage	Feature
About INNOVEAS		
	The Project	INNOVEAS in a nutshell
	Project Organisation	Consortium partners and Work Packages, Advisory Board
	Financing	EU funding information
	Energy Audits for SMEs	General explication about the concept of Energy Audits and its relation to SMEs
	Training platform	Open access to training content in 5 languages
	News and Events	Relevant News & Events with news from the project, relevant events, press releases. The events sections will be regularly updated and populated by all the initiatives, which may be of relevance to the innoveas stakeholders. Publication of journalistic articles and events on the website will be in conjunction with their release, as the web will be their primary distribution platform. All contents published on the website will be accessible to all visitors, with no specific restrictions.
	Partners	List of all partners with logos, a short company description and link to website of partner.
	File Share platform for partners	Access for consortium partners to the protected share point
Results		Public Deliverables, Flyers and Press Releases
Contact		Contact details of Project Coordinator and Communication WP Leader (ESCI)
Header and footer “Follow us”		Link to innoveas’s profile on various social media platforms such as Twitter, LinkedIn and YouTube will be provided to ensure the highest visibility of the project on the web and to increase the projects outreach.
Legal Information		Legal information on who is responsible for the website and data protection issues will be given in this section.

The training materials - being the core result of this project - have been produced by partners in their own national language and have been published on new section of the website in October 2020 (Figure 6).



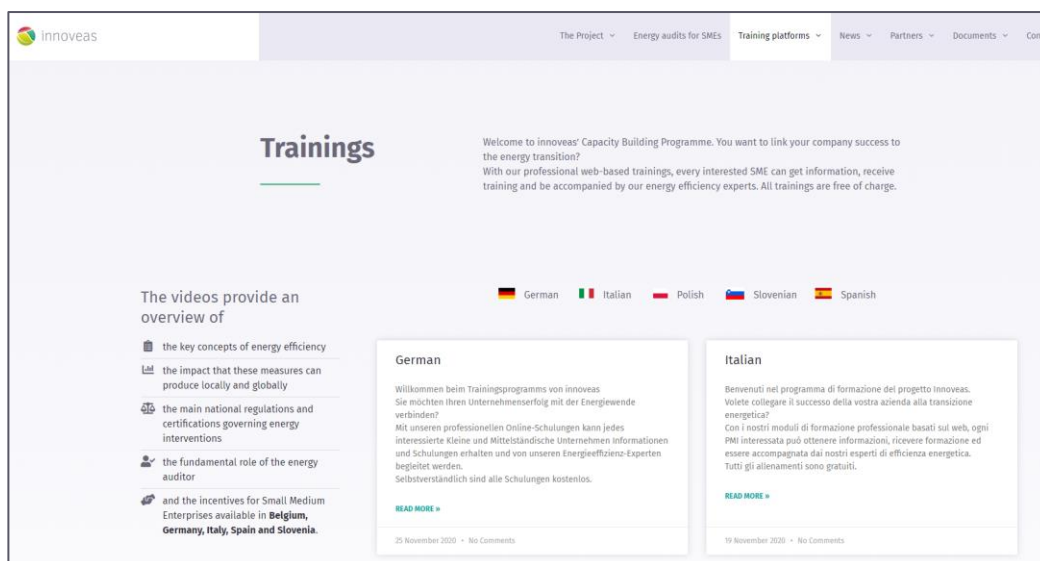


Figure 6: Screenshot of <https://innoveas.eu/trainings/> in October 2020

From the very beginning this **training platform** was thought as an open access platform, all interested users being able to use, download and share the materials to upskill and augment their knowledges. It is intended for everyone who is interested in the topics, as well for trainers and representatives of VET centres, wanting to add these materials and references to already existing or new courses.

The final training tool kit platform has been delivered in April 2022. It will be updated and modified by partners, if needed with technical support by ESCI for the coming 3 years, meaning until May 2025.

Since April 2022 the training contents are placed in a prominent way, directly on the landing page itself, as shows Figure 7.

A short and informative description leads the user to the training contents in his/her language (Italian, Spanish, Polish, Slovenian and German), see Figure 7.

The structure of the different training materials leans on the structure of the capacity building programme, as there are:

- **Step 1 – Introductory videos to training, the web-based modules realized by each partner in national language.**
- **Step 2 – Training materials from in-situ activity**
- **Step 3 – Auditing activity**

The training platform has been developed as a clear and guided path inside the training programme, therefore users will be able to proceed from one step to the following, by clicking the corresponding button.

At each step, a clear description of the contents and study methodology will be offered to users to allow them to be independent while training and approaching the slides and references.

In this way, learners or trainers will be able to combine the available materials and contents and create their own training programme to cover the skills and fields of interest they are more linked to.



If the user is interested in learning more about the project itself, all initial website contents will remain available for at least 3 years. The partners have a protected access to their training material repository on the website, it is therefore possible to upload training materials for at least 3 years after the project ended.

