



European Union  
European Regional  
Development Fund



# From 1<sup>st</sup> to 4<sup>th</sup> call: a learning path

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RESPONSIBLE SOLUTIONS

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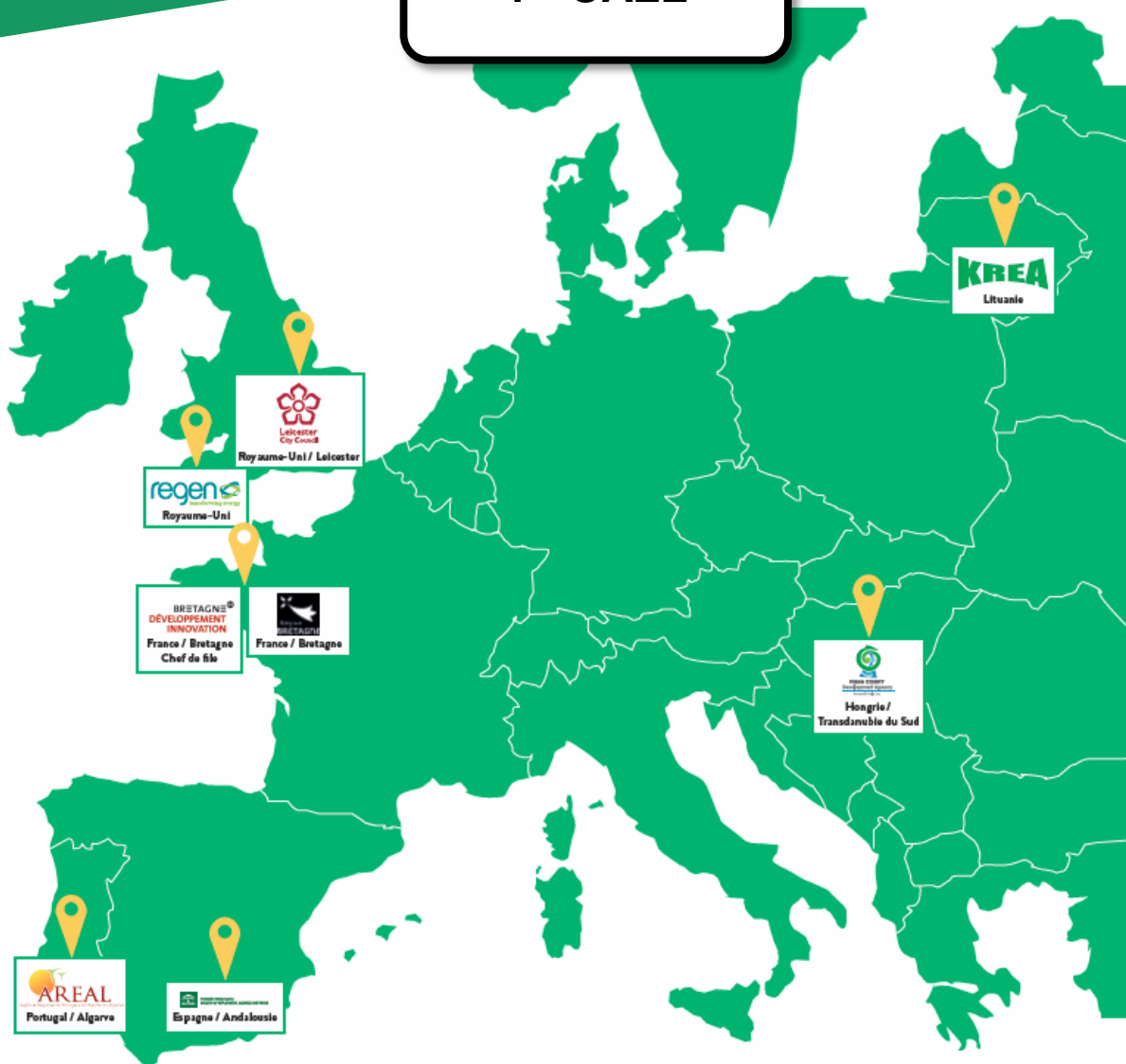
Budapest

