



Developing a successful project proposal: A coordinator's perspective

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NOVICE Features





- H2020-EE-2016-CSA / EE25: Development and roll-out of innovative energy efficiency services
- New Buildings Energy Renovation Business Models incorporating dual energy services (NOVICE)
- 3 years duration
- 9 partners
- €2m Budget





http://www.novice-project.eu/



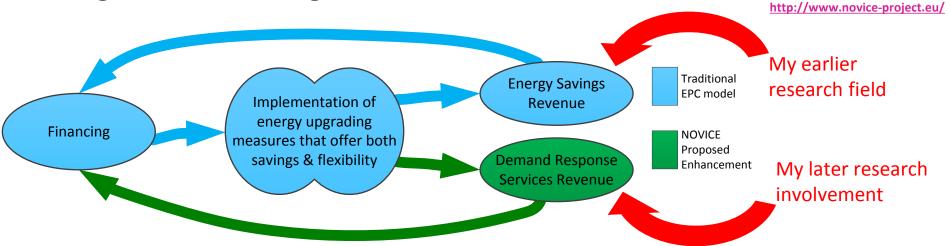
NOVICE in a nutshell – An idea is born





The aim of the NOVICE project is the development and demonstration of an innovative business model for Energy Service Companies (ESCOs) that will provide energy savings to buildings and demand response (DR) services to the grid after renovating buildings or blocks of buildings.





H2020-EE-2016-CSA / EE25:

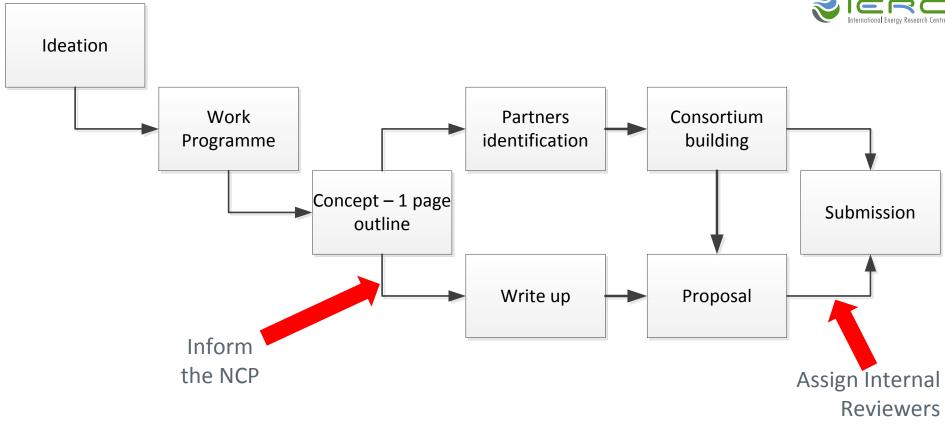
"Proposals aiming at developing, demonstrating and standardising **new types of energy efficiency services and business models** in all sectors which could better monetise the multiple benefits of energy efficiency. Supporting the **further development of energy performance contracting or similar methods based on monetisation of energy savings and other benefits by new types of actors (e.g. industry, facility managers, construction companies, social housing operators, or other actors) and/or in new market segments."**



Ideation to Submission





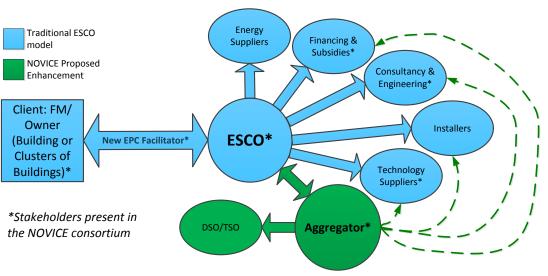


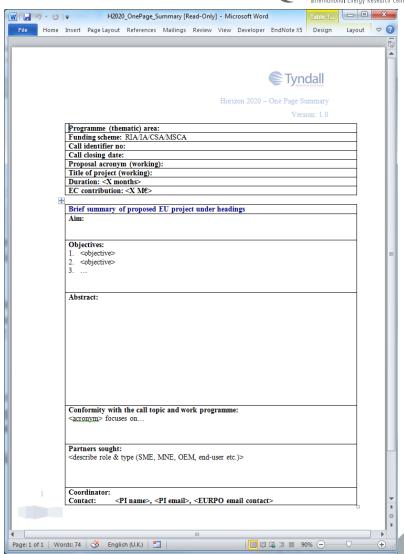
3 months 6 months Day earlier earlier Zero