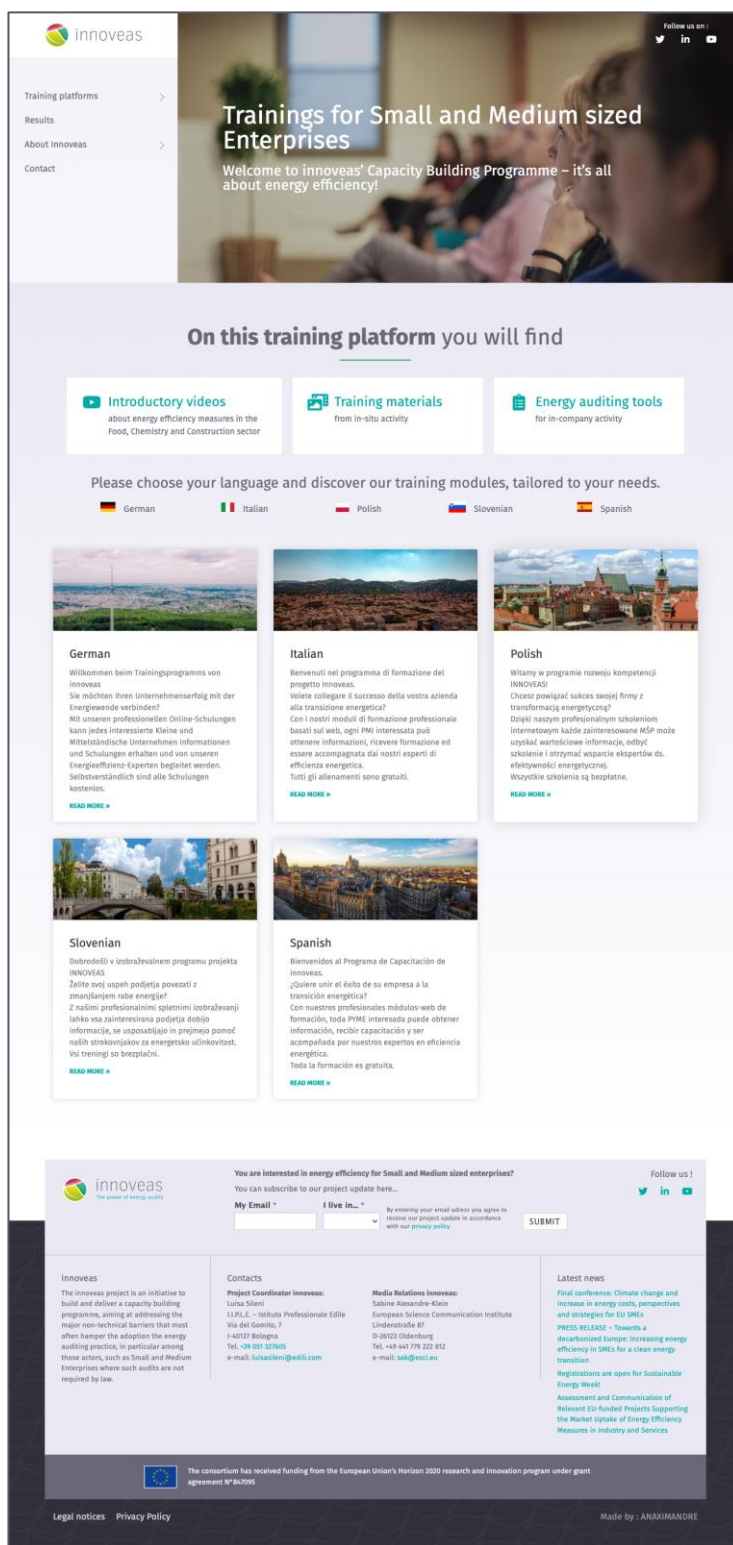


Figure 7: innoveas.eu landing page/Training platform, April 2022



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1.5.2 Social Networks

Social networks are used to inform and stay connected with the professionals, policy makers and scientific community. The INNOVEAS **Twitter** and a **LinkedIn** account were launched in M1, the INNOVEAS **YouTube** channel was created with the publication of the Introductory Video in M4. The accounts are fed regularly with contents related to INNOVEAS, either with original content (as described in section 1.3) or external content related to the networks that INNOVEAS wants to reach.

INNOVEAS started its Twitter feed in M1 during the Kick-Off Meeting. Figure 8 provides a snapshot of the INNOVEAS Twitter page. Similarly, the INNOVEAS LinkedIn page (Figure 9) was created in M1.



Figure 8: INNOVEAS Twitter page in May 2022



Figure 9: INNOVEAS LinkedIn page in May 2022

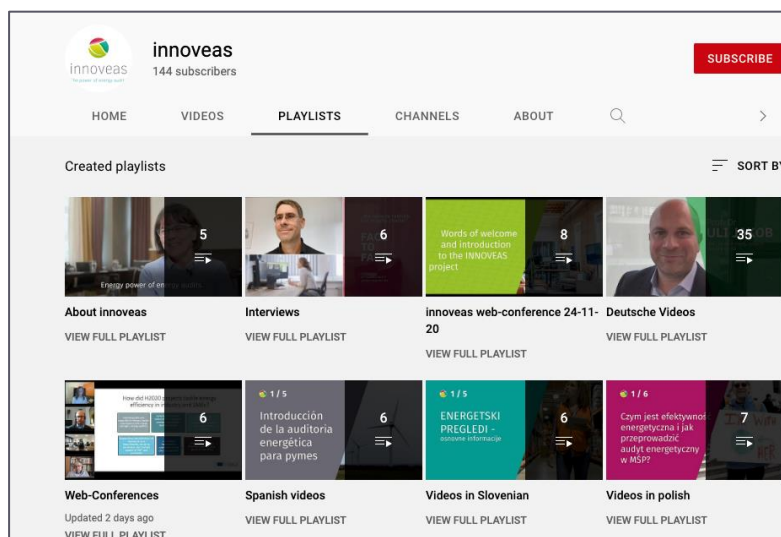


Figure 10: INNOVEAS YouTube channel in May 2022

1.5.3 Newsletter and Mailings

The use of the newsletter template and of the list of subscribers (collected via the project website) has been different for every partner of the consortium. Most of the partners used the newsletter template on a regular basis, once or twice a year. As of M36, the Newsletter has 140 subscribers. In total 15 INNOVEAS Newsletters have been released:

- **Belgium: 6 subscribers (0 newsletter)**
- **Germany: 40 subscribers (6 newsletters)**
- **Poland: 11 subscribers (3 newsletters)**
- **Spain: 33 subscribers (5 newsletters)**
- **Slovenia: 9 subscribers (0 newsletter)**
- **Italy: 20 subscribers (3 newsletters)**
- **Other countries: 21 subscribers (1 newsletter, in English)**

All partners continued to send corporate company newsletters to their databases, and within these mailings they also informed about the INNOVEAS trainings. As of M36, the partners reached out to 19.780 contacts:

- **Germany: 11 mailings (5580 contacts)**
- **Poland: 3 mailings (1200 contacts)**
- **Spain: 50 mailings (5000 contacts)**
- **Slovenia: 2 mailings (1000 contacts)**
- **Italy: 10 mailings (7000 contacts)**



1.6 Final Conference

Due to COVID-19 pandemic, the final conference was planned as a virtual event and took place on Monday, May 16th 2022 from 14-17.30 CET, in M36 of the project.