22/01/2020

# SET-UP

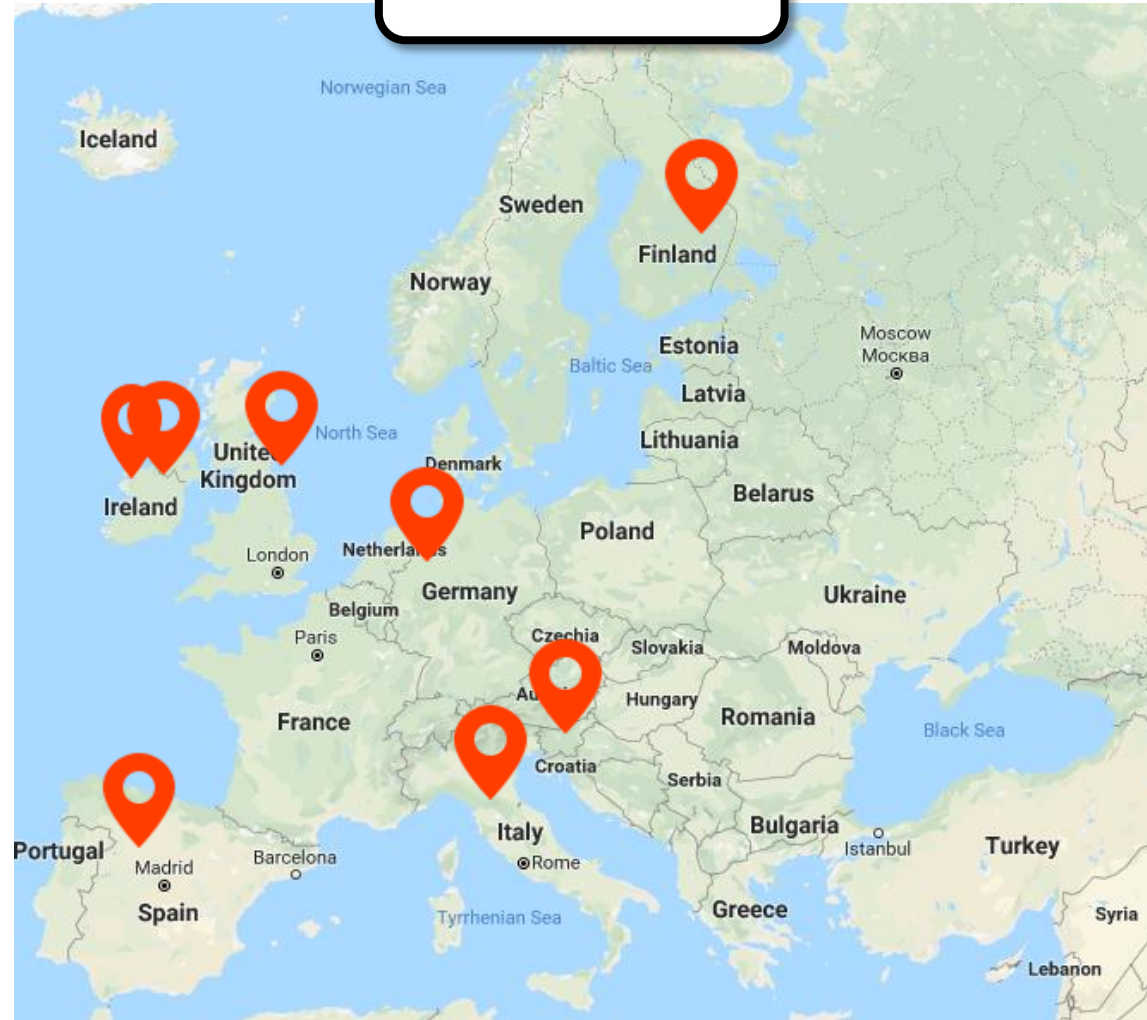
1<sup>st</sup> CALL

Improving energy performance of partner regions thanks to **better policies on smart grids.**



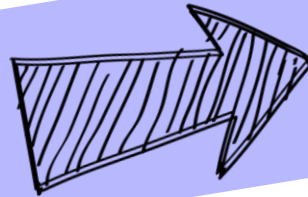
4<sup>th</sup> CALL

Guiding **EU non-energy intensive SMEs** through the investment steps to improve energy efficiency in their **processes, buildings and products**