Conceptualisation & Consortium building





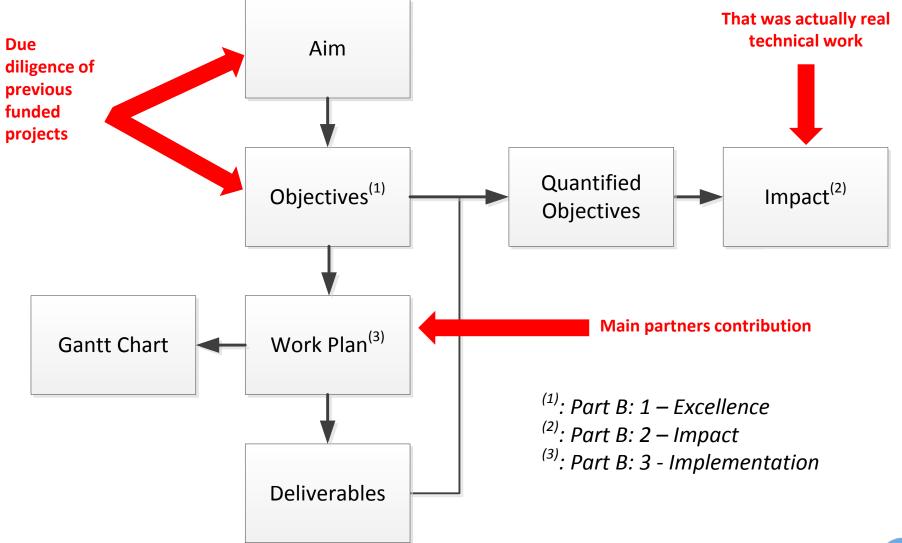




The write up – Flesh to the bones







Work Planning – The conceptual work plan





- Gives the sense of timeflow
- Outlines WPs, Tasks and deliverables
- Lets everybody know what has to be done

Building Energy Building Retrofit Monitoring for **Technologies Upgrade Use Cases and Demonstration Sites** Dual Project Measurement & Identification and Review Services Implementation Verification Enabled Equipment **Building Related ICT** Assessment **Technologies Upgrade** Modelling of Use **Cases and Demo** Performance Metrics & Validation of dual Sites & Baseline services model **Revenue Streams** Determination Quantification from Dual Services Regulations, Codes & Feasibility Study Standards Review **SWOT** Scenarios **Risk Analysis** Analysis for Organisational Determination **Dual Energy** Processes & for Dual Services Services Operations **European Market Analysis** Value Proposition Determination Innovative **Business** Models for **Dual Energy** Economies of Scope & **New EPC Template** Scale Services from Aggregato **Financial** Standard Type **Building** Institution Aggregator Renovation (Bankability of Agreement Financing Mechanisms EPC model) Building Owner / FM MoU (End Users Requirements) **Key Resources &** TSO (Third parties Standard Type **Partners** provisions) **EPC ESCO**

If you cannot draw it, you don't understand it.

The Project's Business Model





Key Partners (Non Consortium Actors)	Key Activities (Project Tasks)	Value Proposit (Project Outpu	V	Customer Relationships (Interaction with Stakeholders)	Customer Segments (Stakeholders)
1. Professional Societies & Associations (KA1, KA2) 2. Cleantech Media (KA6) Key Resources 1. Human Resources (KAAII) 2. Modelling Software (KA4) 3. Office Equipment and space (KAAII)	 Surveys (VP2, VP3, VP4, VP8) Workshops (VP2, VP3, VP4, VP8) Desktop Studies (VP1, VP2, VP3, VP4, VP5, VP8) Simulation Studies (VP1, VP6, VP7) Demonstration (VP8) Coordination (VPAII) Dissemination (VPAII) 	CS5, CS7) 2. SWOT analysis services (CS1, 3. RCS recomme guidelines (CS 4. Enhanced EPC (CS1, CS2, CS3 CS8, CS9) 5. MoU developinand aggregate 6. Bankability as	kits for dual es (CS1, CS2, CS4, s for dual energy CS2, CS8) endation and 8) C development B, CS4, CS6, CS7, ment for ESCOs ors (CS1, CS2) sessment for ervices (CS1, CS2, dies and risk ual energy CS2, CS6) ervices business pment and	1. Project Forum (CSAII) 2. Project Workshops (CSAII) 3. Webinars (CSAII) 4. Weblogs (CSAII) 5. Web Forum (CSAII) Channels (Dissemination) 1. Website and LinkedIn (CSAII) 2. Consortium partners networks (CSAII) 3. Conference and Other Events Presentations (CSAII) 4. Consortium partners marketing departments, BDMs, TTOs (CSAII) 5. Brochure and Newsletters (CSAII) 6. Press Releases (CSAII)	 ESCOs Aggregators Building Owners FM Companies Technology Vendors Financing Institutions Engineering consultants and EPC Facilitators Regulatory Authorities Energy Agencies
• • • • • • • • • • • • • • • • • • •			Revenue Streams (Project Performance Metrics and Fields of Delivery)		
. Office & IT Equipment (All) . Consumables (KA1, KA2, KA6) . Travel (KA3, KA4, KA5, KA6)			 Enabling Policy (CS8, CS9 – VP2, VP3) Preparing ground for investments (CS1, CS2, CS6 – VPAII) Building Capacity and Skills (CSAII – VP2, VP4, VP8) Energy Savings (CS1, CS3, CS4, CS8, CS9 – VP8) Renewable Energy Production (CS1, CS3, CS4, CS8, CS9 – VP8) 		

The submission





"There is nothing more powerful than an idea whose time has come."

Victor Hugo

"Only a fool learns from his own mistakes. The wise man learns from the mistakes of others."

Otto von Bismarck



"Ever tried. Ever failed. No matter. Try Again. Fail again. Fail better."

Samuel Beckett





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