1.6.1 Preparation

The project coordinator Luisa Sileni developed the structure of the conference, which was approved unanimously by the consortium. It was agreed, that as a digital event with a limited attention level, the conference should not exceed 3,5 hours. Each contributor prepared a 10-15 minutes presentation and was asked to leave room for questions and answers. Figure 11 shows the final agenda.



Figure 11: Agenda of the Final Conference

1.6.2 The actual event

In the introduction, the participants were welcomed, and informed that the session would be recorded and made available in the following days. The conference then proceeded as planned, with no serious

technical problems. The participants were able to ask questions in the chat, which were then answered. Some speakers were not able to stick to their time limit, so that the event finished with 30 minutes delay, at 18h. Over the course of the event, a total of 62 participants joined the event (plus 9 moderators, 13 speakers and 2 interpreters).



Figure 12: Hybrid Final Conference 16.05.2022

After the event ESCI did some minor editing on the recording, like cutting the coffee break and published the video on YouTube. The final recording has now a length of 3:43 hours and can be viewed clicking the following link: <https://youtu.be/CjXIZ5U0gYE>

2. Monitoring of Online Activity

The online corporate image of INNOVEAS is the result of a patient, coherent and consistent implementation of our online communication strategy which has been channelled not only through the INNOVEAS website, but also through different social media platforms, namely Twitter, LinkedIn and YouTube. The posts contained only a limited amount of references from external sources, as most content produced on the INNOVEAS social media platforms were either on the dissemination of tailor-made publications on the project or on the promotion of meetings and where the members of the consortium of INNOVEAS were participating.

2.1 Social Media Analysis

The online community built around the three different INNOVEAS social media channels amounts to 814 members (data until 22th May 2022). Breaking up by each platform, the subscribers are distributed as follows:

- Twitter has 336 followers
- LinkedIn gathers 340 followers
- YouTube amounts up to 138 subscribers



In terms of publications, the consortium running INNOVEAS has created and disseminated 760 publications across its three social media platforms, with 346 tweets on Twitter, 312 posts on LinkedIn, 100 videos and two scientific papers.

As expected, there has been a steady increase of followers as time went by, with no dramatic peaks.

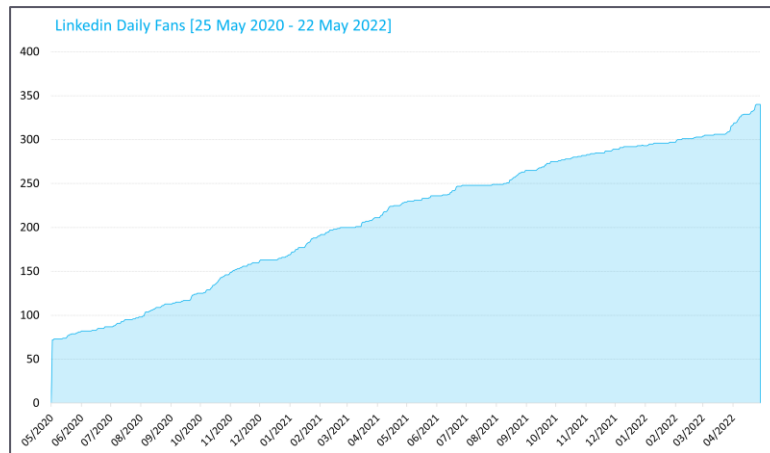


Figure 13: Growth of followers INNOVEAS LinkedIn channel

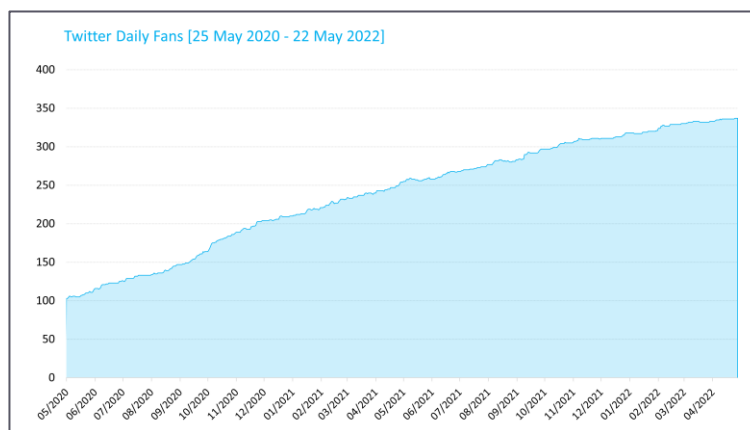


Figure 14: Growth of followers INNOVEAS Twitter channel

Overall, Figures 13 and 14 show that the size of the community and the rate of interactions grew with the quantity of content posted. INNOVEAS stands as a reliable, well-trusted source of information when it comes to energy efficiency measures for Small and Medium Sized Enterprises.

But which posts were most popular?

As Figure 15 shows, the most prominent publications in in RP 1 is about the training videos to come. The publication reached 867 people and has been shared/liked or commented 21 times.





Figure 15: Most popular tweet from 15.10.2020 (RP1)

The most prominent publication on Twitter in the second RP is a tweet after a Consortiums Meeting in June 2021. It reached 1.100 people and has been shared/liked or commented 15 times.



Figure 16: Most successful twitter post from 9.06.2021 (second RP period)

The most prominent publication on LinkedIn in the first RP is a post after the mid-term conference. It reached 760 people, and has been shared/liked or commented 27 times.