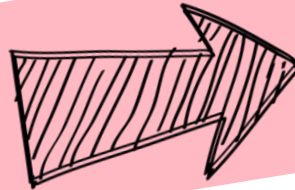
# Need to adapt to changing conditions

The interregional  
exchange and  
action plan



**MOMENT IN  
TIME**

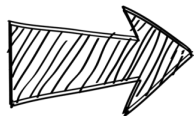
development  
methodology  
evolved due to...



**LEARNING  
FROM  
EXPERIENCE**

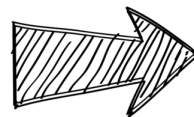
# Moment in time

**1<sup>st</sup> CALL**



**Beginning of  
the 2014-2020  
ERDF  
programming  
period**

**4<sup>th</sup> CALL**



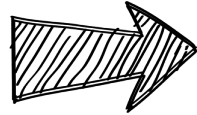
**The 2014-2020  
ERDF  
programming  
period coming  
to an end**





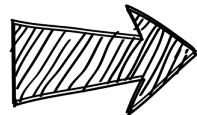
# Impact on projects

1<sup>st</sup> CALL



- More time to influence the policy and its calls for proposals
- Partners were not experienced with the new ERDF programmes

4<sup>th</sup> CALL

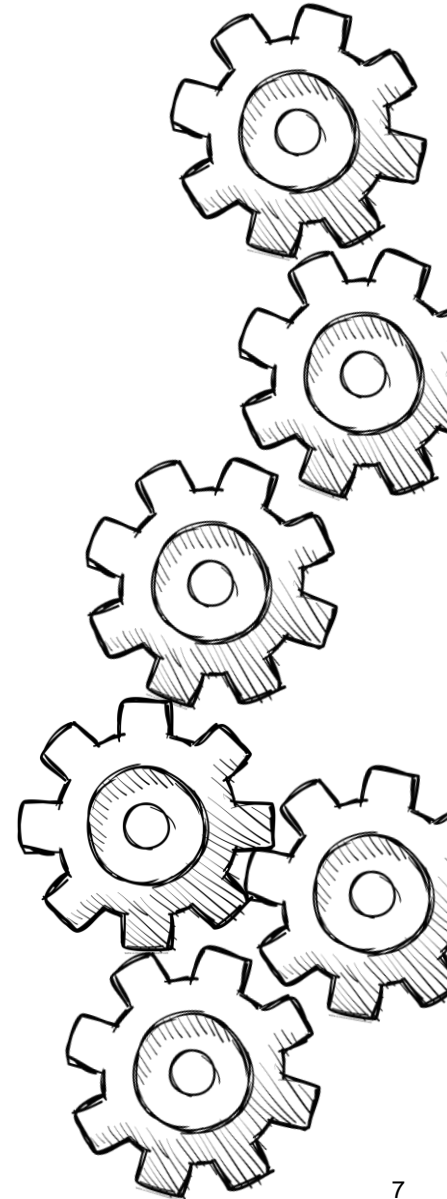


- Almost no time left to influence the calls, short time to influence the policy
- Partners know their ERDF programmes and their main needs for improvement



# LEARNING from experience

- **Options** for policy improvement are many and **unexpected**
- Need to be ready to **seize any opportunity**
- Sometimes partners do not recognise the **value of a small change**
- The Action Plan (AP) development process is **very specific** and linked to the territory
- **Consistency** between needs / learning from the project / actions in AP is key



# Some practical examples



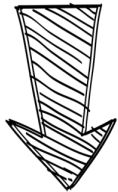
*What we changed*





# Examples from SET-UP

## TERRITORIAL ANALYSIS TO IDENTIFY NEEDS and GPs



Detailed analysis that helped partners have an overview of their energy framework



It took around 1 year to be completed



It was presented and discussed with interest during project meetings

**SEVERAL NEEDS WERE IDENTIFIED**

# Identify partners need


END OF YEAR 1

## IDENTIFY THE NEEDS OF YOUR TERRITORY

45' 

**1** What are your main needs for the development of smart grids within your territory?  
Empowering consumers / Economic models / Funding sources

NEED 1 \_\_\_\_\_  
NEED 2 \_\_\_\_\_  
NEED 3 \_\_\_\_\_


 DISCUSS WITH YOUR PARTNER to better understand these needs together and explore them further.

