

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

DANUBE ENERGY +

Learning Package for Regional Ecosystems' Actors

Output:	T2.2 Learning Package for Regional Ecosystems' Actors		
Work Package:	T2 - WP4 - Danube Energy+ Pilot		
WP Responsible partner	ABC Accelerator, d.o.o.		
Version:	Draft	Date:	November 10, 2020
Type:	Report		
Availability:	Public		
Responsible Partner:	ABC Accelerator, d.o.o.		
Author:	Mojca Dušica Zajc Polona Juvančič Grega Potokar Irenej Brumec		

Table of Contents

1	Executive summary.....	5
2	Introduction.....	7
3	Learning Package for Regional Ecosystems’ Actors.....	9
3.1	Objective of the Learning Package for Regional Ecosystems’ Actors.....	9
3.2	Components of the Learning Package for Regional Ecosystems’ Actors	9
3.2.1	The Ecosystem Actors – who are they?.....	9
3.2.2	Package components for the Ecosystem Actors	10
4	Regional activities implemented.....	12
4.1	Regional motivational visits.....	12
4.1.1	Main Outcomes and Lessons learnt	14
4.1.2	Deviations from plan.....	16
4.2	Motivation workshops.....	17
4.2.1	Main Outcomes and Lessons learnt	21
4.2.2	Deviations from plan.....	21
4.3	Connecting events.....	22
4.3.1	Main Outcomes and Lessons learnt	25
4.3.2	Deviations from plan.....	25
5	The view from Ecosystem on the DE+ activities.....	27
5.1	Added value of DE+ programme.....	28
5.2	Ecosystem actors response to the Tool – in their own words.....	31
6	Conclusion – lessons learnt.....	34
7	Annexes.....	35
7.1	Overview of the motivational visits by PP.....	35
7.2	Overview of the connecting events by PP.....	52
7.3	Questionnaires for stakeholders	85

List of tables

Table 1: The number of motivational visits made by each PP	12
Table 2: The Motivational Visits made by Partner and type of Institution visited.....	13
Table 3: From motivational visit to YI applications - Conversion rates as estimated by the PPs	14
Table 4: Motivational workshops held by PPs.	17
Table 5: Connecting events content analysis per partner	23
Table 6: Responses obtained by country and type of actor	27

List of Graphs

Graph 1: Programme relevance to the regional ecosystem as seen by ecosystem actors	28
Graph 2: Agreement with the statement “I can understand the challenges of young innovators better”.	29
Graph 3: Agreement with the statement “The programme has offered added value to the participants”.....	30

Version history

Date	Name	Description	Author
November 3, 2020	V1	Draft prepared for PP comments	PP3 ABC Accelerator
November 8, 2020	V1	Partner comments inserted	PP1 InnoEnergy, Germany PP5 Optimizacija, Croatia PP6 E Klastr, Czechia PP7 STC, Romania PP8 SEE ICT, Serbia PP9 EIC, Ukraine
November 9, 2020	V1	Partner comments inserted	PP2 Clean Tech Bulgaria. Bulgaria PP4 Civitta, Slovakia
November 10, 2020	FINAL DRAFT RP5	All comments inserted	PP3 ABC Accelerator
December 15, 2020	RP6	Information refreshed following finalisation of activities	PP3 ABC Accelerator
January 20, 2021	RP6_FOR THE FINAL QUALCONTROL	Prelim comments of quality control included	PP3 ABC Accelerator
February 22, 2021	FINAL_WITH QUALCOM	Suggestion for improvement for the quality control added	PP3 ABC Accelerator

1 Executive summary

This report covers the implementation of the learning package for the Regional Ecosystems 'Actors'; more concretely, the activities leading to successful implementation of the training scheme **AT2.1 Regional visits for identification and motivation of the YIs** and **AT2.1 Motivational workshops for YIs** (2 workshops per partner) and an activity taking place during and following up on the training scheme implementation - **AT2.4 Connecting events between YIs and regional ecosystem actors** (5 events per partner). All these significantly contributed to the Project Specific Objective 1: *»Advance knowledge of key stakeholders in boosting Young innovators«*. They have also enabled the Project Specific Objective 2: *»To boost Young Innovators towards Successful Ventures«*.


The activities of *regional visits* were aimed at identification and motivation of the potential YIs to apply for the Danube Energy programme. Partners have pursued different actors in their visits, but common finding was that the visits themselves are not sufficient. The conversion rates were not as high as hoped. To attract the YIs, partners needed to make personal connections and, in some cases, to cajole and persuade them personally to apply. Nonetheless, the PPs have carried out 84 visits, of which 20 to other ecosystem actors, 15 fair attendances, 35 visits to learning institutions, and 14 own events.

17 motivational workshops were carried out. Initially planned as a continuation of the visits and as more in-depth analysis, they - in some cases - have turned out into additional more in-depth visits, where the participating public was instructed on how to apply.

Connecting events took place in parallel and after the Training Scheme implementation. These can be considered a success, as 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.

In the end, we have asked the ecosystem actors to reflect on the benefits gained through the project. DE+ programme was very relevant according to the ecosystem actors, especially for the public authorities and the SMEs. They can now understand the challenges of the young innovators better (on average on a scale from 1 to 5, the agreement was 4,31) and the programme offered them added value (average 4,56 on the same scale). The whole experience for the ecosystem actors was summarised by a comment from Croatia on what they liked best about the programme: *“Fostering new connections and offering participants chance to acquire valuable skills”*. In terms of what are the areas for further improvement of the programme, the main point raised was the absence of the face to face meetings and perhaps – a bit more time.

It must be said that the ecosystem package presents a valuable tool for ecosystem learning, perhaps even more so than the YI tool as such. Should there be further implementation of the tool, this should be emphasised, as well and in the hub strategies to be developed in WPT.3 of the project.



A stream of cooperation

Project co-funded by European Union funds (ERDF, IPA, ENI)
www.interreg-danube.eu/danube-energy

2 Introduction

Danube Energy+ project 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. At the same time, it **improves the competences of key regional stakeholders, particularly relevant public administrations, through intensive learning interactions with YIs.**

Danube Energy+ ecosystem Package, as an innovative learning system for key regional ecosystem actors, was developed by using learning interaction among project partners and inclusive design process. This involved regional public administrations, universities, SMEs and business supporting actors. The Package is composed of two main elements: (1) best practices, models and experience in identification and motivation of individual Young Innovators in regional ecosystems and their connection to ecosystem actors, and (2) developed Danube Energy+ Tool as a pre-acceleration learning scheme for Young Innovators boosting their competences to start successful ventures. It fosters new innovative learning systems, improves knowledge of all stakeholders and strengthens entrepreneurial culture and learning with a long-term impact on the economy and society.

Danube Energy+ Ecosystem Package, piloted in 9 regions, **acted as support for public administration in identification and development of right policy intervention** to support the creation of enabling environment. YIs also participated in several regional activities, carried out by project partners, contributing to the specific project objective "Advance knowledge of key stakeholders in boosting YIs". Regional actors built their knowledge in identification, motivation and connection of YIs with the ecosystem (via aforementioned visits and workshops) and in using the DE+ Tool to upscale their ideas into successful ventures.

In this report, the implementation of the learning package for the Regional Ecosystems 'Actors is described.

In the context of Danube Energy+, **learning package** for the ecosystem actors is defined as set of activities, contribution to increased knowledge and understanding of young innovators needs for the ecosystem actors. These activities were implemented by each PP and included:

- (1) Set of activities leading to successful implementation of the trainings scheme:
 - Regional visits for identification and motivation of the YIs (10 visits per partner)
 - Motivational workshops for YIs (2 workshops per partner)

- (2) Set of activities following up on the training scheme implementation:
 - Connecting events between YIs and regional ecosystem actors (5 events per partner)
 - Regional evaluation workshop (1 per partner)
 - Transregional evaluation workshop/s.

It is understood that the ecosystem actors the most relevant to DE+, also in terms of long-term sustainability of the results, are those who are in position of power to create policies, funding schemes, and other forms of support for the YIs - key regional stakeholders. In this report, we pursue a wider array of actors, not just the key ones. **Ecosystem actors** in this context include established start-ups, corporations, public decision-makers on policy and funding for start-ups, intermediary organisations such as incubators, accelerators, and any other form of events – international and national conferences, fairs, etc. Some of them might be our Associates Strategic Partners or Regional Alliance members. But in short, ecosystem actor for DE+ is anyone who can support the YIs in their paths to successful ventures.

