

Boost potential of Young Innovators to pioneer change in energy efficiency inside Danube Macro-region

DANUBE ENERGY +

Pilot of Energy+ Package

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1 Executive summary

WPT.2 Danube Energy+ Pilot presents the cornerstone of the project as it targets both key groups for the project, i.e., Young innovators and key stakeholders in the ecosystem, and hence contributes directly or indirectly to all three project specific objectives:

- Advance knowledge of key stakeholders in boosting Young innovators.
- Boost Young innovators towards successful ventures.
- Set-up sustainable structures to create enabling environment.

The implementation of WPT.2 spanned from RP3 to RP5. In these periods, bi-weekly and monthly online meetings have provided the PPs with the opportunity to exchange best practices and to transfer the knowledge between PPs.

The package consisted of the following activities:

1. Identification and motivation of individual young innovators through visits (10) in regional centres/hubs and motivation workshops (2) for the YIs organized by each PP.

While partners have pursued different actors in their visits, the common finding was *that the visits themselves are not sufficient* and not enough to identify the YIs. Ultimately the partners had to get involved personally and convince YI to apply. There were also some deviations from the original plan, as the visits were supposed to be half-day visits, but they were shortened as to avoid being counterproductive. This decision proved to be even better in the light of COVID-19 situation.

Perhaps the challenges related to identification and motivation would have been resolved also if the selection of regions, cities and PPs was different. Another point that could perhaps improve the process would be more focus on communication and dissemination of the opportunity to participate in the Pilot programme. Some examples of the PPs confirm this, but not all that used external professional agencies, for example.

2. selection of young innovators through an Open Call for Young Innovators, organized in each region, selecting 10 best evaluated applicants regionally with the assistance of external evaluators.

The *specific challenge* of the call was to identify the dormant potential in the Danube macro-region represented by young people, who possess disruptive ideas with a prospect of significant impact. The *scope* of the call was to attract YIs with innovative disruptive ideas in the field of energy efficiency and other related fields. The widening of the topic was a result of difficulties (especially in smaller countries) in gathering enough applications which were related to the energy efficiency, taking into account all other requirements. Ideas, connected to circular economy, renewable energy, cleaner electricity production and similar were therefore also accepted in the programme.

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In the final event, the topic of energy efficiency, which was the initial planned core topic, was covered with less YI ideas than planned. For the future, it would be interesting to consider broadening the thematic scope or adjusting the KPI targets to reflect the size of the pool.

There were several conditions for participation in the call for YIs such as admissibility criteria, eligibility criteria and evaluation criteria. The call strived to be transparent and non-discriminatory for the applicants. Each PP nominated sufficiently diverse evaluation committee consisting of 3 external evaluators (who in turn were also selected in an open and transparent procedure) 1 partner representative to rank the applicants and thus ensured the fairness, openness, and equal treatment of all applicants.

The tool selected for gathering of the project applications was F6S. While it was not an ideal choice as it has attracted non-eligible applicants, ultimately it resulted in the selection of 66 project ideas, implemented by 111 individuals.

3. DE+ Tool Pilot *DE+ Tool Pilot, the training programme covering energy efficiency challenges, business development and sales and pitching areas*, ran for several weeks for YIs in a duration of roughly 40 hours and finished in each country with a Demo Day.

Throughout the Tool Pilot, participating YIs did not only follow the learning scheme using lectures, workshops and one on one time with mentors, but have been also preparing the homework. The Tool Pilot was planned to be organized at project partner site or at selected other place of Regional Alliance members, but in reality, took place online for the majority of the PPs as a consequence of Covid-19 EU wide lockdown. *Day- to-day support* was provided during the Pilot, both in terms of specific content of the learning scheme and materials, as well as in terms of practical matters.

All partners used a combined methodology of lectures, mentorship and homework via Zoom or some other online tool for video communication. Some partners also offered additional support, with most using email, followed by phone, Slack and WhatsApp communication. While the online workshops were a success in the given circumstances, a combination of online and physical events would probably achieve even better results and could secure more 1-on-1 time, that was requested by the YIs.

Ultimately the YI gained competences in: business / challenges in energy efficiency, competition, customer/market validation, business skills including marketing/sales, business modeling, team setting up and legal start-up issues, and assessed the knowledge gained as excellent and themselves as able to carry out the project in question and willing to start a start-up. Given that the average YI that has benefitted from the Training Scheme is male, employed, 27 years old, it may be worth focusing on females in the future.

4. *Connecting YIs to key stakeholders.*

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It was planned that *5 connection events will be organized during the Danube Energy+ Tool Pilot and to span 2 months following the end of the Tool Pilot*; each to be organized for 2 YIs participating in the Tool Pilot and 4-5 regional guests from regional ecosystem who were interested for their idea. The selected formats were to be different from region to region based on preferences, opportunities and experience from the region. *Out of 45 planned connecting events, all have taken place*

The detailed description of how the connecting events must take place, provided in the Application Form, has proved too prescriptive for implementation in the COVID-19 times. Of the events implemented in the period, over half have been taking place over online meeting tools.

This activity has proved to be key in reaching the project general and specific objective. After having enjoyed the programme and mentoring, the YIs have been connected with more actors that provide relevant feedback to their idea and at the same time, at least for the majority of them, this represents the learning opportunity, too.

5. Final activity *Monitoring, Evaluation, and Impact measurement*

To support both Pilots, corresponding regional activities, evaluation and impact measurement, we organized regular transregional monitoring monthly virtual meetings and Transregional Impact workshop aside of 4th and 5th Regional Alliance meetings.


For most partners, the 5th RA meeting served to present the implementation of the DE+ Tool to the members of the RA and to collect their feedback and interest for future collaborations with the YIs. While some partners focused more on the struggles and lessons learned during the DE+ Tool implementation, others focused on possible future collaborations and even organized connecting visits with the members of the RA as the direct consequence of the meeting.

Regional evaluation of Impact and the Danube Energy+ tools was performed based on prepared questionnaires and Pilot data. While YIs' questionnaires were filled out during last Tool Pilot sessions, questionnaires from RA members were gathered during regional impact and evaluation workshop organized as 5th RA meeting after all Events connecting YIs with ecosystem actors have been finalized and the Tool Pilot as well. The regional workshops enabled to present regional impact and evaluation of the tools.

Transregional monitoring of the Tool and Package Pilot was organized through regular monthly virtual meetings to share regional progresses, successes and multiply learning effect from regional experiences.

During the Package Pilot, the monitoring and evaluation process focused on several key impact indicators measuring final impact on creation of enabling ecosystem.

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2 Introduction

Danube Energy+ tackles the need for change in regional ecosystems to support Young Innovators (YIs) in transforming their disruptive ideas into ventures. *Project's general objective* is to create an enabling environment, which will support YIs to pioneer a change in the energy efficiency area by setting up highly innovative start-ups in the Danube macro-region.

Elaborating on the general project objective, *three project specific objectives* have been set:

1. Advance knowledge of key stakeholders in boosting YIs.
2. Boost YIs towards successful ventures.
3. Set-up sustainable structures to create enabling environment.

The objectives were to be achieved through three implementing *work packages* (WPs), supported by WP Management and WP Communication:

1. WPT.1 Danube Energy+ Package
2. WPT.2 Danube Energy+ Pilot
3. WPT.3 Danube Energy+ Hubs

Activities of the WPT.2 Danube Energy+ Pilot present the cornerstone of the project. They have crucially contributed to the Project Specific Objective 1: »Advance knowledge of key stakeholders in boosting Young innovators and enabled the Project Specific Objective 2: »To boost Young Innovators towards Successful Ventures. Both specific objectives reflect the importance of two key *target groups* of the project: (1) YIs and (2) key stakeholders in the ecosystem – regional public authorities, higher education and research organisations, as well as SMEs.

This report presents the overview of all *the activities* the DE+ consortium has implemented within WPT2. It covers the activities as they are listed in the application form (AF):

1. *Identification and motivation of individual young innovators*
2. *Selection of young innovators*
3. *DE+ Tool Pilot*
4. *Connecting YIs to key stakeholders*
5. *Monitoring, Evaluation, and Impact measurement.*

The first three activities (identification and selection of YIs and DE+ Tool Pilot implementation) took place consecutively, one after the other. At the same time as DE+ Pilot implementation, activity Connecting YIs to key stakeholders took place. The activities were concluded by the evaluation and impact measurement.

The present output report presents a “bird’s view” of all the implemented activities in the time order in which they were implemented. Such structure of the report takes a different approach from the other three output reports, presented for the same work package, which are organised according to the theme of report:

- Learning package for *regional ecosystem actors*, dealing with lessons learnt for the regional authorities, learning and research institutions, and SMEs (OT2.2.).
- *Mutual Learning during the implementation of Pilots* (OT2.3), analysing the knowledge flows between Project Partners and Associated Strategic Partners.
- *Training Scheme for Young Innovators report* (OT2.4), describing in detail the learning interaction for YIs.

All four Output reports, nonetheless, cover the implementation of key component of this project: the training scheme for YIs and related activities aimed at achieving the project overall objective.

The *sources* for this report have been:

- documentary analysis of the partners deliverable reports,
- quantitative analysis and interpretation of feedback questionnaires for the YIs and Ecosystem Actors,
- qualitative analysis and interpretation of the questionnaire on knowledge flows for the PPs themselves,
- participation and observation in the meetings and workshops, most importantly the transnational evaluation workshop.

The *project partners*, who have all actively participated in this WP by motivation and identification of YIs, their selection, implementation of the training scheme, connecting activities and monitoring and evaluation activities by implementing activities in their region, are listed in the table below.

Table 1: The list of project partners.

PP No.	PP Name	PP Country	PP Type
LP - INNOENERGY	KIC InnoEnergy Germany GmbH	Germany	business support organisation
ERDF PP1 - CTBG	Cleantech Bulgaria Foundation	Bulgaria	interest groups including NGOs
ERDF PP2 - Civitta	Civitta Slovakia, a.s.	Slovakia	SME
ERDF PP3 - ABC	ABC Accelerator, d.o.o.	Slovenia	SME
ERDF PP4 - OPTIM	Optimization	Croatia	SME
ERDF PP5 - E-KLASTR	E-KLASTR Czech Republic a.s.	Czechia	business support organisation
ERDF6 - STC	Startup Transilvania Center	Romania	business support organisation
IPA-PP1 - SEE ICT	SEE ICT	Serbia	interest groups including NGOs
ENI PP1 - CEI	European Initiatives Center	Ukraine	interest groups including NGOs

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Further *sections* of the report elaborate each of the activities and corresponding deliverables in detail, by first describing the implementation process, then discussing and explaining any deviations from the plan outlined in the Application form, and finally presenting the lessons learnt. The lessons learnt form an especially valuable contribution to the sustainability and replicability of our activities. Therefore, the report concludes with discussion on transferability and durability of the project results to the extent in which they can be ascertained so far.

3 WPT.2 Danube Energy+ Pilots in short: aim, activities implemented, and deliverables and KPIs reached

The aim of the Tool Pilot was to support ecosystem actors' knowledge in creating sustainable enabling environment for boosting YIs into starting ventures, to prove tool's impact and to directly boost knowledge and will of participating YIs in the Pilot. With the Pilot of Danube Energy+ Ecosystem Package (Package Pilot), we enabled regional ecosystem actors to gain first-hand experience and knowledge from the whole identification, motivation, and connection process of Young Innovators (conceptualized through Package learning materials) and boosted regional ecosystem cooperation.

The WPT.2 covers the key activities of the project, piloting the Tool developed in the WPT.1, in each of the PP regions:

1. *Identification and motivation of individual YIs* through visits (10) in regional centres/hubs and motivation workshops (2) for the YIs organized by each PP.
2. *Selection of young innovators* through an Open Call for Young Innovators, organized in each region, selecting 10 best evaluated project ideas regionally with the assistance of external evaluators.
3. *DE+ Tool Pilot, the training programme for YIs, covering energy efficiency challenges, business development and sales and pitching areas.* It ran for several weeks for the selected YIs. Throughout the Tool Pilot, participating YIs did not only follow the learning scheme using lectures, workshops and other forms of knowledge transfer. In addition, they had one on one time with mentors, and have also been preparing the homework. The Training Scheme finished in each country with a Demo Day.
4. *Connecting YIs to key stakeholders* was implemented via events connecting YIs to relevant regional ecosystem actors regionally. The aim of the activity was to provide feedback to YIs ideas and new knowledge for them, while at the same time shedding additional light on the needs of YIs for ecosystem actors.
5. Final activity *Monitoring, Evaluation, and Impact measurement* encompassed regular transregional monitoring monthly virtual meetings, Regional evaluation, and Transregional Impact workshop aside of 4th and 5th Regional Alliance meetings. The aim of these was transfer of knowledge and assessment of our effectiveness, efficiency, and sustainability of project objective attainment, measured by pre-defined project impact indicators. For the target group of ecosystem actors, these were (1) involvement in Pilot, (2) attitude shift, and (3) YI centres/hubs identified. For YIs, they were (1) YIs identified and motivated, (2) ventures established, and YIs' evaluation of change in ecosystem.

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Table 2: The list of deliverables for WPT.2: Status as of January 21, 2021

Del. No.	Deliverable Title	PP1 (LP)	PP2	PP3 (WP lead)	PP4	PP5	PP6	PP7	PP8	PP9
DT2.1.1.	Regional Report from Young Innovators' identification and motivation process	√	√	√	√	√	√	√	√	√
DT2.2.1	Methodology for the Open Call including procedure, evaluation and selection aspects for both external evaluators and Young Innovators applicants	√								
DT2.2.2	Regional Young Innovators' applicants ranking in the Open Call evaluation including their score in specific evaluation criteria and the best 10 evaluated YIs granted access to Danube Energy+ Tool Pilot	√	√	√	√	√	√	√	√	√
DT2.3.1	2-days Regional Training Workshops organized in Pre-pilot stage for internal and external experts of regional partners based on Training workshop materials on Danube Energy+ Tool usage	√	√	√	√	√	√	√	√	√
DT2.4.1	Report from 5 Regional Events Connecting Young Innovators to key stakeholders in regional ecosystems	√	√	√	√	√	√	√	√	√
DT2.5.1	Template for regional impact and evaluation questionnaires for YIs and ecosystem actors and guideline for their filling in	√								
DT2.5.2	Regional Pilot Schedules for RA members with activities and events planned for coming period of Pilot	√	√	√	√	√	√	√	√	√
DT2.5.3	Report from Regional Impact and Evaluation workshop as 5th RA meeting presenting and discussing regional impact and tools' feedback	√	√	√	√	√	√	√	√	√
DT2.5.4	Report from monthly virtual meetings during transregional monitoring of Danube Energy+ Tool and Package Pilot	√								
DT2.5.5	Transregional Impact Report summarizing impact of Danube Energy+ Tool and Package on YIs, ecosystem actors and the enabling environment in general	√								

4 AT2.1 Identification and Motivation of individual Young Innovators

This section covers deliverable D.T2.1.1 – Regional Report from Young Innovators' identification and motivation process including all visits and motivation workshops, prepared by each partner. More in-depth information on this activity is provided in the *OT2.2. Learning Package for Ecosystem Actors report*.

To start the pilot testing, we have carried out activities to identify and motivate the individual young innovators. In each region, each PP organized *visits of centres and hubs* (such as universities, interest groups, platforms, centres, hubs, etc.) identified in detail through Regional maps (developed within WPT.1). The aim of these activities was to attract enough YI applicants to carry out the pilot – the target was set at 10 selected participants per each PP, regardless of the size of the PP region and therefore the size of potential pool of applicants. .

Content-wise, the visits enabled PPs to *present concept and aims of Danube Energy+ Tool* as the pre-seed /pre-acceleration learning scheme boosting YIs to successful ventures. To support motivation and engagement of YIs, we *showcased success cases of start-ups in sustainable energy* in general and energy efficiency from the specific or other regions /countries. The final segment of the visits was devoted to open discussion and thus *enabled YIs to share their ideas and visions for new solutions and ideas*, helped to identify potential YIs for the Tool Pilot. To enable stakeholder learning from the Package Pilot, we invited members of Regional Alliances including regional public administrations and ASPs to join at least 1 of the regional visits.

Table 3: The Motivational Visits made by Partner and type of Institution visited.

	Ecosystem actor	Fair Attendance	Learning institution	Own event	Grand Total
PP1 InnoEnergy	5	4	1		10
PP2 Clean Tech Bulgaria			7	3	10
PP3 Civitta	1		4	1	6
PP4 ABC Accelerator	2		6	2	10
PP5 Optimizacija	7		1		8
PP6 EKLastr		1	9		10
PP7 STC		5		5	10
PP8 SEE_ICT	3	3	4		10
PP9 European Initiatives Center	2	2	3	3	10
Grand Total	20	15	35	14	84

Table 4: From motivational visit to YI applications - Conversion rates by PP

PP	Partner name	Partner Country	Visits made	Total persons reached in visits	Total persons that applied to programme from visits	Total number of persons that came from other connections	Total number of YI applications	Conversion rate
1	InnoEnergy	Germany	10	1508	n/a	n/a	18	n/a ⁱ
2	Clean Tech Bulgaria	Bulgaria	10	118	15	4	19	16,10%
3	Civitta	Slovakia	6	71	3	34	37 ⁱⁱ	52,11%
4	ABC Accelerator	Slovenia	10	113	3	15	18	15,93%
5	Optimizacija	Croatia	8	65	7	6	13	20,00%
6	EKLastr	Czech Republic	10	339	10	5	15	4,42%
7	STC	Romania	10	1216		2	45	3,70%
8	SEE ICT	Serbia	10	214	4	29	33	15,42%
9	European Initiatives Center	Ukraine	10	88	16	16	32	36,36%

Based on the partner data, we have calculated the conversion rate from the visits as a % of the YI applications that originated from those divided by all the persons reached in the visits. Its is important to note that some applications were for teams, so from one visit there could have been 1 application, but it had 3 team members.

To further engage and motivate potential individual YIs identified through visits in centres and hubs, 2 additional half-day *motivation workshops* were organized in each region for interested YIs. The workshops were to be organized in groups based on further sub-topics of their initial idea shared during visits and enabled further discussion and elaboration of their ideas and exchange of experience among YIs. The workshops also provided platform for their invitation to the Open Call for Danube Energy+ Tool Pilot (A3.3). Members of Regional Alliances and ASPs were invited to 2nd motivation workshop in each region (progressing after workshop into 4th Regional Alliance meeting), to enable further knowledge sharing.

Table 5: Motivational workshops held by PPs.

PP No.	Partner	Country	Date	Location of site visit	Persons present	Short description of the event
PP1	InnoEnergy	Germany	6.12.2019	Danube Energy+ at WOMEN4ENERGY Workshop & Conference, Stuttgart	73	25 young innovators reached
PP1	InnoEnergy	Germany	28.01.2020	Danube Energy+ First International Day "Learning for Innovation, Karlsruhe	n/a	n/a
PP2	Clean Tech Bulgaria	Bulgaria	17.02.2020	Puzl Co-working space: 47 Cherni Vrah boulevard, 1407 Sofia	19	Held under the name "Founders info day: Green entrepreneurship opportunities 2020", to attract people who have the desire to establish a successful venture and who consider themselves to have an entrepreneurial mindset
PP2	Clean Tech Bulgaria	Bulgaria	22.02.2020	New Bulgarian University, Corpus 2, hall 607	13	The workshop was attended by a relatively small group of people, which predisposed for a somewhat informal and very open event.
PP3	Civitta Slovakia	Slovakia	22.9.2020	Online Webinar	483	Online webinar with a young entrepreneur who is also mentor and a leader of Zero-waste in Slovakia, discussing the beginnings of green projects and lessons learned. The number of persons present is that of total views on Facebook, where we streamed the webinar.
PP4	ABC Accelerator	Slovenia	19.12.2019	On site	30	Both lectures had presented some important insights for young entrepreneurs and innovators alike, on how to start a business in energy related area

PP4	ABC Accelerator	Slovenia	2.09.2020	Centre for Resource Efficiency	15	Presented the programme and the imminent start of the scheme; debated on the current challenges and which idea would fit the programme.
PP5	Optimizacija	Croatia	7.01.1900	ZICER	120	It was arranged with the organizers that all the applicants of the MC2 start -up competition will be invited to apply to the Open Call of the Danube Energy + project as well as that we would get also the chance to receive access to their innovative projects ; furthermore, it was agreed that TVZ and CISEX will additionally promote the project through their channels of communication.
PP5	Optimizacija	Croatia	10.03.2020	HUB 385	35	It was arranged with the organizers that all the members of the HUB 385 will be invited to apply to the Open Call of the Danube Energy + project as well as that we would get also the chance to receive access to their innovative projects ; furthermore, it was agreed that HUB 385 will additionally promote the project through their channels of communication.
PP6	EKLastr	Czech Republic	18.09.2019	Technology and knowledge transfer center of University Pardubice	15	The event was arranged with the UPCE that all the applicants of the Workshop will be invited to apply to the Open Call of the Danube Energy+ project a furthermore, it was agreed that UPCE, department of transfer innovation and technology will additionally promote the project through their communication channels.
PP6	EKLastr	Czech Republic	14.11.2019	The University of Pardubice, Studentská 95, 532 10 Pardubice 2	35	All students of the winter semester aimed to come up with an idea that has the potential of a business plan. Students were given information on how to work with the idea and how to think about it to make sense. Furthermore, the aim of the whole semester was to motivate young students to feel creative, innovative in the field of not only energy but especially a better environment.

PP7	STC	Romania	11.05.2020	online event via Zoom	27	Even though only 16 applicants out of 45 were selected, all had the opportunity to benefit from at least one of the educational resources developed within the project – having a chance to interact with energy industry experts and discover what new projects are developed, or get feedback on their ideas during the two break rooms.
PP8	STC	Romania	12.05.2020	online event via Zoom	18	This second workshop was created as a continuation of the discussion of the previous day. If during the first workshop innovations in the energy sector and future trends were discussed, this workshop was focused on what resources are available to start-up founders from this field. The workshop was structured as a presentation from the main speaker, with time for free discussions and Q&A.
PP8	SEE ICT	Serbia	13.02.2020	Startit Centar Beograd	14	All young people who were present were very engaged in during the whole workshop and keen to apply to the program.
PP8	SEE ICT	Serbia	4.03.2020		21	Workshop has been held with students from Entrepreneurship course on the College of Hotel Management. Aleksandar Arnaut, Entrepreneurship development program coordinator, from SEE ICT, spoke about Danube Energy+ Pilot methodology and timeline, and application process on F6S. Students were really interested in the curriculum of the program, and were motivated to apply.
PP9	CEI	Ukraine	12.12.2019	Kolomyia	5	Workshop has been held with students from National university Lviv Polytechnic in Kolomyia, Ivano-Frankivska oblast and business support organizations from Zakarpattia Oblast and Ivano-Frankivsk Oblast All young people who were present were very engaged in during the whole workshop and prepared to apply to the program.