TAKE YOUR NOTES HERE  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**2** EVALUATE each of your needs with the support of the following table: Check your mark!

NEED 1	NEED 2	NEED 3
Do your stakeholders consider this need to be relevant?		
1 2 3 4 5 NO YES	1 2 3 4 5 NO YES	1 2 3 4 5 NO YES
Is your need related to your identified energy policy instrument?		
1 2 3 4 5 NO YES	1 2 3 4 5 NO YES	1 2 3 4 5 NO YES
Do you have the ability to take action?		
1 2 3 4 5 NO YES	1 2 3 4 5 NO YES	1 2 3 4 5 NO YES
Total /15	Total /15	Total /15

**3** Which need got the highest score?  
DESCRIBE it further here below!

 DISCUSS WITH YOUR PARTNER to further clarify your needs. Answer these questions: Who? When? Where? Why? And How?

WRITE DOWN all key additional information emerged during this discussion.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_



Identify partners' **top 3 needs** related to the project topic



**Rank them based on**

- relevance for stakeholders
- link with selected Policy Instrument
- ability to take action



**Work in pairs** to share results, focusing on the need with the highest ranking

# Example from SME POWER

## @KICK OFF

1

**STRONG INITIAL FOCUS ON ACTION PLAN**

2

**EXAMPLES** of GOOD PRACTICES meeting INTERREG EUROPE CRITERIA and of APPROVED ACTION PLANS

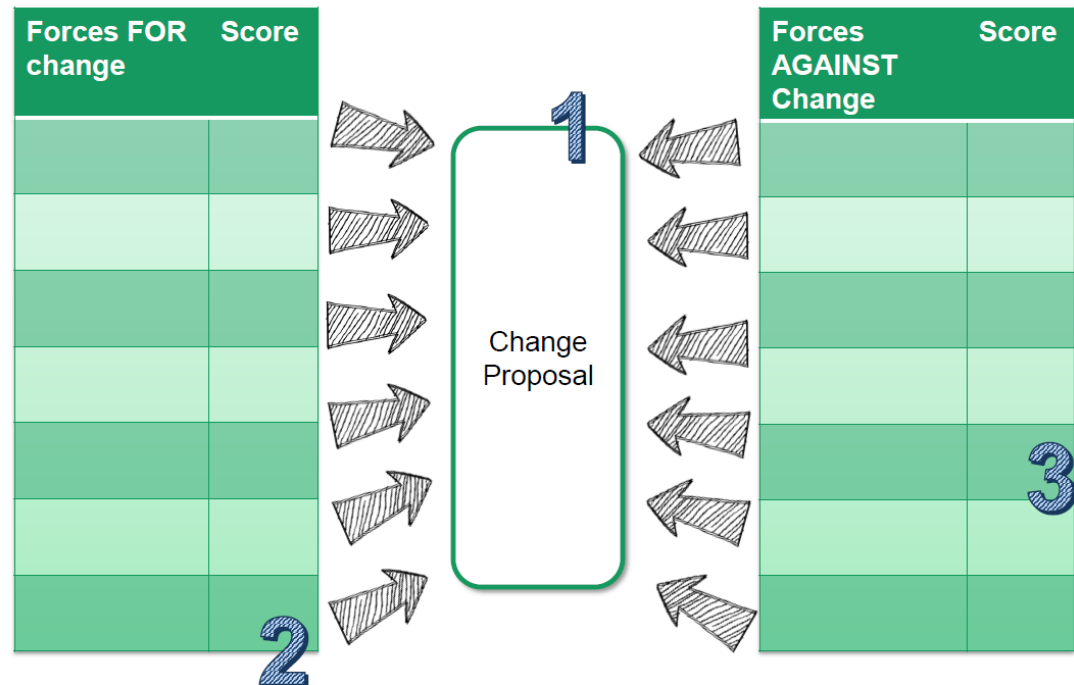
3

PARTICIPATORY WORK TO UNDERSTAND TOOLS AND  
**REPLICATE THE EXPERIENCE WITH STAKEHOLDERS**



## The Force Field Analysis

More targeted  
tool for analysis:  
**DONE AT 1<sup>st</sup>  
STAKEHOLDER  
MEETING**



