



FINAL SEMINAR

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PITER: Key success factor main results and perspectives

PITER results: presentation of the Joint Action Plan

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A European Project supported within the Seventh Framework Programme for Research and Technological Development



Economic development:

- diversification of markets (promising EE and REs markets)

Environment:

- reduction of CO2 emissions through EE and REs use

PITER

Enhance the **complementarities** of the two Regions!

Technological innovation:

- Conversion to “smart and clean” energies
- R&D

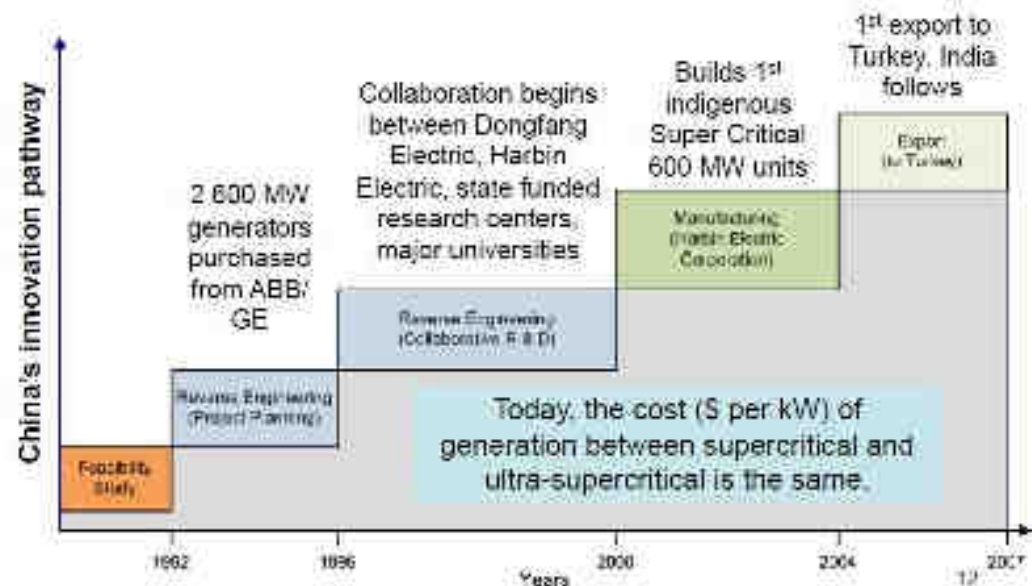
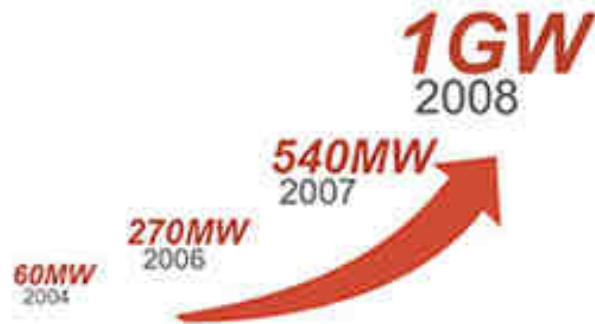
A **trans-regional approach**, in the belief that to maintain competitiveness in the international market, partnerships and synergies are necessary to enhance the capacities of these territories.

A “CRITICAL MASS” for a global market!



Founded in 2001

Suntech Pluto efficiency reaches 19% for monocrystalline cells and 17% for polycrystalline cells.



NSF Science and Engineering Indicators 2010

To truly tackle all the aspects involved in this difficult challenge, the definition of a **JOINT ACTION PLAN** was proposed.

It should be consistent with the programs already approved by the Regions, and include all the actions studied in PITER which were perceived as important for the collaboration.

For its development, the team collected:

- the knowledge obtained by the audits of all the stakeholders involved in the project;
- the infos and suggestions coming from AB members, PITER partners and other R&D and innovation stakeholders.

What is the JOINT ACTION PLAN?

It is the final result of the PITER project, and contains:

- a **business plan**, giving indications about financing possibilities, total costs, EU funding and support activities;
- the **priority actions** concerning the setting up of collaborative R&D projects aiming at developing and commercializing REs technologies;
- the identification of **guidelines** for facilitating knowledge and technological transfer from labs to industry;
- the possibilities for the **integration** of the JAP's contents into the existing regional programs.

Actions are featured in 5 sections:

- **Governance and framework actions:** enhancing Institutions, stakeholders and clusters long term collaboration in the fields of innovation and REs.
- **Communication and information:** developing integrated tools and promoting dissemination actions to share knowledge and information.
- **Cooperation between academies and companies:** stressing the importance of valuable links between universities and industries.
- **Business and Technology Transfer activities:** supporting and fostering market collaboration.
- **R&D actions:** sector by sector collaboration among R&D centers and industries of both Regions.