Methodologically speaking, the report is based on reports of the partners (one per partner for regional visits, motivational workshops, and thematic workshop as well as for connecting events and regional evaluation workshop.) The report concludes with a short analysis of the ecosystem actors' feedback on our activities, collected via a questionnaire.

3 Learning Package for Regional Ecosystems' Actors

3.1 Objective of the Learning Package for Regional Ecosystems' Actors

Activities of WPT.2 significantly contributed to the Project Specific Objective 1: **»Advance knowledge of key stakeholders in boosting Young innovators«**. They have also enabled the Project Specific Objective 2: **»To boost Young Innovators towards Successful Ventures«**. In any case, both specific objectives are two sides of the same coin.

In the process of implementation of the activities of WPT.2, learning interactions amongst members of the Regional Alliance have been applied. (Regional Alliance, set up in WPT.1, enable platform for joint inclusive development, evaluation, sustainability, and networking in regions; they include members from (1) public administration – as key actor inside of RA - with power over policies and strategies in the field of start-up creation support, Young innovators' support and energy efficiency entrepreneurship, (2) ASP partners (BSAs) as strategic partners of public administration supporting and developing regional policies, (3) Other Business Supporting Actors (BSAs), (4) Universities, (5) representatives of SMEs who successfully set up start-up in energy efficiency field or who are running business in the field). Significant efforts have been made to upscale the knowledge obtained by using stakeholder learning approach targeting members of Regional Alliance. The aim here is to mobilize a critical mass for efficient facilitation and operation of Hubs (developed within WPT.3). The underlying rationale is that the better knowledge of regional stakeholders will lead to improvements in the level of enabling environment.

Put simply, pilot of Danube Energy+ Ecosystem Package (Package Pilot) 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 boost regional ecosystem cooperation.

3.2 Components of the Learning Package for Regional Ecosystems' Actors

3.2.1 The Ecosystem Actors – who are they?

Ecosystem actor for DE+ **is anyone who can support the YIs in their paths to successful ventures**. In this context, ecosystem actors subsume established start-ups, corporations, public decision-makers on policy and funding for start-ups, intermediary organisations such as incubators, accelerators, and any other form of events – international and national conferences, fairs, etc. Some of them might be our Associates Strategic Partners or Regional Alliance members. The latter are emphatically important to implementation of the scheme and are considered those who are most interested in the joint development, evaluation, and sustainability of the overall Danube Energy+ Tool pilot).

Regional public authorities, as key actors inside of Regional Alliances, are strongly involved in regional activities. Their involvement was planned in many project activities (visits in regional centres/hubs for YIs identification, attendance of 4th (motivation workshop) and 5th RA meeting (Regional Impact and Evaluation Workshop, etc). They have also been invited to Events connecting YIs with ecosystem actors.

It is understood that the ecosystem actors the most relevant to DE+, also in terms of long-term sustainability of the results, are those who are in position of power to create policies, funding schemes, and other forms of support for the YIs - key regional stakeholders. In this report, we pursue a wider array of actors, not just the key ones.

3.2.2 Package components for the Ecosystem Actors

In the context of Danube Energy+, operationally, the **learning package** for the ecosystem actors is defined as set of activities, contribution to increased knowledge and understanding of young innovators needs for the ecosystem actors. These activities were implemented by each PP and included:

(1) Set of activities leading to successful implementation of the trainings scheme:

- **AT2.1 Regional visits for identification and motivation of the YIs**

Half-day visits of centres and hubs (universities, interest groups, platforms, centres, hubs, etc.) identified in detail through regional maps developed within WPT.1, have been organized in each region in order to identify potential YIs and motivate them for participation in the programme. Visits have enabled the PPs to present concept and aims of Danube Energy+ Tool as the pre-seed / pre-acceleration learning scheme boosting YIs to successful ventures. The visits included success cases of start-ups in sustainable energy in general and energy efficiency from the specific or other regions / countries. End of the visits was earmarked to open discussion enabling YIs to share their ideas and visions for new solutions and ideas, helping to identify potential YIs for the Tool Pilot. To enable stakeholder learning from the Package Pilot, members of Regional Alliances including regional public administrations and ASPs have been invited to join at least one of the regional visits.

10 visits per partner were planned in the Application Form. Each PP has described them in a deliverable report [DT2.1.1. Regional Report from Young Innovators' identification and motivation process.](#)

- **AT2.1 Motivational workshops for YIs (2 workshops per partner)**

To further engage and motivate potential individual YIs identified through visits in centres and hubs, 2 additional half-day motivation workshops have been be organized in each region for interested YIs. The workshops were originally planned to be organized in groups based on

further sub-topics of their initial idea shared during visits and will enable further discussion and elaboration of their ideas and exchange of experience among YIs. The workshops provided the platform for the 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.

2 workshops per partner were planned in the Application Form. Each PP has described them in a deliverable report [DT2.1.1. Regional Report from Young Innovators' identification and motivation process.](#)

(2) Set of activities following up on the training scheme implementation:

- **AT2.4 Connecting events between YIs and regional ecosystem actors (5 events per partner)**

The aim of the connecting events was to connect YIs participating in the Tool Pilot with experienced experts who will give them feedbacks and insights important for successful development of venture and provide ecosystem actors with good practice and increased knowledge of YIs interest and process. Connection of YIs to key stakeholders in regional ecosystems has been carried out in each region. Connection events have been organized during the Danube Energy+ Tool Pilot and have in some cases spanned also to 2 months following the end of the Tool Pilot. Each partner prepared a [D.T24.1. Regional events Connecting YIs to key stakeholders in regional ecosystem report.](#)

4 Regional activities implemented

On the regional level, activities in each region included visits to potential YIs, 2 motivational workshops and 1 mentors training workshop before the training scheme, as well as 5 connecting events during /after the training scheme and regional evaluation workshop.

Regional public authorities as key actors inside RA were planned to be involved in regional activities. They attended at least one YI identification visit and 2nd motivational workshop (=4th RA meeting). These activities were meant to enhance and deepen the ecosystem actor's knowledge in the needs of YI.

4.1 Regional motivational visits

This section presents the overview of the activities for regional visits. They are elaborated in detail in the deliverable reports of WP2.1 Motivation, namely D2.1.1. Reports on regional visits and Reports on motivation workshops, for each PP.

Table 1: The number of motivational visits made by each PP

PP Number and Name	No. of visits
PP1 InnoEnergy	10
PP2 Clean Tech Bulgaria	10
PP3 Civitta	6
PP4 ABC Accelerator	10
PP5 Optimizacija	8
PP6 EKlastr	10
PP7 STC	10
PP8 SEE ICT	10
PP9 European Initiatives Center	10
Total Visits made	84

Table 2: 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

4.1.1 Main Outcomes and Lessons learnt

The overall aim of the activity was to identify and motivate the potential YIs to apply for the Danube Energy programme. Partners have pursued different actors in their visits, but common finding was that the visits themselves are not sufficient. To attract the YIs, partners needed to make personal connections and, in some cases, to cajole and persuade them personally to apply.

This could reflect the fact that the programme was not as unique as we would have wished. 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 and it was difficult to achieve.

Conversion rates from the meetings differed between partners, and not all partners were able to provide the estimations. 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. Since these types of events nonetheless present a good pool of potential applicants, they were deemed useful. In the end, Germany had in total 18 finalized applications, a majority of those was likely stimulated by their cooperation partner Axel accelerator.

When interpreting the below rates, it is worth also bearing in mind that some applications were for teams, so from one visit there could have been 1 application, but it had 3 team members.

Table 3: From motivational visit to YI applications - Conversion rates as estimated by the PPs


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
2	Clean Tech Bulgaria	Bulgaria	10	118	15	4	19	16,10%
3	Civitta	Slovakia	6	71	3	34	37i	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%

4.1.2 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 upon agreement of partners it was decided that half a day (even counting as 3 or 4 full hours) could be considered counter productive. 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 8 visits. PP3 Civitta (Slovakia) has made 6 visits. Since they had enough applicants, they did not go for the full target because the overall aim of the activity – attracting enough applicants - was already achieved.