**BY THE END OF 1<sup>st</sup> SEMESTER** ALL PARTNERS READ the finalised  
Territorial analysis + SPEED DATE session during meeting

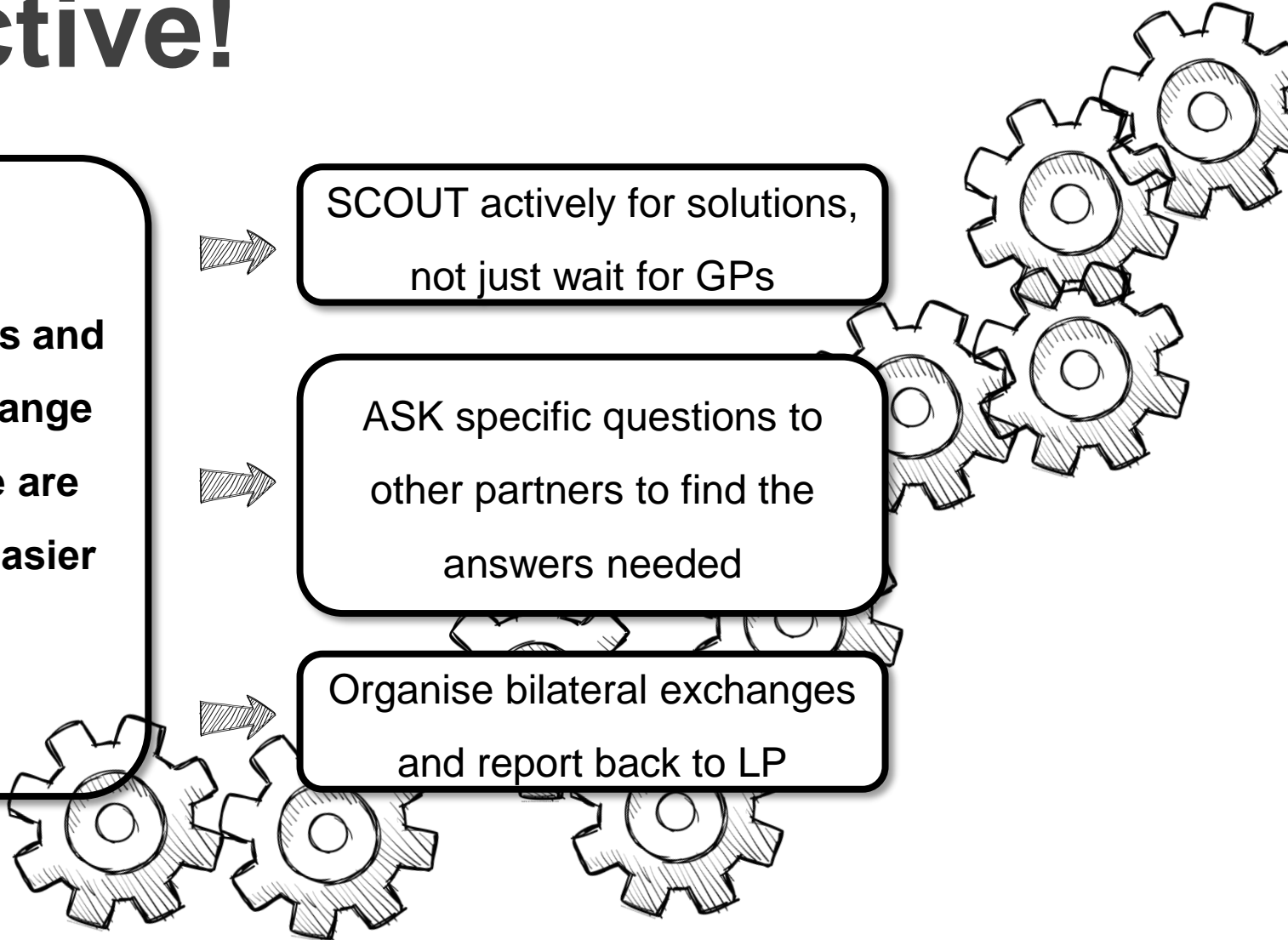
# Tell partners to be proactive!