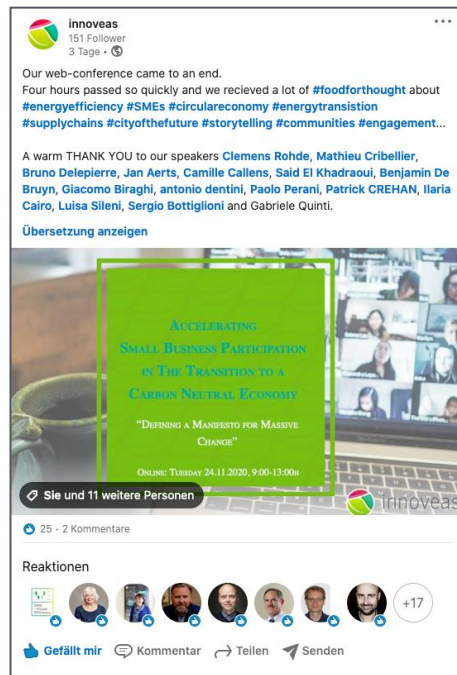


Figure 17: Most prominent LinkedIn post from 24.11.2020 (first RP period)

The most prominent publication on LinkedIn in the second RP is the interview with Marek Amrozy (NAPE). It reached 1100 people, and has been shared/liked or commented 38 times.

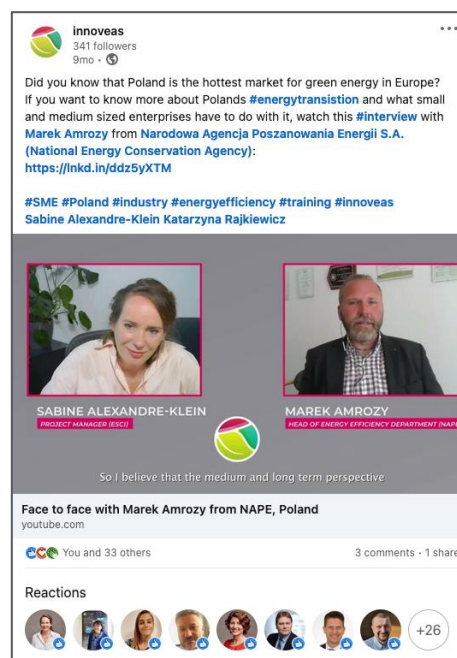


Figure 18: Most successful LinkedIn post from 6.09.2021 (second Reporting Period)

YouTube is the platform we decided to use not only for the corporate videos produced by ESCI but above all and most importantly for the training videos. The channel has gotten a total of 20.082 views, with a total watch time of 1700 hours. The most viewed videos on YouTube are therefore the Training videos by the consortium partners.



1. “Tools zur Klimaberechnung” (Tools for climate financing), a recording of a web seminar by the german partner UTBW: **1.808 views**
2. “Caso de éxito en una empresa del sector Químico”(Best practice in a company of the chemical sector) by the Spanish partner A3E: **1.696 views**
3. „Best practice: Energiemanagement in der chemischen Industrie“ (Best practise: Energiymanagement in the chemical industry) by the german partner UTBW: **1.458 views**



Figure 19: Thumbnail of "Tools zur Klimaberechnung" by UTBW



Figure 20: Thumbnail of "Caso de éxito en una empresa del sector Químico" by A3E



Figure 21: "Best practise: Energiemanagement in der chemischen Industrie" by UTBW

2.2. Website Analysis

Google Analytics is by far the most common analysis tool, but it has a clear disadvantage for organisations who need to comply with GDPR. Websites that use Google Analytics risk that user-specific data is transferred to American server systems without the website owner's knowledge. Therefore, INNOVEAS website is using an alternative analysing tool called MATOMO that is installed directly on the server of the website and does not share any sensitive data with any external entity.

In RP 1 (1.06.2019-30.11.2020) the data of the website monitoring showed 1.135 visitors with a significant rise of traffic in November 2020: The reason was the launch of the Training Website and the registration page for the Mid Term Conference.

By analysing the data of RP 2 (1.12.2020-20.05.2022) we found most interesting the relation between the “number of visitors” (10.368) and the number of “downloads” (7.199). The numbers proof that most of the website visitors were interested in finding the training content and downloading the training material. In this regard it isn't surprising to discover that the website is viewed mostly in office times, between 9 am and 5 pm, from Mondays to Fridays. This is clearly related to the time slots of the training courses run by the consortium partners.

We can also see that 9.250 of the 10.368 visitors came from European countries, more precisely from Germany, Spain and Italy. The partners from these three countries were the most active in their communication of the training activities.

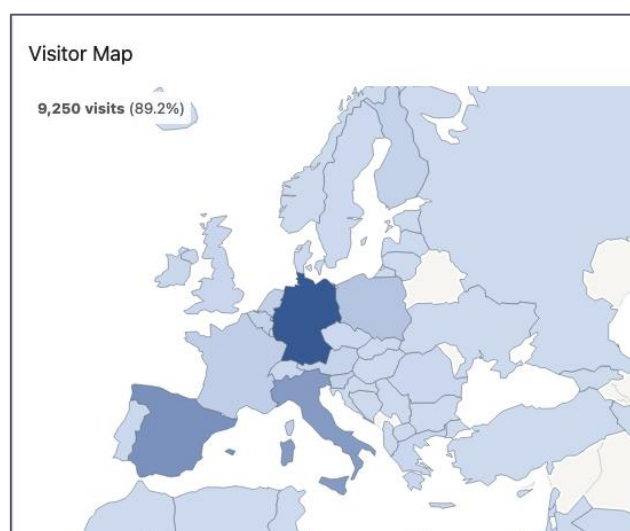


Figure 22: INNOVEAS website visitors, EU map

The number of visitors is constant, with a high peak in the beginning of May 2022, as the registrations for the final conference have been managed via the website.

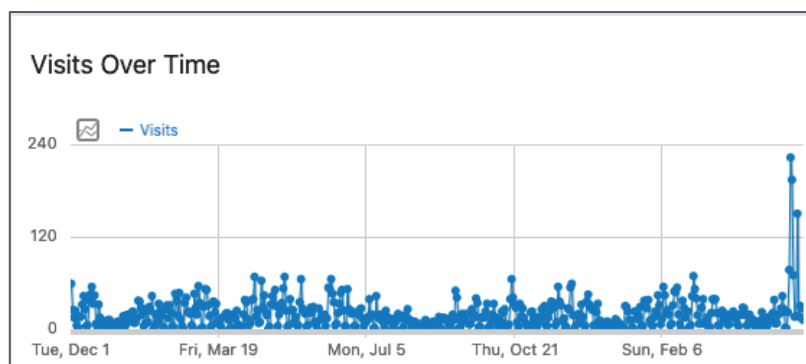


Figure 23: INNOVEAS website visits

3. Conclusions and Action Plan

3.1 Conclusions

The successful Communication and Dissemination of the INNOVEAS project has been a challenging experience. At a European level the INNOVEAS C+D strategy has been successfully implemented. The target groups as European Energy Efficiency Associations, Policy Makers and Financial Institutions have been reached. For the corporate INNOVEAS channels in English language it was impossible to reach precisely the German, Italian, Spanish, Polish and Slovenian target groups (Industrial Associations; Industrial Production and Manufacturing Companies; Private Service Companies; Public or Public Interest Companies or Service Providers; Local, Regional and National Authorities; SMEs; Energy Auditors).