A stream of cooperation

4.2 Motivation workshops

This section describes the overview of the activities that are elaborated in detail in the deliverable reports of WP2.1 Motivation, namely D2.1.1. Reports on motivation workshops, for each PP. The section here presents the overall implementation. Motivation workshops' aim was **to further engage and motivate potential individual YIs identified through visits in centres and hubs:** 2 in each region for interested YIs.

The implementation of the workshops is presented in the table below.

Table 4: 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+

4.2.1 Main Outcomes and Lessons learnt

Motivational workshops were planned as a continuation of the visits and 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. 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”*.

The main outcome from these events was enough applicants to the scheme.

4.2.2 Deviations from plan

In some cases, however, it has turned out that the Application Form overestimated the YIs zeal in participation. Therefore, not always people present were the same as in the visits, described beforehand, as originally planned.

A stream of cooperation

4.3 Connecting events

The aim of the connecting events is to connect YIs participating in the Tool Pilot with experienced experts who will give them **feedbacks and insights important for successful development of venture** and **provide ecosystem actors with good practice and increased knowledge of YIs interest** and process. Originally, the selected formats were planned 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.

Each partner that has finished the Training Scheme organised 5 Regional events connecting young innovators to key stakeholders in regional ecosystems. *Information on each of the connection events was to be regularly shared by partners RA members and to the wide ecosystem actors through communication activities* including e.g. regular 2-weeks Tool Pilot schedule.

This section represents a management summary of the findings as described in D.T24.1. Regional events Connecting YIs to key stakeholders in regional ecosystem report, which has been prepared for each PP separately. Below, we present an overall summary of the findings, whereas a full table, describing each event separately, can be found in the Annex.

A stream of cooperation

Table 5: 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

4.3.1 Main Outcomes and 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 Forms, 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. 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.

4.3.2 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 Corona 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 will have 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.

A stream of cooperation

Out of 45 planned connecting events, all taken place The timing for some 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.



A stream of cooperation

5 The view from Ecosystem on the DE+ activities

Based on the deliverable DT2.5.1.b Questionnaire for Stakeholders (in annex, also available on <https://forms.gle/YRmF3yUSniMzW7DH9>), the PPs have asked the stakeholders on their view of the project activities in the form of the questionnaire.

Table 6: Responses 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). The number of responses obtained by country and type of actor is presented in the table above.

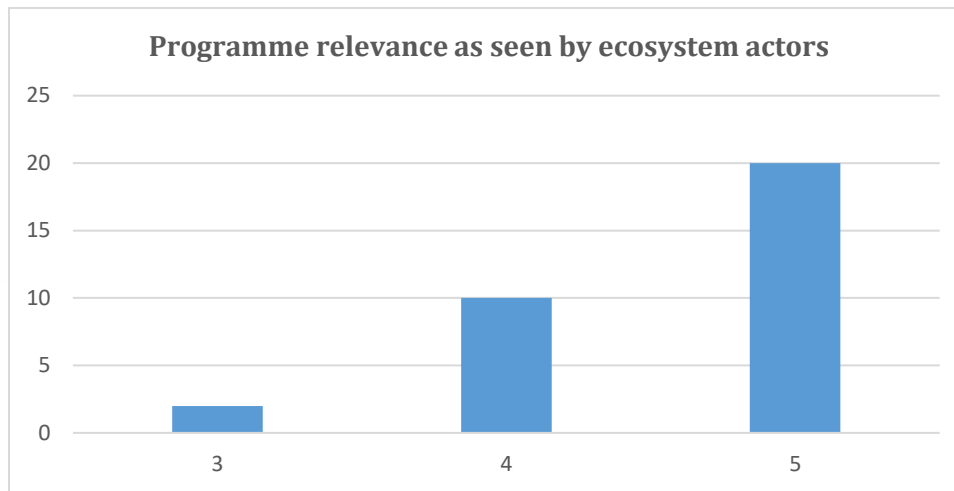
From the point of view of the ecosystem actors, the programme can generally be considered success. All the ecosystem actors agreed that “the EU projects bring new opportunities to the region”: on a scale of 1-strongly disagree, 2 - disagree, 3 - neutral, 4- agree, 5 - strongly agree, the average response was **4,47** . Their positive attitudes towards DE+ are therefore not very surprising.

For the Danube Energy+ in particular, **they consider the programme relevant to the regional ecosystem** (average response is **4,34**; see also Graph below), that **the programme has offered added value to the participants (4,56)** and that they **can understand the challenges of young innovators better (4,31)**.

A stream of cooperation

5.1 Added value of DE+ programme

Graph 1: Programme relevance to the regional ecosystem as seen by ecosystem actors¹

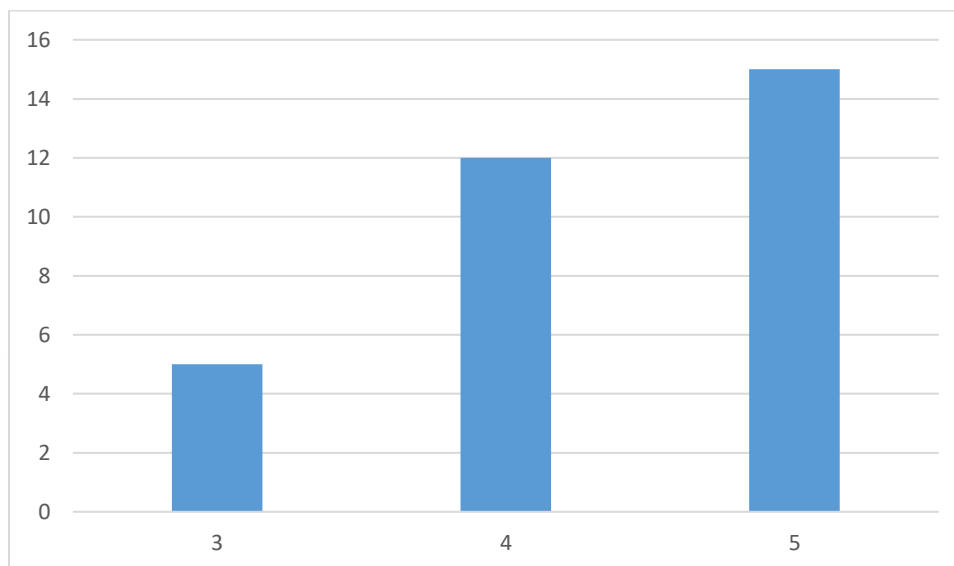


The average assessment ranged from 3,67 in Ukraine to 5 in Serbia (from 7 different responses).

Surprisingly, when cross checked with the type of ecosystem actor responding, it seems that the project partners were the least convinced of the relevance of the programme. This is probably a reflection of extensive identification and motivation process which has seen many partners that had to persuade the participants to enrol in our training scheme instead of others also available. Regional public authorities and SMEs assessed the relevance of the programme with an average score of 5,0.

¹ Responses are coded: »1-strongly disagree, 2 - disagree, 3 - neutral, 4- agree, 5 - strongly agree«.

Graph 2: Agreement with the statement "I can understand the challenges of young innovators better".²

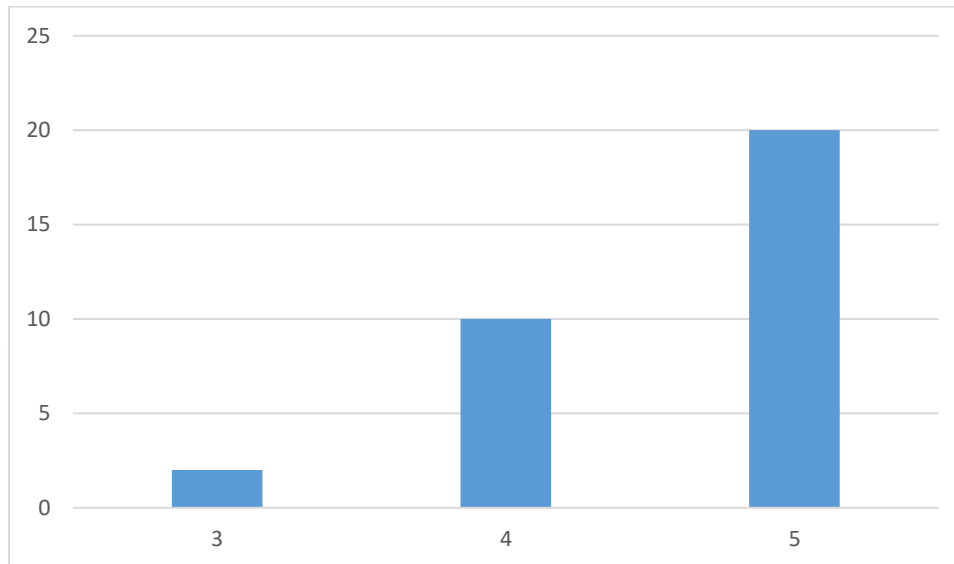


Understanding of the challenges of the YIs, as a necessary precondition for their better support in propelling them towards successful ventures, was also an important aspect of our activities. On average, the respondents assessed it with **4,31**.