**When needs and desired change to achieve are clear, it's easier to...**

SCOUT actively for solutions, not just wait for GPs

ASK specific questions to other partners to find the answers needed

Organise bilateral exchanges and report back to LP



# Some practical examples



**What we plan to  
keep**





# Explore Good Practices

TO KEEP!

Staff exchange enable partners to experience GPs first hand (e.g. exchange, study visits, meeting with stakeholders).



## STAFF EXCHANGE Factsheet

PARTNER: \_\_\_\_\_ (To be completed by each partner travelling and visiting another partner's territory)

Staff exchange to \_\_\_\_\_ (include the place of the visit)

Dates: from dd/mm/yyyy to dd/mm/yyyy

Number of participants (number of people travelling): \_\_\_\_\_

Please specify if the visit was organised for internal staff only or if relevant stakeholders participated in the exchange.

If stakeholders are involved, please list their names and feedback on the staff exchange:

-  
-

### Good practices / Lessons learnt from the Staff exchange

Please provide a brief description of the GPs/experiences that you had the chance to examine in depth during the staff exchange (and that you might wish to use to improve your policy instrument)

Title:

Focus:

Points of relevance:

Title:

Focus:

Points of relevance:

Title:

Focus:

Points of relevance:



### Territorial need

Please provide a brief description of the territorial need addressed by the GPs/experiences that you might use to improve your policy instrument.

### Do you think to adapt the described GPs / Lesson learnt to your territory?

YES

NO

### If YES, how will you adapt the described GPs / Lesson learnt to your territory?

Please provide a brief description of the modifications needed.

Examples: full transfer of the experience, inspired by the approach, inspired by the implementation, confirmation of new trends based on benchmarking, etc.

### Communicate about the staff exchange

please provide some pictures and your communication outputs (i.e. press release, Tweets, articles, testimonials)

### Opinion on the staff exchange organised

please provide a brief review of the overall experience

Examples: Did you have enough time to analyse the GP/lesson of interest? What did you like the most? Any suggestions for improvement, etc.

Staff exchange factsheet, in line with the Action Plan template, to:

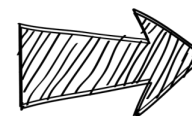
- Ensure a **link** between lessons learnt from the project and the policy improvement process
- Gather **input** and feedback from stakeholders

# Peer reviews on AP

**TO KEEP!**

Organised during project meetings:

- set of cards provided by LP to help partners tackle all relevant IE aspects during the discussion (and not just technical aspects!)
- no LP guidance during the exercise



FOLLOWED by a bilateral Policy Help Desk call with LP and each partner...