ESCI relied on the proactivity of the consortium partners in order to address to their national networks.

Of course, every partner acted very differently, each partner in its own way and all highly motivated. Some partners did not communicate with their network via social media channels but via email and phone. Others were very active on social media channels but decided not use social media for



INNOVEAS purposes. Still other partners were highly active on social media and greatly enriched the entire INNOVEAS project thanks to their precious network. Last but not least the COVID-19 pandemic has brought all online activities into focus and not all partners were well positioned in this area.

Therefore, the overall picture of the partners' activity would certainly have been different in an offline context.

3.2 Action Plan M37-M61

INNOVEAS partners are committed to continue disseminating the project results and goals at least two years after the project ends, so a wider impact can be reached.

Thus, the website will continue to be the main repository of documentation and the access to the training materials developed. All partners will be able to continue to work with and on the training platform, to upload their training materials and share among their networks.

Numerous deliverables will be due for Month 36. During June 2022 all due public deliverables will be uploaded to the website to its dedicated section.

News about the „Business Alliance for Climate and Sustainable Energy“ and the “Business Canvas” will be shared on the website. The consortium will meet twice a year to define the next steps of the Alliance, the next consortiums meeting is set for 28.09.2022 at 10.00h (on-line).

The Italian partner K&I was involved at the end 2020 as partner in a proposal for the H2020 European Green Deal call for proposals and contributed to the preparation of the ACCTING (AdvanCing behavioural Change Through an INclusive Green deal) project. In 2021 the proposal was funded (<https://cordis.europa.eu/project/id/101036504>) and the project started in February 2022. ACCTING is coordinated by the European Science Foundation and by Orebro University.

Among many other things ACCTING entails the implementation of 8 Research Lines. One of these Research Lines was conceived by K&I and it is based on the INNOVEAS project. The Research Lines is: "Intensifying the adoption of Energy-Efficiency Measures (EEM) in micro/smaller SMEs" and should provide insight on how small and micro entrepreneurs can adopt more pro-environment behaviours (mainly through a better energy-efficiency) in the context of the Green Deal." In the frame of ACCTING, K&I is responsible for the implementation of this Research Lines that will entail micro and small enterprises in Belgium, Norway, Greece, Italy and Romania. The INNOVEAS consortium will follow the ACCTING project results closely.





Appendix

Annex 1 - Participation to external events

Nº	Activity (Conference, Workshop, Publication etc.)	Online/Offline?	If Offline: Location	Date	Passiv/Active Participation	Main Geographic Dimension	Community	pdf, screenshot, paper or other proof attached?	Number of participants	Partner
1	Publication	Online Event		15.09.19	Passive Participation	Poland	Energy Efficiency Community	https://sape.org.pl/nowy-projekt-innoveas/		NAPE
2	Publication	Online Event		15.09.19	Passive Participation	Poland	Energy Efficiency Community	https://nape.pl/nowy-projekt-innoveas/		NAPE
3	Publication	Online Event		15.09.19	Passive Participation	Poland	Energy Auditors	https://zae.org.pl/jak-poprawic-efektywnosc-energetyczna-w-msp-zobacz-webinar-innoveas/		NAPE
4	Publication	Online Event		15.09.19	Passive Participation	Poland	Energy Auditors	https://zae.org.pl/the-power-of-energy-audits-pl-potega-audytu-energetycznego-to-haslo-nowego-europejskiego-projektu-innoveas-ktorego-nape-jest-partnerem/		NAPE
5	Publication	Online Event		21.10.19	Passive Participation	Spain	Energy Efficiency Community	https://www.fevymar.com/electroeficiencia/a3e-socio-espanol-en-el-proyecto-europeo-innoveas/		A3E
6	Publication	Online Event		30.10.19	Passive Participation	Spain	SMEs	https://www.interempresas.net/Instaladores/Articulos/257841-Proyecto-europeo-INNOVEAS-pretende-concienciar-inversion-mejoras-eficiencia-energetica.html		A3E
7	Publication	Online Event		30.10.19	Passive Participation	La Rioja	General Public	https://dialnet.unirioja.es/servlet/articulo?codigo=7650798		A3E
8	Information and brochures at a fair	Offline Event	GENERA Congress	05.02.20	Active Participation	Spain	Energy Efficiency Community	Picture	190	A3E
9	Publication	Online Event		20.02.20	Passive Participation	Spain	Energy Efficiency Community	https://www.eseficiencia.es/2020/02/20/el-proyecto-innoveas-busca-pymes-espanolas-que-quieran-implantar-medidas-de-eficiencia-energetica		A3E
10	Publication	Online Event		20.02.20	Passive Participation	Poland	Energy Efficiency Community	https://nape.pl/poznaj-projekt-innoveas/		NAPE
11	Publication	Online Event		21.02.20	Passive Participation	Poland	Energy Efficiency Community	https://nape.pl/projekt-innoveas-badanie-ankietowe/		NAPE
12	Publication	Online Event		24.02.20	Passive Participation	Poland	Energy Efficiency Community	https://sape.org.pl/ankieta-dot-efektywnosci-energetycznej-w-msp/		NAPE
13	Publication	Online Event		26.02.20	Passive Participation	Spain	SMEs	https://www.interempresas.net/Autoconsumo/Articulos/266708-Como-participar-INNOVEAS-para-obtener-formacion-financiada-UE-ahorros-energeticos.html		A3E
14	Publication	Online Event		26.02.20	Passive Participation	Poland	SMEs	https://www.gov.pl/web/audytywnsp/ws-polpraca-przy-realizacji-projektu-innoveas---prosta-o-wypelnienie-ankiety-online		NAPE
15	Publication	Online Event		20.04.20	Passive Participation	Spain	SMEs	https://www.interempresas.net/Autoconsumo/Articulos/302021-A3e-solicita-la-colaboracion-de-pymes-para-el-proyecto-europeo-H2020-INNOVEAS.html		A3E
16	Conference: Renovation wave in Europe: how to equip building professionals with future-proof skills?	Online Event		28.05.20	Passive Participation	Europe	Other Stakeholder	Confirmation email		IIPLE
17	Workshop	Online Event		19.06.20	Active Participation	Poland	Energy Efficiency Community	Agenda	12	NAPE
18	Conference: Climate Pact and Multilevel Climate and Energy Dialogues	Online Event	EUSEW 2020	23.06.20	Active Participation	Europe	General Public			K+i





