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Intermediate report  
on WP 1 focusing on  
mentoring support Month  
1-Month 18

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## About PV IMPACT

PV IMPACT will try out a variety of approaches to stimulate PV research, development and innovation initiatives in Europe. The first part of the project will focus on inviting companies to matchmaking events so they can find partners with whom to work on future projects under EU and/or national funding schemes. The project will also target two specific industrial companies: ENEL Green Power and Photowatt. Another important part of the project will be to monitor progress in PV. Data will be collected on public spending in the EU, on private spending, on the kinds of projects being funded and on the overall performance of PV technology. Forecasts for future spending will be made according to various scenarios. The project will track whether improvements in the performance of technology are keeping pace with expectations and will make recommendations to European funding authorities.

## PV IMPACT Partners



### Document information

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PU	Public	X
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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## 1. Introduction

One of the main objectives of the PV IMPACT project is to foster innovation in PV technology by supporting realization of the R&I activities and the achievement of the targets established in the SET Plan Implementation Plan on PV. To achieve this target, a series of Matchmaking events are organized by the PV IMPACT project. These Matchmaking events serve primarily to bring different stakeholders into contact with other industry players in a light-hearted and energetic way creating new connections and enabling the participants to find partners with whom to work on future projects under international and/or national funding schemes.

This report explains the principles of the mentoring support provided by the PV IMPACT project and an overview of the winners of each Matchmaking event organized in the first 18 months of the project.

## 2. Support principles

The PV IMPACT project creates opportunities through a series of matchmaking events bringing stakeholders together and facilitating new collaborations. The consortium provides information at hand about the different national and international funding mechanisms throughout Europe and introduces the relevant funding agencies.

The PV IMPACT project is available to provide guidance to the winning participants of each Matchmaking event. The winners are selected by the participants themselves through a voting and ranking scheme as explained in Section 3. The PV IMPACT project remains available beyond the Matchmaking event to provide further support to the winning participant(s) that have a concrete project idea(s)/consortium applying for calls different than EC funding mechanisms with a focus on local national funding calls. This support includes providing relevant information/feedback on the strategic planning of the consortium to apply to a funding mechanism, creating the contacts within the national funding agencies, dissemination activities, and collaboration spacing i.e. support to consortium building by finding additional partners if required using the existing PV IMPACT project contact networks.

Furthermore, each participant of the Matchmaking event receives a detailed individual report made by PV IMPACT partners after the event, identifying the best “matching” interactions they had during the session, according to the scoring they gave and the scoring they received from each other participant. The aim is to allow all possible fruitful connections made during the event to flourish and create an impact in the sector.



## 3 . S u p p o r t t o w i n n i n g P r o j e c t I d e a s

### 3 . 1 R a n k i n g P r i n c i p l e s

The Matchmaking events include a ranking procedure where each participant scores his/her interaction with the other participants. At the end of the event, all scores are computed, and the top three ranking is presented for two categories:

- Best project ideas (with score higher than 60/100)
- Highest collaborative potential with the other participants

The first ranking is established based on the evaluations made by the participants on the project ideas that were exposed. The first three best ranked project ideas (having a score above 60/100), are offered support from the PV IMPACT consortium as defined in Section 2.

The second ranking is established on the results of the evaluated collaborative potentials of participants, the idea being to trigger effective collaboration. As defined in Section 2, after the event the participants receive a detailed individual report made by the consortium partners with the information obtained through the voting system.

### 3 . 2 M e n t o r i n g s u p p o r t

*Event #1: Technologies for Silicon solar cells and modules with higher quality (September 2019, Marseille)*

The winning project idea was from Mr. Stephan Abermann, from AIT - Austrian Institute of Technology. His project idea was selected as winner of the event with the highest rank given by the participants.

The project idea from Mr. Stephan Abermann was already quite mature and opted to go for funding under a H2020 call. Therefore, no further support/mentoring in this case was provided by the PV IMPACT project. As agreed with the Project Officer, the PV IMPACT project cannot give support to a consortium applying for an EC funding as this would be against the “equal opportunities/treatment” principle.

A detailed individual report was sent to all participants after the event, identifying the best “matching” interactions they had during the session.



### *Event #2: PV for BIPV and similar applications (May 2020, online event)*

This event was split in two separate sessions, the first one focused on Vehicle-integrated Photovoltaics (VIPV) on May 5<sup>th</sup> 2020 and the second one focused on Building-integrated Photovoltaics (BIPV) on May 6<sup>th</sup> 2020.

For the VIPV session, Bonna Newman from TNO and Claude Jacquot from SOLEAN were selected as having the best two ideas with scores above the threshold (60/100). Both participants unlocked the support from the PV IMPACT project beyond the event. SOLEAN took advantage of this opportunity and contacted the Technical Specialist of the event, Becquerel Institute, for some support. Further detail on this support is provided below. Regarding TNO, no specific request of further support was made up to now.