PP9	CEI	Ukraine	16.01.2020	Regional Branch of the All-Ukrainian Association of self-Government Bodies "Association of cities of Ukraine"	13	On January 16, 2020, the European Initiatives Center and Zakarpattia Regional Branch of the Association of Cities of Ukraine organized and held a workshop on the «Danube Energy+ Boost potential of Young Innovators to pioneer change in energy efficiency inside Danube Macro-region» All representatives of the communities who were present were interested to participate in Danube Energy+
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4.1 Deviations from plan

There were some deviations from the original plan, outlined in the application. The visits were supposed to be half-day visits, but it soon became apparent that half a day (even counting as 3 or 4 full hours) could be considered counterproductive. This decision proved to be even better in the light of COVID-19 situation which was a relevant factor for the PPs that have postponed Training Scheme implementation and were doing the visits in spring and summer 2020. Those visits took place via Online Meeting tools, where the attention span of participants is somewhat shorted and the debate occasionally less lively.

In terms of the number of visits, PP 5 Optimizacija (Croatia) made only 8 visits. PP3 Civitta (Slovakia) has made only 6 visits. Since they had enough applicants, they did not go for the full target because the overall aim of the activity was already achieved.

When it came to the motivational workshop, however, it has turned out that the AF overestimated the YIs zeal in participation. The persons present were not always the same as in the visits. While we cannot know for sure, because we did not ask the participants of the visits, it seems that only a small fraction of the participants was interested in the follow up workshop. Finally, some PPs did not implemented 2 motivational workshops, because they have already attracted a sufficient number of applicants.

The workshop, at least in some cases, have turned out into additional more in-depth visits, where the participating public was instructed on how to apply. PP7 Romania offered all potential applicants some resources that they could use: *“All had the opportunity to benefit from at least one of the educational resources developed within the project – having a chance to interact with energy industry experts and discover what new projects are developed, or get feedback on their ideas during the two break rooms”*. This is a case of good practice within the project.

4.2 Lessons learnt

The overall aim of the activity was to identify and motivate the potential YIs to apply for the Danube Energy programme. The set KPI for each PP was 10 visits and 2 workshops in terms of “process”, but to achieve the desired outcome, enough applicants (10 per PP) had to be identified and motivated.

Partners have pursued different actors in their visits, but common finding was that the visits themselves are not sufficient. This is also reflected in the estimated conversion rates. To attract the YIs, partners needed to make personal connections, rely on the support of communication partners and subcontractors and, in some cases, to cajole and persuade YIs personally to apply.

This could reflect the fact that the programme was not as unique as we would have wished (in other words, that there was no unique selling proposition as our programme might face “competition” from similar programmes running at the same time). Furthermore, the difference in conversion rates could imply that some PPs chose their visit audience better – where there was a higher chance of reaching suitable persons.

Another explanation would be that perhaps the number of 10 applicants for all PPs, regardless of the size of their “pool” of potential YIs, was set too rigidly. The set “process” KPI of 10 visits and two workshops also did not consider the final objective, which is to attract the final number of YIs (10); it was natural to assume that when this was reached, the activity could be stopped.

It could be possible to understand it in most pessimistic terms: that the initial assumption of the project, that there are young persons with disruptive ideas in energy efficiency that are keen to implement it, is not as valid as it seemed in the proposal preparation. Some (not all!!!) deliverable reports on identification visits can, between the lines, provide quite depressing reading. See for example: *“This was a typical encounter with students of engineering. They would prefer not to be addressed, nor expose their wishes or desires. When trying to engage the debate among participants, I have encountered somewhat shyness and awkwardness. Luckily, there was professor Zajc present who served as mediator of two different worlds: the start-up mentality of presenter and shyness of the rest of the class. However, I did manage to get the message through, professor encouraged his students to participate in this kind of program”.*

Finally, it may as well be that ground-breaking ideas are present, but the innovators opt to develop them in research institutions that have their own ways of pushing the ideas to the market (if this is something that they are actively looking for).


Motivational workshops were planned as a continuation of the visits or as more in-depth analysis; however, at least in some cases they have turned out into additional more in-depth visits, where the participating public was instructed on how to apply. (This was also related to the chosen system for application - F6S, on which we elaborate in the following section). PP7 Romania found an innovative way to increase the benefit to all: they offered all potential applicants some resources that they could use: *“All had the opportunity to benefit from at least one of the educational resources developed within the project – having a chance to interact with energy industry experts and discover what new projects are developed or get feedback on their ideas during the two break rooms”.*

Perhaps the challenges related to identification and motivation would have been resolved also if the selection of regions, cities and PPs was different. Some partners reflect that the output gained was not too relevant and seemed to be even competition to already existing tools; the value of the tool was assessed better in the countries where the “competition” was scarcer. Should this have been the

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case for all partners, perhaps the process of identification and motivation would not be fraught with difficulties for some.

Another point that could perhaps improve the process was would be more focus on communication and dissemination of the opportunity to participate in the Pilot programme. Better marketing and outreach would potentially solve this issue; the case of PP in Romania goes to support this point, but the case of PP Slovenia, who also used external support but was not particularly successful, is a reason against.



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5 AT2.2 Selection of Young Innovators to participate in Danube Energy+ Tool Pilot

This section covers deliverables: D.T2.2.1 – Methodology for the Open Call including procedure, evaluation and selection aspects for both external evaluators and Young Innovators applicants, prepared by the WP leader, and D.T2.2.1 – Regional Young Innovators’ applicants ranking in the Open Call evaluation including their score in specific evaluation criteria and the best 10 evaluated YIs granted access to Danube Energy+ Tool Pilot, prepared by each partner.

In parallel with the identification and motivation process, we published Open call to pilot Danube energy+ tool for all Young Innovators with innovative disruptive ideas in energy efficiency field.

Before the Open Call was announced, *Methodology for the open call procedure, evaluations and selection* was defined at project level. Several criteria were introduced to assess admissibility, eligibility, and quality for scoring and ranking applicants (e.g., idea summary, business potential, previous experience of person, etc.). The methodology also set out criteria for evaluators.

The Open Call ran for at least 1 month for all participants in all territories. It opened on January 28th, 2020 and was to close on February 28th, 2020, 23:59 Brussels time. The project decision was to gather the applications within the F6S system, well known in start-up community for being a single marketplace for start-up opportunities. This decision was not welcomed by all PPs at the time, and it had indeed had some – at the time – unforeseen consequences later in the process.

Besides the call being publicly available on the F6S platform, we shared the information about the Open Call during regional motivation workshops in AT2.1, through all identified centres / hubs, via Regional Alliance members, ASPs and specific communication activities. Some of PPs were forced to extend the deadlines due to lack of suitable applications.

After the deadline, the applications (received via F6S system) were assessed by the external evaluators and the PP representatives. Those partners that extended the call did the same but in a separate timeline.

From all YIs applications in each region, 10 best evaluated project ideas in the *selection process* have been granted participation in the regional Danube Energy+ Tool Pilot (AT2.3). Each partner had the *list of applicants ranking*. The selected YIs were able to gain skills that boosted them towards starting successful venture. In some cases, more than one YI implemented the idea; in this case, all were admitted to the training scheme.

In other cases, the number of applications was sufficient; however, not all applicants were eligible due to age / already established company / the location of YI and their proposed activities. This was an unforeseen consequence of the F6S system: many applications came from the so-called usual suspects that use it to apply for any potential option on F6S whatsoever. In some cases, this meant that the PPs considered they have had sufficient number of applications, but they then turned out to be ineligible applications.

5.1 Methodology for the Open Call including procedure, evaluation and selection aspects for both external evaluators and Young Innovators applicants

The methodology for the Open Call included procedural, evaluation and selection aspects for both YIs applicants and external evaluators for the implementation of the Pilot. The aim of the Open Call was to ensure the transparency and equal treatment of all applicants via their regional calls. The methodology, defined at the project level in cooperation with the project partners, was drafted and formalised by the WP leader, ABC Accelerator.

The *specific challenge* of the call was to identify the dormant potential in the Danube macro-region represented by young people, who possess disruptive ideas with a prospect of significant impact. The *scope* of the call was to attract YIs with innovative disruptive ideas in the field of energy efficiency and other fields related to energy, environment or circular economy, that fits into the scope of Danube Energy+ Pilot. This enlargement of the topic was a result of discussion between PPs where some have had difficulties in gathering enough applications which were related to the energy efficiency, taking into account all other requirements.

The requirements for applicants were:

- the age limit (under the 35),
- clearly demonstrated willingness to participate,
- strength and market capacity of their innovative ideas.

The selection procedure of the Pilot was expected to result in 10 chosen YIs by PP, which then participated in the Pilot and received support and assistance in making their idea viable and tangible.

There were several conditions for participation in the call for YIs such as admissibility criteria, eligibility criteria and evaluation criteria.

According to the first, *admissibility criteria*, participants had to send their applications in the written form in the electronic format specified by the Call before the deadline. Late applications were not considered. The applications were required to be submitted by the F6S platform, offered via specific application page for each PP.

The second criteria, *eligibility criteria*, required that participants must be under 35 years of age, their innovative idea was required to be connected to the eligible programme area as defined in the <http://www.interreg-danube.eu/about-dtp/participating-countries>. They were not allowed to establish a venture for the innovative idea before applying to the programme. Their idea fitted into one or more of the following fields: energy storage, smart and efficient buildings & cities, renewable energies, smart electric grid, energy efficiency, energy for circular economy, energy for transport & mobility, circular economy, and other fields, related to sustainability, energy efficiency and renewable energy. If there were any doubts about applicants' eligibility, the PP could ask participant to provide the documentary proof of the statements.

The third criteria, *evaluation criteria*, defined 8 evaluation points for already admissible and eligible participants as follows:

1. Clear definition of the problem,
2. Potential for a successful company,
3. Scientific background of individual,
4. Potential for future investment in the idea/product,
5. Idea compliant with national and/or EU regulations,
6. Scalability of the product,
7. Market need for the product / service,
8. Growth strategy defined.

All these had to be reflected in the applications. The call strived to be transparent and non-discriminatory for the applicants. To pursue these goals, all information was transmitted to all applicants in the public place, they all received the same information, and the whole process was documented. After the closure of the call, no further applications were considered. The submitted applications were evaluated according to the published criteria, while receiving scores from 0 to 5 by each evaluator assigned (half-points were also acceptable). Each PP nominated sufficiently diverse evaluation committee consisting of 3 external evaluators and 1 partner representative to rank the applicants and thus ensured the fairness, openness, and equal treatment of all applicants. The applicants were informed on the outcome in 3 days after the evaluation closure, while the evaluation process took place in 5 days after the call closure.

The *external evaluators* were also selected in an open and transparent procedure. Besides the usual admissibility criteria, the applicants for evaluators needed to meet certain quality criteria such as at least 5 years of business and/or technological experience in one or more sector relevant for start-ups in general and/or experience in investing in start-ups, and at least 3 years of significant experience in mentoring and counselling start-ups or other innovative companies. The whole procurement process was performed in the line with the programme and national procurement rules and diligently documented.

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5.2 Regional Young Innovators’ applicants ranking in the Open Call evaluation

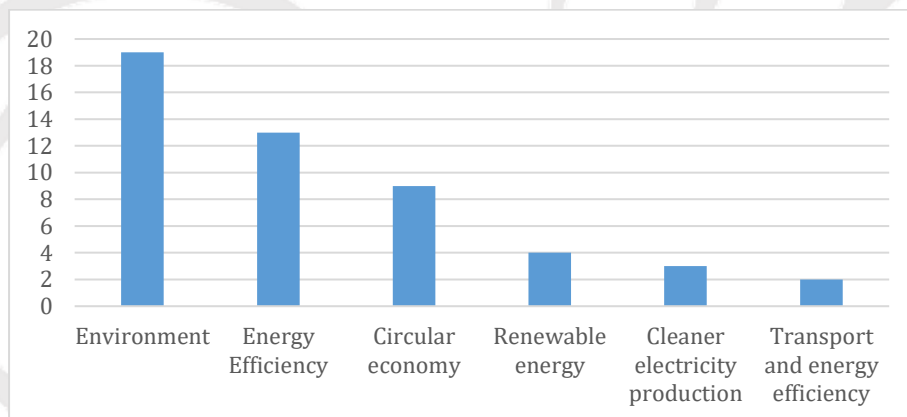
Based on the outcome of the evaluation process, each partner has prepared a ranking list of their applications. This has become their deliverable report D.T2.2.1 – Regional Young Innovators’ applicants ranking in the Open Call evaluation including their score in specific evaluation criteria, on basis of which the 10 evaluated YIs granted access to Danube Energy+ Tool Pilot.

5.2.1 Deviations from plan

Selection of the YIs for participation in the tool was a crucial step in achieving the project general objective: to create an enabling environment, which will support YIs to pioneer a change in the energy efficiency area by setting up highly innovative start-ups in the Danube macro-region.

During the preparation of the call, two main issues were discussed in-depth in consortium. The first was the question of the application tool F6S, which has been discussed already and did not represent any deviation from plan. The second was the challenge on how to gather YIs in the *energy efficiency field*, while at the same time achieving the project KPI of 10 YI applications per PP. The consortium has taken a flexible approach. It has defined the following fields as eligible: energy storage, smart and efficient buildings & cities, renewable energies, smart electric grid, energy efficiency, energy for circular economy, energy for transport & mobility, circular economy, and other fields, related to sustainability, energy efficiency and renewable energy. This was reflected in the field of selected YI ideas, as described in the graph below.

Graph 1: General field of selected YI ideas as assessed by PPs.



(Full list of selected YI ideas is in the Annex.)

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The highest number of ideas, as classified by the PPs, was in the field of Environment, followed by Energy Efficiency. Those are indeed two strongly inter-connected topics. With energy efficiency, energy demand can be reduced, leading to lower energy bills for consumers, lower emissions of greenhouse gases and other pollutants, reduced need for energy infrastructure, and increased energy security through a reduction of imports and general positive impact for the environment.

All of the selected YI idea fields are connected to energy efficiency and more importantly, its impact: help in protecting the environment, mitigation of climate change, improve citizens' life quality and reduce the EU's reliance on external suppliers of oil and gas. The scope was therefore achieved through the diversity of participating ideas that got to understand even better their impact on the environment and understand sustainability better (after all being energy efficient can also imply being sustainable).

Because some PPs did not have enough applications, they have *prolonged the call*. This was a reasonable solution for the issue, but it has consequently delayed start of the Training Scheme in some countries which was originally planned to be implemented at the same time for all the PPs. This made monitoring of the implementation somewhat more difficult, but the PPs have also made use of the knowledge of the partners that have implemented certain things before them.

5.2.2 Lessons learnt

Selected tool for gathering of the project applications was *F6S*. While this is widely used in the start-up community, it was not an ideal choice for young innovators (that have not had a start-up established yet). The tool's widespread use for incubators and accelerator funnels and scouting on the other hand meant that the publication of the call has attracted several applications that were not eligible (mostly due to age of the applicant or due to the location of the project implementation).

From the start, that not all PPs fully supported using this platform. Their fears proved to be well founded, as the application process on platform (which is aimed at start-ups) has attracted non-eligible applicants. Also, some of the partners have experienced a significant number of applications that were not completed. Their lack of experience in the platform has meant they had to be supported more extensively in the selection process by the WP leader.

It is assumed that the size of the pool of potential innovators (measured by size of the population), and regional specific industries of focus have an impact on how many *ideas strictly related to the energy efficiency* a PP can gather. In any future implementation of the scheme, it would be useful to widen the scope of the field to get more ideas or alternatively, to aim for lower numbers of YI included in the scheme – perhaps even such that reflects different pool sizes.

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The topic of energy efficiency, which was the initial planned core topic, was covered with less YI ideas than planned. For the future, it would be interesting to consider broadening the thematic scope or adjusting the KPI targets to reflect the size of the pool.



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6 AT2.3 Danube Energy+ Tool Pilot

This section covers *deliverables* D.T2.3. – 2-days Regional Training Workshops organized in Pre-pilot stage for internal and external experts of regional partners based on Training workshop materials on Danube Energy+ Tool usage, prepared by each partner. The information is based on the Training Scheme reports per PP, gathered in the *report O T2.4 Training Scheme for Young Innovators*, where the below topics are discussed in more detail.

As part of the Danube Energy+ ecosystem Package Pilot, we carried out Danube Energy+ Tool Pilot (Tool Pilot) with selected Young Innovators (YIs) in each region. The aim of the pilot was to *demonstrate the Tool impact* on YIs and *provide ecosystem actors a good practice of tool* boosting YIs with innovative disruptive ideas towards successful ventures.

Before the training scheme, Partners organized *regional training workshops* for all their representatives and their external experts who took part in the Tool Pilot in regions. The workshops were based on Training workshop materials on Danube Energy+ Tool usage (A3.3). They were directed not only to internal and external experts of project partners, but also to ASPs and representatives of Regional Alliances (e.g. regional public administrations) and industry experts.

Danube energy+ tool pilot engaged YIs in learning activities. The Tool Pilot was planned to be organized at project partner site or at selected other place of Regional Alliance members, and in the same time for all PP. However, in reality, it took place online for the majority of the PPs due to COVID-19 situation that has brought the world to its halt in March 2020. Furthermore, to some PPs postponing the deadline for the open call and diffing situations in the participation regions, it was not implemented at the same time.

As conceptualized and developed already during A3.2, learning materials and internal and external mentors in technical, legal, business, HR and finance were used to guide YIs through various parts of the learning scheme and thus helped them gain competences in the following:

- business / challenges in energy efficiency,
- competition,
- customer/market validation,
- business skills including marketing/sales, business modelling,
- team setting up and legal start-up issues.

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The Tool Pilot mixed both individual and team activities throughout the whole Pilot duration. *Day-to-day support* was provided during the Pilot, both in terms of specific content of the learning scheme and materials, as well as in terms of practical matters. In regions, project partners carried out Tool Pilot in cooperation with their external experts. ASPs supported regional project partners by promoting the Open Call inside of their networks and through the strategic cooperation with regional public administrations as key members of Regional Alliances. ASPs also took part in the Regional Training Workshops providing necessary knowledge on the Tool Pilot.

6.1 Training Scheme implementation

6.1.1 Training scheme implementation

Table 6: The number of persons trained and the number of YI ideas

	PP1 Germany	PP2 Bulgaria	PP3 Slovenia	PP4 Slovakia	PP5 Croatia	PP6 Czech Republic	PP7 Romania	PP8 Serbia	PP9 Ukraine	Total
N of persons trained	10	22	6	14	10	12	12	11	14	111
N of highly innovative ideas created, developed and shared	7	10	6	8	5	9	8	5	8	66

The training scheme was scheduled to be implemented after the Open call conclusion and to run parallel in all PP countries for 4 weeks, during 3 half-day sessions in the premises of PPs or regional alliance members. The Tool Pilot would mix both individual and team activities throughout the whole Pilot duration. Day-to-day support was to be provided to all partners during the Pilot, both in terms of specific content of the learning scheme and materials, as well as in terms of practical matters.

When the COVID-19 situation arose, this meant a relaxation of this approach in order to achieve the overall objective. The timing of the training scheme was selected by the PP, to take account of the national variations, and the tools used also varied.

Most of the implementation happened online. All partners used a combined methodology of lectures, mentorship, and homework. They mostly used Zoom or some other online tool for video communication. Some partners also offered additional support, with most using email, followed by phone, Slack and WhatsApp communication.

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While lectures, workshops and mentors were selected by each partner so that it fit their regional requirements, all PPs implemented the program in the duration of at least 40 hours. Nevertheless, all PPs used The Tool (developed in previous RP) as a general guidance and the recommended 3 learning blocks: Problem discovery and Idea generation; Business Model Development; Sales and Pitching, were implemented in all schemes. The differences in the implementation of the programme were mainly in the duration and the emphasis put on the several modules.

All PPS concluded their trainings with a demo day for the YIs. Key information on the implementation per PP is presented on the table below.

Table 7: Key dates of the Training Scheme per country

PROJECT PARTNER	PROGRAM	MENTORING	DEMO DAY	TOOLS USED	HOMEWORK	TOTAL HOURS
GERMANY	17.03.-20.03.2020 38 academic hours	23.03.- 22.04.2020	23.04.2020	Microsoft Teams, Zoom	Yes	45
BULGARIA	10.4., 13.4., 16.4., 24.4., 2020 24 full hours	29.4.2020	30.4.2020	Google Hangouts, Zoom, Miro	12	40
SLOVENIA	14.9., 15.9., 17.9., 18.9., 21.9., 22.9	individual	Late October	Slack, Zoom	Yes, via Moodle	40
CROATIA	15.6, 16.6., 17.6. 34 full hours	18.6.2020	19.6.2020	Zoom	Yes	40
CZECH REPUBLIC	17.6. - 19.6.2020 22.7.-23.7.2020 22 full hours	Part of the program	23.7.2020	GoToMeeting + Physical meetings	Yes	40
ROMANIA	13.5.2020 -27.5.2020 26	Individual	29.5.2020	Zoom, Canvanizer, WhatsApp	Yes	40
SERBIA	8.7. – 21.7.2020 20	Group and individual	21.7.2020	Zoom, Miro, Google Hangouts	Yes	40
UKRAINE	29.07.-18.11.2020 32 full	29.07.2020, 5.08.2020	26.11.2020	Zoom	Yes	

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	hours					
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PP1, Germany, selected its topics for the pilot as predefined by the Deliverables and Outputs of WPT1. In order to maximise the impact for the Young Innovators, they have also engaged the participants in bilateral discussions to indicate the topics that are the most important for them. Accordingly, the pilot was focusing especially on these topics, but still covering all topics elaborated in WPT1. They covered the following topics: Problem discovery and idea generation, One Pager, Vision, Milestones, Needs & Expectations, Development of Business Models, define your customer, value proposition, customer interviews, core activities, value network, value creation, value delivery, market potential, competition analysis, storytelling, pitching, elevator pitch.

PP2, Bulgaria performed an initial scanning of the applications that showed that the applications were a mix of individuals and teams. Given the maturity of most of the applicants, it was decided to not focus as much on the Idea Generation. They covered these topics: Introduction of program and synchronizing expectations, Roundtable icebreaker: getting to know each other, Problem Statement, Customer discovery + segmentation, Value proposition, Motivational start-up presentation, Minimum Viable Product, Hypothesis testing, Create a business model for your idea through the lean method, Competition analysis, Funding for start-ups: glossary, Business roadmap, Pitch deck presentation structure, A good pitch structure: PitchDeck, Start-up presentation: TokWise, Working on pitchdecks.

PP3, Slovenia focused on Pitching, Energy Efficiency, Problem Statements, Lean Start Up Methodology, Value proposition, Team Development, and Business Canvas. Additionally, mentors were assigned based on the idea that each participant decided to develop. Each participant was also connected to at least one relevant stakeholder from the relevant ecosystem.

PP4, Slovakia, focused on Validation of the problem and the solution, Business Model Canvas, Basic Company Finance and Pitching and Presentation Skills. Networking events were held with Energy specialists and with ecosystem actors to understand funding options for early-stage projects. Individual mentors with entrepreneurial expertise were assigned to each project to coach them and share their experiences.

PP5, Croatia covered the following topics: Scamper practice, SWOT Analysis, Idea Generation, Access to Finance, Team and project Management, B2B Sales Strategies, Risk Matric, Project Stakeholders, Business Modelling, Project Development, Pitch Training.

