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Deliverable 1.1 Schedule of  
Matchmaking Events

Lead beneficiary: EUREC

## Disclaimer of warranties



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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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<b>Lead author/s</b>	Emiliano Cora (UEREC), Mauricio Richter (3E)
<b>Contributors</b>	Teresa Grijelmo (InnoEnergy)

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### Dissemination level

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

This report presents the targeted schedule of the matchmaking events throughout the project. The schedule of the matchmaking events is prepared considering the timing of major solar industry events over the three-year duration of the project and the most relevant funding mechanisms at EU and national level.

The schedule of the 14 matchmaking events presented in this deliverable is an indicative schedule and may still be adjusted according to circumstances. If modifications in the planning are needed, this report will be timely updated.

## 2. Objectives

The main objectives of this deliverable are to:

- prepare a preliminary schedule for the 14 matchmaking events;
- present an overview of the main funding mechanisms at EU and member country level;
- create a guideline for the planning, organization and management of the matchmaking events.

## 3. Matchmaking Events

PV-Impact Consortium will implement 14 highly interactive matchmaking events that serve primarily to bring companies into contact with other industry players in a light-hearted and energetic way. Results of Task 4.1 are used as input for this planning. The events will cover the five industry-focused Activities of the Implementation plan on PV (Implan) and aim at 16 guests per event.

*Table 1: Activities of the PV Implementation plan*

<b>Activity</b>	<b>Technical lead</b>
1. <i>PV for BIPV and similar applications</i>	Becquerel Institute
2. <i>Technologies for silicon solar cells and modules with higher quality</i>	Fraunhofer ISE
3. <i>New Technologies &amp; Materials</i>	Imec
4. <i>Operation and diagnosis of photovoltaic plants</i>	3E
5. <i>Manufacturing technologies</i>	Becquerel Institute



### 3 . 1 C o n c e p t a n d M e t h o d o l o g y

The 14 half-day matchmaking events will:

- a) take a format that is short, in order to attract high level decision makers in companies; each matchmaking event will focus on one Implan Activity (see Table 1) and last half a day, although two half-day sessions on related Implan Activities will be run back-to-back, allowing the participants two occasions to participate if they wish.
- b) be shaped around “speed-dating”. Speed-dating is a format whereby participants hold a series of 10-minute conversations with each other, just long enough for each to communicate essential information about their plans and ambitions and identify whether the person opposite them has an initiative they would like to be part of. An exchange that has the character of a conversation, like a ‘speed-date’, allows the participants to home in on the features of the other’s idea that are most interesting. It also forces them to pay attention the whole time.
- c) contain a competitive element, which like the tight schedule of half a day, will keep people sharp. Speed-dates will be scored and a prize will be offered to the best three initiatives. The prize is the consortium’s time to mentor the company as it works on its initiative, particularly if help is needed to prepare a funding application. Awarding three initiatives ensures that even if one or two subsequently run of out steam, PV Impact still has at least one to work with. Competition is further introduced through a selective registration process. Selection for the event depends not only on the quality of the answers but on the balance and mix of possible combinations of guests.
- d) offer some travel cost reimbursement to 2-3 of our 16 guests. Reimbursements will be available on a first-come-first-served basis to companies of up to 10 employees (which we expect in practice to be start-ups). The maximum bursary budgeted is 400 EUR (against receipts). This amount was chosen because it is likely to cover most but not all of the cost of flights and a hotel. All participants will therefore need to reach into their own pockets to cover at least some of their costs, forcing them to take the event seriously. Consortium members that wish to participate as a guest rather than as a co-organiser will not be able to charge their participation as a direct cost to PV Impact. This is to level the playing field between guests who would be consortium members and guests who are not.
- e) include an introduction to the funding opportunities available at national level, particularly any funding streams designed for international collaboration. A small segment is included at the start of the meeting for this (serving also as a buffer if participants are delayed in their arrival).
- f) be animated jointly by a partner with expertise in funding programmes and/or corporate speed-dating and the partner who has the role of Technical Specialist for that meeting.



- g) offer mentoring, which means providing guidance to the team undertaking some kind of work, which might be the submission of a proposal. The mentors can connect the team to additional potential partners, funding agencies, etc. They can comment on the general features of a proposal, on similar proposals that have been funded at national or European level and offer tips on writing a winning proposal. The mentoring team is composed of consortium members and funding agency representatives. The latter will gradually take over as the proposal matures.