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19	Decisive action on energy poverty: solutions from across the EU	Online Event	EUSEW 2020	24.06.20	Passive Participation	Europe	General Public			K+I	
20	Conference: Empowering consumers through energy communities	Online Event	EUSEW 2020	24.06.20	Active Participation	Europe	General Public			K+I	
21	Conference: Empowering SMEs in the Green Deal for clean energy	Online Event	EUSEW 2020	30.06.20	Passive Participation	Europe	General Public			K+I, ESCI	
22	Event: eceee 2020	Online Event		14.-17.09.2020	Passive Participation	Worldwide	Energy Efficiency Community	pdf, screenshots, papers	200	JER	
23	Workshop: First transdisciplinary workshop	Online Event		01.10.20	Active Participation	Regional/national	SMEs	Flyer of the event		IIPLE	
24	Publication	Online Event		20.10.20	Passive Participation	Poland	Energy Efficiency Community	https://sape.org.pl/transformatcja-energetyczna-a-msp/		NAPE	
25	Publication	Online Event		20.10.20	Passive Participation	Poland	Energy Efficiency Community	https://nape.pl/jak-polaczyc-transformatcje-energetyczna-z-sukcesem-firmy/		NAPE	
26	Publication	Online Event		23.10.20	Passive Participation	Spain	SMEs	https://www.interempresas.net/Instaladores/Articulos/316951-Taller-Eficiencia-energetica-como-oportunidad-para-pymes-marco-del-proyecto-INNOVEAS.html		A3E	
27	Conferences: Sustainable Places	Online Event		27.-30.10.2020	Passive Participation	Worldwide	Energy Efficiency Community	pdf, screenshots, papers, video	600	JER	
28	Sustainable places, Workshop organised by 4 sister projects "Energy Efficiency Solution for Small and Medium Sized Enterprises"	Online Event	Sustainable Places 2020	29.10.20	Active Participation	Europe	Energy Efficiency Community	Agenda/flyer of the event/screenshot of the video	22	IIPLE, K+I, ESCI	
29	Paper Session: Local Energy Communities	Online Event	Sustainable Places 2020	30.10.20	Active Participation	Europe	General Public			K+I	
30	Publication	Online Event		02.11.20	Passive Participation	Poland	SMEs	https://sape.org.pl/webinar-innoveas-jak-poprawic-efektywnosc-energetyczna-w-msp/		NAPE	
31	Workshop	Online Event		04.11.20	Active Participation	Spain	General Public	https://www.youtube.com/watch?v=59gE3z2MHU0&t=2s	132	A3E	
32	Publication	Online Event		05.11.20	Passive Participation	Poland	SMEs	https://nape.pl/jak-poprawic-efektywnosc-energetyczna-w-msp-zobacz-webinar-innoveas/		NAPE	
33	Stakeholder Workshop, Resource efficiency in the food industry	Online Event		13.11.20	Active Participation	Germany focus on BW	General Public	https://www.youtube.com/watch?v=A02gQO2O4E4&t=5776s	176	UTBW	
34	Publication	Online Event		13.11.20	Passive Participation	Poland	Energy Efficiency Community	https://nape.pl/konferencja-innoveas-wsparcie-msp-w-zielonej-transformacji/		NAPE	
35	Publication	Online Event		16.11.20	Passive Participation	Poland	Energy Efficiency Community	https://sape.org.pl/konferencja-innoveas-wsparcie-msp-w-zielonej-transformacji/		NAPE	
36	Mid term Conference	Online Event		24.11.20	Active Participation	Europe	Energy Efficiency Community	https://innoveas.eu/accelerating-small-business-participation-in-the-transition-to-a-carbon-neutral-economy-webinar/	41	All partners	
37	Contractors meeting	Online Event		07-08.10.2020	Active Participation	Europe	Energy Efficiency Community	Agenda of the event		IIPLE, CKA, K+I, ESCI	
38	Online Survey	Online Event		March - October 2020	Active Participation	Europe	SMEs	https://innoveas-1.limequery.org/594144?newtest=Y&lang=en	748	UTBW	
39	Conference	Offline Event		26.02.20	Active Participation	Slovenia	Other Stakeholder	participation list	270	LEAG	From the 270 there were: 38 SMEs, 5 Energy auditors, 3 Policy Makers, 1 Financial Institution, 6 intermediary entities.