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PP6, Czech Republic, was the only one of the partners that decided to implement part of the program physically. Their program was designed for start-ups that only had an initial idea. Their program included the following topics: Introduction to the program and to the partner, Initial Business Model Development: problem-solution, MVP; Continued Business Model Development: stable and financially viable business model, Market Opportunity Analysis, techniques of involving the customer's usage; Business Model tuning, Presentation, Pitch training, Networking training.

PP7, Romania, reviewed the applications selected into the program and tried to adapt the suggested program to their individual needs. It was decided that Business Development was the most essential based on the applications received. They covered the following topics: administrative (schedule of Pilot, expectations from participants), trajectory of a start-up in a digital world, Ideation workshop, Lean Startup Methodology, what is an MVP and how to build it, Business Priorities, Product-Market Fit, Value Proposition Design Tool, : How to phase your business development based on the Lean Startup model, Pitching, Elevator Pitch, Business Development 1 on 1 (coaching sessions).

PP8, Serbia covered the following topics: Introduction of the program, the team and mentors, Get to know the participants and their expectations, What is a Startup (differences between a big company and SME) Problem discovery, Ideation workshop, Customer persona Canvas, Motivational startup presentation, The Mom test, Letter of Intent, Lean Canvas Methodology, Business model Canvas, Team building and management, MVP, Competitive landscape, Go-to-market strategy, Roadmapping, IP and legal aspects of startup, Finances and Investments, Startup story - Development phases, Pitch deck structure, Pitching Training.

PP9, Ukraine also reviewed the applications selected into the program and tried to adapt the suggested program to their individual needs. It was decided that Business model Development was the most essential based on the applications received. They covered the following topics: key partners definition, trajectory and functioning of a start-up in a digital world, competitive advantages development, what is an MVP and how to build it, target groups specification, Elevator Pitch, Lean Startup Methodology, Product-Market Fit, Value Proposition Design Tool: How to phase your business development based on the Lean Startup model, Pitching, Market Opportunity Analysis, B2C Sales Strategies, Risk Matrix.

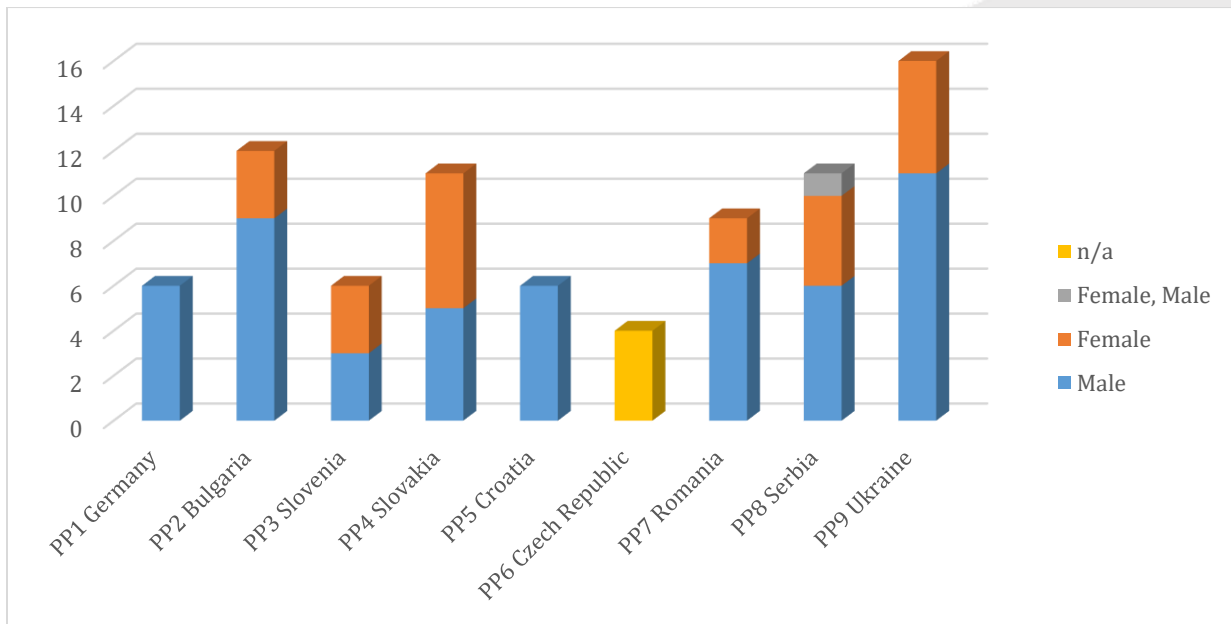
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6.1.2 DE+ Young innovators' profile in short

Based on the feedback questionnaire for the YIs, which includes short section on the demographics, we can get a snapshot of our “average” innovatorⁱⁱⁱ. The AF defined “young” as anyone below the age of 35; however, our selected YIs were on average around 27 years old. The only exception here is Germany, where the average age was slightly higher (31 years). This is due to the fact they have included in their programme two persons above the age threshold. Furthermore, the calculations do not include the Czech Republic which did not gather demographic data.

The YIs were predominantly male: overall, there were 53 males (65,43%), 23 females (28,40%) and 1 (1,23%) female/male person responding to the questionnaire. 4 respondents from the Czech Republic did not provide demographic data (4,94%).

Graph 2: Gender distribution of the participants in the YI Training Scheme.



YIs were either employed (31,25%), students (27,75%), or self-employed (15%). Further 3,7% of the YIs reported they were out of work/ unemployed. 13 persons reported a combination of their statuses (student / employed; student / self-employed and similar).

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6.1.3 DE+ Young innovators' feedback on the Training Scheme

Formal feedback from the YIs, using the feedback questionnaires elaborated several months before the actual Training Scheme started, was collected, joined and analysed by WP leader. The analysis includes the feedback from 81 young innovators that have responded to the questionnaire. In addition, all PPS collected informal feedback from the participants during the Training Scheme implementation in their day-to-day support and later. Where appropriate, these are included in the below section, which is a short review of the finding discussed in OT2.4 report.

As the assumption of the project is that the YIs have great ideas, but are lacking in knowledge, we investigated YI's perception of expertise transferred in the Training Scheme. Overall, the assessment of the knowledge provided is excellent.

Overall, the programme fulfilled the YI expectations (see the table below), which can also be seen from the fact that one third of participants attended 100% of the programme – this is no small feat in the light of online implementation.

Table 8: Agreement with the statement "The programme fulfilled my expectations" by PPs.

PP	Female	Male	Female, Male	n/a	Grand Total
PP1 Germany		4,00			4,00
PP2 Bulgaria	5,00	4,22			4,42
PP3 Slovenia	3,67	4,33			4,00
PP4 Slovakia	4,33	3,60			4,00
PP5 Croatia		5,00			5,00
PP6 Czech Republic				4,50	4,50
PP7 Romania	4,50	4,00			4,11
PP8 Serbia	5,00	5,00	5,00		5,00
PP9 Ukraine	3,60	3,82			3,75
Grand Total	4,30	4,19	5,00	4,50	4,25

In-depth analysis of the Training Scheme based on the YI feedback questionnaire analysis (available in the Output T2.4 Report), shows that the YIs assess the knowledge gained in the Scheme as excellent. When asked about their agreement with "Mentors have sufficient information to us" on a Likert scale, where 1-strongly disagree, 2 - disagree, 3 - neutral, 4- agree, 5 - strongly agree), the average is 4,45. The highest recorded answer is Croatia and least high in Ukraine. YIs interest in topic was stimulated by the mentors: using the same scale, the average assessment was 4,39. Similarly high assessment was given to stimulating learning environment (4,38).

YIs agree they have gained important new knowledge (4,34) and now know more about the idea generation process (4,31), about business model development (4,43) and about pitching and sales (4,36).

The YIs are slightly less confident about their market fit (4,06 – with Slovenia, the Czech Republic and Ukraine scores under 4,00) and their ability to secure resources (3,68 with again Slovenia scoring the lowest at 2,67 (!)). This seems to be one topic where more knowledge and practical experiences would be useful. From the experience of the authors (PP3 Slovenia), we have received the lowest grade here even though we have offered participants training on both gathering investments from the VCs from one of the best lecturers in the region and offered knowledge on public grants, too. It seems that perhaps more practical knowledge would be of use.

Overall, the YIs are now able to carry out the project in question (average 4,21) and are willing to start a start-up (average 4,40). This is especially valid for males (average grade 4,63 out of 5, compared to 4,0 for females). However, the YIs are worried about fitness for market, having a good team and securing resources. This is neatly summarized by the comment of one of our YIs (German male, 37, out of work) who said: *“An even better estimation of the chance to be successful with the idea/the product/the service one is planning to go into the market with”* (such a wish is probably not limited to the YIs in DE+, but a general wish for all start-uppers!).

Many of the participants have expressed the wish the programme would last longer and more personal connections would have been made. This is neatly summarised by the comment from Bulgaria: *“It was interesting to participate online but I still prefer in person lectures. It would have been nice if there was more time for individual sessions in which homework to be discussed. We would have loved to receive more personal advice from the lecturers who obviously have a lot of experience”* (female, 22, student). This was similar in Romania: *“Longer program. I am sad that the program finished so early. There was a lot of unexplored resources from mentors. I would like to continue to work in a next program as acceleration program. I am keen to continue the collaboration with the organizers. Overall a great experience and I am so happy that I was there with you. Good luck for your next programs!”* (male, 34, employed).

The willingness to establish a company is deemed as one of the most important indicators of the success of the Training Scheme. Despite the differences between female and male participants, we deem the Training Scheme a resounding success in difficult times. Nonetheless, we acknowledge that the personal, physical workshops would have given the YIs different additional value.

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6.1.4 Deviations from plan

As part of the Danube Energy+ ecosystem Package Pilot, we carried out Danube Energy+ Tool Pilot (Tool Pilot) with selected Young Innovators (YIs) in each region. Not every region in the end had managed to find 10 YIs. PP4 Slovenia has, despite many efforts and inclusion of subcontractor, managed to train only 6 YIs.

In each region, we organized 2-days *regional training workshops* for all partner representatives and their external experts who took part in the Tool Pilot in regions. In the end, it did not last two days. Based on the circumstances, not all partners opted for full two days.

Danube energy+ tool pilot was to take place in 4 weeks in total and engaged YIs during 3 half-days sessions each week. The training scheme for Young Innovators was originally planned to start in early March 2020 for all PPs. Due to the circumstances of COVID-19 pandemic in the world at the time, the originally envisioned training methodology has changed from face-to-face to online mode. For some partners, this happened virtually overnight. This has also meant that the programme was adapted, as was the location .

Most partners however, have postponed the Scheme in order to adapt successfully. 6 out of 9 PPs have finished the Training Scheme before summer, while 3 (Slovakia, Slovenia and Ukraine) implemented it in the autumn. With the exception of the PP6 Czech Republic, who implemented part of the trainings and the demo day in a form of physical meetings, while the restrictions were lifted during the summer, all PPs implemented their programs and demo days online entirely.

6.1.5 Lessons learnt

The most important change that was made in the Training Scheme, was the adaptation to the online environment. Despite an overall success, several improvements could be made in the future that should take into account also the feedback received by the YIs. We suggest more focus on the team, resources for the project, and MVP development. It is also important to take into account that extra time is needed for feedback and follow up sessions, as these tend to take longer in an online environment.

While the online workshops were a success in the given circumstances, a combination of online and physical events would probably achieve even better results and could secure more 1-on-1 time, that was requested by the YIs.

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Given the differences between the number of male and female participants, as well as their differences when it comes to the willingness to establish a company, suggest that a special approach is needed for future female entrepreneurs. The question whether this can be solved by means of special promotion, inclusion of extra workshops or more female mentors or whether female young innovators should be the focus of a new project, remains unanswered at this point.



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7 AT2.4 Connecting Young Innovators to key stakeholders in regional ecosystems

This section covers *deliverable* D.T2.4.1 – Report from 5 Regional Events Connecting Young Innovators to key stakeholders in regional ecosystems, prepared by each partner.

We carried out the connection of Young Innovators (YIs) participating in the Tool Pilot to key stakeholders in regional ecosystems in each region as part of the Danube Energy+ ecosystem Package Pilot (Package Pilot), based on the previously developed Package learning materials.

It was planned that connection *events will be organized during the Danube Energy+ Tool Pilot and to span 2 months following the end of the Tool Pilot*. Based on concepts, models and good practices for connecting YIs to key regional stakeholders (described in Danube Energy+ Package learning materials), selection of format of regional connecting events was to be performed by each partner separately (e.g., business breakfast). The selected formats were to be different from region to region based on preferences, opportunities and experience from the region and consultations and discussions with RA members and ASP during Regional Pre-Pilot 2-day Training Workshops.

5 Regional events connecting young innovators to key stakeholders in regional ecosystems were to be organized (every 2 weeks) starting after the start of the Danube Energy+ Tool Pilot and finishing even after Tool Pilot were finished; each to be organized for 2 YIs participating in the Tool Pilot and 4-5 regional guests from regional ecosystem who were interested in their idea. These guests were either Regional Alliance members or representatives of other SMEs, BSAs, industry experts, policy actors and previously successful start-ups in the field. Information on each of the connection events was regularly shared by partners RA members and to the wide ecosystem actors through communication activities including e.g., regular 2-weeks Tool Pilot schedule.

7.1 Regional Events Connecting Young Innovators to key stakeholders

Each partner organised *5 Regional events connecting young innovators to key stakeholders in regional ecosystems*. Information on each of the connection events was regularly shared by partners RA members and to the wide ecosystem actors through communication activities including e.g., regular 2-weeks Tool Pilot schedule. The overview is presented in the table below, while a full list of connecting events is in Annex.

Table 9: Connecting events content analysis per partner.

PP No	PP Name	PP Country	No of events	Main insights for YI	Main insights for ecosystem actors
PP1	InnoEnergy	Germany	5	Pitching practice for YIs; financial opportunities at the local level	<i>"No new insights as the ecosystem actors are high professionalised as regards to start-up support (that's their daily business)."</i>
PP2	Cleantech Bulgaria	Bulgaria	5	Legal aspects of business are important. Team members can be crucial to "step in for you" at critical moments. In pitching, end with a call for action.	Founders with passion, commitment and attachment to the problem in hand, are more likely to deliver long term results. It was summarised that the diligence is a key quality to success and mentoring plays an important role in the development process.
PP3	Civitta Slovakia	Slovakia	5	Insights into the world of media and media communication; diverse possibilities of funding from the EU and national resources and private financing of start-ups or emerging initiatives; business opportunities existing in Slovakia that could be leveraged to further develop their ideas.	Familiarization with YIs, their ideas and the innovation scene that is currently shaping up in Slovakia. Beneficial insights into the needs, problems and challenges that are faced by innovators in Slovakia, and should be addressed in order to boost the ecosystem potential.
PP4	ABC Accelerator	Slovenia	5	Working with a large corporation – what do relevant large companies look for in a start-up and what they offer? Also, start-ups do not need to develop everything on their own – cooperation with other start-ups can be beneficial for both.	Insights in new ideas in the field of grid stability and photovoltaics for large company; Start-up who connected with a YI got "a foot in the door" with a potential client. A meeting with social economy association was arranged, as well as with an architect for a YI that had ideas in the field of energy efficiency in social housing.
PP5	Optimizacija, d.o.o	Croatia	5	Practical inputs into YI ideas and opportunities for pitching; comparison of the state of the art of Croatian market with neighbouring countries	The ecosystem actors heard some new way of thinking as in this very challenging time we are all forced to think outside the box. This program was held online during the Covid-19 lockdown which was very difficult/challenging for all of actors involved, but that way improved our creativity even more. This online system gives the opportunity to 'be' anywhere at any time and this is appropriate for making more connections which could help YI in their way to progress. , Also, new potential actors with whom to establish links.

PP6	E Klastr	Czech Republic	5	Presentations skills are crucial; conferences as an excellent opportunity to network; everything can be learned, and a lack of experience should not be stopping people from starting their business	High school students are also interested in starting a business and they can be good at it. It is possible to organise a hybrid event of online/onsite participation where every participant feels they are getting the same amount of attention as everyone else.
PP7	Asociatia Centrul Startup Transilvania	Romania	5	Breaking your business idea in phases is essential; how to use PRINCE-2 methodology for business case; what are expectations of the large companies; how to make a compelling case out of your pitch; how to build a MVP of your product in 24 hours.	The main lesson learned in one case was how to collaborate with university students and guide them through a rather complicated technical solution so that they can implement it on their own. How fast good solutions can be created in an environment that does not allow for perfectionism and delays in launching a product. The ecosystem actors present were positively surprised by the solutions coded in 24 hours and were able to see connections within the teams that could create new, innovative solutions with great potential on the market.
PP8	SEE ICT	Serbia	5	How to reach to potential customers and how to communicate with them; how to develop customer relationship and build a development roadmap	Ecosystem actors learned a lot about the YI and their plans, which was important in order to provide them the best possible feedback and support. Also, they realised the struggles of approaching the right customers, especially business partners and gave some feedback, as well as personal contacts in order to connect them with the right people.
PP9	CEI	Ukraine	5	Practical aspects for YI ideas and opportunities for pitching; discussion on policy initiatives to help support future participation of youth in the Danube region	Ecosystem actors learned a lot about the YI and their plans and general situation in Restoring biodiversity and ecosystem services in Ukraine

7.1.1 Deviations from plan

Originally, it was planned that the *selection of format of regional connecting events will be done by each partner* separately (e.g., business breakfast). The COVID-19 situation put paid to this, as most of the events took place online. In practice, *majority of PPs used Zoom* or other online tools for their meetings.

Each partner has organised 5 Regional events connecting young innovators to key stakeholders in regional ecosystems by the end of Training Scheme implementation. Formally, they were supposed to be organized every 2 weeks, starting after the start of the Danube Energy+ Tool Pilot and finishing even after Tool Pilot is finished. Each event was to be organized for 2 YIs participating in the Tool Pilot and 4-5 regional guests from regional ecosystem who are interested in their idea. These guests could be either Regional Alliance members or representatives of other SMEs, BSAs, industry experts, policy actors and previously successful start-ups in the field.

Out of 45 planned connecting events, all have taken place. All the partners that have concluded the Training Scheme have also finished the Connecting events. The timing was adapted to the late start of the training scheme and to the interest of YIs and availability of Ecosystem Actors.

Considering that these events were an excellent way to support the transfer of knowledge in both directions, from ecosystem actor to the YI and vice versa, a potential for improvement would have been to organise more events, one per YI at least. In this respect, the Application Form was strangely prescriptive and liberal at the same time. The circumstances of COVID-19 restrictions also potentially hindered the implementation.

7.1.2 Lessons learnt

This activity has proved to be key in reaching the project general and specific objective. After having enjoyed the programme and mentoring, the YIs have been connected with more actors that provide relevant feedback to their idea and at the same time, at least for the majority of them, this represents the learning opportunity, too. This will prevent having too much top-down policies in the future and to diversify their portfolio of policy support.

The detailed description of how the connecting events must take place, provided in the Application Form, has proved too prescriptive for implementation in the COVID-19 times. It would be negligent not to mention that face to face communication is better for establishment of new links in the ecosystem; therefore, we can consider many of the plans for future cooperation between the ecosystem actors and YIs as the great success of this project. It can only be imagined what we could achieve if we had the option of meeting face to face.

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8 AT2.5 Monitoring, Evaluation, and Impact measurement

This section covers *deliverables*:

- D.T2.5.1 – Template for regional impact and evaluation questionnaires for YIs and ecosystem actors and guideline for their filling in (one for all PPs),
- D.T2.5.2 – Regional Pilot Schedules for RA members with activities and events planned for coming period of Pilot (separately per each PP),
- D.T2.5.3 – Report from Regional Impact and Evaluation workshop as 5th RA meeting presenting and discussing regional impact and tools’ feedback (separately per each PP),
- D.T2.5.4 – Report from monthly virtual meetings during transregional monitoring of Danube Energy+ Tool and Package Pilot (one for all PPs),
- D.T2.5.5 – Transregional Impact report (one for all PPs).

During Package Pilot, the monitoring and evaluation process focused on several key impact *indicators* measuring final impact on creation of enabling ecosystem:

- (1) For ecosystem actors:
 - a. involvement in Pilot,
 - b. attitude shift,
 - c. YI centres/hubs identified.
- (2) For Young Innovators:
 - a. YIs identified and motivated,
 - b. ventures established,
 - c. YIs’ evaluation of change in ecosystem.

The evaluation of the Piloted tools and suggested improvements also took part of the questionnaires for YIs and ecosystem actors.

Besides, *regional monitoring* was carried out in each region. Members of RAs were invited to take part in any of the pre-acceleration learning scheme sessions during the Tool Pilot. For promotion, maximum attendance and knowledge sharing, the information were distributed to RA members via Google Sheets to all RA members.

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Regional evaluation of Impact and the Danube Energy+ tools was performed based on prepared questionnaires and Pilot data in each PP. While YIs' questionnaires were filled out during last Tool Pilot sessions, questionnaires from RA members were gathered during regional impact and evaluation workshop organized as 5th RA meeting. This has taken place after all Events connecting YIs with ecosystem actors have been finalized and the Tool Pilot as well. The regional workshops enabled to present regional impact and evaluation of the tools.

Transregional monitoring of the Tool and Package Pilot was organized through regular monthly virtual meetings to share regional progresses, successes and multiply learning effect from regional experiences. It was organised online on November 19, 2020. In the transregional impact workshop, the whole consortium and the ASP have discussed the impact on YI (how were they identified and motivated, how many have plans and knowledge to establish a venture and how they see the ecosystem) and the potential impact on the ecosystem actors (what has been learnt and how their knowledge and attitude towards YIs have changed).

8.1 Template for regional impact and evaluation questionnaires for YIs and ecosystem actors

Regional impact and evaluation questionnaire were prepared at the start of the WPT.2. They were prepared in the Word format and were available to all partners in the documentation system.

The documents are available in the annex (YI feedback questionnaire and questionnaire for stakeholders).

YI feedback questionnaire was aimed at gathering YIs demographic data, their opinion on the programme implementation and expert knowledge, and opinion on the tool itself. It also asked for the intentions of the YI on the establishment of start-up, idea's fit for market, securing the relevant resources, having a good team and being able to carry out the project in question. Finally, it asked to estimate the attendance in the programme.

After the closure of the Training Scheme, project partners gathered 81 responses collected for 111 YIs and 66 project ideas. While the response rate is not 100%, the share is over 2/3 and therefore sufficiently high to gather relevant information from this. The data gathered from the questionnaire has been analysed and used in the evaluation process. Furthermore, it forms the base a significant part of the Training Scheme reports.

Questionnaire for stakeholders asked for their opinion on communication of the tool, relevance of the programme for developing the ecosystem in the region, and to assess the potential for future cooperation.

Table 10: Responses to stakeholder questionnaire obtained by country and type of actor

	Business support actor, ASP partner (BSAs)	Mentor	Other Business Supporting Actors	Project partner	Regional Public Authority	SME	HEI / PRO	Grand Total
PP2 Bulgaria	1				2	2	2	7
PP5 Croatia		1	4	1			2	8
PP6 Czech Republic	1			2			2	5
PP7 Romania	3			1		1	1	6
PP8 Serbia	2		3	1		1		7
PP9 Ukraine	2		3	1				6
Grand Total	9	1	10	6	2	4	7	39

The consortium originally aimed for 10 answers per PP. However, many of the stakeholders felt that they were giving a lot of feedback to us – in regional alliance meetings, evaluation workshops (both national and international), and of course in day-to-day contacts. It would be possible to conclude that our stakeholders also suffer from “questionnaire / evaluation fatigue”. Therefore, we have received 39 answers (with significant efforts).