An outline of the programme for such an event is given in below in Table 2.

Table 2: Speed-dating event – template agenda

Topic	Owner	Time	Comments
Welcome, introduction and objective of the session	EUREC/3E/ Innoenergy	15'	Describe the rules, then the 'Technical Specialist Partner' gives the technological context.
Funding mechanisms review	IWG country members	10' each – max 40'	Framing the speed-dating coming up next, this is an opportunity to recall the project funding rules applicable for the funding of some relevant Member States and to frame the rest of the session. It is also a buffer to allow latecomers the chance to take their seats.
Speed-dating sessions	All	120' (include 2x10' break) on the assumption of 8-minute conversations	Up to 10-minute one-to-one meetings held in parallel on little tables. Each guest has 5 minutes to present his project idea while the other is actively listening and interjecting with remarks and questions. It's a conversation. In a 16-person speed-dating, each participant could speak to 12 others over the space of 140 minutes, including two 10-minute breaks, or over 116 minutes if dates are reduced to 8 minutes. It is impossible timewise, and from the point of view of the energy levels of the guests, to have every guest meet all the others. The guests will rank their encounters (Box 1)
Facilitated networking	All	30'	Open format session where the participants are free to discuss with peers based on the



			<p>information obtained during the speed-dating process.</p> <p>During this time, the representatives from the funding institutions are also available for meetings.</p> <p>Meanwhile the organisers tally the scores.</p>
Awards based on the scores	Consortium	20'	<p>Awards are made (see Box 1 caption)</p> <p>The winners are invited to announce the essence of their proposal to the room.</p> <p>The next steps are explained to the winners, and the terms of the mentoring agreed.</p>

### *Number of speed-dating guests*

For mathematical reasons, 16 is a good number of guests to make optimal use of the space available with the time constraint of half a day. Not all guests will be able to speed-date with each other in the time available, so the Technical Specialist partner for a particular event will prioritise pairings with the greatest potential. The majority of guests will be from industry and a few from research centres.

### *Invitations*

PV-Impact Consortium members bring a big network to the consortium. This network, and those of fellow Technical Specialist partners, will be the basis for inviting industry partners to participate in the matchmaking events. Further guests will be found using industry directories. Early registrants will be invited to suggest names of companies they would like to meet. Research organizations and universities will become involved through the EERA-PV and ETIP PV. In addition to personal contact, general publicity via the project's online and media presence will raise awareness of the matchmaking events, so too will the fact that one of the first matchmaking events will be at a major European PV gathering, where its novelty will attract attention and interest from potential guests for future speed-dating events.

## 3 . 2 M a t c h m a k i n g E v e n t s S c h e d u l e

Table 3 shows the planning for the 14 matchmaking events. This is an indicative schedule and may still be adjusted according to circumstances that are difficult to foresee up front. If modifications in the planning are needed, this report will be timely updated.





Table 3: Schedule of 14 Matchmaking Events

## PV IMPACT Matchmaking Events

		1. PV FOR BIPV AND SIMILAR APPLICATIONS (BECQUEREL)	2. TECHNOLOGIES FOR SILICON SOLAR CELLS AND MODULES WITH HIGHER QUALITY (FRAUNHOFER ISE)	3. NEW TECHNOLOGIES & MATERIALS (IMEC)	4. OPERATION & DIAGNOSIS OF PV PLANTS (3E)	5. MANUFACTURING TECHNOLOGIES (BECQUEREL)
M1	Apr-19					
M2	May-19					
M3	Jun-19					
M4	Jul-19					
M5	Aug-19					
M6	Sep-19		EU PVSEC (FR)			
M7	Oct-19					
M8	Nov-19					
M9	Dec-19				O&M and Asset mgmt conf (UK)	
M10	Jan-20					
M11	Feb-20					
M12	Mar-20					
M13	Apr-20					
M14	May-20	ETIP PV (BE)		ETIP PV (BE)		
M15	Jun-20					Intersolar (DE)
M16	Jul-20					
M17	Aug-20					
M18	Sep-20		EU PVSEC (?)	EU PVSEC (?)		
M19	Oct-20	Advanced Building Skins (CH)				
M20	Nov-20					
M21	Dec-20					



## D1.1 Schedule of Matchmaking Events

M2 2	Jan-21					
M2 3	Feb-21					
M2 4	Mar-21				SPE Summit (BE)	
M2 5	Apr-21					
M2 6	May-21		ETIP PV (BE)			ETIP PV (BE)
M2 7	Jun-21					
M2 8	Jul-21					
M2 9	Aug-21					
M3 0	Sep-21			EU PVSEC (?)		
M3 1	Oct-21	Advanced Building Skins (CH)				
M3 2	Nov-21					
M3 3	Dec-21				O&M and Asset mgmt conf (UK)	
M3 4	Jan-22					
M3 5	Feb-22					
M3 6	Mar-22					

### 3.3 Funding Mechanisms

This section presents a non-exhaustive list of different national and transnational funding mechanisms identified by the consortium partners as relevant for the matchmaking events.