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40	Webinar	Online Event		2.12.20	Active Participation	International	Other Stakeholder	pdf of programme and presentation	50	A3E
41	Webinar	Online Event		10.12.20	Active Participation	Madrid and Castilla la M	Industry	pdf of programme and presentation	9	A3E
42	Publication	Online Event		12.12.20	Passive Participation	Spain	Industry	https://elektro.es/2020/12/12/innoveas-programa-formativo-pymes/		A3E
43	Publication	Online Event		14.12.20	Passive Participation	Spain	SMEs	http://www.interempresas.net/Estaciones-servicio/Articulos/321356-Comienza-la-formacion-gratuita-del-proyecto-INNOVEAS-dirigida-a-pymes.html		A3E
44	Publication	Online Event		14.12.20	Passive Participation	Spain	Energy Efficiency Community	https://www.solarnews.es/2020/12/14/comienza-la-formacion-gratuita-del-proyecto-innoveas-dirigida-a-pymes/		A3E
45	Publication	Online Event		15.12.20	Passive Participation	Spain	Industry	http://www.cicconstruccion.com/es/noticias/2020/12/comienza-el-programa-formativo-gratuito-del-proyecto-innoveas-dirigido-a-las-pymes-industriales-73674.php		A3E
46	Publication	Online Event		16.12.20	Passive Participation	Spain	Energy Efficiency Community	https://www.eseficiencia.es/2020/12/16/proyecto-innoveas-forma-eficiencia-energetica-pymes-industriales		A3E
47	Publication	Online Event		16.12.20	Passive Participation	Spain	Industry	https://climatizacion-y-comfort.cdecomunicacion.es/noticias/sectoriales/41992/innoveas-comienza-formacion-gratuita-pymes-industriales		A3E
48	upj Workshop Supply chain management	Online Event	Germany	26.01.21	Passive Participation	Germany	Other Stakeholder	n.a.	50	UTBW
49	Workshop	Online Event		27.1.21	Active Participation	Castilla y León	Other Stakeholder	programme		A3E
50	KEFF network Workshop	Online Event	Germany	29.01.21	Active Participation	Germany	Energy Auditors	n.a.	20	UTBW
51	Workshop	Online Event		9.2.21	Active Participation	Spain	Energy Auditors	Screenshot	18	A3E
52	Publication			11.2.21	Passive Participation	Spain	SMEs	https://www.interempresas.net/Instaladores/Articulos/344897-e-A3E-organizamos-un-webinar-donde-se-resumiran-los-objetivos-del-proyecto-INNOVEAS.html		A3E
53	Publication	Online Event		23.2.21	Passive Participation	Spain	SMEs	https://www.interempresas.net/Instaladores/Articulos/326600-Formacion-practica-asesoramiento-personalizado-pymes-industriales-financiado-INNOVEAS.html		A3E
54	Workshop	Online Event		25.3.21	Active Participation	Slovenia	Energy Efficiency Community	Screenshot	25	LEAG
55	Conference	Online Event	Seville	9.4.21	Passive Participation	Seville	General Public	https://www.rehabilitaverde.org/ponencias/	50	A3E
56	BAUM Webseminar Klimabilanzen	Online Event	Germany	15.04.21	Passive Participation	Germany	SMEs	n.a.	100	UTBW
57	Berliner Energietage 2021	Online Event	Germany	22.04.21	Passive Participation	Germany	General Public	https://www.energetage.de/meine-energetage/networking-und-community.html	10.000	UTBW
58	Green factory Webinar	Offline Event	Germany	28.04.21	Passive Participation	Germany	Industry	https://www.facebook.com/alois.mueller.gmbh/post/s/-webinar-green-factory-im-einklang-der-energieverende-und-sektorenkopplung-ob-par/1572600732930091/	80	UTBW
59	unw Stadthausveranstaltung: Wie werden wir Klimaneutral?	Online Event	Germany	11.05.21	Passive Participation	Germany	General Public	Zoom-Link: https://zoom.us/j/97753036582?pwd=MEZyV1mUW1jdDlZkdDMkhHRmV2dz09	300	UTBW
60	KEFF Webseminar ENMS	Online Event	Germany	09.06.21	Active Participation	Germany	Industry	n.a.	40	UTBW
61	Workshop: Targeted training in energy management	Online Event		10.6.21	Active Participation	Slovenia	Energy Efficiency Community	Screenshot		LEAG
62	Workshop: Targeted training in energy management in industry	Online Event		16.6.21	Passive Participation	Slovenia	SMEs	Screenshot		LEAG
63	Publication	Online Event		15.7.21	Passive Participation	Spain	Energy Efficiency Community	https://www.energetica21.com/noticia/se-abre-la-segunda-convocatoria-para-el-proyecto-europeo-innoveas		A3E
64	Workshop	Online Event		27.8.21	Active Participation	Castilla y León	Other Stakeholder	programme	20	A3E
65	Publication			31.8.21	Passive Participation	Spain	Industry	https://www.facilitymanagementservices.es/agenda/programa-formacion-innoveas-para-empresas-de-alimentacion_20210831.html		A3E
66	Publication			31.8.21	Passive Participation	Spain	Industry	https://www.facilitymanagementservices.es/agenda/programa-formacion-innoveas-para-empresas-de-alimentacion_20210831.html		A3E
67	8. IZES Energiekongress	Online Event	Germany	02.09.21	Passive Participation	Germany	General Public	https://www.izes.de/de/content/8-energiekongress-klimaneutralitaet-und-kreislaufwirtschaft-im-produzierenden-Gewerbe	100	UTBW