Respondents in the Czech Republic assessed it lowest at **3,4**, and the ecosystem actors of Croatia the highest (**5,00**). Romania also scored a high **4,67**. SMEs and regional public authorities agreed with the statement totally (average **5,00**), and project partners' agreement was the lowest at **3,67**. This might be due to their better and more in depth understanding of the topic.

² Responses are coded: »1-strongly disagree, 2 - disagree, 3 - neutral, 4- agree, 5 - strongly agree.

Graph 3: Agreement with the statement “The programme has offered added value to the participants”.³



Overall, the respondents quite strongly agreed with this statement (average **4,56**). Here, Croatia has scored the highest agreement at **5,0** and the Czech Republic the lowest at **3,80**, which is nonetheless relatively high.

³ Responses are coded: »1-strongly disagree, 2 - disagree, 3 - neutral, 4- agree, 5 - strongly agree«.

5.2 Ecosystem actors response to the Tool – in their own words

In the questionnaire, we have asked the ecosystem actors to tell us what they **liked best** about the programme. Here are some statements:

PP2 Bulgaria

- Access and the opportunity to meet young people with innovative ideas in order to change the system - social and technological.
The team of Cleantech Bulgaria performs it with professionalism and attention to young innovators. The partners are given the opportunity to establish contacts with young innovators and involve them in their events and activities.
- Great organization
- I like how the focus of the programme is to create an environment and opportunities for sharing solutions and policy learning.
- The accelerator program that provides real opportunities
- The opportunity to connect YI with different stakeholders and extend their business development

PP5 Croatia

- Communication in the way of monthly meetings in a friendly atmosphere
- Education and success stories for young entrepreneurs
- Fostering new connections and offering participants chance to acquire valuable skills.
- Many great experts and young innovators eager to change the world.
- The structure of the program
- Well structured materials

PP6 Czech Republic

- collaboration
- meeting new people, especially young innovators
- New opportunities, ideas
- Platform Regional Alliance was important body for project operations
- Tools and stakeholders communication system

PP7 Romania

- Innovative user-friendly organizing
- Its objectives
- its relevance for the Cluj napoca, as it helps the city and the community through its vision
- The innovative ideas of the teams.
- the possibility to affirm the participants' capacity for innovation

PP8 Serbia

- I was thrilled by the energy of people and ideas they have. I think that this is the field that has a huge potential for further development.
- The chance to meet participants from different fields and work together to solve identified issues.

A stream of cooperation

- The industry vertical covered is not tackled by other ecosystem actors
- The networking
- The opportunity to meet and work with the participants, especially to have smaller meetings with them where we could talk more about the details and the challenges they are facing.
- The possibility to meet the innovators and ask them about the problems they are facing
- The project emphasized the importance of energy efficiency area and all events were very useful for better understanding of this area.

PP9 Ukraine

- innovative tools
- Mentors activity and structure of lessons. The real and significant knowledge I received from, and, suppose, can use developing my own business
- The opportunity to provide essential business skills to young innovators
- The first time I have been participating in such programme, and I am really appreciate it
- First of all - the concept and the scheme of work with young innovators
- Variety of hints and tips, provided by Danube Energy+ Tool

When asked about **the aspects that could be improved**, these were the very practical and constructive comments:

PP2 Bulgaria

- Improve your program's visibility and outreach to increase awareness of your program's offerings.
- more regional meetings with exchange of experience and opportunities for building joint international companies with common marketing programs
- The project is very well structured. I would not change or add anything else.

PP5 Croatia

- Better reach to target audience
- Give participants a bit more time for applying the new knowledge and preparing for the final pitch.
- Slightly better documentation or at least a better sorting of the documentation.

PP6 Czech Republic

- I find the rules of the program thoughtful and effective
- to find the way how to involve more young people into the programme

PP7 Romania

- better dissemination in the area - more young people could benefit
- doubling individual mentoring and coaching hours
- it could be more applied and focused on the specifics of the region, business ecosystems involved, mentors to guide the entrepreneurs in real life setting

A stream of cooperation

PP8 Serbia

- Cooperation with relevant Faculties/institutes in the field
- From my point of view, there could be more informal networking opportunities.
- From the program part, I have no inputs, but I would enjoy it much more if we could meet in person and have a laid back networking events.
- More detailed info about programme development
- Perhaps the program will be more valuable if the participants from different countries have common events, as well as the opportunity to share knowledge and examples of good practice.

PP9 Ukraine

- It was the first time I was participating in the serious program, so it seems to me that I cannot make conclusions about what could be improved, but I can assume it would be better to organize sessions not at the weekend, but during the working day
 - more face-to-face meetings and events
 - Maybe, the project must be more involved in business. Lectures and workshops are the good tools, but I may assure, young innovators need more practice in the field of business
 - In my opinion, there are some essential changes we must make, which related with business concept's evaluation process
 - It would be better if young innovators have more flexible opportunity to apply for a project
 - The scheme of training sessions: it is too hard to manage our time when you are employed
-

A stream of cooperation

6 Conclusion – lessons learnt

Learning package for ecosystems actors was aimed at **enabling them to increase their knowledge on YI needs to be able to support them better**. According to the opinion of the ecosystem actors, this has been **achieved**. Their (self-assessed!) understanding of the YI needs is now better, the programme was an important addition to the regional ecosystem and added value was offered to the participants. Looking at comments made by what they liked best in the programme and what are the areas for improvement, the overall picture is very positive.

One of the most successful parts of the activities in the ecosystem actors were the connecting events, which could be considered cherries on the top of the YI cakes. After (or while) undergoing a training scheme and mentor support, YIs have also been given an opportunity to find another member of ecosystem in order to get feedback on their idea and further deepen their knowledge. While originally planned in various forms, many of them had to be implemented in online form. This was perhaps a hindrance, even though none of the participants mentioned it specifically.

Motivational visits and workshops had varying degrees of success. The prescribed KPI 10 visits and 2 workshops (as defined in the Application Form) felt relatively rigid, regardless of the size of the potential pool. Also, conversion rates were not as high as we had hoped which proves that this activity was not as efficient as it could have been.

It must be said that the ecosystem package presents a valuable tool for ecosystem learning, perhaps even more so than the YI tool as such. Should there be further implementation of the tool, this should be emphasised, as well and in the hub strategies to be developed in WPT.3 of the project.

7 Annexes

7.1 Overview of the motivational visits by PP

Partner No.	Partner	PP Country	Visit No	Date	Location of site visit	Type of visit	People present	Note
PP1	InnoEnergy	Germany	1	20.08.2019	German Entrepreneurship GmbH	Other ecosystem actor	3	Videoconference
PP1	InnoEnergy	Germany	2	28.08.2019	Business Upper Austria	Other ecosystem actor	2	Reaching out to Austria
PP1	InnoEnergy	Germany	3	11.09.2019	UNTERNEHMERTUM Munich	Other ecosystem actor	3	
PP1	InnoEnergy	Germany	4	18.09.2019	Booth at fair „ZUKUNFTSTÜFTLER“	Fair Attendance	800	One of the topics discussed with young innovators was the necessity to open the call and trainings also for young innovators that are not located in the respective region, but in general in the Danube region.
PP1	InnoEnergy	Germany	5	26.09.2019	Danube Energy+ Booth at fair „ENERGY4YOU“	Fair Attendance	200	Target Group reached: ca. 20 young innovators reached either during discussion round where InnoEnergy presented the project or by bilateral talks with young innovators at the booth.
PP1	InnoEnergy	Germany	6	27.10.2019	Danube Energy+ Booth at fair „InnoEnergy COMMUNITY DAYS“	Fair Attendance	300	Target group reached: ca. 25 young innovators
PP1	InnoEnergy	Germany	7	31.10.2019	Danube Energy+ at AXEL Demo Day	Other ecosystem actor	40	Target group reached: ca. 10 young innovators
PP1	InnoEnergy	Germany	8	9.12.2020	Danube Energy+ at FOKUS.ENERGIE ANNIVERSARY „GENERATOR“	Other ecosystem actor	70	Target group reached: 10 young innovators
PP1	InnoEnergy	Germany	9	13.02.2020	Danube Energy+ at E-WORLD 2020	Fair Attendance	90	Target groups reached: ca. 15 young innovators