This list is not exhaustive and will be continuously updated with new available information.

COUNTRY	PROGRAMME	LINK	PERIOD	DEADLINE FOR SUBMISSION
GERMANY	7 <sup>th</sup> Energy Research Programme	<a href="https://www.ptj.de/en/project-funding/applied-energy-research">https://www.ptj.de/en/project-funding/applied-energy-research</a>	2018-2021	Continuously open
NETHERLANDS	Topsector Energie Programme	<a href="https://www.topsectorenergie.nl/">https://www.topsectorenergie.nl/</a>	/	Several deadlines depending on specific calls



## D1.1 Schedule of Matchmaking Events

BELGIUM	Fonds de transition énergétique	<a href="https://economie.fgov.be/fr/theme/s/energie/transition-energetique/fonds-de-transition">https://economie.fgov.be/fr/theme/s/energie/transition-energetique/fonds-de-transition</a>	/	Once a year
FLANDERS (BE)	VLAIO Research Projects	<a href="https://www.vlaio.be/nl/subsidies-financiering/onderzoeksproject">https://www.vlaio.be/nl/subsidies-financiering/onderzoeksproject</a>	/	Continuously open
BRUSSELS (BE)	Innoviris R&D projects	<a href="https://innoviris.brussels/rd-projects">https://innoviris.brussels/rd-projects</a>	/	Continuously open
WALLONIA (BE)	CWALity programme	<a href="https://recherche-technologie.wallonie.be/fr/menu/acteurs-institutionnels/service-public-de-wallonie-services-en-charge-de-la-recherche-et-des-technologies/departement-de-la-recherche-et-du-developpement-technologique/direction-des-programmes-de-recherche/le-programme-cwality/programme-cwality.html">https://recherche-technologie.wallonie.be/fr/menu/acteurs-institutionnels/service-public-de-wallonie-services-en-charge-de-la-recherche-et-des-technologies/departement-de-la-recherche-et-du-developpement-technologique/direction-des-programmes-de-recherche/le-programme-cwality/programme-cwality.html</a>	/	Continuously open
CYPRUS	Restart Programme	<a href="http://www.research.org.cy/el/restart-2016-2020">http://www.research.org.cy/el/restart-2016-2020</a>	2016-2020	Several deadlines depending on specific calls
SPAIN	CDTI R&I strategic programme	<a href="http://www.cdti.es/index.asp?MP=100&amp;MS=877&amp;MN=2">http://www.cdti.es/index.asp?MP=100&amp;MS=877&amp;MN=2</a>	2018-2020	Continuously open
TURKEY	1511 - Research & Technology Development and Innovation Program	<a href="https://www.tubitak.gov.tr/en/funds/industry/national-support-programmes/content-1511-research-technology-development-and-innovation-projects-in-priority-areas-g-p">https://www.tubitak.gov.tr/en/funds/industry/national-support-programmes/content-1511-research-technology-development-and-innovation-projects-in-priority-areas-g-p</a>	/	A call for proposal on PV expected in 2020
TRANSNATIONAL	Solar ERANET	<a href="http://www.solar-era.net">http://www.solar-era.net</a>	/	End 2019
TRANSNATIONAL	EUROSTARS II	<a href="https://www.eurostars-eureka.eu/">https://www.eurostars-eureka.eu/</a>	2014-2020	2 cut-offs a year
TRANSNATIONAL	EUROGIA cluster	<a href="http://www.eurogia.com/">http://www.eurogia.com/</a>	/	2 cut-offs a year



## 4. Guidelines for organization of matchmaking events

To ensure a smooth process and to avoid shortfalls during the organization of the matchmaking events, the consortium prepared an internal set of guidelines (Table 4). These guidelines are based on the experience from the organization of the first Matchmaking event taking place in September 2019 next to the EU PVSEC conference in Marseille, France.