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68	EEP Gipfel	Online Event	Germany	15.09.21	Passive Participation	Germany	Energy Efficiency Community	https://www.eep.uni-stuttgart.de/institut/aktuelles/news/Kostenfreie-Anmeldung-fuer-den-digitalen-Effizienz-Gipfel-2021-ab-sofort-moeglich/	158	UTBW
69	Conference	Offline Event	Madrid	21.9.21	Active Participation	Spain	Energy Efficiency Community	https://www.rebuildexpo.com/agenda-sessions/renovation-wave-green-deal-y-la-financiacion-de-los-futuros-proyectos-de-la-otra-espana-20210921/	75	A3E
70	Jahrestagung IEKN	Online Event	Germany	22.09.21	Passive Participation	Germany	Energy Efficiency Community	n.a.	150	UTBW
71	KEFF Workshop - Faktor Mensch bei Energieeffizienzprozessen	Online Event	Germany	28.09.21	Active Participation	Germany	Energy Efficiency Community	https://keff-bw.de/de/runder-tisch-faktor-mensch-bei-energieeffizienzprozessen		UTBW
72	Workshop: SMEs and energy poverty	Online Event		7.10.21	Active Participation	Slovenia	Energy Efficiency Community	Attendance list	12	LEAG
73	Workshop: European Sustainable Energy Week	Online Event		19.10.21	Active Participation	European	Energy Efficiency Community	photos	161	IPLE
74	Conference: Stati generali della green economy	Offline Event	Rimini (Italy)	26.10.21	Passive Participation	Italian	Energy Efficiency Community	photos		IPLE
75	Mailing to Multipliers	Online Event	Germany	26.10.21	Active Participation	Germany	Other Stakeholder	n.a.	20	UTBW
76	LUBW Ulmer Tagung	Online Event	Germany	27.10.21	Passive Participation	Germany	Other Stakeholder	https://www.lubw.baden-wuerttemberg.de/betrieblicher-umweltschutz/ulmer-tagung-2021	200	UTBW
77	Publication: Joint publication in Interempresas (spanish)			4.11.21	Active Participation		Energy Efficiency Community	https://www.interempresas.net/instaladores/Articulos/371800-formacion-desarrollo-politicas-corporativas-auditorias-energeticas-claves-exito-medidas.html		IPLE, JER
78	Event - 10 Years UTBW	Offline Event	Germany	11.11.21	Active Participation	Germany	Energy Efficiency Community		150	UTBW
79	Conference: Speedier final event	Online Event		17.11.21	Active Participation	European	Energy Efficiency Community			IPLE
80	Conference: SMEs and energy problems	Offline Event	Kranj library, Slovenia	7.12.21	Active Participation	Slovenia	Energy Efficiency Community	Picture	17	LEAG
81	Workshop: Peer learning workshop sister project	Online Event		19.1.22	Active Participation	European	Other Stakeholder			IPLE
82	Publication			22.2.22	Passive Participation	Spain	Industry	ANQUE newsletter		A3E
83	VCI Baden-Württemberg - Workshop Energy Efficiency in the Chemical Industry	Online Event	Germany	22.02.22	Active Participation	Germany	Industry	n.a.	40	UTBW
84	Publication			17.3.22	Passive Participation	Spain	Industry	https://www.interempresas.net/instaladores/Articulos/383171-Jornada-de-debate-facilitando-el-camino-69054268101378		A3E
85	Workshop	Online Event		29.3.22	Active Participation	Spain	Other Stakeholder		50	A3E
86	Workshop - Targeted training in energy management	Online Event		30.3.22	Active Participation	Slovenia	Energy Efficiency Community	Screenshot		LEAG
87	Publication			31.3.22	Passive Participation	Spain	Energy Efficiency Community	https://www.interempresas.net/Energia/Articulos/384844-Como-desarbonizar-las-pymes.html		A3E
88	Poster Session	Offline Event	Wels, Austria	5.4.22	Active Participation	International	Energy Efficiency Community	https://innoveas.eu/category/events/		IPLE, CKA, K&I, ESCI
89	Conference: Convegno Salute e Sicurezza nei cantieri edili	Offline Event	Bologna (Italy)	28.4.22	Active Participation	Regional	Industry	photos	120	IPLE
90	Final event, training activity SMEPower project	Online Event		6.5.22	Active Participation	European	Energy Efficiency Community			IPLE
91	SERN network Italian periodic meeting, organised by SERN	Offline Event	Parma (Italy)	6.5.22	Active Participation	Italian	Other Stakeholder			IPLE
92	Conference: FINAL EVENT2Driver	Online Event		10.5.22	Active Participation	Europe	Energy Efficiency Community	Tbc		
93	Conference: Final Event TripleA-project: "Facilitating Energy Efficiency Project Financing at an Early Stage: Recommendations from the Triple-A project"	Online Event		10.5.22	Passive Participation	Europe	Energy Efficiency Community	https://aaa-h2020.eu/triple-events/triple-final-european-roadshow		IPLE
94	Publication			27.8.22	Passive Participation	Spain	Energy Efficiency Community	https://www.solarnews.es/2022/01/27/transicion-energetica-para-asociaciones-de-empresas-y-agencias-de-energia/?utm_source=sendinblue&utm_campaign=5OLARNEWS%20BOLETIN%202%20QUINCENARI%20DE%20ENERO%202022&utm_medium=email		A3E
95	Conference: European Efficiency conference	Offline Event	Wels (Austria)	05.-08.04.2022	Active Participation	International	Energy Efficiency Community	photos		IPLE
96	KONGRESS BW21	Offline Event	Germany	13.-14.10.2021	Active Participation	Germany	General Public	www.kongress-bw.de	800	UTBW
97	Strategy for thermomodernisation of buildings	Offline Event	Poland, Warsaw	6.10.1021	Active Participation	Poland		https://zae.org.pl/forum-termomodernizacja-2021/	120	NAPE



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D.5.6 Dissemination Report

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98	INNOVEAS Listed on the Homepage of the Ministry for the environment BW	Online Event	Germany	February 2022	Passive Participation	Germany	General Public	https://um.baden-wuerttemberg.de/de/wirtschaft/angebote-fuer-unternehmen/	UTBW
99	Homepage INNOVEAS @utbw	Online Event	Germany	since Mai 2021	Active Participation	Germany	General Public	https://www.pure-bw.de/de/projekte/innoveas-energieaudits-kleinere-mittlere	
100	Workshop	Online Event			Active Participation	Spain	Energy Auditors	Screenshot	A3E
101	Publication	Online Event		23.2.21	Passive Participation	Spain	SMEs	https://www.interempresas.net/Instaladores/Articulos/326600-Formacion-practica-asesoramiento-personalizado-pymes-industriales-financiado-INNOVEAS.html	A3E
102	Publication			23.2.21	Passive Participation	Spain	SMEs	https://www.interempresas.net/Autoconsumo/Articulos/326600-Formacion-practica-asesoramiento-personalizado-pymes-industriales-financiado-INNOVEAS.html	A3E
103	Publication			10.3.21	Passive Participation	Spain	SMEs	https://www.interempresas.net/Instaladores/Articulos/344897-e-A3E-organizamos-un-webinar-donde-se-resumiran-los-objetivos-del-proyecto-INNOVEAS.html	A3E
104	Publication	Online Event		15.7.21	Passive Participation	Spain	Energy Efficiency Community	https://www.energetica21.com/noticia/se-abre-la-segunda-convocatoria-para-el-proyecto-europeo-innovas	A3E



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