PP1	InnoEnergy	Germany	10	19.02.2020	KARLSRUHE INSTITUTE OF TECHNOLOGY	Learning institution		
PP1 Total	InnoEnergy	Germany					1508	
PP2	Clean Tech Bulgaria	Bulgaria	1	26.09.2019	Demo Day of the EIT Climate-KIC Accelerator program	Own event	13	The events were attended by a large audience, including potential applicants for the Danube Energy+ Tool like students, young innovators, young professionals and start-ups, but also investors, members of the Regional Alliance, representatives of the Bulgarian Associated partner Sofi a Tech Park, representatives of public institutions (e.g. Ministry of Economy), different universities, research institutes and business. The number of participants from the target group up to 34 years is indicated..
PP2	Clean Tech Bulgaria	Bulgaria	2	21.11.2019	EIT Climate-KIC professional mobility program for climate innovation 'Pioneers into Practice'. + Tool	Own event	12	
PP2	Clean Tech Bulgaria	Bulgaria	2	10.12.2020	Cleantech Bulgaria's Annual Networking Event.	Own event	23	
PP2	Clean Tech Bulgaria	Bulgaria	3	10.12.2019	nOva art space	Own event	8	ca 8 participants reached
PP2	Clean Tech Bulgaria	Bulgaria	4	14.12.2019	Department of Information Technology, New Bulgarian University	Learning institution	8	Some participants indicated that, although the Tool seems very interesting to them, in addition to their Master's program, they also have fulltime jobs and hence, no time capacity to participate in the Pilot of the Tool. This feedback was used to expand the target group of the half-day visits and target BSc students as well, who generally would have more free time than Masters' students
PP2	Clean Tech Bulgaria	Bulgaria	5	16.01.2020	New Bulgarian University	Learning institution	15	department of Management and Business Administration with a group of 3rd year Bachelor's students of the class "Risk Management"; 3 students expressed strong interest; One of the students was worried that if going through the program and pitching in front of a large public, his idea would be stolen by someone.

PP2	Clean Tech Bulgaria	Bulgaria	6	14.02.2020	Technical University Sofia: Production strategies course	Learning institution	8	2 people brainstormed ideas with which they could apply, while 1 of the students talked about his idea and whether it would fit in the Danube Energy+ Tool framework: an idea for an educational phone application with different games and content to stimulate communities to collectively act in the fight against climate change and jointly participate in the energy transition. 3 expressed interest. "The second, open-door part of the university visit, unfortunately, was not attended by anyone, apart from the students from the first part." This was an indication that the strategy applied so-far of contacting professors and teachers and attending their classes was a better option than organizing separate stand-alone events in the university.
PP2	Clean Tech Bulgaria	Bulgaria	7	18.02.2020	University of National and World Economy	Learning institution	10	Bachelor students of the specialization Eco-business of the faculty "Economy of natural resources". At first, the students did not exactly understand the concept of business model development, as they had mostly focused on business management rather than creation. In order to motivate the students further, a brainstorming session was held, provoking the students to come up with innovative sustainable solutions. For this, the class was split into small teams and they were given 5 minutes to discuss. Afterwards, one member of each team shared the idea.

PP2	Clean Tech Bulgaria	Bulgaria	8	18.02.2020	University of National and World Economy, Innovation Management BSc – English	Learning institution	8	in front of a class of BSc students studying Innovation management in English. Furthermore, the students were quite interested in the Danube Energy+ project as a whole, as well as Interreg and other European instruments. The reason for this was that part of their studies of the class were related to innovation management on the EU-level, including different support mechanisms (financial instruments, pre-acceleration/acceleration programs etc.). Thus, part of the discussion was dedicated to going in-depth on the role of Danube Energy+ in transforming the region’s ecosystem to become supportive of the development and growth of sustainable innovation. During the discussion session some students indicated that Danube Energy+ seemed like a very interesting opportunity. However, the students expressed their hesitation to apply for the program due to their lack of technical knowledge. They said that although they would be interested to participate in such a practical training , the students themselves did not know what innovative solutions they could define, as they did not have enough in-depth energy-specific technical knowledge. Ms. Alexieva pointed out that since the Danube Energy+ Tool training was very business-model oriented, the students could apply for the Tool and become part of a team.
PP2	Clean Tech Bulgaria	Bulgaria	9	18.02.2020	New Bulgarian University, “Business Management” MSc	Learning institution	8	The class was full of students with very different backgrounds, including older students who own their own businesses, people who have a full-time job and students who are mainly focused on their studies. While some students indicated that although an interesting opportunity, they most likely would not have the time to complete such a program, 2-3 students indicated that they would think of different innovative energy ideas and apply.

PP2	Clean Tech Bulgaria	Bulgaria	10	19.02.2020	Sofia University, Economics Faculty	Learning institution	5	The students were particularly passionate about shifting to cleaner cars and heating sources, as these factors bring large problems with the air quality across Bulgaria. Thus, Dianka Alexieva asked the students to share what solutions they thought would work best for Bulgaria. From this, a discussion was initiated on the business potential of these solutions, as until that moment for most of the students the protection of the environment and the energy transition were somewhat disconnected from business.
PP2 Total	Clean Tech Bulgaria	Bulgaria					118	
PP3	Civitta	Slovakia	1	5.12.2019	SPU, Nitra, Slovakia	Learning institution	15	e meeting of the Slovak Innovation and Energy Agency with University students. The meeting was used to do a 10 minutes presentation of the final version of the Tool and see if, within the SPU students, there are people eligible and willing to apply. As a result, 2 leads were developed.
PP3	Civitta	Slovakia	2	11.12.2019	Crowdberry Investment	Ecosystem actor		presentation was done during the final of the Primer – energy preacceleration program. T
PP3	Civitta	Slovakia	3	24.02.2020	CS Lewis High School, Bratislava	Learning institution	12	Students of entrepreneurship course, at CS Lewis Gymnasium. Tomas Penxa presented Danube Energy+ tool and delivered the recruiting presentation to students. The students were interested in the program and the target audience was fit with target participants of Danube+. As the outcome 1 student filled in the application.
PP3	Civitta	Slovakia	4	26.02.2020	CS Lewis High School, Bratislava	Learning institution	14	The students were interested in the program and the target audience was fit with target participants of Danube+. As the outcome, 2 students contacted the project coordinator and 1 filled in the application.
PP3	Civitta	Slovakia	5	14.9.3020	Leaf Academy, Bratislava	Learning institution	30+	Kristína was given time to present the full Danube Energy+ project, to invite participants to join the motivation webinar on Sept. 22nd and to be judge of the student pitches. Several projects were identified as thematically suitable for the Pilot. One applied and participated in the Pilot – project NeuTeč.