8.1.1 Deviations from plan

Because the training scheme took place online, WP leader later adapted the questionnaire into Google Forms so that all the participants could fill it in online. This has resulted in some partners delivering the doc format and others online, which has created some . Doc format proved also (if printed) easily lost – the Czech partners, for example, had to gather the information again due to archiving difficulties.

8.1.2 Lessons learnt

The timing of the preparation of the questionnaire was not appropriate. Because they were prepared some months before the Training Scheme implementation, some of the questions lost their importance (assessment of the location of the Training Scheme, for example) while others could have been added in order to better assess the efficiency of the scheme.

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8.2 Regional Pilot Schedules for RA members with activities and events planned for coming period of Pilot

The PPs have prepared and shared the schedules for their activities with the RA members so that they were informed about the happenings.

8.2.1 *Deviations from plan*

Originally, the AF envisaged the schedules to be sent via email. However, we have opted for a Google Sheet document – one for the whole project, where the RA members could also see what other PPs are doing.

8.3 Regional Impact and Evaluation workshop as 5th RA meeting presenting and discussing regional impact and tools' feedback

For most partners, the 5th RA meeting served to present the implementation of the DE+ Tool to the members of the RA and to collect their feedback and interest for future collaborations with the YIs. While some partners focused more on the struggles and lessons learned during the DE+ Tool implementation, others focused on possible future collaborations and even organized connecting visits with the members of the RA as the direct consequence of the meeting.

PP1, Germany, In light of Covid-19 restrictions, merged the 5th and the 6th RA Meeting as well as the 2nd Policy RoundTable as the target audience was the same. Similarly, like other partners, the Lead partner presented the regional impact of the DE+ tool (also in a wider context of HUB establishment) and collected feedback from the RA members, including Regional public authorities. The RA members confirmed the necessity, importance, and usefulness of the DE+ package / tool.

PP2, Bulgaria, focused in the workshop on the pilot experience, which was further enhanced by the presence of Mr Kolev who had acted as a motivational speaker during the actual Pilot of the Tool. Mr. Kolev mentioned that he had gone through similar entrepreneurship programs when he was starting his start-up, and that the content of the Danube Energy+ Tool was similar in many aspects, but could have lasted a bit longer. During the discussion it was also agreed that some stronger focus on the legal and financial aspects of entrepreneurship could have been useful to the participants of the program.

Participants also discussed opportunities to further stimulate the Young Innovators. Further acceleration programs were identified as a logical follow-up. It was pointed out that co-working spaces can also help with boosting up entrepreneurial experiences. Ms. Hristina Bakarzhieva of Sofia Tech Park also indicated there are many events can further boost the ideas and turn them into successful business. The RA meeting was followed by the connection events with the Young Innovators.

PP3, Slovenia, presented the implementation of the DE+ Tool to the members of the RA and collected their feedback and interest for future collaborations with the YIs. This was done via a series of one on one talks, as the member so the Regional Alliance were very dispersed. It was a general feeling that support from the public sources would be necessary as the ideas were quite early stage and would not yet gather the financing from Venture Capitalists.

In PP4, Slovakia, the regional evaluation workshop focused on gathering feedback from the RA members but also from the mentors and experts in the programme. Firstly the feedback from the YIs on the structure and content of the programme was presented, as well as delivery by the mentors. With one expectation of a hard-to-reach individual mentor, the feedback was positive. The group then focused on brainstorming possible replication of the Pilot and how to better adapt it for a virtual environment. A consensus was reached, that the Hub needs to be built around the idea-stage entrepreneurship education.

PP5, Croatia, merged the fourth and fifth RA meeting in order to present Danube Energy+ ecosystem Package and Pilot. The meeting was intended for all members of the Regional alliance to present their activities and experiences and to shar their expert knowledge regarding the activities associated with the regional mapping and other activities of the Danube Energy+ project. It is important to note that some of the RA members will use DE+ ecosystem program (pilot) as one of their services.

PP6, the Czech Republic, focused on the one hand on the results and lessons learned from the Pilot. On the other hand, they also investigated the future and started preparing for the establishment of a regional business Hub. As they are counting on the support of the RA members, they were happy that the members gave them positive feedback also when it came to the young innovators. Overall, the members agreed about the need to build the hub in the Pardubice region, as there is only one other organization of this kind present in the region.

PP7, Romania focused on reviewing the actions taken so that the DE+ Tool could be properly implemented and, on the lessons, learned from the promotional campaign of the Open Call. They also presented the teams that finished the program and their feedback. The final part of the presentation concerned the vision STC has for the Danube Energy+ so that the RA members could get an idea and see how deep their involvement would like to be. The most relevant topic for the RA members ended up being the development stage of teams and their future also with respect to the Connecting Events. The feedback received from the RA members was overwhelmingly positive.

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They were happy with the Tool implementation and the results of the program, despite being reserved at the start of the project that such a program could be successfully implemented.

They agreed on communicating with the RA members after each monthly meeting with the YIs. The needs identified via those meetups will then be discussed with the RA members to who can help them overcome the roadblocks identified. Oana Raita from Transilvania Energy Cluster mentioned the possibility to have the teams test their prototypes at the newly built testing facility of the National Institute for Research and Development of Isotopic and Molecular Technologies.

PP8, Serbia focused mostly on the description of the teams that finished the program and the impact that the Tool had on their ideas roughly 3 months after it had finished. The feedback received from the RA members was incredibly positive. They were happy with the Tool implementation and the results of the program, especially with the possibility to connect with the participants in the future.

PP9, Ukraine, implemented the event on December 14, 2020 in the Department of Economic Development and Trade of the Transcarpathian Regional State Administration, in the Entrepreneurship Support Center, the 5th Regional Alliance meeting of the Danube Energy+ project and Evaluation workshop took place. The main task of the event was to summarize the experience of the acceleration program in Zakarpattia oblast and to introduce best practices in the next competitions to support entrepreneurship in 2021 and further activities regarding the Danube Energy+ hub, which would focus on tools for supporting and accelerating of the business. The 5th RA Meeting was aimed as Regional Impact and Evaluation workshop for presenting and discussing regional impact of the DE+ tool. Regional public authorities as key actors inside of Regional Alliances have been involved in the workshop. During the event, 8 start-ups, developed within the business acceleration program of the Danube Transnational Project “Danube Energy+” were presented and future steps to create an effective environment to support small and medium-sized businesses in energy efficiency and start-up opportunities as well as results of the questionnaires for young innovators and stakeholders and ecosystem actors were presented and discussed. Young innovators stressed the expectations and needs to participate in the next Calls for Proposals in the Regional Programmes for start-ups support and discussions to provide separate priority for start-up support in the field of energy efficiency in 2021.

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8.4 Monthly virtual meetings during transregional monitoring of Danube Energy+ Tool and Package Pilot

The consortium has been in regular contact via bi-monthly and (later) monthly online meetings. Besides project monitoring, they have provided the PPs with the opportunity to discuss the issues at hand, exchange best practices and transfer the knowledge that have been developed within the activities. The information below is a summary of the deliverable report DT2.5.4. Reports from monthly virtual meetings, where the information is provided more in-depth. These regular meetings were not the only ones planned structured knowledge exchange: in June 2020, a two-day project meeting was planned in Cluj, and in August, another such meeting in Bratislava. Both were ultimately organized online, due to the circumstances.

The implementation of WPT.2 spanned from RP3 to RP5. In these periods, bi-monthly and monthly online meetings have provided the PPs with the opportunity to exchange best practices and to transfer the knowledge that has been developed within the activities.

There were 23 meetings organized during the abovementioned period, where as a rule at least one representative of each PP was present. Importantly, each of the WP leaders was expected to be present in all meetings:

- WP1 Management (LP, Tamara Hoegler)
- WP2 Communication (PP1, Dianka Alexieva / Yanichka Trueva)
- WPT2 Danube Energy+ Pilot (PP3, Matej Purger / Maja Jerala / Mojca Dušica Zajc)
- WPT3 Danube Energy+ Hubs (PP2, Kristína Korčeková)
- Teams: InnoEnergy, CTBG, Civitta, ABC, Optimizacija, E-Klastr, STC, SEE ICT, CEI,

During the meetings, those topics were discussed that were pertinent to each WP. Partners also discussed the usual project management issues, such as an update of the project management teams and their progress - report about deliverables and outputs, regional impact and evaluation plan, state of spending per partner / on project level and financial forecasts. This was an opportunity to discuss any challenges arising in the implementation of activities as well as learn how the other partners tackled them.

Considering the lack of face to face meetings due to the COVID-19 pandemic, the consortium changed the structure of virtual calls: from WP lead presentations to a more agile approach. At all meetings there were constant updates of the overview about the Pilot in all territories. The system proved particularly useful from mid-March 2020 on. Due to COVID-19, the consortiums put all the communication (GoToMeeting tool) and work on-line and switched to virtual and digital solutions if possible. The idea was to prevent stopping or fully postponing the project's implementation and avoid risking the project's overall objective.

The below topics were discussed at meetings:

- Regional connecting events with Demo Day:
- The Pitches of PPs about their current activities were presented (lessons learned and good practices)
- Regional Case studies
- Training Scheme
- The schedules for RA members
- Regional Impact report Workshop
- Transregional Impact Report
- the full roadmap of the work package
- the selection criteria that should be integrated into the final version of the Methodology was defined,
- Communication deliverables and roadmap:
 - Press release
 - Brochure from DE+ Package Pilot
- DE+ Hub Strategy - the draft of the document was introduced

All the materials, reports and meetings minutes were duly recorded in Trello.

Each meeting was normally between an hour and a half to two hours long.

Full list of meetings pertinent to WPT.2 with short description of the topics discussed is available in annex.

During the meetings, topics were discussed that were pertinent to each WP. Besides the usual project management issues, such as an update of the project management teams and their progress - report about deliverables and outputs, regional impact and evaluation plan, state of spending per partner / on project level and financial forecast, this was an opportunity to discuss any challenges arising in the implementation of activities.

After June this year, the consortium has changed the virtual calls from WP lead presentations to a more agile approach. At all meetings there were constant update of the overview about the Pilot in territories. The system proved particularly useful from mid-March 2020 on. Due to COVID-19, the consortiums put all the communication (GoToMeeting tool) and work on-line and try to switch to virtual and digital solutions if possible. The idea was not to stop or fully postpone the project implementation so that it would impact reaching the project objective.

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8.5 Transregional Impact Report, based on Transregional Impact workshop

Transregional impact workshop was organised on November 19., 2020 and took place online.

In the beginning of the workshop, the moderator summarised the main activities of the project in general and WPT.2 in particular. First, we turned our attention on the impact on Young Innovators.

First point of discussion was the *success of motivation and identification activities*. This was offered as these activities were not always “translated” into applications to the programme.

When asked whether the identification and motivation process worked, PP from Croatia offered some suggestion for further improvements: it would be better to start earlier, because when they went online, everyone was online, but the start-ups were basically online at the same time as the training, and in their opinion this was a major issue. But overall they did a good job with their partners anyway. On the other hand, PP from Germany, Tamara liked everything, but the main impact was the support from Christos which has excellent connections to the young innovators and start-ups in the ecosystem. Her success was neither visits nor direct connections to the start-ups, but her success was based on the commitment of some people, especially Christos and his team. From her perspective this was more efficient than visits and direct talks. What she thinks could also work is an ecosystem with teachers, professors and go to the prepared presentations, but this should perhaps be done a year before the start of the pilot project and not directly before the presentations in order to build trust.

When asked if the visits fulfilled their aim, PP from Romania presented a case what can be confidently called a best practice. The partner representative replied that they were working because they were part of the overall final aim that they were trying to create and connect. The reason for this is that when they looked at the final result, participation and completion of the Danube Energy Tool, they worked because people found them through social media, met them in the different webinars, asked them direct questions about their program and they met in the motivation workshops where they had really good key players from the energy sector. From this it can be concluded that an overall communication strategy is needed to attract the YIs. All these activities enumerated by the Romanian PP created confidence among them that what was published was quality content, that they have relevant connections and that this program is relevant overall. Participation in the program was a new pilot program of the first edition, something that people had not heard before. Through this process they got some applications, but in order to get people to apply and stay in the project, it was really necessary to give them free content and to show that this is really a program that they have invested in and that they are here to produce quality content that is distributed worldwide.

PP from Romania subcontracted PR activities to produce some press releases that really got good attention, especially from the top publications, and they stuck with them until the end of the program, and one of their teams got the interview in one of the main financial magazines they had in Romania. Later on in the implementation, Slovenia followed their example and had some success with it.

Also, the view of our Young Innovators on motives for application was presented. A Young Innovator from Serbia commented on their motivation for application: he applied to the Danube-Energy+ program to gain business knowledge. In other words, he explained he felt that he had other skills, such as knowledge of the energy sector, but not business management, and that this was his main reason. He had no experience in inclusive business. He learned about the programme on the Internet (social network), he found it. As regards the impact, he said that this program helped him to modify his idea and put the idea on paper for the first time; to identify strengths and weaknesses and improve them in this program. This made it easier to find an optimal way for their business. Now they have an idea how to start a business.

Conclusion on this was that this activity in itself was not always sufficient to attract the applicants. Also, the size of the pool of potential applicants was mentioned as an important issue. This needs to be taken into account when designing any future similar activities.

This was followed by the discussion on *YI plans to establish a venture*. The data was drawn from the YI feedback questionnaire and showed that in this respect, the project was a definitive success. However, significant gender differences were seen in the assessment of own capabilities – males assess them significantly higher than females, although females assessed the programme better. It would be interesting to see a programme designed for females.

In the workshop, present YIs were invited to give their opinion and share more light on their main worries. Their main concern, based on the feedback questionnaires, were how to secure further resources for their ventures and product - market fit.

Young innovator from Romania, Lucian Allexandro, responded to the question whether the Danube program was successful, why he applied and when they plan to start a business. He believes that he was part of this learning program and he believes that it was a success because they had good people to learn from. His projects are very connected to nature. He started a company and started with the three small projects and tested the market, looking for an answer to the question which project of these three is best suited for the market. His experience was great and he is looking forward to new experiences, because this is a good opportunity and basis for starting a company to meet new people. When asked if they would start the company even if they were not on the program or if this was their break, he replied that this was actually a starting point, because he had learned how the start-up actually works.

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He had already tried to set up a business, but it did not work, and here it was a pause point to understand what needs to be done to set up a business, for example, to write down all the advantages and disadvantages in the paper. In the future, the plan is to find a suitable project that works for investors and the market.

The YIs also discussed their *attitudes towards the ecosystem change*, which was the third in line of the indicators. From the YI point of view, we have moved to the point of Ecosystem actors that represent the other half of this transfer of knowledge recipients in the Pilot Tool. The ecosystem actors have described their *involvement in the pilot*, which was significant and important in the light of changed circumstances. The participants have agreed that this was especially valuable and agreed that in face-to-face contact, they could have achieved even more.

When asked if this program was something interesting or just one of the programs that came out during this corona period, ASP from Germany replied that she found it very helpful, they formed advisory groups together and learned from others. It helped a lot to get in contact with other people who were doing something complementary.

We have presented the results of the feedback questionnaire about *the added value of DE+* as seen from the point of view of the ecosystem actors. Germany ecosystem actors have especially emphasised the usefulness of the programme for them, regardless of the competition. They now understand the challenges of YI better.

Finally, we have spoken about *the hubs / centres to be established*, that will be part of the subsequent WPT.3.

8.5.1 Deviation from the plan

The transregional impact workshop was originally planned to be implemented physically. This had to be changed to online due to COVID-19 situation.

9 Conclusion

9.1 Efficiency and effectiveness

Danube Energy+ *general objective* is to create an enabling environment, which will support YIs to pioneer a change in the energy efficiency area by setting up highly innovative start-ups in the Danube macro-region.

WPT.2 was the main foundation for the general objective to be reached. **The DE+ partnership has managed to identify, motivate, and train in total 111 young innovators with ideas related to the field of energy efficiency.** In this sense, it was *effective* – we have done what was defined in the application form. By this, we have advanced the knowledge of stakeholders in boosting YIs (first specific objective) and boosted YI towards successful ventures (second specific objective).

But was the implementation of WPT.2 *efficient*? Have the activities been done “in the right way”? The process was not without its difficulties. We have run into delay several times. Firstly, many PPs had to delay the closure of the Call for Innovators to reach the required number of the YI. Secondly, when we were about to start the training scheme, COVID-19 pandemic broke out, making some partners to move their programme from physical to online – in some cases virtually overnight. Other partners adopted “wait and see” approach until it was clear that “traditional” implementation was out of the question. Then the implementation timing had to take account of the local specificities. These delays, which naturally brought on further delays in subsequent activities, such as organisation of connecting events and regional and transregional evaluation, have made the implementation of the WP difficult sometimes, and its monitoring doubly so. The overall context of 2020 as “the year of pandemic” has certainly negatively impacted the efficiency of implementation.

The efficiency of the implementation was further hampered by personnel fluctuation at the WP lead partner. In duration of the WPT.2, three different persons have been in charge of leading WPT.2 at ABC Accelerator due to two persons leaving the organisation. This has also created some time delays when a person left and the other was not fully briefed about it, and it is reasonable to assume that without these changes, the implementation would have been smoother.

9.2 Sustainability, transferability, and replicability of results

The Pilot Tool, developed in WPT.1, together with the reports on the implementation of the Training Scheme and adjoining activities for YIs and ecosystem actors, is publicly available and can serve as a good guideline on implementation of a similar tool. DE+ has therefore produced a sustainable result, a set of codified knowledge on implementation of a similar scheme, which can be used again and transferred to other contexts and implementors.

9.3 The process aspects

WPT.2 was extremely “deliverable heavy”. In the application form, the activities and deliverables were described in many details that were unnecessarily prescriptive. This sometimes created a sense of very top-down implementation. For example, the connecting events description specified how many YIs will be connected to how many ecosystem actors, when and in which frequency. This has created unnecessary confusion on the part of PPs who tried to follow the application form closely.

In addition, many deliverable reports were defined at the level of PP, which has added to the administrative burden. This has to some extent hampered the actual implementation, as PPs have dedicated a lot of time of reporting that could also have been spent supporting the YIs and the ecosystem actors.

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10 Annexes

10.1 Selected innovative YI ideas by country

10.1.1 PP1: InnoEnergy, Germany

For the training scheme, Germany selected 7 ideas (below) with the total of 10 young innovators.

<p><i>AirBox</i>: Generate energy from fresh air. The system will control wind velocity and flow towards a wind turbine to keep it constant, high and steady during all times of operation. This will produce an electricity output that is predictable, reliable and non-dependent on weather conditions. Airbox consists of an airflow unit responsible for generating a pre-determined (high) velocity, laminar and clean airflow opposed to a wind turbine, alongside sensors, controllers and actuators all enclosed together in a housing as one apparatus</p>
<p><i>Discover/e</i> is a system that allows "charging communities" for e-cars and in order to do so it allows a cost-transparent sharing of charging stations, with main focus on multi storey housings.</p>
<p><i>EaVy Systems</i> is creating a more efficient and effective world of urban fast charging by allowing electrical vehicle drivers to access fast charging in an easy, comfortable and highly flexible way. It allows to share a DC fast charger along an EV parking zone. One fast charging equipment can sequentially and automatically charge several electrical vehicles.</p>
<p><i>EKOMO</i>: an innovative heating system for housings based on induction (-> induction heating). This heating is scalable, free of emissions, and does not require a chimney and can be connected to Smart Home / Smart Grid solutions.</p>
<p><i>HyperSpecs</i> is an Artificial Intelligence powered hazard imaging camera that visualises gas leaks and toxic spills to make energy infrastructure safer for people and the environment.</p>
<p><i>kola</i> is a tool for free online data analytics for load profiles for energy consultants. You can use it to analyse the load profiles and adapt your energy consumption behaviour accordingly.</p>
<p><i>SenseING</i>: The main feature of this system is a needs-based identification and rapid deployment of 14.0 methods for monitoring environmental conditions by real data captured by sensors.</p>

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10.1.2 PP2: Cleantech Bulgaria, Bulgaria

Bulgaria selected 10 applicants who presented 10 ideas.

<i>Hybrid energy systems</i> and automation addressing inefficiencies in buildings with centralized heating.
<i>Flowertising</i> – green advertising (arrangement of plants on vertical gardens in the shape of logos).
<i>JT Mobile</i> - Low toxic recyclable car batteries
<i>BUTMA</i> - Fully digitized advanced air mobility and airspace traffic management tool - a sharing system speeding the process to up to minutes relieving both the authorities and the operators. Communication channel between authorities/air traffic controllers/drone operators in case of need. Security and Safety boost sharing flight data with whom has right to view it.
<i>Commuty</i> - Car sharing services app to provide to citizens living and working in the urban areas and outskirts.
<i>Gordost na fermata (Pride of the farm)</i> - A solar dehydrator for fruits and vegetables with rapid removal of moisture at a regulated drying temperature of up to 58 degrees Celsius is under development.
<i>Hec Solar - SUSTAINABLE LIVING BOX</i> – Sustainable living box that includes accessories one can use for office life instead of plastic: Bamboo cup, lunch jar, bamboo straw, big size textile bag, 5 x netting (see-through) bags /for fruits and vegetables/, which can be easily carried anywhere and being used again and again.
<i>InnoFarm</i> - Producing leafy greens vegetables in a sustainable and innovative fashion by growing them in controlled environment (vertical farming) while having a clean production free of pesticides, locally grown.
<i>Sun Power Invest</i> - A platform, that will be able to buy solar PV in big quantities, with better prices. And will offer a FREE installation of 5-30kw to any home - supporting all families with solar energy.
<i>Utilaste</i> - Large electricity and soil producing composter

10.1.3 PP3: Civitta, Slovakia

Slovakia selected 8 ideas.

<i>"Rain Garden"</i> - solution addressing the problem of rain water which ends up in canalization and sewers and further in rivers. Garden represents an affordable solution so that rain water from impermeable surfaces can end up in the soil. Project operates as non-profit.
<i>EcoLove</i> - reusable cups which can be used more than 100 times and can be further recycled at the end of their life cycle

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Students' project delivering solution based on planting fast-growing trees.
Project offering legal consulting to companies in the area of waste management. Consultancy provided in order to help companies to follow the path of circular economy in terms of their waste management.
<i>Aeroponics for home</i> - creation of aeroponic system for home usage in order to produce high quality home-made food
<i>Veggie Town</i> - Zero waste fast food aiming to sell baked veggies to go (sourced from local farmers), preferably in edible or compostable boxes alongside running educational activities about sustainability
<i>Pomoduomo</i> - wooden geodetic greenhouse with automated solar irrigation system and automated ventilation
<i>Nature online</i> - smart app providing visitors of national nature parks and other nature sites with an insight of what can be seen

10.1.4 PP4: ABC Accelerator, Slovenia

Slovenia selected 6 teams and a total of 6 YI.