Table 4: Guidelines for organization of Matchmaking Events

<b>Task</b>	<b>Involved partners</b>	<b>Notes</b>
<b>Overall planning &amp; organization of the event</b> <ul style="list-style-type: none"> <li>Date &amp; place confirmation</li> <li>Venue selection and booking</li> <li>Budget review and approval</li> </ul>	<ul style="list-style-type: none"> <li><b>Technical lead partner (coordinator)</b></li> <li>3E <ul style="list-style-type: none"> <li>WIP</li> </ul> </li> </ul>	Following the proposed schedule in Table 3 from D1.1. Start with the organization at the latest 5 months prior the event to allow enough time for venue booking, invitations and selection procedure, logistics, etc.
<b>Promotion campaign</b> <ul style="list-style-type: none"> <li>Call for participants</li> <li>Targeted invitation</li> <li>Communication campaign</li> </ul>	<ul style="list-style-type: none"> <li><b>WIP (coordinator)</b></li> <li>All partners</li> </ul>	Basic approach: <ul style="list-style-type: none"> <li>Send targeted invitations if key participants are identified (Technical lead partner)</li> <li>Launch public invitations through website and dedicated communication channels (LinkedIn, twitter, etc.)</li> </ul>
<b>Agenda setting</b> <ul style="list-style-type: none"> <li>Selection and invitation of external speakers (national funding agencies)</li> <li>Drafting of the agenda</li> </ul>	<ul style="list-style-type: none"> <li><b>Technical lead partner (coordinator)</b></li> <li>EUREC &amp; 3E (support as project coordinator and WP leader)</li> </ul>	Support will be provided by all partners to identify relevant speakers
<b>Selection of participants</b>	<ul style="list-style-type: none"> <li><b>Technical lead partner (coordinator)</b></li> <li>InnoEnergy</li> </ul>	We target 16 participants with a good share of profiles between industry and research. Technical lead partner to manage selection procedure together with InnoEnergy. If some profiles are missing, targeted invitations are needed.
<b>Confirmation to participants</b>	<ul style="list-style-type: none"> <li><b>Technical lead partner (coordinator)</b></li> <li>InnoEnergy</li> </ul>	Send confirmation to selected participants ideally 2 months prior the event to allow travel arrangements. If applicable (tbd case by case) a maximum of 2-3



**Logistics prior and after the event**

- *Payment for room*
- *Catering and room material*
- *Reimbursement to selected participants (only if needed according to proposal)*

**Logistics during the event**

- *Welcome and registration*
- *Event opening (Intro)*
- *Time keeping*
- *Support / Pictures*
- *Catering (coffee break? / Lunch)*
- *Selection of winning project idea*
- *Event closing*

**Follow-up / Mentoring**

- *Satisfactory survey*
- *Mentoring of best proposals*

• **Technical lead partner (coordinator)**

- 3E

participants could apply for reimbursement up to 400 € (see Section 3.1 d from D1.1) Ideally such reimbursement will be offered to participating Start-ups.

Review all costs to be incurred and align with 3E on budget availability. The technical lead partner has a dedicated budget to cover the event. Make sure we count on the necessary material for the event (furniture, catering, microphone, screen etc.)

• **Technical lead partner (coordinator)**

- InnoEnergy
- 3E

InnoEnergy to moderate the session. InnoEnergy to adapt the event according to final number and nature of the attendees in terms of execution of the activity. The participants themselves will vote the best proposals through a live voting system accessible from their mobile phones and we will evaluate the results before presenting the awards. Awards can be given by EUREC and 3E.

• **Technical lead partner (coordinator)**

- 3E
- InnoEnergy (prepare survey and implement feedback into the coming sessions)

The mentors (technical lead partner + 3E + EUREC) can connect the best proposals with additional potential partners, funding agencies, etc. Support includes commenting on the general features of a proposal, on similar proposals that have been funded at national or European level and offering tips on writing a winning proposal



## 5. Contacts

### Project coordinator

EUREC  
Emiliano Corà  
Place du champs de Mars 2, B-1050  
Brussels, Belgium  
Email: [emiliano.cora@eurec.be](mailto:emiliano.cora@eurec.be)  
Phone: +32 2 318 4048

### Work Package Leader

3E  
Mauricio Richter  
Kalkkaai 6, B-1000  
Brussels, Belgium  
Email: [mauricio.richter@3e.eu](mailto:mauricio.richter@3e.eu)  
Phone: +32 2 217 5868