PP3	Civitta	Slovakia	6	14.9.3020	Leaf Academy, Bratislava	Learning institution	30+	Kristína was given time to present the full Danube Energy+ project, to invite participants to join the motivation webinar on Sept. 22nd and to be judge of the student pitches. Several projects were identified as thematically suitable for the Pilot. One applied and participated in the Pilot – project NeuTeč.
PP3 Total	Civitta	Slovakia					41	
PP4	ABC Accelerator	Slovenia	1	12.11.2019	Center inovativnega podjetništva	Ecosystem actor	12	After the formal part of the round table we've been approached by several students who expressed a general interest in the project Danube Energy+.
PP4	ABC Accelerator	Slovenia	2	19.11.2019	Faculty of Electrical Engineering, Ljubljana. BEST Ljubljana Meeting	Learning institution	22	The questions were engaging – how can a young startup compete with the resources of big energy companies? – young students showed an interest in the project. The key feedbacks from the BEST visit: a) we need to be more persuasive in presenting the program as a relevant step for a change to happen, b) motivation of individual and motivation for a team work, c) in the evening hours we should make the presentation more lively, easy to follow and less informative.
PP4	ABC Accelerator	Slovenia	3	29.11.2019	event Mladi Upi 2 (Young Hopes 2) which was organised by Center for Technology Transfer and Innovation (CTT) of Jožef Stefan Institute (a leading slovenian research institute).	Ecosystem actor	16	Participants had presented a general question on start-up ecosystem.
PP4	ABC Accelerator	Slovenia	4	12.12.2019	Faculty of Electrical Engineering, Ljubljana	Learning institution	10	Prof. Dr. Matej Zajc (IEEE Slovenia) generously give a way one school hour of his lecture in order to make presentation of the project to the ICT Master Students (5th year) at the Faculty of Electrical Engineering. This was a typical encounter with students of engineering, they would prefer not to addressed, nor expose their wishes or desires. When. Later on, students did ask some general questions about the start-up environment about which

								they hold no good opinion. We are trying to change this kind of view by bringing forward the success stories. trying to engage the debate among participants, I have encountered somewhat shyness and awkwardness
PP4	ABC Accelerator	Slovenia	5	20.12.2019	Faculty of Organizational Sciences, University of Maribor, Kranj, Slovenia	Learning institution	14	The students did not have many question, although the professor could recognize the opportunity for young people and encouraged the audience to participate in such programs
PP4	ABC Accelerator	Slovenia	6	9.01.2020	Faculty of Organizational Sciences, University of Maribor, Kranj, Slovenia	Learning institution	7	Engaging the audience as individuals and to provoke their interest on the subject remains the challenge.
PP4	ABC Accelerator	Slovenia	7	9.11.2019	ABC Accelerator	Own event	4	Students of Economics could be also a valuable audience, since they can engage friends and colleagues with break through idea for participation in the program.
PP4	ABC Accelerator	Slovenia	8	18.03.2020	University of Ljubljana, Faculty of Social Sciences	Learning institution	10	Mojca presented the planned programme – Danube Energy + training scheme - that was at that time already postponed. She explained the EU-wide problem that the project is addressing, the methodology behind it and the opportunities is offers to students.
PP4	ABC Accelerator	Slovenia	9	2.09.2020	ABC Accelerator Open Day event	Own event	14	ABC Accelerator decided to host an open day event in which all interested potential innovators could present their ideas. At the event, Mojca presented the opportunities that DE+ Trainings Scheme offers: a free programe aimed at young innovators that are looking for like-minded entrepreneurs, which will take them from idea stage to the next level. Mentoring sessions and connecting events were emphasised, as well as the positive social contribution such a project could bring.
PP4	ABC Accelerator	Slovenia	10	2.09.2020	National Institute of Chemistry, Ljubljana	Learning institution	4	The last visit hit the bullseye. We have presented the programme and the opportunities to the Head of Technology Transfer Office of National Institute of Chemistry, one of the best and most forward-thinking research institutes in the country. With her, a head of laboratory Dr Uroš Novak, who is already implementing a

								ITA SLO Interreg, has additionally offered to spread the information in his community of colleagues. Finally, a researcher Pia Groleger has enquired about the possibilities of joining even with an idea that had no clear business potential behind it. We have managed to come to an agreement that this not needed at this point of the programme and she has joined the programme. Additionally, the news was distributed among the NIC community, which has increased our visibility and lead to at least one additional application from an eligible YI.
PP4 Total	ABC Accelerator	Slovenia					113	
PP5	Optimizacija	Croatia	1	16.10.2019	ZICER- Zagreb Innovation Centre (Associated Partner), Zagreb	Ecosystem actor		During the visit all participants discussed about innovative models for developing and financing projects in the energy sector, therefore Optimizacija presented Energy + Tool as one of the innovative models and invited all participants to disseminate the invitation to young innovators in their community with the goal to participate in Energy + program for which will be the Open Call in February 2020. Shortly, the goal of the project E – FIX (Energy Financing Mix) is to increase private investments in sustainable energy projects as well as to provide project stakeholders with knowledge, trainings and tools.
PP5	Optimizacija	Croatia	2	24.10.2019	Enter Koprivnica, Koprivnica	Ecosystem actor	30	The goal was to introduce the Danube Eenergy+ to the future incubator users and to include them into the whole programme. Shortly, Incubator project is designed to create an incentive business environment and ensure growth and development of the local economy regarding innovative aspect of the creative sector for young innovators to be able to eventually develop their own business.

PP5	Optimizacija	Croatia	3	27.11.2019	Congress Centre of the Zagreb Fair, Zagreb	Fair Attendance		In direct contact with presented start-ups, specifically 17 start-ups who pitched their innovative ideas at the conference, Ivana selected couple of start-ups which are in the idea stage and are having solutions in the energy sector; therefore we attached the list of start-ups who pitched their ideas – and three that we targeted are: ArboSMAR Technologies; Hypergola; Mundus Education System.
PP5	Optimizacija	Croatia	4	29.11.2019	Development agency of the Šibenik - Knin County, Šibenik	Ecosystem actor	35	The conference in question was organized to discuss about the innovations in the blue growth sector as one of the activities under the Shipmentt project so this was, as mentioned, seen as a great chance also for Danube project as a pre-seed innovative project to be introduced for all the parties interested in the development of the innovative aspect of our community regarding the vast energy efficiency possibilities out there.
PP5	Optimizacija	Croatia	5	12.12.2019	Radisson Blu Hotel, Split	Competition		This conference was a great place to participate because it was the biggest start-up competition in Split where the best start-ups were selected to pitch their idea to prospective investors, partners and mentors. That is why DanubeEnergy + was recognised as a quality extension complementary to the process in which the young innovators were included in Split.
PP5	Optimizacija	Croatia	6	13.02.2020	ZICER- Zagreb Innovation Centre (Associated Partner), Zagreb	Ecosystem actor		Optimization has presented Danube Energy + project and the Tool that can be a great chance for these young people with an idea in the sector of energy efficiency and want to proceed with it; the young people present were the ones 15 –29 because one of the aim of Zg Aktiv is to make this group of people from the Zagreb area applicable.
PP5	Optimizacija	Croatia	7	5.03.2020	Zagreb Student Center - "Blue Office" Entrepreneur centre for education, consulting and promoting business centre.	Ecosystem actor		It was a chance to connect to the competitors in a form of B2B gathering. The visit was very productive because many of the young innovators who showed up for the pitch part of their ideas at the TVZs MC2 competition got interested in the Energy + presented from Optimizacija.

PP5	Optimizacija	Croatia	8	12.03.2020	Plavi ured - "Blue Office" Entrepreneur centre for education, consulting and promoting business culture	Ecosystem actor		Perfect opportunity to motivate some more applicants the participants of the Startup academy are the ideal target group which was done.
PP5 Total	Optimizacija	Croatia					65	
PP6	EKLastr	Czech republic	1	5.11.2019	University of Pardubice	Learning institution	5	During the visit, we talked about the potential of students, young innovators. Who is active is working on ideas in the energy sector. Furthermore, the Danube Energy Tool, its advantages and benefits were introduced.
PP6	EKLastr	Czech republic	2	8.11.2019	High School Fair, Pardubice Enteria arena	Learning institution	200	At the occasion of High School Fair festival we informed the students about the Danube Energy + project and the possibility of participation of students and teachers in the Danube Energy Tool and whole Transregional project about. We discussed theTool and other possibilities of cooperation within Danube project with the school representatives.
PP6	EKLastr	Czech republic	3	14.11.2019	Electrical Vocational School and Secondary Industrial School of Electrical Engineering, Pardubice	Learning institution	104	Director of the school, Mr. Zdeněk Cach were present parameters of the coming call for young innovators to students of electronics. Also, they were informed about mentoring possibilities. Students got addressed during the lessons for pupils of the 4th graduation year by leaflets.
PP6	EKLastr	Czech republic	4	8.01.2020	Delta – SŠ informatiky a ekonomie, Pardubice	Learning institution	3	The school principal Mrs. Formánková disseminates information to the students about the upcoming call and provides information about the resonance among the students. The principal promised to present the information about the project on the school poster walls.
PP6	EKLastr	Czech republic	5	13.01.2020	Gymnázium Dašická, Pardubice	Learning institution	4	Headteacher Luděk Burian spread among the students information about the upcoming challenge and will give information on resonance among students. The students will be also informed by teachers.