<i>Modular gardens</i> To create a technologically, energetically and sustainably sophisticated product for modular houses (or just a product alone), which will support the circular economy and further contribute to the company's philosophy and strengthen the community and support local economy
<i>Electricity network stability.</i> The problem is to realize the green deal ENTSO-E in their Ten-year network development plan 2020 are saying that the cross border capacity will increase up to 35 GW by 2025 and additional 93 GW by 2040. That would impose issues network stability. Because of before mentioned problem the combination of battery storage and power to heat or power to gas is a necessity.
<i>New material as end product and art form:</i> To solve the problem of waste production and plastic packaging, we would like to combine two raw materials that end up as waste, into new biodegradable material which could replace plastic packaging.
<i>Homes for all:</i> to make energy efficient housing more affordable, primarily for those who want to live sustainably and in a healthy indoor environment. Sustainable housing solutions like passive houses are generally a bigger investment. This presents a big barrier to entry, especially for younger people who are just entering the housing market but struggle to afford a sustainable and energy efficient house.
<i>Grape waste made into new material</i> To solve the problem of grape waste (a by-product of grape juice), which could be used in a new material.
<i>New photovoltaic cell –more efficient and cheaper</i>

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10.1.5 PP5: Optimizacija, Croatia

Croatia selected 5 ideas with a total of 10 individuals for the Pilot.

<i>GAME X</i> - We are planning to set up a platform that would make possible to connect Hardware provider to a Client that needs a Hardware strength
<i>i-Strukt: Smart Designer</i> - Automated design for buildings. Possibility for professionals to make easy their chose for design, as well as for Developer and Investors.
<i>schpitzza</i> - new platform which connects restaurants, bars, etc., with end users
<i>Sizif</i> - speeding up the employment process by eliminating face to face or over the phone pre- selection with each candidate and giving the user the most compatible candidates for the position they are hiring for
<i>Clever Building Design</i> - Production and processing of materials for ecological construction on the basis of raw material - industrial hemp, upgraded with modern technology of today and European certified. Use of materials that are produced as by-products in the agricultural industry. Improving the energy efficiency of existing buildings, creating a low carbon future. Building eco- friendly buildings, renting them for tourism homes (Smart Homes or Passive Solar Houses), in principle turnkey.

10.1.6 PP6: E-Klastr, Czech republic

In Czech Republic 9 teams participated at the Demo Day although a list of innovators first selected included 12.

<i>B2B Freezer</i> renting with full service + Vending machines with COVID19 prevention materials (face masks, disinfectant etc) for train stations.
<i>Board game</i> for connecting the blind with the seeing. Based on item recognition. Helpful for families with blind members, but also exciting for everyone else.
<i>Board games oriented at strategy and logic solving. Set of 100s of online games.</i>
<i>Concrete monolith bench</i> with integrated solar panel providing power for charging or Wi-Fi. Useful as part of the city inventory.
<i>Drones as alternative to fireworks.</i> Coordinated clusters of 10s to 100s to 1000s of autonomous drones flying and being lit up to emulate fireworks.
<i>IoT implementation of transport infrastructure safety.</i> Monitoring of tram lines, tracks and other parts of not-only-public transport.
<i>Multimodal transportation</i> relying on connection of taxis to public transport. B2B oriented platform.
<i>Vending machine for lightbulbs.</i> Combined with a returning spot for dead lightbulbs and other light fixtures. Key is availability 24/7 and proximity to people.
<i>Vermicomposting</i> in a bench. Usable on a apartment balcony or a city park.

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10.1.7 PP7: Asociația Central Startup Transilvania, Romania

Romania selected 8 ideas and a total of 12 young innovators.

<p><i>BILLIT</i> is a digital shopping voucher which aims to completely eliminate printed receipts, which involve an additional cost for retailers and is a non-recyclable waste for the consumer. Billit's goal is to digitize all receipts and virtually store them so that consumers can easily track their expenses.</p>
<p><i>ECOCYCLING</i> wants to develop an electronic waste recycling factory, coupled with a consumer application through which, using gamification methods, to increase the recycling level of this type of waste.</p>
<p><i>EVOLTA</i> aims to develop the first network of fast charge stations for electric cars in Galați and Brăila (southern region of Romania). The team is working on developing their own EV charging station model, and will soon be installing their first station to test their product.</p>
<p><i>FERMIERUL 4.0</i> is building a mobile aquaponics self-sustaining system for the HoReCa industry. Using this system, restaurants will be able to grow fresh food on their own, throughout the year, in a sustainable way: fresh-water fish (in pools created within the restaurants' premises) and fresh greens in a hydro-bed system. For low energy consumption, solar panels can be added</p>
<p><i>HYDROGEN PVC</i>: a home heating system, developed by Ionuț Procop, which uses hydrogen to decarbonize the electricity grid. He proposes an integrated system, using electrical panels for the energy needed in the electrolysis of water, with the help of which consumers can have complete autonomy for their energy needs, regardless of the type of weather, at low costs;</p>
<p><i>SLICK</i>: the prototype for an electric motorcycle with an electric engine for each wheel. Ionel Chereja, the developer of SLICK, is building his own version of electric motor so that it can be mounted on each wheel of the e-motorcycle. SLICK is currently in prototyping phase, the built of the first e-motorcycle being under way. The goal of the project is to reach full production capabilities for the global market.</p>
<p><i>SOLAR CHAIR</i> is a social project developed by Luminița Vlaicu who is building a wheelchair for people with disabilities, set in motion with the help of solar energy. Solar Chair aims to replace electric wheelchairs, charged from the grid, with ones powered by solar power and build it in such a way that prices remain affordable. Currently the project is in prototyping phase, with the first chair being assembled.</p>
<p><i>TAPOHUB</i>: Adrian Pop and his team are in the testing phase, at the National Institute of Aerospace Research, of a new model of wind energy generator (wind turbine), of small dimensions. It was designed to be used mainly in agriculture, in order to reduce energy consumption in crop irrigation. The solution can also have residential use.</p>

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10.1.8 PP8: SEE ICT, Serbia

Serbia selected 5 teams with a total of 11 Young Innovators.

<i>Biotech Energy</i> - Soilab is a biotechnological startup focused on development of advanced microbial products intended for sustainable and organic agriculture. It provides higher efficiency, lower application frequency, better water retention in the soil leading to direct economic savings and reduction of the required labor.
<i>DentaLog</i> team is developing a mobile application for scheduling dental appointments. The customers can fix their teeth, increase their life quality by saving their money.
<i>Green Danube District</i> is developing floating pant boxes made of recycled materials. In this way they are providing a closed circle system of nutrition for plants and fishes.
<i>MasX</i> is developing an innovative way of producing reusable face masks. The masks can be used daily and they are made out of recyclable materials, forming the structure in a way to reduce material consumption too.
<i>SEENRGyStorage</i> team is developing a web platform for market and risk optimization in energy planning. The platform is related to storage from renewable - solar energy, with an emphasis on the evaluation of system services and minimising the risks.

10.1.9 PP9: European Initiatives Center, Ukraine

Ukraine selected 8 ideas.

<i>Autonomous stop</i> with landscaping and electric charging station
<i>Cognitive quest game "Alternative energy"</i> (quest / game for pupils and students) on energy efficiency)
<i>Innovative autonomous mobile energy system for summer cottages</i> , placed on a trailer, adapted for the needs of the economy and for energy efficiency
<i>Innovative flood control electric power system</i> : The Protecting of the areas from the negative effects of floods and generating hydropower, without creating a dam
<i>Innovative system / device for heating water with electric current</i> without using direct current from solar panels without an inverter / battery
<i>Innovative three-wheeled e-scooter</i> with increased cross-country capability and safety system. More complicated wheel and electric motor
<i>Smart energy application</i> , which provides an opportunity to monitor the condition of electric tools in the house. Furthermore, the app provides an opportunity to monitor electricity consumption.
<i>T-scooter with increased cross-country capability</i> : bigger wheels to make the e- scooter more trafficable and the driving experience smoother. We use better battery for longer driving and powerful motor-wheel for higher speeds and going up the hills.

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10.2 List of all connecting events and lessons learnt

Partner No.	Partner	PP Country	Event No	Date	Location of site visit	YI	Ecosystem actor	YI lessons learnt	Ecosystem lessons learnt
PP1	InnoEnergy	Germany	1	23.04.2020, 14:00 - 16:00	2 hours Danube Energy + Demo Day online using Microsoft Teams	Andreas Gerspacher ; Diwaker Jha; Julia Gersdorf; Jonas Schumacher; Kai Fröhlich; Sven Kruse; Kiryl Deschuk; Lucas Baader; Moataz Khalil; Paulo Cruz; Stefan Ostermann	Dr. Friedrich Hoepfner (investor); Christos Klamouris (manager of AXEL - The Energy Accelerator in Karlsruhe); Anette Hurst (Steinbeis 2i; internationalisation, funded projects); Christian Heiselbetz (Energy, innovation support); Hans Hubschneider (investor)	The YI had the opportunity to pitch their innovative ideas and to get feedback by regional ecosystem actors.	
PP1	InnoEnergy	Germany	2	27.06.2020, 15:00	e4 FESTIVAL Start-up Award TRANSFORMING MOBILITY 2020, online meeting of 1,5 hours	Jonas Schumacher; Paulo Cruz	InnoWerft Walldorf (IT-Startup Founders' Center, joint initiative of Research Center for Information Technologies, SAP and City of Walldorf); Ministry for Traffic Baden-Wuerttemberg, funding for start-ups	pitching in front of an "external audience" and with focus on "winning".	No new insights as the ecosystem actors are high professionalised as regards to start-up support (that's their daily business).

PP1	InnoEnergy	Germany	3	13:30 – 18:30	The EnergyCongress 2020, Karlsruhe, Gartenhalle Karlsruhe and online	Discover/e	Waldemar Epple, Chairman of the Board of AEN – Automotive Engineering Cluster - Das Mobilitätscluster e.V., connector to Karlsruhe automotive ecosystem; Participating ecosystem actor: Max Nastold, authorised signatory of Kazenmaier Fleetservice GmbH, in the specialist areas of fleet concepts and charging infrastructure; Participating ecosystem actor: Ilja Lifschiz / Referee for Energy / Chamber of Commerce Karlsruhe; funding and support services for start-ups; Birgit Schwegle, Managing Director of Environment- and EnergyAgency for the region of Karlsruhe GmbH (Umwelt- und EnergieAgentur Kreis Karlsruhe GmbH)	Discover/e pitched their solution at the event. Importance of being connected to other key regional players offers additional opportunities	/
PP1	InnoEnergy	Germany	4	28.07.2020, 09:00-13:00	Gründertage Karlsruhe, Zoom Meeting	Paulo Cruz	Economic Development Department, City of Karlsruhe, Steffen Buhl; Automotive Engineering Network e.V., Sieglinde Walz (CEO); AXEL – the Energy Accelerator; Petra Schwab, Michael Rausch (CEO); FokusEnergie, Andrea Bühler; CyberForum e.V., Oezer Kodpur (CyberLab)	There are many financing opportunities on local level that are not known and / or not immediately visible.	An Energy Hub will be created by Danube Energy+ project.

PP1	InnoEnergy	Germany	5	23.05.2020, 09:00- 13:00	Application for AXEL-Energy Accelerator Team Development Programme via Zoom	SenseING; Discover/e; EavySystems	AXEL – the Energy Accelerator	/	/
PP2	Cleantech Bulgaria	Bulgaria	1	15:50 16:45	- Online – via Google meet;	Nikolay Gechev, Asen Nakov, Strahil Stoyanov	Dobromir Vasilev – fund management; Adriana Idakieva - cleantech; Gea Holechkova - consulting; Maria Mihovska - consulting	The YI's would need to find an experienced member of their team to support the technical realization of the business model. One of the stakeholders pointed to a lecturer at the University of Forestry in Sofia, Bulgaria where the team could get connected for the necessary expertise. during the discussion about the future opportunities of InnoFarm, Mr. Dobromir Vasilev suggested that the team should look into specific European funding mechanisms,	The ecosystem actors noted that even in conditions of impossibility for face to face meeting, the virtual conducting of the event shows positive result, the YI's had managed to gain their interest and had seen the potential of their idea. They expressed their readiness to make subsequent contact with the Young innovators.

PP2	Cleantech Bulgaria	Bulgaria	2	25.6.2020 14:55- 15:30	Sofia, Bulgaria, Cherni vrah 32G	Stefan Hristozov	<p>Yanichka Trueva, education and start-up acceleration, prototyping; Mariyana Hamanova - cleantech, start-up acceleration; Krasir Kolev - sustainable energy entrepreneurship and business development; Hristina Bakardzhieva - STP - innovation, incubation, business support; Lyubomir Peynovski - business development, finance, management</p>	<p>Following the discussion with the stakeholders, related questions led Stefan to the important conclusions connected to the legal aspects, in which he should deepen his knowledge and refine the idea. According to the ecosystem actors the technical knowledge he has in the field of drones are at a very high level, but their advice is aimed at expanding his knowledge in the field of aircraft legislation in our country</p>	<p>Supporting Young Innovators with legal assistance would be an extremely useful tool for realizing their ideas. Mr. Kolev provided contact information to the appropriate legal advisors having expertise in the field. Ms. Hristina Bakardzhieva provided the latest information about the upcoming activities organised by Sofia Tech park, like an acceleration programs and other connection events appropriate for the YI.</p>
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PP2	Cleantech Bulgaria	Bulgaria	3	25.6.2020 15:30- 16:05	Sofia, Bulgaria, Cherni vrah 32G	Sunpower invest	<p>Yanichka Trueva, education and start-up acceleration, prototyping; Mariyana Hamanova - cleantech, start-up acceleration; Krasir Kolev - sustainable energy entrepreneurship and business development; Hristina Bakardzhieva - STP - innovation, incubation, business support; Lyubomir Peynovski - business development, finance, management</p>	<p>The most valuable point learned by the YI is that it is important to have a team. A team in which there are assigned roles and tasks, the diverse skills of teams are needed for reaching success</p> <p>His ambitions and dedication are great, but the benefit of more good specialists will help his idea to be accepted better on the market and bring investors confidence.</p> <p>Ms. Hristina Bakardzhieva provided the latest information about the upcoming activities organised by Sofia Tech park, like an acceleration programs and other connection</p>	<p>Encouraging the Young innovators to practice pitching more often could gain insights into potential holes in their value proposition and find ways to improve their selling points for customer and partners. Pitching helps to train their storytelling skills and to focus their communication on important things as: "Why we started the company and why it matters" and "The value we give to the client"</p>
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									events appropriate for the YI.	
PP2	Cleantech Bulgaria	Bulgaria	4	25.6.2020 16:05 - 16:40	Sofia, Bulgaria, Cherni vrah 32G	Asen Nakov; Strahil Stoyanov (Innofarm)	Yanichka Trueva, education and start-up acceleration, prototyping; Mariyana Hamanova - cleantech, start-up acceleration; Krasir Kolev - sustainable energy entrepreneurship and business development; Hristina Bakardzhieva - STP - innovation, incubation, business support; Lyubomir Peynovski - business development, finance, management		Having another colleague with you, who can step in and cover a question that you are not able to provide an answer it is really important, it also provides another set of eyes and ears to interpret feedback, and help to avoid the situation when someone misunderstands or misinterprets what is said. The opportunity to present again their green business idea that proves that	The ecosystem actors noted that having more opportunities to practice their presentation skills will improve their development.

PP2	Cleantech Bulgaria	Bulgaria	5	25.6.2020 16:40 - 17:15	Sofia, Bulgaria, Cherni vrah 32G	Zachary Vaklinov - Commuty	Yanichka Trueva, education and start-up acceleration, prototyping; Mariyana Hamanova - cleantech, start- up acceleration; Krasir Kolev - sustainable energy entrepreneurship and business development; Hristina Bakardzhieva - STP - innovation, incubation, business support; Lyubomir Peynovski - business development, finance, management	Having a clear and strong call to action allows the audience potentially to follow up with the team. Also focusing on the two main purposes of a call to action: to tell the audience what they should do, and give them the motivation to do so. YI learned that pitching trains the storytelling skills and practicing helps being clear and compelling.	For the ecosystem actors this experience confirmed the conclusion that founders with passion, commitment and attachment to the problem in hand, are more likely to deliver long term results. It was summarised that the diligence is a key quality to success and mentoring plays a very important role in the development process. Ms. Hristina Bakardzhieva provided the latest information about the upcoming activities organised by Sofia Tech park, like an acceleration programs and other connection events appropriate for the YI.
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PP3	Civitta Slovakia	Slovakia	1	19.10.2020	Zoom	8 teams present	Adam Sipos, Trend magazine	Explanation of the process of gaining credibility, recognizability and establishing media presence. Advice on approaching media, right timing and right messages.	Adam got acquainted with YIs and gained insights into the start-up ecosystem in Slovakia that is shaping up.
PP3	Civitta Slovakia	Slovakia	2	20.10.2020	Zoom	6 teams present	Magda Feltanova, Richard Fekete, Slovenska Sporitelna (bank)	Understanding of various options of bank financing for their projects, including requirements and conditions.	Insight into the current innovation stream in Slovakia, the needs and problems faced by YIs in Slovakia.

PP3	Civitta Slovakia	Slovakia	3	22.10.2020	Zoom	7 teams present	Kvetoslava Papanova, CVTI	Understanding of EU funding and financing opportunities for start-up ideas.	Familiarization with the current state of the young innovation scene in Slovakia.
PP3	Civitta Slovakia	Slovakia	4	27.10.2020	Zoom	6 teams present	Martina Piroskova, Slovak Business Agency	Better overview of the Slovak Business ecosystem and the advantages that can be taken for further development of their project ideas.	Insights into the early innovation stream in Slovakia and checkpoint of the usefulness of the SBA activities.

PP3	Civitta Slovakia	Slovakia	5	30.10.2020	Zoom	Team Neutec	Lucia Florkova, Crowdberry Investment	<p>Information about venture capital and the possibilities in Slovakia.</p> <p>Activities and responsibilities of Crowdberry as well as opportunities for emerging companies.</p>	<p>Lucia enjoyed a fruitful conversation with the attendees about the current start-up ecosystem in Slovakia.</p>
PP4	ABC Accelerator, d.o.o.	Slovenia	1	25.09.2020	Zoom 1h	Žiga Štirn	Gorazd Ažman, ELES	<p>to learn directly from Eles how they work with startups and what they expect from them. Gorazd Ažman said several times, that for them the TRL is important, but that for the right idea, they are willing to start working with the startup quite early on, and are also willing to be a partner for piloting.</p>	<p>The most important lesson for Eles was definitely an early contact with a researcher, potentially working on a solution that their company could implement sometime in the future. Even if the idea itself was outside of the scope of their core business, Eles will have to adapt to the changes in the energy market. In their own words, startups may as well become additional</p>

									sources of ideas and new solutions that they present to their (existing) clients.
PP4	ABC Accelerator, d.o.o.	Slovenia	2	1.10.2020	Zoom 30min	Jovancho Grozdanovski	Gorazd Ažman, ELES	<p>The most important lesson for the involved YI was definitely to learn directly from Eles how they work with startups and what they expect from them. Gorazd Ažman said several times, that for them the TRL is important, but that for the right idea, they are willing to start working with the startup quite early on, and are also willing to be a partner for piloting.</p>	<p>The ELES has learnt about innovative ideas in the field of battery storage and what the needs of innovators in this field are.</p>

PP4	ABC Accelerator, d.o.o.	Slovenia	3	18.09.2020	online	Anja Lukić	Tilen Blažica, Tomappo	Anja has learnt that she does not to develop all parts of her planned product on her own, but can instead join forces with existing start-up. She has deemed, however, that it was too soon to enter any formal sort of cooperation. She has also gained additional insight into cultural values present in Slovene ecosystem.	Tilen has gained know-who knowledge: Anja, who already has a “foot in the door” in one of the Slovene largest companies producing modular houses. The company is potentially interested in the idea, which could be developed together.
PP4	ABC Accelerator, d.o.o.	Slovenia	4	October 2020	online	Pia Groleger	Architect Mateja	Idea was to be presented and elaborated where there would be potential for joint cooperation.	Idea was to be presented and elaborated where there would be potential for joint cooperation.
PP4	ABC Accelerator, d.o.o.	Slovenia	5	October 2020	online	Miha FLisek	Social Economy Association of Slovenia, Ljubljana chapter	Idea was to be presented and elaborated where there would be potential for joint cooperation.	Idea was to be presented and elaborated where there would be potential for joint cooperation.

PP5	Optimizacija, d.o.o	Croatia	1	19.6.2020 14:00 - 16:00	Online	Petar Starčević; Lordan Jurišić	Lada Benzon Kršnjavi, Croatian National Innovation agency (Hamag – Bicro); Stevica Kuharski, Scouting manager at VC fund, Fill Rouge Capital; Katarina Guja, Croatian Office for Innovation and Creativity (HUKI); Mislav Javor, CEO of clentech company AMPNet; Željana Barišić, Zagreb Innovation Center (ZICER)	Petar Starčević received quality feedback from Mislav Javor - a founder of a successful energy startup; Lordan Jurišić received a direct invitation to present himself at LEAP - in front of investors	The ecosystem actors heard some new way of thinking as in this very challenging time we are all forced to think outside the box. This program was held online during the Covid-19 lockdown which was very difficult/challenging for all of actors involved, but that way improved our creativity even more. This online system gives the opportunity to 'be' anywhere at any time and this is appropriate for making more connections which could help YI in their way to progress.
PP5	Optimizacija, d.o.o	Croatia	2	28.9.2020. , 9:00-18:00	online @ Open Data Hackathon	Petar Starčević	Ante Janko Bobetko, ZICER; Iva Milasinčić, HAMAG BICRO; Miljenko Sedlar, REGEA, Energy Efficiency Agency	Ecosystem actors provided practical support to YI and in order to improve his idea, develop solutions and gain access to	'In this way, we want to help those who want to become entrepreneurs because we have noticed a high degree of motivation to get

								potential investors.	involved in the world of entrepreneurship.'
PP5	Optimizacija, d.o.o	Croatia	3	09:30 – 15:00	The matchmaking event between Croatian and Spanish companies working on renewable energy projects	Goran Tošić	Croatian chamber of commerce; Energy Market Operator (HROTE); Ministry of Economy and Sustainable Development; Regional Energy Agency	It is interesting to hear that projects have been going on for years and that they only now have to come to life.	They were satisfied when they saw new (potential) actors in the field with fresh projects.
PP5	Optimizacija, d.o.o	Croatia	4	01.10.2020., 09:00 – 16:00		Lordan Jurišić	HAMAG BICRO, EEN, INNOVATION FACTORY, CROATIAN CHAMBER OF ECONOMY, Ministry of Regional Development and EU funds	LEAP Summit is a multidisciplinary conference where change makers LEAP into action. The conference brings people from all over the world at one place to learn and network together in order to solve most pressing challenges of our time and it was a great chance for Lordan to present his idea there.	Without the collaboration there is no value for startup and/or for the ecosystem actors.