The best collaborative potential from this event was awarded to CSEM, represented by Antonin Faes. On second and third places were Ruud Derks from IPV Nederland, and Bonna Newman from TNO.

For the BIPV session, Arnaud Goy from SOLEAN, Eszter Voroshazi from imec, and Gaëtan Masson from Becquerel Institute scored as the best 3 ideas unlocking the further support from the PV IMPACT project in case of need. No specific requests of further support were made up to now from imec and Becquerel. SOLEAN, with their project idea that was common for both VIPV and BIPV sessions, requested some support, as described below.

The best collaborative potential from this event was awarded to HZB, represented by Samira Aden. She was followed in the ranking by Gaëtan Masson from Becquerel Institute and Arnaud Goy from SOLEAN.

In the scope of developing their project idea to set up a one of a kind flexible « 4.0 » factory to produce customized modules in Europe and enabling to unlock IPV markets, SOLEAN had further discussions with PV IMPACT's BIPV/VIPV Technical Specialist, Becquerel Institute. They were essentially looking for funding opportunities with a focus on SME's and in a European context, as well as for potential additional partners to expand the initial consortium of partners they had started to set up. In the end, they were able to complete their consortium and decided to go for the Fast Track to Innovation scheme, in the first place. However, they could finally not be ready for the call ending on 27 October 2020 and are preparing for a next opportunity. Other European schemes brought up in the discussions they had with Becquerel Institute, in interaction also with InnoEnergy, are additionally being evaluated (EIB's InnovFin Energy Demo Projects, EIC Accelerator, Innovation Fund) as well as some other instruments (InnoEnergy's investment round). In the scope of the European schemes, no further support will be given to SOLEAN by PV Impact, in order to conform to the "equal opportunities/treatment" principle.

### *Event #3: Operation and diagnosis of PV plants (June 2020, online event)*

David Dassler from Fraunhofer CSP, and Lucie Garreau-iles from DuPont photovoltaic solutions, and Julian Ascencio from 3E scored as the best 3 project ideas unlocking further support if required



from the PV IMPACT consortium to move forward with their project ideas. The winners received further follow-up information from the project partners, but no specific requests of further support were made up to now.

The best collaborative potential from this event was awarded to David Dassler from Fraunhofer CSP, Quentin Van Nieuwenhoven from ENGIE Laborelec, and Guillermo Oviedo Hernandez from BayWa r.e. Operation Services S.r.l.

A detailed individual report was sent to all participants after the event, identifying the best “matching” interactions they had during the session.

#### *Event #4: Manufacturing technologies (June 2020, online event)*

Eduardo Fornies Garcia from Aurinka PV group was the only winner of this event obtaining a score above 60/100.

The best collaborative potential from this event was awarded to Catarin Salas Redondo from the Institut Photovoltaïque d’Île-de-France, Stephane Ogier from 2CA, and Eduardo Fornies Garcia from Aurinka PV Group.

As winner of the event, Mr. Fornies Garcia from Aurinka PV requested further support on finding co-financers for their project idea of setting up a plant for repairing and recycling PV modules. The PV IMPACT project cannot as such find co-financers for specific projects. The consortium has hence provided support to Aurinka PV by disseminating this request through the project and partners’ specific communication channels reaching entities that could be interested in this co-financing opportunity.

Concretely the PV IMPACT project has disseminated this request through the communication channels of the European Solar Manufacturing Council and the ETIP-PV dissemination channels.

## 4. Conclusions and next steps

PV IMPACT has made available to the winning participants of each matchmaking event, as planned, mentoring and general guidance, including lessons learned from previous project funding applications, tips, and tricks to write a winning proposal, or finding potential partners for the companies’ project idea. The demand for this mentoring in the first 18 months has been lower than initially expected, which was mainly due to:

1. Lower number of organized matchmaking events than initially foreseen in the first half of the project due to the COVID-19 pandemic
2. Lower rate of winning participants following up on offered mentoring and reaching out to PV IMPACT with specific requests





In addition, the nature of PV IMPACT’s help depends on the needs of the winning participants and on what PV IMPACT is allowed to offer within the framework of the project. Support was given to find funding opportunities, to identify partners and to provide additional dissemination channels to the winning participants to advertise their project idea. However, respecting the “equal opportunities/treatment” principle, no further help could be provided to project ideas when they targeted EC funding.

While significant benefit has already been provided by PV IMPACT, project partners are ready to give further assistance and different options are being discussed to boost the mentoring offered to the winning participants. For example, PV IMPACT is currently sharing 3<sup>rd</sup> party virtual networking opportunities with the winning participants to advance their search for potential project co-financing partners.

PV IMPACT will organize more matchmaking events in the second half of the project resulting in an increase of mentoring activities.



## 5. Contacts

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