PP6	EKLastr	Czech republic	6	13.01.2020	Střední průmyslová škola potravinářství a služeb Pardubice	Learning institution	4	Headteacher Zdeněk Zitko spread among the students information about the upcoming challenge and will give information on resonance among students. They will be informed through a special seminar.
PP6	EKLastr	Czech republic	7	22.01.2020	SPŠ chemická, Poděbradská	Learning institution	4	Headteacher Jan Ptáček spread among the students information about the upcoming challenge and will give information on resonance among students. There will be information placed on poster walls and by leaflets.
PP6	EKLastr	Czech republic	8	24.01.2020	EDUCA Pardubice - - Střední odborná škola, s. r. o.	Learning institution	5	Representative of the school, Ivana Ondráčková spread among the students information about the upcoming challenge and will give information about attractivity of the project among students. Information will be provided by school broadcasting as well as leaflets and during the classes by teachers.
PP6	EKLastr	Czech republic	9	24.01.2020	SPŠ stavební Pardubice	Fair Attendance	5	Headteacher Renata Petružálková spread among the students information about the upcoming challenge and will give information about attractivity of the project among students. She also asked teachers to mention the challenge during the classes.
PP6	EKLastr	Czech republic	10	24.01.2020	Gymnázium Mozartova, Pardubice	Learning institution	5	Deputy head Radomíra Klempířová spread among the students information about the upcoming challenge and will give information about attractivity of the project among students. Also the school brochure will be used for the purpose.
PP6 Total	EKLastr	Czech republic					339	

PP7	STC	Romania	1	11.12.2019	ClujHub, Cluj-Napoca	Fair Attendance	12	<p>The occasion of the presentation was the monthly meeting of the ClujHub community members, organized by the team of the coworking space.</p> <p>The meeting was used to do a 10 minutes presentation of the final version of the Tool and see if within the ClujHub community there are people eligible and willing to apply. Another reason was that of mentors: during the presentation an “open call” was issued, announcing to the community that we are on the look for at least 3 trainers/mentors for the Tool.</p> <p>As a result, 2 mentors were mentioned within the community: Laviniu Chis (leader of one of the consultancy agencies within the ClujHub, in charge of financing grants and mentorship for startups) and Razvan Chereches (he is a university professor and a public speaking coach for the TEDxCluj event, and was recommended as a pitching coach)</p>
PP7	STC	Romania	2	13.12.2019	ClujIT Cluster	Fair Attendance	10	<p>The presentation was done during Cluj IT's event on “Building innovation: Financing & Acceleration.” Paul Zoicas presented the acceleration opportunity of the Danube Energy+ Tool, as well as the Regional Mapping done in a previous reporting period of the project. He presented the Tool to other leaders of the startup community and of the Technical University in Cluj-Napoca. The goal was to familiarize the ecosystem about the project and start a line of communication with them so that they can share information about the Tool in the communities they lead.</p>
PP7	STC	Romania	3	5.03.2020	ClujHub, Cluj-Napoca	Fair Attendance	45	<p>During the Silicon Drinkabout event, the team members of the project took turns to present the Tool and the call for applicants. In turn, we discussed who can participate in the Tool, the topics that will be covered and how to register for the program. After the official presentation, we switched to informal conversations with the participants, over a game of Startup Bingo. In this way, we</p>

								managed to talk individually to about 60% of the people present, and inform them about the Tool's benefits and where to apply.
PP7	STC	Romania	4	9.03.2020	BT Arena, Cluj-Napoca	Fair Attendance	1000	Marian Rusu and Karina Lung were present during the 2 days of the JobShop fair organized by BEST Cluj-Napoca. We participated together with the members of ClujHub, the coworking space where we have our offices and where the Tool was supposed to take place.
PP7	STC	Romania	5	15.04.2020	Online Webinar via Zoom	Own event	29	The purpose of this Visit was to popularize the extension of the Open Call and its move in the online sphere. The participants present at the webinar as part of the entrepreneurial, makers and freelancers community in Cluj-Napoca. We considered them a good choice of target group as they are usually people with community connections and can transmit the message of our Tool.
PP7	STC	Romania	6	22.04.2020	Online Webinar via Zoom	Own event	90	This visit continued the promotion of our extended Open Call for the virtual Danube Energy+ Tool. The participants in the Webinar were members of the local entrepreneurial community who were looking for advice on how to continue their entrepreneurial activities in a time of crisis.
PP7	STC	Romania	7	23.04.2020	Online Webinar via Zoom	Own event	18	As this was an event organized by our own team, it was dedicated fully to the presentation of the entire Danube Energy+ program: the coming Tool and the future development of a Hub focused on energy. We took the time to present to the participants the structure of the Tool: learning blocks and study materials. And we presented the eligibility criteria for those who want to apply. We then moved on to a Q&A session in which we answered questions regarding the application process.

PP7	STC	Romania	8	30.04.2020	Online Webinar via Zoom	Own event	12	We wanted to make us of a more informal gathering for the start-up community in Cluj-Napoca. The Silicon Drinkabout events are focused on socialization instead of formal presentations so Marian had the opportunity of interacting one-on-one with the people present and give the most important details about the Danube Energy+ Tool and the work of the entire project.
PP7	STC	Romania	9	04.05.2020	Online Webinar via Zoom	Own event	10	During the event, Marian Rusu explained what the Danube Energy+ Tool consists of: its educational content, mentors and necessary mandatory input from participants. In addition, he also explained the application process and the eligibility criteria applicants needed to comply with.
PP7	STC	Romania	10	07.05.2020	Online Webinar via Zoom	Fair Attendance	28	As it was not our own event, we had a dedicated slot to shortly present the Danube Energy+ Tool. Marian Rusu used the time to go through the details of the program (curricula, training, input requested from participants) and the eligibility criteria for applying. He then used the group chat to forward useful links (sub-website of the program) and answer any questions that participants had.
PP7 Total	STC	Romania					1254	
PP8	SEE_ICT	Serbia	1	30.11.2019	Infostud Hub, Subotica	Ecosystem actor	15	Presentation was organized during an entrepreneurship programme for youth. People were generally interested in the programme, but had difficulties regarding that is going to be held in Belgrade, not many of them were willing to travel.
PP8	SEE_ICT	Serbia	2	11.12.2019	Faculty of Mathematics, Belgrade	Learning institution	8	Programme was presented to the students which take the technological entrepreneurship course at the Faculty. The students were interested in these topics and would gladly take part in something like Danube Energy+ Pilot.
PP8	SEE_ICT	Serbia	3	13.12.2019	Climate Smart Community, Belgrade	Fair Attendance	46	Programme was presented at the Climate Smart Community event in Belgrade among the members of group of climate innovators and activists. Their feedback was that it is good that there are programmes for people at the beginning of their journey, since other programmes are for more mature ideas.

PP8	SEE ICT	Serbia	4	16.12.2019	Startup Center Implus, Gornji Milanovac	Fair Attendance	15	Programme was presented at the Startup Center in Gornji Milanovac. Attendees liked the practical approach that was envisioned and were interested in applying.
PP8	SEE ICT	Serbia	5	18.12.2019	Faculty of Electrical Engineering, Belgrade	Learning institution	7	Programme was presented to the members of award winning H-Bridges team of the Faculty of Electrical Engineering and other interested students. Students said that they don't have many opportunities to study their field from the business point of view and were interested to apply for the programme.
PP8	SEE ICT	Serbia	6	21.12.2019	Startit Center, Novi Sad	Ecosystem actor	5	Programme was presented to Students of the Faculty of Technical Science in Novi Sad. Students were eager to join a programme like this, but said that traveling to Belgrade might prove to be too much for them.
PP8	SEE ICT	Serbia	7	26.12.2019	Startup Center, Stara Pazova	Ecosystem actor	20	Programme was presented at the Startup Center in Stara Pazova. The thematic fields this startup center covers are renewables and energy efficiency so there was good interest from the people that were present, although not all of the would be eligible to join the programme.
PP8	SEE ICT	Serbia	8	21.01.2020	The School of Electrical and Computer Engineering of Applied Studies, Belgrade	Learning institution	53	Programme was presented to the students who were very interested in an opportunity to learn about entrepreneurship in the field of energy efficiency. They said that they will have a great use from the motivation workshop, where they could learn a bit more about the process of applying.
PP8	SEE ICT	Serbia	9	4.03.2020	College of hotel management	Learning institution	25	Program was presented to the students of the College of hotel management on their entrepreneurship course, and they were really interested about the program. They had a lot of questions regarding the program timeline and application process.
PP8	SEE ICT	Serbia	10	5.03.2020	Law, Media and Business Conference	Fair Attendance	20	On the visit here was great number of young ambitious people who are interested in entrepreneurship and they were interested in these topics and would gladly take part in program like Danube Energy+.
PP8 Total	SEE ICT	Serbia					214	