# ACTION PLAN in theory

LEARN ABOUT A  
USEFUL GOOD  
PRACTICE FROM  
A PROJECT  
PARTNER

INCLUDE IT IN  
YOUR ACTION  
PLAN, ADAPTING  
IT TO YOUR  
REGION

CHANGE YOUR  
POLICY  
INSTRUMENT

EASY

# ACTION PLAN in real life

ALL THE FUNDS HAVE  
BEEN ALLOCATED,  
THERE IS NOTHING I CAN  
DO

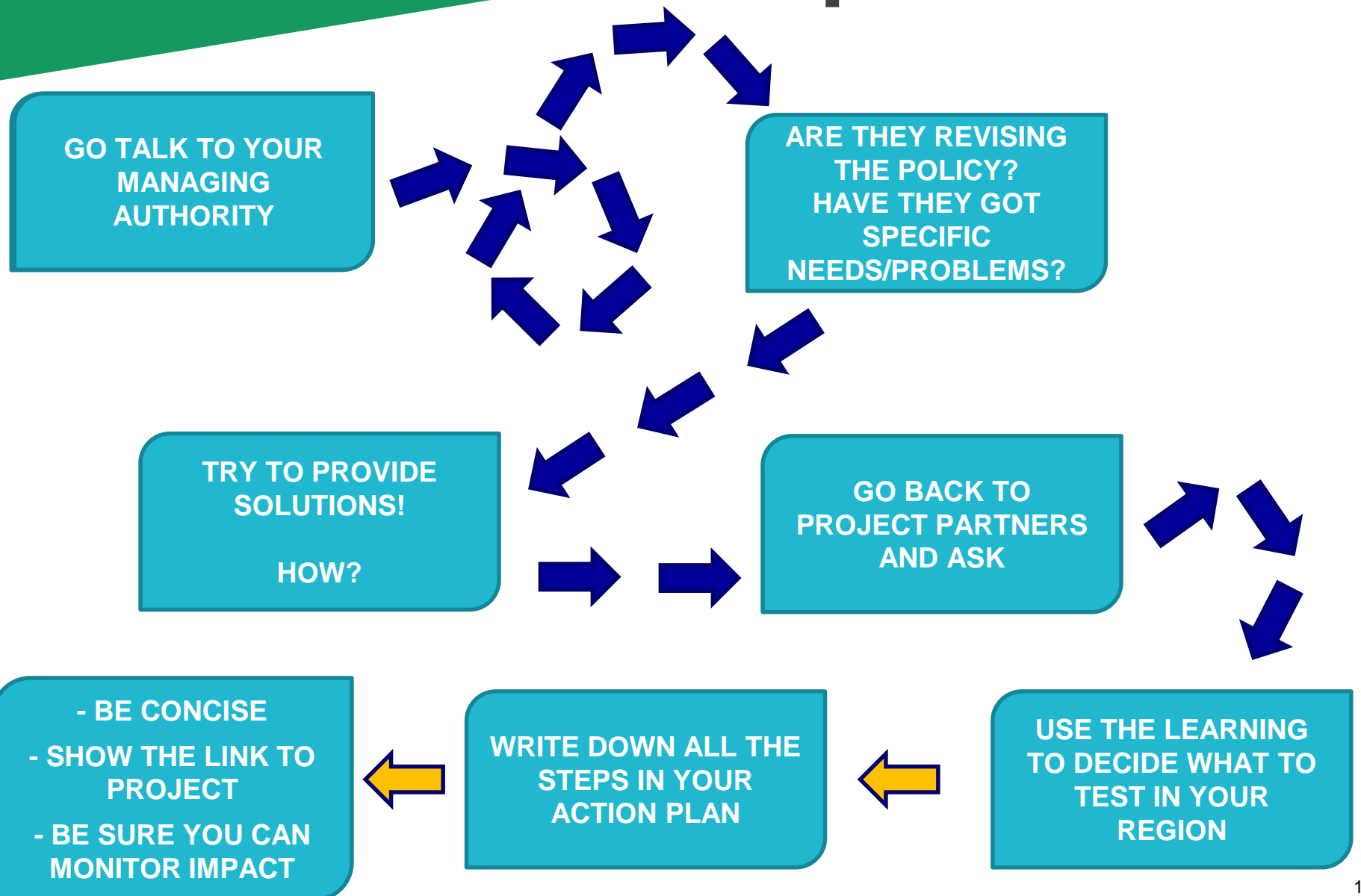
MY ACTION PLAN IS  
SO CLEAR...AND YET  
NOBODY  
UNDERSTANDS IT

I DON'T HAVE TIME  
TO WORK ON IT  
BEFORE THE END  
OF PHASE1

I WILL IMPROVE  
ONLY POST 2020  
PROGRAMMES...

**Not that easy**

# ACTION PLAN in practice



# Where to find out more



Smart Energy Transition to Upgrade regional Performance

Look at Bretagne AP

<https://www.interregeurope.eu/set-up>

LEAD PARTNER:  
Bretagne Development Innovation – BDI  
(Bretagne Region – France)



SMEs powering a low carbon future

<https://www.interregeurope.eu/smepower>

LEAD PARTNER  
Resources Recovery Regional Agency  
(Tuscany Region – Italy)



# Thank you!