PP5	Optimizacija, d.o.o	Croatia	5	15.10.2020., 10:00 – 12:30		Lordan Jurišić	Kristijan Bošnjak (HGK), Ernest Vlačić (RA Member, President of Thematic Innovation Council Energy and Sustainable Environment, Republic of Croatia), Ivan Plačko (Technology Innovation Centar Čakovec), Ivan Margit (KONČAR), Mislav Jurišić (GIS DATA), Vlatka Petrović (University of Zagreb)	The most important point at this meeting was possibility to compare Croatian status in the industry with other neighbouring countries in order to 'place' his idea in the area.	Ecosystem actors agreed that in Croatia there is a lack of human capital for Innovation and that there is a need for strengthening the capacity of SMEs for research, development and innovation by encouraging the cooperation with scientific research organization. There is also a lack of data about the innovation.
PP6		Czech Republic	1	N/A	PowerHUB, Náměstí Kinských 741/6, 150 00 Prague 5, Czech Republic	Miroslav Veverka	Jan Rakušan, start-up mentor; Tomáš Beier, PowerHUB sales department	Improvements on his presentation and his overall project strategy	Unconventional presentation also capture the audience and Mr. Veverka's presentation containing a fictional storytelling was a standout among the participants of our pilot (Parádní nápad)
PP6		Czech Republic	2	27.8.2020, 15:00 – 16:00	PPINK Pardubice	Lucie Částková	Petra Srdínková PPINK – Pardubice Entrepreneur	Events such as the one organised by PowerHUB and PPINK are	We should strive to get more young innovators to be eager to share their

							Incubator; Ondřej Dobeš - UPCE	valuable for Networking	knowledge among their friends and contemporaries.
PP6		Czech Republic	3	22.9.2020, 14:30 - 15:30	PPINK Pardubice	Viktoria Švarcrová	Petra Srdínková - PPINK - Pardubice Entrepreneur Incubator; Robin Langer - Pardubice Region	Everything can be learned and a lack of experience should not be stopping people from starting their business	High school students are also interested in starting a business and they can be good at it.
PP6		Czech Republic	4	24. 9. 2020, 9:30 - 10:30	PPINK Pardubice	Tomáš Vlach	Petra Srdínková - PPINK - Pardubice Entrepreneur Incubator; Hana Svobodová - City of Pardubice	Presenting skills are important for conducting business, both in presenting self and putting a good presentation to work.	If cities like a product usable for its citizens, they do not hesitate with hearing all the important information about it.
PP6		Czech Republic	5	27.-28. 9. 2020, 9:00-15:00	PowerHUB, Náměstí Kinských 741/6, 150 00 Prague 5, Czech Republic	Martin Edlman	PowerHUB mentors; PowerHUB sales Department	Presentation matters for the success of a start-up	It is possible to organise a hybrid event of online/onsite participation where every participant feels they are getting the same amount of attention as everyone else.

PP7	Asociatia Centrul Startup Transilvania	Romania	1		1h Zoom	Apahidean Gabriel	<p>Ilinca Hanga, Project Manager TEDxCluj, Premium Partner Monevents, Project Manager at Telenav and various other project management roles in tech companies in Cluj-Napoca</p>	<p>Gabriel learned how to break his business idea into phases, especially since his team was working on both a physical recycling plant (where optimisation of production line is key) and a mobile app (breaking down development in key stages and developing the MVP based on customer feedback is important in managing costs). The information on building a business case was also valuable as the team was struggling in approaching interested people who might sponsor their idea. They learned how to better structure the presentation of their idea so</p>	<p>For the ecosystem actor it was a relevant experience as she had to mix the project management principles to fit a development of two types of services – physical (hardware) and software (mobile app).</p>
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									that they include relevant information for a possible investor.	
PP7	Asociatia Central Startup Transilvania	Romania	2		1h Zoom	Alexandru Luchiian	Ilinca Hanga, Project Manager TEDxCluj, Premium Partner Monevents, Project Manager at Telenav and various other project management roles in tech companies in Cluj-Napoca		The YI learned how to create a strong business case based on PRINCE2 methodology principles. He was advised how to structure his business case, split into 9 sections, all relevant for investors.	For the ecosystem actor the lesson learned consisted in learning how to model software development project management and business casing onto hardware products.
PP7	Asociatia Central Startup Transilvania	Romania	3		We facilitated their meetup and they continued working face-to-face, via phone or via email over	Oana Durcau	Marius Radean, RBC		they got a deeper understanding of big retailers manage their receipts systems and how it would be best to connect their product to	The main lesson learned was how to collaborate with university students and guide them through a rather complicated technical solution so

					a period of a few weeks.			those systems so that paper receipts can be eliminated. At the end of their collaboration they understood exactly how to build their technical backend.	that they can implement it on their own.
PP7	Asociatia Centrul Startup Transilvania	Romania	4			Oana Durcau; Alexandru Luchiiian	Com'On Cluj competition organizers & Cluj-Napoca residents at large	Both participating YIs learned how to adapt the information on how to build a pitch deck to fit the format of the competition. Most relevant was the part of value added and mission statement as they had to create a compelling case for people to vote for them and not the other solutions registered. For Luchiiian Alexandru, who is planning on continuing to	As it was a competition, this does not apply.



									<p>expand his IoT solutions in the city, especially the air quality sensors (unfortunately this solution was not selected for financing), this competition was particularly useful as it gave him access to members of the City Hall. As the City Hall is also involved in the competition and will assist him install the bin sensors (winning solution), this activity will help him connect with the people within the City Hall that deal with Smart City solutions. So the biggest lesson learned for him is how to use other available resources to get in front of the right people that can help you kickstart other,</p>
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								more relevant and bigger projects.	
PP7	Asociatia Centrul Startup Transilvania	Romania	5	3-4 October 2020	NASA Space Apps Challenge Hackathon	Alexandru Luchiian	Bogdan Niculae, Thales Engineering; Gabriel Traistariu, Telekom Romania Florin Paun, SEPACEM; Cristian Roman, Stiinta si Tehnica Magazine; George Scripcariu, SpaceHub; Radu Ionescu, SecurifAI; Ulpia Botezatu, Romanian Space Agency	Biggest lesson learned was how to build a working MVP of your product within a noticeably short time frame - 24 hours - and presented publicly to relevant people. One of the biggest issues we observed during	The overarching lesson learned was how fast good solutions can be created in an environment that does not allow for perfectionism and delays in launching a product. The ecosystem actors present were positively surprised by the solutions

PP8	SEE ICT	Serbia	1	N/A	1h Zoom	Marjan Jordanovski; Miloš Paštrmac	Nemanja Petrović, Senior Advisor at EUBID; Lazar Grujičić, CEO eLS Development; Aleksandar Kavgić, Typhoon HIL; Nenad Jovanovski, Vifkons; Ivan Kovačević, Key expert for team setting up and legal start-up issues; Dragana Petković, Key expert for business skills including marketing/sales, business modelling; Milovan Jovičić, Key expert for customer/market validation; Bachelor of Electrical Engineering	1. YI learned how to reach out to potential customers 2. YI Learned how to find best direction for future product development, based on customer feedback	Ecosystem actors learned a lot about the YI and their plans. Especially valuable was more personal and closer understanding about the problems they are facing, which was important for them in order to provide the best possible feedback and support in the future.
PP8	SEE ICT	Serbia	2	N/A	1h Zoom	Nenad Potulić; Marijana Starčević	Nemanja Petrović, Senior Advisor at EUBID; Lazar Grujičić, CEO eLS Development; Aleksandar Kavgić, Typhoon HIL; Nenad Jovanovski, Vifkons; Ivan Kovačević, Key expert for team setting up and legal start-up issues; Dragana Petković, Key expert for business skills including marketing/sales, business modelling; Milovan Jovičić, Key expert for customer/market validation; Bachelor of Electrical Engineering	1. How to find potential customers 2. How to communicate with potential customers	Ecosystem actors learned a lot about the YI and their plans, which was important for them in order to provide them with the best possible feedback and support in the future.

PP8	SEE ICT	Serbia	3	N/A	1 h Zoom	Radoš Čabarkapa; Danilo Komatina; Nikola Georgijević	Nemanja Petrović, Senior Advisor at EUBID; Lazar Grujičić, CEO eLS Development; Aleksandar Kavgić, Typhoon HIL; Nenad Jovanovski, Vifkons; Ivan Kovačević, Key expert for team setting up and legal start-up issues; Dragana Petković, Key expert for business skills including marketing/sales, business modelling; Milovan Jovičić, Key expert for customer/market validation; Bachelor of Electrical Engineering	1: YI learned how to design specific messages to different customer segments 2: YI learned how to promote their product and make marketing campaigns	Ecosystem actors learned a lot about the YI and their plans, which was important in order to provide them the best possible feedback and future support.
PP8	SEE ICT	Serbia	4	N/A	1 h Zoom	Ivana Pajčin; Vanja Vlajkov	Nemanja Petrović, Senior Advisor at EUBID; Lazar Grujičić, CEO eLS Development; Aleksandar Kavgić, Typhoon HIL; Nenad Jovanovski, Vifkons; Ivan Kovačević, Key expert for team setting up and legal start-up issues; Dragana Petković, Key expert for business skills including marketing/sales, business modelling; Milovan Jovičić, Key expert for customer/market validation; Bachelor of Electrical Engineering	1: YI learned how to develop go to market strategy 2: YI learned how to do market research	Ecosystem actors learned a lot about the YI and their plans, which was important in order to provide them the best possible feedback and support. Also, they realised the struggles of approaching the right customers, especially business partners and gave some feedback, as well as personal contacts in order to connect them with the right people.

PP8	SEE ICT	Serbia	5	N/A	1 h Zoom	Semir Poturak	<p>Nemanja Petrović, Senior Advisor at EUBID; Lazar Grujičić, CEO eLS Development; Aleksandar Kavgić, Typhoon HIL; Nenad Jovanovski, Vifkons; Ivan Kovačević, Key expert for team setting up and legal start-up issues; Dragana Petković, Key expert for business skills including marketing/sales, business modelling; Milovan Jovičić, Key expert for customer/market validation; Bachelor of Electrical Engineering</p>	<p>1: YI learned how to develop and nurture good customer relationships 2.: YI learned how to build a product development roadmap</p>	<p>Ecosystem actors learned a lot about the YI and their plans, which was important in order to provide them the best possible feedback and support in the future.</p>
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10.3 Overview of the connecting events by PP

Partner No.	Partner	PP Country	Event No	Date	Location of site visit	YI	Ecosystem actor	YI lessons learnt	Ecosystem lessons learnt
PP1	InnoEnergy	Germany	1	23.04.2020, 14:00 - 16:00	2 hours Danube Energy + Demo Day online using Microsoft Teams	Andreas Gerspacher ; Diwaker Jha; Julia Gersdorf; Jonas Schumacher; Kai Fröhlich; Sven Kruse; Kiryl Deschuk; Lucas Baader; Moataz Khalil; Paulo Cruz; Stefan Ostermann	Dr. Friedrich Hoepfner (investor); Christos Klamouris (manager of AXEL - The Energy Accelerator in Karlsruhe); Anette Hurst (Steinbeis 2i; internationalisation, funded projects); Christian Heiselbetz (Energy, innovation support); Hans Hubschneider (investor)	The YI had the opportunity to pitch their innovative ideas and to get feedback by regional ecosystem actors.	
PP1	InnoEnergy	Germany	2	27.06.2020, 15:00	e4 FESTIVAL Start-up Award TRANSFORMING MOBILITY 2020, online meeting of 1,5 hours	Jonas Schumacher; Paulo Cruz	InnoWerft Walldorf (IT-Startup Founders' Center, joint initiative of Research Center for Information Technologies, SAP and City of Walldorf); Ministry for Traffic Baden-Wuerttemberg, funding for start-ups	pitching in front of an "external audience" and with focus on "winning".	No new insights as the ecosystem actors are high professionalised as regards to start-up support (that's their daily business).

PP1	InnoEnergy	Germany	3	13:30 - 18:30	The EnergyCongress 2020, Karlsruhe, Gartenhalle Karlsruhe and online	Discover/e	Waldemar Epple, Chairman of the Board of AEN – Automotive Engineering Cluster - Das Mobilitätscluster e.V., connector to Karlsruhe automotive ecosystem; Participating ecosystem actor: Max Nastold, authorised signatory of Kazenmaier Fleetservice GmbH, in the specialist areas of fleet concepts and charging infrastructure; Participating ecosystem actor: Ilja Lifschiz / Referee for Energy / Chamber of Commerce Karlsruhe; funding and support services for start-ups; Birgit Schwegle, Managing Director of Environment- and EnergyAgency for the region of Karlsruhe GmbH (Umwelt- und EnergieAgentur Kreis Karlsruhe GmbH)	Discover/e pitched their solution at the event. Importance of being connected to other key regional players offers additional opportunities	/
PP1	InnoEnergy	Germany	4	28.07.2020, 09:00-13:00	Gründertage Karlsruhe, Zoom Meeting	Paulo Cruz	Economic Development Department, City of Karlsruhe, Steffen Buhl; Automotive Engineering Network e.V., Sieglinde Walz (CEO); AXEL – the Energy Accelerator; Petra Schwab, Michael Rausch (CEO); FokusEnergie, Andrea Bühler; CyberForum e.V., Oezer Kodpur (CyberLab)	There are many financing opportunities on local level that are not known and / or not immediately visible.	An Energy Hub will be created by Danube Energy+ project.

PP1	InnoEnergy	Germany	5	23.05.2020, 09:00- 13:00	Application for AXEL-Energy Accelerator Team Development Programme via Zoom	SenseING; Discover/e; EavySystems	AXEL – the Energy Accelerator	/	/
PP2	Cleantech Bulgaria	Bulgaria	1	15:50 16:45	- Online – via Google meet;	Nikolay Gechev, Asen Nakov, Strahil Stoyanov	Dobromir Vasilev – fund management; Adriana Idakieva - cleantech; Gea Holechkova - consulting; Maria Mihovska - consulting	The YI's would need to find an experienced member of their team to support the technical realization of the business model. One of the stakeholders pointed to a lecturer at the University of Forestry in Sofia, Bulgaria where the team could get connected for the necessary expertise. during the discussion about the future opportunities of InnoFarm, Mr. Dobromir Vasilev suggested that the team should look into specific European funding mechanisms,	The ecosystem actors noted that even in conditions of impossibility for face to face meeting, the virtual conducting of the event shows positive result, the YI's had managed to gain their interest and had seen the potential of their idea. They expressed their readiness to make subsequent contact with the Young innovators.

PP2	Cleantech Bulgaria	Bulgaria	2	25.6.2020 14:55- 15:30	Sofia, Bulgaria, Cherni vrah 32G	Stefan Hristozov	<p>Yanichka Trueva, education and start-up acceleration, prototyping; Mariyana Hamanova - cleantech, start-up acceleration; Krasir Kolev - sustainable energy entrepreneurship and business development; Hristina Bakardzhieva - STP - innovation, incubation, business support; Lyubomir Peynovski - business development, finance, management</p>	<p>Following the discussion with the stakeholders, related questions led Stefan to the important conclusions connected to the legal aspects, in which he should deepen his knowledge and refine the idea. According to the ecosystem actors the technical knowledge he has in the field of drones are at a very high level, but their advice is aimed at expanding his knowledge in the field of aircraft legislation in our country</p>	<p>Supporting Young Innovators with legal assistance would be an extremely useful tool for realizing their ideas. Mr. Kolev provided contact information to the appropriate legal advisors having expertise in the field. Ms. Hristina Bakardzhieva provided the latest information about the upcoming activities organised by Sofia Tech park, like an acceleration programs and other connection events appropriate for the YI.</p>
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PP2	Cleantech Bulgaria	Bulgaria	3	25.6.2020 15:30- 16:05	Sofia, Bulgaria, Cherni vrah 32G	Sunpower invest	<p>Yanichka Trueva, education and start-up acceleration, prototyping; Mariyana Hamanova - cleantech, start-up acceleration; Krasir Kolev - sustainable energy entrepreneurship and business development; Hristina Bakardzhieva - STP - innovation, incubation, business support; Lyubomir Peynovski - business development, finance, management</p>	<p>The most valuable point learned by the YI is that it is important to have a team. A team in which there are assigned roles and tasks, the diverse skills of teams are needed for reaching success</p> <p>His ambitions and dedication are great, but the benefit of more good specialists will help his idea to be accepted better on the market and bring investors confidence.</p> <p>Ms. Hristina Bakardzhieva provided the latest information about the upcoming activities organised by Sofia Tech park, like an acceleration programs and other connection</p>	<p>Encouraging the Young innovators to practice pitching more often could gain insights into potential holes in their value proposition and find ways to improve their selling points for customer and partners. Pitching helps to train their storytelling skills and to focus their communication on important things as: "Why we started the company and why it matters" and "The value we give to the client"</p>
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									events appropriate for the YI.	
PP2	Cleantech Bulgaria	Bulgaria	4	25.6.2020 16:05 - 16:40	Sofia, Bulgaria, Cherni vrah 32G	Asen Nakov; Strahil Stoyanov (Innofarm)	Yanichka Trueva, education and start-up acceleration, prototyping; Mariyana Hamanova - cleantech, start-up acceleration; Krasir Kolev - sustainable energy entrepreneurship and business development; Hristina Bakardzhieva - STP - innovation, incubation, business support; Lyubomir Peynovski - business development, finance, management		Having another colleague with you, who can step in and cover a question that you are not able to provide an answer it is really important, it also provides another set of eyes and ears to interpret feedback, and help to avoid the situation when someone misunderstands or misinterprets what is said. The opportunity to present again their green business idea that proves that	The ecosystem actors noted that having more opportunities to practice their presentation skills will improve their development.

PP2	Cleantech Bulgaria	Bulgaria	5	25.6.2020 16:40 - 17:15	Sofia, Bulgaria, Cherni vrah 32G	Zachary Vaklinov - Commuty	Yanichka Trueva, education and start-up acceleration, prototyping; Mariyana Hamanova - cleantech, start- up acceleration; Krasir Kolev - sustainable energy entrepreneurship and business development; Hristina Bakardzhieva - STP - innovation, incubation, business support; Lyubomir Peynovski - business development, finance, management	Having a clear and strong call to action allows the audience potentially to follow up with the team. Also focusing on the two main purposes of a call to action: to tell the audience what they should do, and give them the motivation to do so. YI learned that pitching trains the storytelling skills and practicing helps being clear and compelling.	For the ecosystem actors this experience confirmed the conclusion that founders with passion, commitment and attachment to the problem in hand, are more likely to deliver long term results. It was summarised that the diligence is a key quality to success and mentoring plays a very important role in the development process. Ms. Hristina Bakardzhieva provided the latest information about the upcoming activities organised by Sofia Tech park, like an acceleration programs and other connection events appropriate for the YI.
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PP3	Civitta Slovakia	Slovakia	1	19.10.2020	Zoom	8 teams present	Adam Sipos, Trend magazine	Explanation of the process of gaining credibility, recognizability and establishing media presence. Advice on approaching media, right timing and right messages.	Adam got acquainted with YIs and gained insights into the start-up ecosystem in Slovakia that is shaping up.
PP3	Civitta Slovakia	Slovakia	2	20.10.2020	Zoom	6 teams present	Magda Feltanova, Richard Fekete, Slovenska Sporitelna (bank)	Understanding of various options of bank financing for their projects, including requirements and conditions.	Insight into the current innovation stream in Slovakia, the needs and problems faced by YIs in Slovakia.

PP3	Civitta Slovakia	Slovakia	3	22.10.2020	Zoom	7 teams present	Kvetoslava Papanova, CVTI	Understanding of EU funding and financing opportunities for start-up ideas.	Familiarization with the current state of the young innovation scene in Slovakia.
PP3	Civitta Slovakia	Slovakia	4	27.10.2020	Zoom	6 teams present	Martina Piroskova, Slovak Business Agency	Better overview of the Slovak Business ecosystem and the advantages that can be taken for further development of their project ideas.	Insights into the early innovation stream in Slovakia and checkpoint of the usefulness of the SBA activities.

PP3	Civitta Slovakia	Slovakia	5	30.10.2020	Zoom	Team Neutec	Lucia Florkova, Crowdberry Investment	<p>Information about venture capital and the possibilities in Slovakia.</p> <p>Activities and responsibilities of Crowdberry as well as opportunities for emerging companies.</p>	<p>Lucia enjoyed a fruitful conversation with the attendees about the current start-up ecosystem in Slovakia.</p>
PP4	ABC Accelerator, d.o.o.	Slovenia	1	25.09.2020	Zoom 1h	Žiga Štirn	Gorazd Ažman, ELES	<p>to learn directly from Eles how they work with startups and what they expect from them. Gorazd Ažman said several times, that for them the TRL is important, but that for the right idea, they are willing to start working with the startup quite early on, and are also willing to be a partner for piloting.</p>	<p>The most important lesson for Eles was definitely an early contact with a researcher, potentially working on a solution that their company could implement sometime in the future. Even if the idea itself was outside of the scope of their core business, Eles will have to adapt to the changes in the energy market. In their own words, startups may as well become additional</p>

									sources of ideas and new solutions that they present to their (existing) clients.
PP4	ABC Accelerator, d.o.o.	Slovenia	2	1.10.2020	Zoom 30min	Jovancho Grozdanovski	Gorazd Ažman, ELES	<p>The most important lesson for the involved YI was definitely to learn directly from Eles how they work with startups and what they expect from them. Goraz Ažman said several times, that for them the TRL is important, but that for the right idea, they are willing to start working with the startup quite early on, and are also willing to be a partner for piloting.</p>	<p>The ELES has learnt about innovative ideas in the field of battery storage and what the needs of innovators in this field are.</p>

PP4	ABC Accelerator, d.o.o.	Slovenia	3	18.09.2020	online	Anja Lukić	Tilen Blažica, Tomappo	Anja has learnt that she does not to develop all parts of her planned product on her own, but can instead join forces with existing start-up. She has deemed, however, that it was too soon to enter any formal sort of cooperation. She has also gained additional insight into cultural values present in Slovene ecosystem.	Tilen has gained know-who knowledge: Anja, who already has a “foot in the door” in one of the Slovene largest companies producing modular houses. The company is potentially interested in the idea, which could be developed together.
PP4	ABC Accelerator, d.o.o.	Slovenia	4	October 2020	online	Pia Groleger	Architect Mateja	Idea was to be presented and elaborated where there would be potential for joint cooperation.	Idea was to be presented and elaborated where there would be potential for joint cooperation.
PP4	ABC Accelerator, d.o.o.	Slovenia	5	October 2020	online	Miha FLisek	Social Economy Association of Slovenia, Ljubljana chapter	Idea was to be presented and elaborated where there would be potential for joint cooperation.	Idea was to be presented and elaborated where there would be potential for joint cooperation.