The reasons:

- The political side should help providing the global frame of the collaboration.
- The basic challenge is to give the RTD and industries actors the base upon which they can develop fructuous cooperation.
- Necessity of coordination between the various stakeholders of the two regions to enhance the scientific and economical development.

- **CROSS BORDER POLITICAL MEETINGS**
- **CROSS BORDER TECHNICAL MEETINGS**
 - the (hoped) long time collaboration involves the political and technical levels
- **COMMON ENERGY STEERING COMMITTEE**
 - to coordinate the implementation of the JAP on mature markets, to share experiences and create new business opportunities (μ -hydro starts next January)
 - a “think tank” group capable of addressing mutual objectives and concerns

- **UE ADVOCACY IMPROVEMENT**
 - regular links aiming at increasing common lobby capacity
- **REGIONAL COMMON CALL**
 - to support mutual cooperation between industries
 - a regional funding tool for the implementation of common activities
- **COVENANT OF MAYORS – SMART CITIES INITIATIVES**
 - linking Turin and Lyon in actions regarding energy
 - already begun the first explorative contacts at technical level between Grand Lyon and Turin

The motivations:

The importance of creating the awareness, between companies and R&D centres, that the trans-regional environment, with its complementarities, can offer them more opportunities to compete in a global market.

The necessity to carry on relationships among partners who want to capitalize on all the work already done in order to prepare the JAP.

- **COMMUNICATION PLAN**
- **WEB PLATFORM**
 - Ongoing data sharing using the existing PITER platform
- **PARTICIPATION TO EVENTS AND FAIRS**
 - Sharing the organization of events will allow a better use of funds and involvement of high-level representatives and speakers, giving major impact and visibility.
- **NEWSLETTER AND COMMUNICATION TOOLS**

The audits showed the need and the strong interest of R&D centres, Universities and companies to enforce the collaboration between them, instead of the current scattered cooperation.

Exchange of expertise, students and researcher mobility.

- **CO-FERTILIZING ACADEMICAL COLLABORATIONS**
 - High professional skill level to accept the challenges of REs
 - Strengthening the existing collaborations between Universities (INPG, Polito...)
- **SUMMER OR WINTER SCHOOL**
- **YEARLY TECHNICAL, SCIENTIFIC AND ECONOMICAL EVENTS**
 - Strengthening relations also on the commercial/industrial side, with technologies transfer, scientific events....

There are many opportunities available in the new promising sectors of Energy Efficiency and Renewable Energy Sources.

UE strongly supports efforts in these directions (EPBD recast, 2009 REs Directive).

It becomes more and more important to be able, as two European Regions, to tackle this challenge, especially from the side of SMEs and start up enterprises.

- **SMEs COACHING SCHEME**
 - Diversification of enterprises, from traditional sectors to the new opportunities offered by REs and EE
 - Best practices exchanges, pilot action with selected companies, identification of promising sectors
- **CROSS NATIONAL FUNDS TO SMEs FOR REs DEVELOPMENT**
 - Cross national funds rising for diversification
 - Facilitate the access to source funding
- **OFFER AND DEMAND EVALUATION**
 - Update offer/demand matching, using the existing complementarities
- **ONE TO ONE RELATIONSHIP SUPPORT**
 - Through clusters' intervention

Science and technology R&D lie at the heart of innovation.

The actions should avoid redundancies, enhance instead the compatibilities, and should focus on the more relevant opportunities.

Some of the sectors (smart grids, for instance) still show a very few actors locally involved.



- **TECHNOLOGICAL INNOVATION MONITORING**
 - Common technological watch, REs priority sectors, market trends
- **TECHNOLOGICAL OUTPUTS FROM DEMONSTRATORS**
 - Shared the knowledge of the results of demonstration projects
- **THERMAL SOLAR AND HEAT PUMPS**
- **PHOTOVOLTAIC**
- **ENERGY EFFICIENCY IN BUILDINGS**
- **HYDROPOWER TECHNOLOGICAL SOLUTIONS**
- **BIOMASS TECHNOLOGICAL SOLUTIONS**
- **SMART GRIDS**
- **ENERGY STORAGE**
- **HYDROGEN AND HYBRID POWER TRAIN**

A proposal of a business plan to carry out the above mentioned priority actions (in three years, 2011-2013):

cost description	support	R&D funds	services	Totale complessivo
CLAIRE	61.000		448.150	509.150
CLAIRE/EEN	70.000			70.000
common call		2.100.000		2.100.000
cross funds		460.000	66.000	526.000
EEN			90.000	90.000
EEN funds + claire			147.210	147.210
EU initiatives		1.150.000		1.150.000
Eu programmes	6.000	1.740.000		1.746.000
other actors funds	32.000			32.000
own resources Clusters			15.000	15.000
own resources regions	45.500		12.000	57.500
Totale complessivo	214.500	5.450.000	778.360	6.442.860

Thank you for your attention!



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