PP9	European Initiatives Center	Ukraine	1	10.12.2019	Tyachiv community	Other ecosystem actor	14	
PP9	European Initiatives Center	Ukraine	2	10.12.2019	Uzhgorod University Engineering Faculty	Learning institution	8	
PP9	European Initiatives Center	Ukraine	3	11.12.2019	Onokivtse community, Nevitske vill	Fair Attendance	10	
PP9	European Initiatives Center	Ukraine	4	13.12.2019	Kolomyia	Fair Attendance	13	
PP9	European Initiatives Center	Ukraine	5	18.12.2019	Uzhhorod University Aura	Learning institution	7	
PP9	European Initiatives Center	Ukraine	6	18.12.2019	Uzhhorod University, Engineering Faculty	Learning institution	9	
PP9	European Initiatives Center	Ukraine	7	9.01.2020	European Initiatives centre	Own event	5	
PP9	European Initiatives Center	Ukraine	8	10.01.2020	European Initiatives centre	Own event	5	
PP9	European Initiatives Center	Ukraine	9	24.01.2020	European Initiatives centre	Own event	6	
PP9	European Initiatives Center	Ukraine	10	28.02.2020	European Initiatives centre	Ecosystem actor	11	10 site visits had been organized with the purpose to identify and motivate young innovators to participate in the Danube-Energy + programme. Appr. 100 persons participated in the site visits, Danube Energy + programme presented and the tools als presented to young innovators. Site visits had been held in different Faculties of Uzhhorod National University, in communities which is interested in cooperation, Besides, the site vists had been organised in Regional Enterprise support Center



								based on the Regional State Administration, member of the Regional Alliance Danube Energy +
PP9 Total	European Initiatives Center	Ukraine					88	



7.2 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>
-----	-----------------------	----------	---	------------------------------	-------------------------------------	------------------	---	--	---

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>
-----	-----------------------	----------	---	------------------------------	-------------------------------------	-----------------	---	---	---

									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.
-----	-----------------------	----------	---	-------------------------------	-------------------------------------	-------------------------------	--	--	--

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>
-----	---	---------	---	--	---------	-------------------	--	--	--

									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>
--	--	--	--	--	--	--	--	---

								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>
-----	---------	--------	---	-----	----------	---------------	--	---	--

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>
-----	---------------------------------	---------	---	------------------------------	--	--	---	--	--

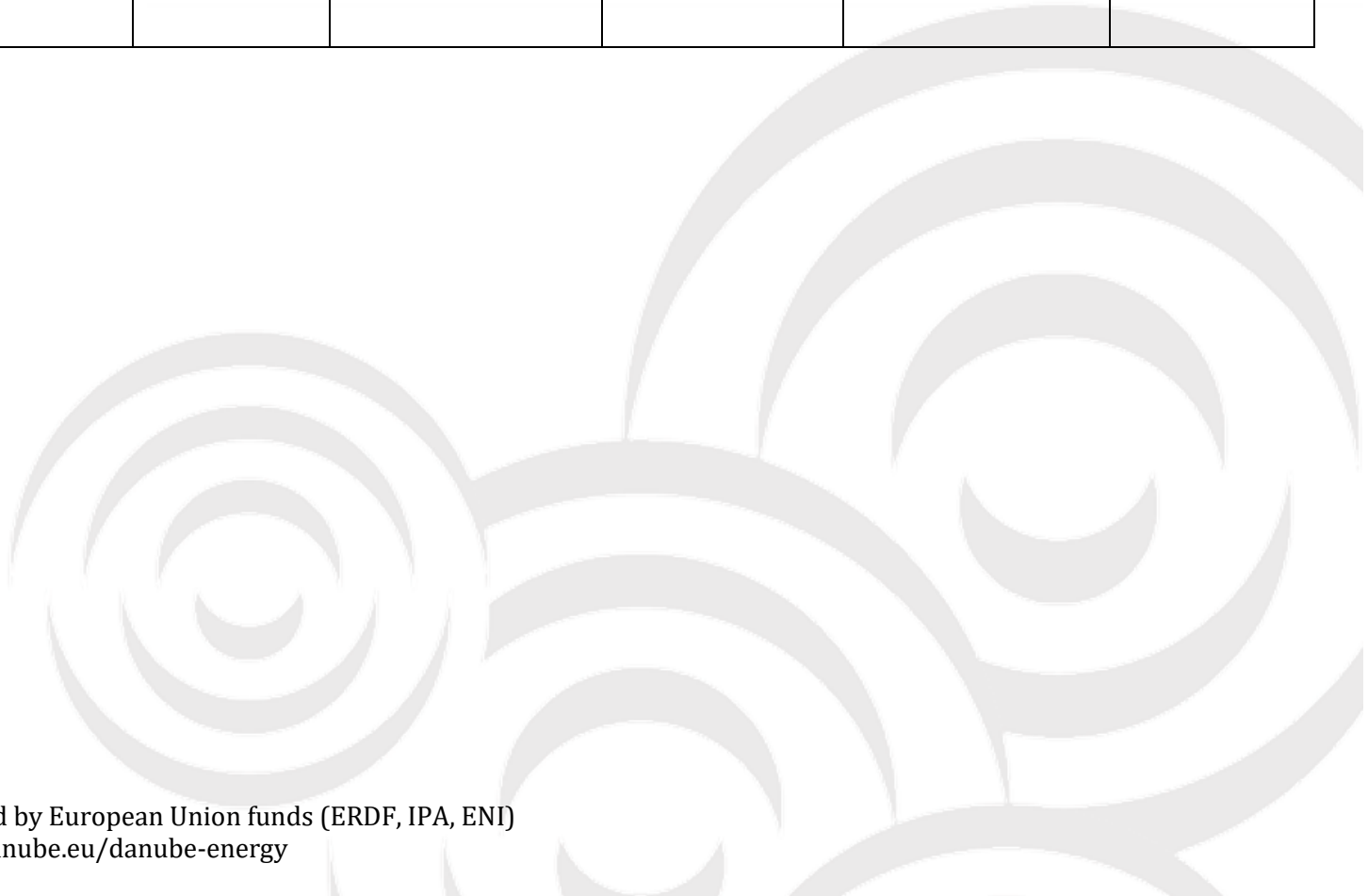
PP9	Centre for European Initiatives	Ukraine	2	21 st of October 2020	7th Danube Participation Day. Youth in the EU Danube Strategy. Towards a common vision	<ul style="list-style-type: none"> • Niketás Neugebauer (The Loop, automated wind power plants) • Andriy Kyshkan (The Loop, automated wind power plants) • 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>
-----	---------------------------------	---------	---	----------------------------------	--	--	--	---	--

								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 Samsonchik (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>
-----	---------------------------------	---------	---	-------------------	---	--	---	---	--



							<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>
--	--	--	--	--	--	--	--	--	-----------------------------------



7.3 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?

A stream of cooperation

Project co-funded by the European Union funds (ERDF, IPA, ENI)
danube.eu/danube-energy

www.interreg-

	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?



A stream of cooperation

Project co-funded by the European Union funds (ERDF, IPA, ENI)
danube.eu/danube-energy

www.interreg-

Romania

Innovative user-friendly organizing

it's objectives

its relevance for the cluj napoca, as it helps the city and the community through its vision

The innovative ideas of the teams.

the possibility to affirm the participants' capacity for innovation

(blank)

Serbia

I was thrilled by the energy of people and ideas they have. I think that this is the field that has a huge potential for further development.

The chance to meet participants from different fields and work together to solve identified issues.

The industry vertical covered is not tackled by other ecosystem actors

The networking

The opportunity to meet and work with the participants, especially to have smaller meetings with them where we could talk more about the details and the challenges they are facing.

The possibility to meet the innovators and ask them about the problems they are facing

The project emphasized the importance of energy efficiency area and all events were very useful for better understanding of this area.

Ukraine

innovative tools

Mentors activity and structure of lessons. The real and significant knowledge I received from, and, suppose, can use developing my own business

ⁱ 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 in the OT.2.3 report, which was not without its challenges.