PP5	Optimizacija, d.o.o	Croatia	1	19.6.2020 14:00 - 16:00	Online	Petar Starčević; Lordan Jurišić	Lada Benzon Kršnjavi, Croatian National Innovation agency (Hamag – Bicro); Stevica Kuharski, Scouting manager at VC fund, Fill Rouge Capital; Katarina Guja, Croatian Office for Innovation and Creativity (HUKI); Mislav Javor, CEO of clentech company AMPNet; Željana Barišić, Zagreb Innovation Center (ZICER)	Petar Starčević received quality feedback from Mislav Javor - a founder of a successful energy startup; Lordan Jurišić received a direct invitation to present himself at LEAP - in front of investors	The ecosystem actors heard some new way of thinking as in this very challenging time we are all forced to think outside the box. This program was held online during the Covid-19 lockdown which was very difficult/challenging for all of actors involved, but that way improved our creativity even more. This online system gives the opportunity to 'be' anywhere at any time and this is appropriate for making more connections which could help YI in their way to progress.
PP5	Optimizacija, d.o.o	Croatia	2	28.9.2020. , 9:00-18:00	online @ Open Data Hackathon	Petar Starčević	Ante Janko Bobetko, ZICER; Iva Milasinčić, HAMAG BICRO; Miljenko Sedlar, REGEA, Energy Efficiency Agency	Ecosystem actors provided practical support to YI and in order to improve his idea, develop solutions and gain access to	'In this way, we want to help those who want to become entrepreneurs because we have noticed a high degree of motivation to get

								potential investors.	involved in the world of entrepreneurship.'
PP5	Optimizacija, d.o.o	Croatia	3	09:30 - 15:00	The matchmaking event between Croatian and Spanish companies working on renewable energy projects	Goran Tošić	Croatian chamber of commerce; Energy Market Operator (HROTE); Ministry of Economy and Sustainable Development; Regional Energy Agency	It is interesting to hear that projects have been going on for years and that they only now have to come to life.	They were satisfied when they saw new (potential) actors in the field with fresh projects.
PP5	Optimizacija, d.o.o	Croatia	4	01.10.2020., 09:00 - 16:00		Lordan Jurišić	HAMAG BICRO, EEN, INNOVATION FACTORY, CROATIAN CHAMBER OF ECONOMY, Ministry of Regional Development and EU funds	LEAP Summit is a multidisciplinary conference where change makers LEAP into action. The conference brings people from all over the world at one place to learn and network together in order to solve most pressing challenges of our time and it was a great chance for Lordan to present his idea there.	Without the collaboration there is no value for startup and/or for the ecosystem actors.

PP5	Optimizacija, d.o.o	Croatia	5	15.10.2020., 10:00 – 12:30		Lordan Jurišić	Kristijan Bošnjak (HGK), Ernest Vlačić (RA Member, President of Thematic Innovation Council Energy and Sustainable Environment, Republic of Croatia), Ivan Plačko (Technology Innovation Centar Čakovec), Ivan Margit (KONČAR), Mislav Jurišić (GIS DATA), Vlatka Petrović (University of Zagreb)	The most important point at this meeting was possibility to compare Croatian status in the industry with other neighbouring countries in order to 'place' his idea in the area.	Ecosystem actors agreed that in Croatia there is a lack of human capital for Innovation and that there is a need for strengthening the capacity of SMEs for research, development and innovation by encouraging the cooperation with scientific research organization. There is also a lack of data about the innovation.
PP6		Czech Republic	1	N/A	PowerHUB, Náměstí Kinských 741/6, 150 00 Prague 5, Czech Republic	Miroslav Veverka	Jan Rakušan, start-up mentor; Tomáš Beier, PowerHUB sales department	Improvements on his presentation and his overall project strategy	Unconventional presentation also capture the audience and Mr. Veverka's presentation containing a fictional storytelling was a standout among the participants of our pilot (Parádní nápad)
PP6		Czech Republic	2	27.8.2020, 15:00 – 16:00	PPINK Pardubice	Lucie Částková	Petra Srdínková PPINK – Pardubice Entrepreneur	Events such as the one organised by PowerHUB and PPINK are	We should strive to get more young innovators to be eager to share their

							Incubator; Ondřej Dobeš - UPCE	valuable for Networking	knowledge among their friends and contemporaries.
PP6		Czech Republic	3	22.9.2020, 14:30 - 15:30	PPINK Pardubice	Viktoria Švarcrová	Petra Srdínková - PPINK - Pardubice Entrepreneur Incubator; Robin Langer - Pardubice Region	Everything can be learned and a lack of experience should not be stopping people from starting their business	High school students are also interested in starting a business and they can be good at it.
PP6		Czech Republic	4	24. 9. 2020, 9:30 - 10:30	PPINK Pardubice	Tomáš Vlach	Petra Srdínková - PPINK - Pardubice Entrepreneur Incubator; Hana Svobodová - City of Pardubice	Presenting skills are important for conducting business, both in presenting self and putting a good presentation to work.	If cities like a product usable for its citizens, they do not hesitate with hearing all the important information about it.
PP6		Czech Republic	5	27.-28. 9. 2020, 9:00-15:00	PowerHUB, Náměstí Kinských 741/6, 150 00 Prague 5, Czech Republic	Martin Edlman	PowerHUB mentors; PowerHUB sales Department	Presentation matters for the success of a start-up	It is possible to organise a hybrid event of online/onsite participation where every participant feels they are getting the same amount of attention as everyone else.

PP7	Asociatia Centrul Startup Transilvania	Romania	1		1h Zoom	Apahidean Gabriel	<p>Ilinca Hanga, Project Manager TEDxCluj, Premium Partner Monevents, Project Manager at Telenav and various other project management roles in tech companies in Cluj-Napoca</p>	<p>Gabriel learned how to break his business idea into phases, especially since his team was working on both a physical recycling plant (where optimisation of production line is key) and a mobile app (breaking down development in key stages and developing the MVP based on customer feedback is important in managing costs). The information on building a business case was also valuable as the team was struggling in approaching interested people who might sponsor their idea. They learned how to better structure the presentation of their idea so</p>	<p>For the ecosystem actor it was a relevant experience as she had to mix the project management principles to fit a development of two types of services – physical (hardware) and software (mobile app).</p>
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									that they include relevant information for a possible investor.	
PP7	Asociatia Central Startup Transilvania	Romania	2		1h Zoom	Alexandru Luchiian	Ilinca Hanga, Project Manager TEDxCluj, Premium Partner Monevents, Project Manager at Telenav and various other project management roles in tech companies in Cluj-Napoca		The YI learned how to create a strong business case based on PRINCE2 methodology principles. He was advised how to structure his business case, split into 9 sections, all relevant for investors.	For the ecosystem actor the lesson learned consisted in learning how to model software development project management and business casing onto hardware products.
PP7	Asociatia Central Startup Transilvania	Romania	3		We facilitated their meetup and they continued working face-to-face, via phone or via email over	Oana Durcau	Marius Radean, RBC		they got a deeper understanding of big retailers manage their receipts systems and how it would be best to connect their product to	The main lesson learned was how to collaborate with university students and guide them through a rather complicated technical solution so

					a period of a few weeks.			those systems so that paper receipts can be eliminated. At the end of their collaboration they understood exactly how to build their technical backend.	that they can implement it on their own.
PP7	Asociatia Centrul Startup Transilvania	Romania	4			Oana Durcau; Alexandru Luchiiian	Com'On Cluj competition organizers & Cluj-Napoca residents at large	Both participating YIs learned how to adapt the information on how to build a pitch deck to fit the format of the competition. Most relevant was the part of value added and mission statement as they had to create a compelling case for people to vote for them and not the other solutions registered. For Luchiiian Alexandru, who is planning on continuing to	As it was a competition, this does not apply.

								<p>expand his IoT solutions in the city, especially the air quality sensors (unfortunately this solution was not selected for financing), this competition was particularly useful as it gave him access to members of the City Hall. As the City Hall is also involved in the competition and will assist him install the bin sensors (winning solution), this activity will help him connect with the people within the City Hall that deal with Smart City solutions. So the biggest lesson learned for him is how to use other available resources to get in front of the right people that can help you kickstart other,</p>
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								more relevant and bigger projects.	
PP7	Asociatia Centrul Startup Transilvania	Romania	5	3-4 October 2020	NASA Space Apps Challenge Hackathon	Alexandru Luchiian	Bogdan Niculae, Thales Engineering; Gabriel Traistariu, Telekom Romania Florin Paun, SEPACEM; Cristian Roman, Stiinta si Tehnica Magazine; George Scripcariu, SpaceHub; Radu Ionescu, SecurifAI; Ulpia Botezatu, Romanian Space Agency	Biggest lesson learned was how to build a working MVP of your product within a noticeably short time frame - 24 hours - and presented publicly to relevant people. One of the biggest issues we observed during	The overarching lesson learned was how fast good solutions can be created in an environment that does not allow for perfectionism and delays in launching a product. The ecosystem actors present were positively surprised by the solutions

PP8	SEE ICT	Serbia	1	N/A	1h Zoom	Marjan Jordanovski; Miloš Paštrmac	Nemanja Petrović, Senior Advisor at EUBID; Lazar Grujičić, CEO eLS Development; Aleksandar Kavgić, Typhoon HIL; Nenad Jovanovski, Vifkons; Ivan Kovačević, Key expert for team setting up and legal start-up issues; Dragana Petković, Key expert for business skills including marketing/sales, business modelling; Milovan Jovičić, Key expert for customer/market validation; Bachelor of Electrical Engineering	1. YI learned how to reach out to potential customers 2. YI Learned how to find best direction for future product development, based on customer feedback	Ecosystem actors learned a lot about the YI and their plans. Especially valuable was more personal and closer understanding about the problems they are facing, which was important for them in order to provide the best possible feedback and support in the future.
PP8	SEE ICT	Serbia	2	N/A	1h Zoom	Nenad Potulić; Marijana Starčević	Nemanja Petrović, Senior Advisor at EUBID; Lazar Grujičić, CEO eLS Development; Aleksandar Kavgić, Typhoon HIL; Nenad Jovanovski, Vifkons; Ivan Kovačević, Key expert for team setting up and legal start-up issues; Dragana Petković, Key expert for business skills including marketing/sales, business modelling; Milovan Jovičić, Key expert for customer/market validation; Bachelor of Electrical Engineering	1. How to find potential customers 2. How to communicate with potential customers	Ecosystem actors learned a lot about the YI and their plans, which was important for them in order to provide them with the best possible feedback and support in the future.

PP8	SEE ICT	Serbia	3	N/A	1 h Zoom	Radoš Čabarkapa; Danilo Komatina; Nikola Georgijević	Nemanja Petrović, Senior Advisor at EUBID; Lazar Grujičić, CEO eLS Development; Aleksandar Kavgić, Typhoon HIL; Nenad Jovanovski, Vifkons; Ivan Kovačević, Key expert for team setting up and legal start-up issues; Dragana Petković, Key expert for business skills including marketing/sales, business modelling; Milovan Jovičić, Key expert for customer/market validation; Bachelor of Electrical Engineering	1: YI learned how to design specific messages to different customer segments 2: YI learned how to promote their product and make marketing campaigns	Ecosystem actors learned a lot about the YI and their plans, which was important in order to provide them the best possible feedback and future support.
PP8	SEE ICT	Serbia	4	N/A	1 h Zoom	Ivana Pajčin; Vanja Vlajkov	Nemanja Petrović, Senior Advisor at EUBID; Lazar Grujičić, CEO eLS Development; Aleksandar Kavgić, Typhoon HIL; Nenad Jovanovski, Vifkons; Ivan Kovačević, Key expert for team setting up and legal start-up issues; Dragana Petković, Key expert for business skills including marketing/sales, business modelling; Milovan Jovičić, Key expert for customer/market validation; Bachelor of Electrical Engineering	1: YI learned how to develop go to market strategy 2: YI learned how to do market research	Ecosystem actors learned a lot about the YI and their plans, which was important in order to provide them the best possible feedback and support. Also, they realised the struggles of approaching the right customers, especially business partners and gave some feedback, as well as personal contacts in order to connect them with the right people.

PP8	SEE ICT	Serbia	5	N/A	1 h Zoom	Semir Poturak	<p>Nemanja Petrović, Senior Advisor at EUBID; Lazar Grujičić, CEO eLS Development; Aleksandar Kavgić, Typhoon HIL; Nenad Jovanovski, Vifkons; Ivan Kovačević, Key expert for team setting up and legal start-up issues; Dragana Petković, Key expert for business skills including marketing/sales, business modelling; Milovan Jovičić, Key expert for customer/market validation; Bachelor of Electrical Engineering</p>	<p>1: YI learned how to develop and nurture good customer relationships 2.: YI learned how to build a product development roadmap</p>	<p>Ecosystem actors learned a lot about the YI and their plans, which was important in order to provide them the best possible feedback and support in the future.</p>
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PP9	Centre for European Initiatives	Ukraine	1	29 th of May 2020	<p>“Alternative Energy”. School of Civil Diplomacy of Eastern Ukraine (on the 29th of May 2020)</p>	<p>Niketás Neugebauer (The Loop, automated wind power plants)</p> <p>Andriy Kyshkan (The Loop, automated wind power plants automated wind power plants)</p> <p>Oksana Burtyn (Ecoengineers, Green stop)</p> <p>Henrikh Moshkovych (eSource, eSource adapter)</p>	<ul style="list-style-type: none"> • Caitriona Mullan, AEBR expert on Strategic Change and Spatial Development • Yevgen Mykhalchenko, Chairman of the Supervisory Board of the Public Union "Eastern European Association for the Development of the Hydrogen Economy "Hydrogen Bridge"" • General Director of Group of Companies "Metropolia", Founder of NGO "Bessarabia Development Center" 	<p>The young innovators gained an opportunity for additional knowledge about new European Union strategy for the development of alternative energy "Green Deal".</p>	<p>The ecosystem actors noted that the School for Civic Diplomacy is an initiative as a model for capacity-building and joint activities to promote regional capacity-building through civil and territorial cooperation at the regional level, through the exchange of knowledge, information, experience and training, and in building important relations, which should be built on best practices of cooperation between regions across borders, where possible.</p>
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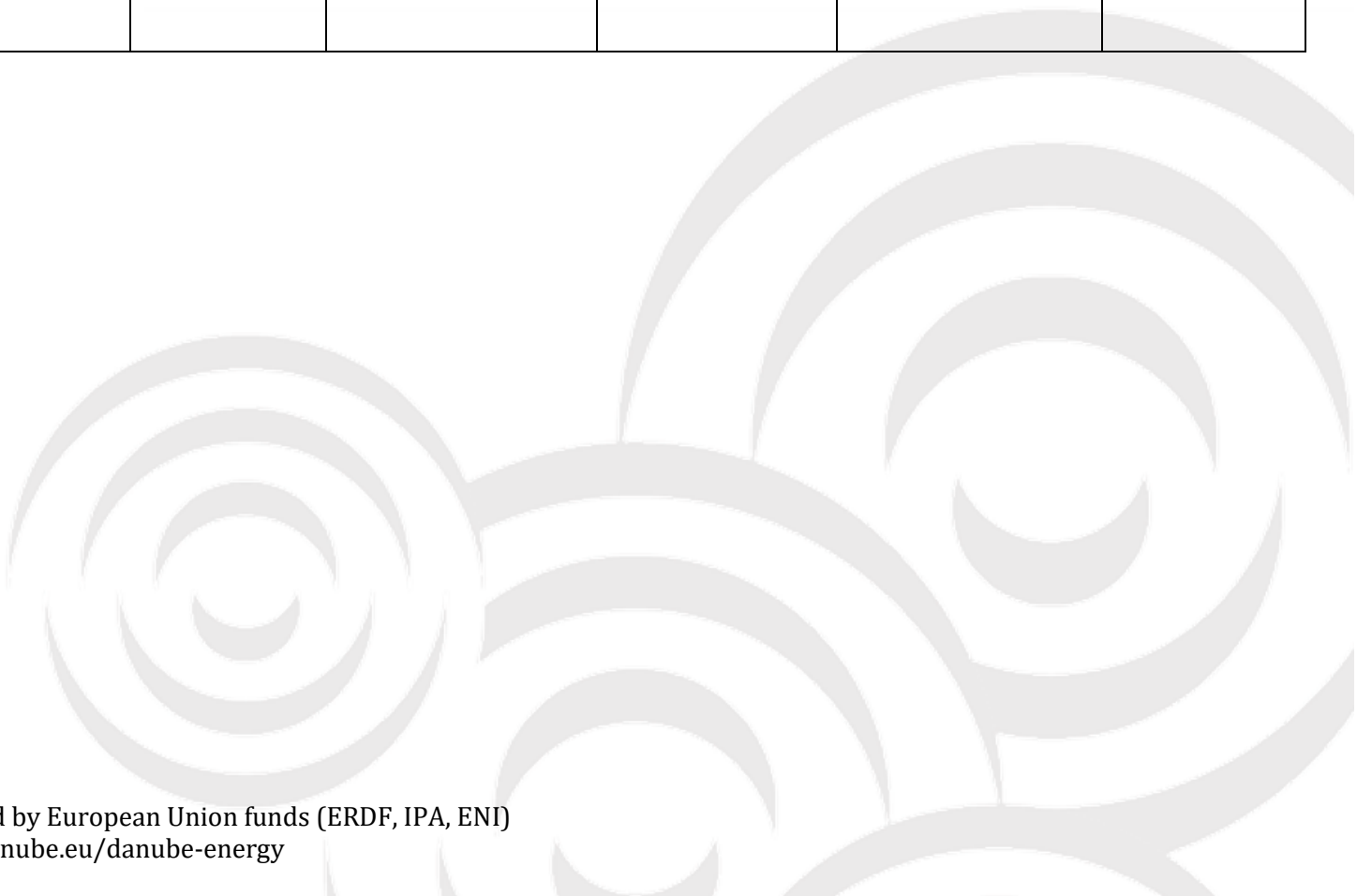
PP9	Centre for European Initiatives	Ukraine	2	21 st of October 2020	7th Danube Participation Day. Youth in the EU Danube Strategy. Towards a common vision	<ul style="list-style-type: none"> • Niketás Neugebauer (The Loop, automated wind power plants) • Andriy Kyshkan (The Loop, automated wind power plants) • Oksana Burtyn (Ecoengineers, Green stop) 	<ul style="list-style-type: none"> • Stella Arneri, Ministry for Regional Development and EU Funds in Croatia • Jean-Pierre Halkin, European Commission - DG REGIO • Claudia Singer, Coordinator of Priority Area 10 "Institutional Capacity and Cooperation" • Jürgen Schick, Coordinator of Priority Area 9 "People and Skills" • Andrii Shytev, project manager expert " Danube Energy+" 	<p>In the interactive working group sessions, the participants and young innovators had the chance to discuss and present solutions and next steps to boost youth participation. The 7 intergenerational sessions addressed topics such as environment and sustainability, education and skills, cross-border cooperation, communication, or governance. Thereby, the participants had the opportunity to discuss youth participation from different angles to find viable solutions on how to integrate young people into the Danube Strategy and regional development in the Danube Region.</p>	<p>The Guidance Paper for Youth Participation was presented to ecosystem actors and other participants. The Guidance Paper for Youth Participation aims at providing guidance to youth and launching a dialogue on youth participation by discussing the following questions on youth involvement in the EU Danube Strategy (EUSDR): WHY, HOW, and WHAT?</p> <p>In doing so, the Guidance Paper is pointing out WHY both young people and established EUSDR stakeholders are benefitting from working together. Furthermore, the Guidance Paper sheds light on HOW stakeholders in the Danube Region can contribute to</p>
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								enhance youth participation by addressing the key factors: Capacity building – Communication – Cooperation.	
PP9	Centre for European Initiatives	Ukraine	3	5 th of November 2020	The First National Online Marathon of Danube Transnational Program Projects	<p>Niketás Neugebauer (The Loop, automated wind power plants automated wind power plants)</p> <p>Ernest Samsonchyk (T-scooter, more affordable e-bike)</p> <p>Oksana Burtyn (Ecoengineers, Green stop)</p> <p>Henrikh Moshkovych (eSource, adapter)</p> <p>Dmytro Pfister (HEEC, electrogenerating flood protection system)</p>	<p>Ukrainian Institute for International Politics</p> <p>Andrii Shytev, project manager expert “Danube Energy+”</p> <p>Oleh Luksha, Zakarpattia Branch of Association of Cities of Ukraine</p> <p>Kateryna Stankiewich, “Ecosphera”</p> <p>Nataliya Shtybel, European Initiatives Center, financial manager of Danube Energy +</p>	<p>The first part of the marathon addressed several key topics: the use of the benefits of Smart specialization, urban planning and cluster policy in the regions, digital and social entrepreneurship. Several projects presented by participants from different fields also covered the topics of innovation and the application of knowledge engineering, which was essential for young innovators during the development of the Pilots.</p>	<p>The second part of the marathon discussed several environmental issues: plastic handling and river cleaning, forest management in cities and communities, flood prevention and forecasting. All these environmental issues are relevant for both Ukrainian regions and ecosystem actors within the Danube Transnational Program</p>

PP9	Centre for European Initiatives	Ukraine	4	November 13, 2020	<p>Round Table on energy efficiency and energy audit within the "Cross-Border Cooperation Smart Energy"</p>	<p>Niketás Neugebauer (The Loop, automated wind power plants automated wind power plants)</p> <p>Ernest Samsonchuk (T-scooter, more affordable e-bike)</p> <p>Oksana Burtyn (Ecoengineers, Green stop)</p> <p>Henrikh Moshkovych (eSource, eSource adapter)</p> <p>Dmytro Pfister (HEEC, electrogenerating flood protection system)</p>	<p>Local policy of territorial communities of Zakarpattia in the field of energy saving and energy efficiency (<i>Mrs. Oksana Stankevych-Volosianchuk, NGO "Ekosfera"</i>). Training topics for the Danube Energy+ start-ups tool</p> <p>Implementation of new technological solutions for energy management (<i>Mr. Anatoliy Gychka, chief power engineer at SU "Uzhhorod National University"</i>).</p> <p>Mechanisms of involvement of territorial communities in energy saving processes (<i>Prof. Valentyn Ivanytskyi, SU "Uzhhorod National University"</i>).</p> <p>Action Plan for Sustainable Energy and Climate as a cross-sectoral priority of the "Uzhhorod - 2030" Strategy (<i>Assoc. Prof. Oleh Luksha, NGO Agency for Local</i></p>	<p>The round table was attended by the project stakeholders from Ukraine and Romania - scientists, researchers, and experts who provide energy audit services and participate in the development of local and regional energy efficiency strategies. Young innovators gained additional opportunity to represent their business-idea with the event, dedicated to the field of energy efficiency.</p>	<p>Ecosystem actors discussed about innovative approaches to energy saving, local policy of the Zakarpattia territorial communities in the field of energy saving and energy efficiency, action plan on sustainable energetics and climate as an intersectional priority of Uzhhorod-2030 City Development Strategy, and mechanisms of involving local communities in other energy saving processes. The round table ended with a discussion of reports and questions to the speakers.</p>
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							<p>Kateryna Stankiewich, "Ecosphera"</p>	<p>and participate in the development of local and regional energy efficiency strategies. Young innovators gained additional opportunity to represent their business-idea with the event, dedicated to the field of energy efficiency.</p>	<p>questions to the speakers.</p>
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10.4 YI feedback questionnaire

Your feedback is vital to the Danube Energy+. Taking into account your views and opinions will help us improve the quality of the program in the future.

We would appreciate it if you could spend some time – you will not spend more than 10 minutes – completing this questionnaire by circling the number you think is appropriate and then providing a descriptive response in the boxes at the end of the form. The questionnaire is anonymous and as a result no-one will be able to trace your comments back to you.

Once completed the results of these questionnaires will be analysed and an overview compiled. The overview will also be used to inform discussion at the project level and in the overall project report.

Thank you for your feedback. Basic demographic (mark, fill in)

Gender:

Male

Female

Prefer not to say

Age:

Occupation:

student

employed

self-employed

Out o work

unable to

work

1) What do you think about the organization of the program?

	Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree
The program was well organized	1	2	3	4	5
Lecture rooms were adequate	1	2	3	4	5
Administrative support was sufficient	1	2	3	4	5

2) What do you think about the mentors' expertise?

	Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree
Gave sufficient information	1	2	3	4	5
Communicated effectively	1	2	3	4	5
Stimulated my interest on the topic	1	2	3	4	5
Created a stimulating learning environment	1	2	3	4	5



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3) What do you think about the program TOOL+?

	Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree
The program fulfilled my expectations	1	2	3	4	5
The program provided me with new knowledge and skills	1	2	3	4	5
I have learned about the idea generation process	1	2	3	4	5
I have learned about business model development	1	2	3	4	5
I have developed pitching & sales skills	1	2	3	4	5
I know how to get to MVP (Minimum Viable Product)	1	2	3	4	5

4) Are you willing to establish your own company?

	Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree
I'm willing to start my own startup	1	2	3	4	5
My initial idea is/will be fit for market	1	2	3	4	5
I know how to secure the resources needed	1	2	3	4	5
I have a good team	1	2	3	4	5
I'm able to carry out the project in question	1	2	3	4	5

5) Indicate your estimated attendance in the program

100%	Over 75%	75% to 50%	50% to 25%	Under 25%
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Please provide any further comments you think would be helpful.

6) What did you like best in the program?

7) What could have been improved on the program and how?

10.6 Questionnaires for stakeholders

Your feedback is vital to the Danube Energy+. Taking into account your views and opinions will help us improve the quality of the program in the future.

We would appreciate it if you could spend some time – you will not spend more than 10 minutes - completing this questionnaire by circling the number you think is appropriate and then providing a descriptive response in the boxes at the end of the form. The questionnaire is anonymous, your feedback will be used for the evaluation of the program..

Once completed the results of these questionnaires will be analysed and an overview compiled. The overview will also be used to inform discussion at the project level and in the overall project report.

Thank you for your feedback.

Type of member (circle your type of organization):

- Project partner,
- Regional Public Authority,
- University, Higher Education and Research,
- Business Supporting Actor (BSAs), ASP partner (BSAs),
- Other Business Supporting Actors,
- SME,
- Media
- Other: _____

1) How well was the program (Tool+) communicated?

	Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree
The communication about the program was clear	1	2	3	4	5
I was regularly informed about the program's activities	1	2	3	4	5
I think the newsletter was informative	1	2	3	4	5
I had a chance to participate in the program	1	2	3	4	5

2) How relevant was the program (Tool+) for the development of the ecosystem in the region?

	Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree
EU projects bring new opportunities to the region	1	2	3	4	5
The program is relevant to the regional ecosystem	1	2	3	4	5
The program has offered added value to the participants	1	2	3	4	5
New professional connections were established	1	2	3	4	5
Participation in the program was valuable	1	2	3	4	5
I can understand the challenges of young innovators better	1	2	3	4	5

3) What are the potentials for future collaborations?

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	Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree
I will participate in the project in the future	1	2	3	4	5
I can recognize the added value of the program	1	2	3	4	5
There is a potential for synergies between participants within the program	1	2	3	4	5

Please provide any further comments you think would be helpful.

4) What did you like best in the program?

5) What could have been improved on the program and how?

6) Any other idea/comment?

10.7 List of meetings and topics discussed

	Date	Time	Topics discussed
12	26.09.2019	9:30- 11:00	WP4 DE+ Pilot is getting started its activities at the beginning of October 2019 according to the application form. The guidelines and timeline of the planned activities were briefly presented by Matej. He will update the documents and share them with all the other PPs.
13	16.10.2019	9:30- 11:15	<p>Matej has prepared the form for 10 visits for regional reports according to Young Innovator's identification and motivation process and asked PPs for feedback.</p> <p>Tamara commented she is missing to whom (attendance sheet) and the positive outcome from the visit, what is the result of this activity (e.g. 5 participants wanted to apply immediately, how we can enhance our activities etc).</p> <p>Dianka asked if there is specified how many people must be attending in a visit. Matej and Tamara agreed the process should be open as possible.</p> <p>Matej has also prepared the template for 1st and 2nd Half day Motivation Workshops. Tamara also repeated her comment about the outcome/result which should be a part of the short report on the workshop, where and when might be in one line.</p> <p>Elzara asked if both Workshops planned have the same content and the audience, the same goal. Matej: the goal/content of the meeting should be different; the audience should be the same but can be wider.</p>

14	30.10.2019	9:30- 11:15	<p>Danube Energy+</p> <p>Matej/PP3 believes the platform should be unified as well as the monitoring and evaluation system and only one for all territories. The form of the platform (software) for the call was discussed. The idea was to use “F6S” platform but some of the PPs do not think this platform is appropriate. Other PP suggested “SurveyMonkey”. Matej/PP3 will prepare the WP 4 tasks force.</p> <p>Dirk/LP and Dianka/PP1 discussed that the promotion of the call will have to start before the call launch and also during the call. Communication before the call is very important – promote is needed before and also when the call will be opened already.</p> <p>Matej/PP3 mentioned that the email addresses from the visits and workshops might be used. The PPs can send them reminders and inform them about the call launch. Ivana/PP4 said that the application should be in English in all countries (unified). Ivana Andrasevic and Kristina disagreed on it because she does not want to discrimination and they want to be inclusive as much as possible (without barriers for anybody). Some PPs mentioned that DE+ is an international European project and the applicants should be able to communicate with other applicants in other countries, too. It is important to share ideas across all the territories.</p> <p>Matej/WP 4 leader asked the PPs if they scheduled their 10 visits and workshops already. ABC will set up the task force and doodle poll for the 1st virtual call to make the parameters of the call clearer. Then LP will discuss the suggestion to JS. LP wants that every PP is involved in this task force so the output is really feasible and ready to be discussed with JS. The consortium has to start immediately. In the middle of November to fix everything about the call and then the consortium must start increasing the awareness of the call and the DE+ offer.</p>
15	13.11.2019	9:30 - 11:00	<p>Open Call Procedure (the platform, the opening month): Activities related to the WP 4 – today is the virtual meeting about the call prepositions with the founders of the project, LP and WP leaders. Then all PPs will be informed in the following days (until 15th November).</p> <p>10 Visits – partner’s progress: Paul asked if the 10 site visits and workshops have to be conducted before the call or some of them can be also organized during the call.</p> <p>LP does not support this idea and asked PPs to organize the 10 site visits and 2 workshops before the call will be opened. He sees to organize the visits and workshops within 4 weeks when the call is opened (very short period) as very risky and critical. All PPs agreed to organize 10 site visits and 2 workshops until the end of January 2020.</p> <p>Establishing Technical Committee: The suggestion from Matej as WP leader is that this committee will consist of one representative per each PP. All present PPs agreed to establish the Technical Committee. Other PPs will be reached via e-mail by Matej. The deadline to establish this Committee is 15th November 2019.</p> <p>Announcement of the Call: Will be clarified later on after the meeting with LP, WP leaders and founders of the project. Matej mentioned the technical solutions of the call – using QR code. LP emphasized he supports the idea to have a centralized call on a project level.</p>

16	27.11.2020	9:30 - 11:00	<p>Danube Energy+</p> <p>1st Technical Committee – feedback: The 1st Technical Committee has been held on Friday 22nd November 2019. It is a meeting for 30 mins. Matej asked PPs for feedback if they believe this form of communication and managing the WP T2 will be effective. Tamara agreed she loves such task force meetings and sees that it is more effective if only interested PPs and their representatives join and discuss the current issues of the WP/project. Do it. Keep it!</p> <p>The documents: the procedure of open call (including the GDPR), other documents regarding mentors and evaluators are almost prepared and will be shared with PPs. ,10 Visits – partner’s progress; Matej prepared a Google sheet and asked all PPs provide the information about the dates for 10 visits and motivation workshops. This Google sheet is still empty and Matej doubts that it is a reflection of reality. All PPs are asked to fill the Google sheet in with the dates. The Google sheet was shared with the Technical Committee members and they are obliged to keep the table updated. Matej will include Elzara in the group because she asked for it.</p> <p>PP4/Ivana mentioned as soon as all the visits and workshops will be planned, they will provide the information via the google sheet. PP2/Kristyna mentioned all the visits will be conducted in December 2019 since it does not make any sense to make it in January because students (at the main target group) is having the exam period and they will be at home and will focus on their exams. They had one visit and they collaborate with associated partner. They are concerned to have 2 motivation workshops in January because of the reasons above mentioned already. PP5 and PP6 agreed to have the same issue in their territories. Dianka mentioned that it is really needed to notify her about the visits and motivation workshops. LP/Tamara emphasized that it is really very crucial to be visible for Danube Transnational Programme. PP6/Paul asked if there exists any form which can be offered or mention when the target groups are interested to apply in open call or just to receive more information about the project. Matej/WP T2 leader showed the online form (QR code)/button which is located on the website on the Partner level (ABC/PP3). QR code is promoted during visits. People can subscribe and receive the updated information about the project (call, workshop). Dianka will make sure if she can put such a button on the DTP website. Maybe translation into local language will be needed.</p> <p>WP T2 leader/Matej asked PP if they will manage 10 visits until the end of January 2020? Bulgaria – there is no problem to organize 10 visits. The content for 2 motivation workshop is still not super clear to the PP, what should be presented but will be conducted 01/2020. Matej will share the meeting minutes from the TC with all TC members so there is everybody informed about the conclusion.</p> <p>PP3/Ivana asked if there is any new information about the start of the call. Tamara/LP said it is not possible to open the call earlier (than 28th January 2020) but if the consortium will fail then the LP has to ask JS for an approval of a solution (repeat the call in some territories or prolongation). LP/Germany will keep the original dates. PP1/Dianka asked about the registration page for 1st International DE+ Days which is the LP preparing. LP/Elzara replied that the registration link will be available until the end of November 2019.</p>
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17	11.12.2019	9:30 - 11:00	<p>WP T2 - WP4 DE+ Pilot: Roadmap: At the beginning, Matej mentioned the basic precondition when leading the WP 4 activities that he will share the information and instructions with Technical Committee members and they are in charge to share it with the respective colleagues withing the organization if needed. The dates for 10 half-day visits were identified. First motivational workshop in Slovenia will be held in December 2019 and the second one will be held in January 2020.</p> <p>Roadmap is discussed in detail. Regional Impact Evaluation and 5th Regional Alliance Meeting will be held on territorial level and the Transregional Impact Workshop summarizing the of DE+ Tool and Package on YIs, ecosystem actors and the enabling environment, in general, will be held on project level together with the 5th Project Meeting in Romania (June 2020!).</p> <p>The roadmap will be adjusted and will be shared with the PPs as soon as possible (until 13th January 2020).</p>
18	9.01.2020	9:30 - 11:00	<p>1. Open Call Documents (ready to fill in): Matej elaborated the Open Call Document for YIs. This call will be published via F6S. Matej will share the document/template via Trello with all PPs. All PPs have to adjust the yellow parts and prepare the final territorial document. All PPs will be guided by Matej how to publish it via F6S during the Technical Committee. The Technical Committee: 16th Thursday next 9.00 am – 11.00 am. Matej will guide all the PPs how to create the F6S application (Call for YIs) and how to use it.</p> <p>2. Open Call for Mentors/Evaluators; Dianka and Matej elaborated and presented “the Open Call Document for Mentors and Evaluators” that should comply with the transparency policy. Matej will share the document/template via Trello with all PPs. All PPs have to adjust the yellow parts and prepare the final territorial document and publish it on their territorial websites. All PPs have to be able to prove that the document was published. Ivana/CICT mentioned that the PP needs to follow more strict rules - public procurement for the mentors/experts. The document can be translated into the local language. The deadline is: 15th January 2020 (Wednesday).</p> <p>3. Visits and Workshops The current state of the 10 half-day visits was presented.</p>
19	22.01.2020	9:30 - 11:00	<p>Current state of WP 4 DE+ Pilot activities: site visits and motivation workshops (status quo) - Matej presented briefly the current state of the 10 half-day visits. Basically, all the project partners are approaching to reach the 10 half-day visits. Only Romania is a bit behind. Matej asked PPs who already organized at least one of the motivation workshop. Dianka asked Matej to provide the templates for the Motivation Workshop so PPs do not need reinvent it again. Matej presented very briefly that their motivation workshop have been divided in 2 parts (energy challenges and energy opportunities).</p> <p>Call launch via F6S platform (!!! Every PP has to be „live“ on 28th Jan 2020): Technical committee to assist when launching the call (F6S) was scheduled for 23rd January at 9.30 am. The call will be launched on 28th January 2020 in all territories.</p>

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20	5.02.2020	9:30 - 11:00	<p>The current state of WP 4 DE+ Pilot activities:</p> <ul style="list-style-type: none"> a) site visits and motivation workshops (status quo). Mojca asked about the current state of 10 half-day site visits and 2 motivation workshops. b) call launch via F6S platform More information will follow on Monday, 10th Feb 2020.
21	21.02.2020	9:30 - 11:00	The current state of open call in all territories was discussed.
22	24.02.2020	10:00 - 11:30	Maja asked PPs about the current state of 10 half-day site visits and 2 motivation workshops. Prolongation of the call was discussed. The LP agreed to confirm the approach with JS to achieve the KPIs foreseen in the application form (at least 10 eligible start-ups/territory). The reply will be communicated to PPs as soon as possible and they are asked to react immediately and prolong the open call. Most of the PPs agreed that they would prefer to prolong the open call till the mid of March 2020.
23	4.03.2020	9:30 - 11:30	<p>1 Current state of applications (young innovators): PPs discussed if the territories with more eligible applicants can compensate the KPI (10 eligible applicants for the pilot/territory) in other "less successful" territories. This will be clarified with Project Officer/Johannes Gabriel.</p> <p>PPs agreed to have a virtual call on 11th March 2020 at 9,30 am to provide with the update about the eligible applicants.</p>
24	18.03.2020	9:30 - 11:30	<p>Maja/WP T2 leader asked project partners to provide with the current state of the pilot activities in territories. The outcome of the discussion is mentioned in the table below:</p> <p>Maja shared with PPs the guidance how add evaluators in e-mail from 17th March 2020. Separate call with Maja for PPs they need a support was offered.</p> <p>Ivana/Optimizacija asked how to extract the applications in pdf from F6S platform. Maja offered a separate virtual call where she can guide Ivana how to prepare the overview.</p>

25	1.04.2020	9:30 - 11:15	<p>Maja updated with PPs the overview of 10-half day visits and 2 motivation workshops in all territories. The territories that managed to complete all visits and workshops are asked to elaborate the Report. The template (for feedback) was shared with PPs on 31st March 2020 via e-mail. As soon as the final version of the report will be done, Maja will upload the final version in Trello.</p> <p>Maja/WP T2 leader asked project partners to provide with the current state of the pilot activities in territories. The outcome of the discussion is mentioned in the table below:</p>
26	15.04.2020	9:30 - 11:15	<p>Maja updated with PPs the overview of 10-half day visits and 2 motivation workshops in all territories. The territories that managed to complete all visits and workshops are asked to elaborate the Report. The template (for feedback) was shared with PPs on 31st March 2020 via e-mail. As soon as the final version of the report will be done, Maja will upload the final version in Trello.</p> <p>Maja/WP T2 leader asked project partners to provide with the current state of the pilot activities in territories. The outcome of the discussion is mentioned in the table below:</p> <p>The separate call for the overview of the WP T2 activities on the project level and all the deliverables and outputs which should be completed before 30th April 2020 (reporting of 4th RP) will be planned and held soon between WP T2 leader and LP. Maja is leaving the ABC and the interim project manager and contact person in charge of DE+ will be Mojca.</p>
27	29.04.2020	9:30 - 11:15	<p>Mojca asked PPs to support her when delivering the final versions of the deliverables. Therefore, the PPs were asked to update the 2 tables shared with them regarding the state of activities.</p>
28	13.05.2020	9:30 - 11:30	<p>Overview of the activities and reporting.</p>

29	27.05.2020	9:30 - 11:15	<p>Next steps within WP T2/WP 4 DE+ Pilot (roadmap till 12/2020) were discussed point by point. :</p> <p>D.T2.4.1: 5 regional events connecting YIs to key stakeholders (!! connected to D.T2.5.2 Regional Pilot schedules for RA members with activities and events planned for the coming period of Pilot)</p> <ul style="list-style-type: none"> • D.T2.5.3: regional impact and evaluation WS as 5th RA meeting (territories where the pilot was completed) – before the transregional impact WS (project meeting where the inputs from territories will be discussed); - D.T2.5.5: transregional impact WS (invitation for ASPs to attend virtually) • - D.T2.5.2: Regional Pilot Schedules for RA members with activities and events planned for the coming period of Pilot. The RA members have to be invited for the 2nd Motivation WS. The template will be provided by Mojca.
30	10.06.2020	9:30 - 10:50	<p>Updates on the planned pilots</p> <p>The Connecting events (D.T2.4.1) - the overview of the current situation, good (and not so good) practices</p> <p>Reporting requirements for those who have completed the Pilot. The mentors and evaluators, conduct the pilot sessions, fight after the pilot ask your IYs and other stakeholders to fill in the questionnaires for evaluation, organize the territorial and join the transregional impact workshop. All the templates are done of will be finalized soon.</p> <p>Mojca asked the PPs with the already implemented pilot for 2 questions as inputs for WP T2 outputs:</p> <p>1 case of good practice, one case of "this could have done better" if possible (the aim is to avoid the same mistakes). Also, if not too much, what kind of online tool did each partner use and did it work?</p> <p>InnoEnergy: Tamara mentioned that the feedback from DEMO DAY should be included but it is difficult to get it since the template/proper questionnaire was not available back then. Mojca agreed that no structured feedback is needed but only a few sentences if the feedback was gathered or received from YIs after the DEMO DAY.</p>
31	15.07.2020	9:30 - 10:45	<p>Mojca asked the PPs to update the table with dates of pilots if there are any.</p>

32	19.08.2020	9:30 - 11:00	<p>Mojca asked the PPs to update the table with dates of pilots if there are any:</p> <p>The current state of the connection events has been discussed – the majority of PPs are still waiting. During the meeting, the PPs mentioned that most of them will complete all the 5 connection events till the end of 09/2020.</p> <p>Mojca agreed that the Input templates for the outputs will be prepared and circulated before the meeting so the PPs get a chance to prepare for the discussion.</p>
33	16.09.2020	9:30 - 10:35	<p>1. Updates on the planned pilots – overview of the 2nd round of pilots (autumn 2020: Slovenia and Slovakia). Slovenia: is just implementing the pilot; Slovakia: 2nd October – 28th October</p> <p>2. Report for Training Scheme – Ukraine, Slovenia and Slovakia. Tamara asked the PPs to check the reports and try to pre-fill the reports without having the training sessions of the pilot. Then, the finalization of the document can be completed very quickly. She also emphasized not to underestimate the time needed for elaboration. It is quite a lot of work.</p> <p>3. The schedules for RA members (D.T2.5.2) – a current state in territories. Tamara asked PPs to keep updated Mojca’s overview: https://drive.google.com/file/d/1Kq8Px7YimK8G_TJ1Z3411ktm4IGDMjtQ/view?usp=sharing</p> <p>Germany – 5th RA was postponed to October 2020 since the team wants to use the opportunity to present the Hub concept as the result of the meeting with potential stakeholders and partners of future Hubs. Slovakia – preliminary date is scheduled.</p> <p>All PPs are asked to start fixing the dates since it takes time to find the appropriate date and time for all the participants. There are only 6 more weeks to implement the activities (till the end of 5th reporting period).</p> <p>4. The Connecting events (D.T2.4.1) – the current state in territories, reports: till 30th September 2020!!</p> <p>5. Regional Impact report Workshop (D.T2.5.3) – the current state in territories (how many implemented, scheduled, still to be scheduled). Discussion on what should be learned from them and who should be invited. This discussion will follow when the WP T2 leader will be present.</p>
34	21.10.2020	9:30 - 10:35	<p>The WP T2 leader did not participate in the virtual meeting. Nevertheless, Tamara pointed out that the Transnational Impact Workshop will be organized on 19th November 2020 (including all pilots). First, the Agenda needs to be clarified and then the PPs will invite the appropriate participants (ASPs or even also the other stakeholders as RA members or other potential stakeholders and strategic partners relevant for future cooperation (Hub)).</p>

35	11.11.2020	9:30 - 10:35	<p>1. WP T2 Outputs – last review, finalization. The all WP T2 Outputs have been completed with all the inputs that are available right now. Mojca asked the PPs who except Romania and Tamara will provide the feedback. Mojca needs to complete the latest version as soon as possible to be ready to prepare the presentation for Transregional Impact Workshop. Tamara mentioned that the outputs are very useful although pretty thick. Honest replies and valuable feedback is included. These outputs should be beneficial for external partners. Deadline for feedback until 15th November till 12,00 pm.</p> <p>2. Regional Impact report Workshop (D.T2.5.3) – the current state in territories (how many implemented, scheduled, still to be scheduled) The regional impact workshops need to be also completed!!</p> <p>3. Transregional Impact Report summarizing impact od DE+ Tool and Package on YIs, ecosystem actors and the enabling environment in general – 19th November 2020 at 10.00 am CET. On 19th November at 10.00 am the Transregional Impact WS will be organized. We need to invite ASPs. The measures were reminded by Mojca and she proposed to invite the YIs (at least one per territory) and also stakeholder to provide the feedback.</p> <p>The Agenda and Summary will be prepared by Mojca. The WS should be finished by 11.30 pm (1,5-hour session). The PPs (InnoEnergy, E-Klastr, CEI) confirmed that they will invite their YIs and stakeholders. Nobody raised any objection. The event should be in English only. The translator can translate at partner-level from English if needed.</p>
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10.8 List of abbreviations used

ASP	Associated Strategic Partners
B2B	Business-to-Business
DE+	Danube Energy+
HR	Human Resources
LP	Lead Partner
PP	Project Partner
PSO	Project Specific Objective
RA	Regional Alliance
SME	Small and Medium Enterprises
YI	Young Innovators

ⁱ Germany has chosen a specific approach with a significant number of fair visits with large audiences, where conversion is not possible to estimate. This is because if an event is organized by someone else, the PP does not have the attendance sheets as special fairs and events are not organized exclusively by the PP. See Output T2.2. report for a full discussion on this.

ⁱⁱ The 36 applications are all that started the process, there was 22 that finalized the application process. This might relate to the use of F6S tool, which is described both here and in the OT.2.3 report, which was not without its challenges.

ⁱⁱⁱ From the feedback questionnaires of YIs, developed within WPT2.5, we can assess basic demographic information on YIs. These data are not complete because not all participants submitted the feedback questionnaires despite the best efforts of the partners (81 responses collected for 66 project ideas). It does, however, provide a snapshot of the energy efficiency young innovator in our training scheme with relatively high reliability.