

GRASPINNO

Transnational model, strategies and decision support for innovative clusters and business networks towards green growth, focusing on green e-procurement in EE/RES for energy refurbishment of public buildings.

Deliverable: 1.6.1 Project Events Evaluation Reports

Prepared by University of Patras

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SESSION 1

1. INTRODUCTION

1.1 Scope and objective of the deliverable

This report presents the evaluation of the project events organized by GRASPINNO partners in order to present GRASPINNO general goals and benefits and to promote GRASPINNO platform and eGPP tools to the Public Authorities (PAs) and to the Small Medium Enterprises (SMEs).

The open day events were organized in order to promote the project idea and objectives and attract the stakeholders' participation in GRASPINNO activities. In addition, the training seminars were organised by all PPs in their territories, within the common scope to train the participants on using the tools that will be tested in the pilots. The events were mainly promoted through the following tools: promotional material, social networks, press announcements, TMN and GRASPINNO web-page.

9 out of 11 members of the GRASPINNO consortium¹ organized the training courses and the open day events in the view of familiarizing PAs and SMEs with GRASPINNO aims and public procurement innovations.

This report collates, homogenizes and analyses the regional reports that were drafted by partners following the trainings and the open day events. It gives an overview of the programs, conditions of preparation and progress of the trainings and addresses the reactions and feedback of PAs and SMEs participants about the eGPP tool as well as the event. Finally, this report aims to "measure" the impact and the satisfaction of the attendees regarding the content of the event and the lessons learnt from their participation in GRASPINNO's events.

1.2 Structure of the deliverable

This deliverable is structured in 2 Sessions:

Session 1 "**Summary data**" provides a brief synthesis of the goal and achievements of the trainings and the open day events, at a transnational scale.

¹ See table page 4. Atlantis Consulting SA (PP1) and University of Maribor (PP4) did not have to organize the training.

Session 2 **“Evaluation of the regional training courses and regional open day events”** presents the evaluation reports prepared by each partners, which give an overview of the way that the training sessions and the open day events were prepared and held, their contents, the responses of PAs and SMEs and the lesson learned.

Each regional report is structured the following way:

1. INTRODUCTION

2. EVENT DISCRIPTION

2.1 GENERAL INFORMATION: information about the place, date, duration, agenda of the event, partner’s facilitators, the organizer.

2.2 OBJECTIVES OF THE EVENT: this part summarizes the reasons for organizing the event and what GRASPINNO is seeking after the completion of these actions.

2.3 AGENDA: the programme of the event, the time plan of the speches and the sessions.

2.4 PARTICIPANTS: the PAs, the SMEs and the people who attended the event.

2.5 RESULTS OF THE EVENT: the result of the event in a general aspect (successfully implementing presentations, sessions etc.)

3. EVENT EVALUATION

3.1 QUESTIONNAIRES ANALYSIS: this part summarizes - through charts and percentages - the answers provided by participants to the tool “GRASPINNO – Evaluation of event questionnaire”.

3.2 REACTIONS OF THE PARTICIPANTS: willingness of participation by the attendants, their interest for the even etc.

3.3 LEARNING POINTS AND PROPOSALS FOR IMPROVEMENT: which are the main lessons learnt from the organization and the participation in the event and which are the main proposals for improvement for the next events.

3.4 CONCLUSIONS: what are the main outcomes after the event, the partner achieved his initial goals etc.

2. SUMMARY DATA

2.1 Transnational overview of the trainings

PARTNER NUMBER	ORGANISATIONS	DATES OF THE TRAININGS	DURATION	LOCATION	NUMBER OF PARTICIPANTS	
					PAs	SMEs
LP & PP9	University of Patras (LP) & General Secretariat of Commerce and Consumer Protection (PP9)	April 27th 2017	7 hours	Patras, Greece, in the Lecture Hall of the Achaia Chamber of Commerce	7 PAs → 20 participants	8 SMEs → 8 participants
PP2	Terra di Siena Lab	April 6th 2017	6 hours	Province of Siena, Italy	6 PAs → 8 participants	
		May 25th 2017	6 hours	Province of Siena, Italy	8 PAs & SMEs	
PP3	Mountain Community of Alto Basento (CMAB / PPABC)	April 28th 2017	2,5 hours	Potenza, Italy, in the provincial library	3 PAs → 3 participants	25 SMEs → 25 participants
					13 "Other" → 27 participants	
PP5	Inter-district association of electrification and public lighting of Haute-Corse (SIEEP)	May 10th 2017	3 hours	Bastia, Corse, in the Federation of Building & Public Work premises	1 PA → 2 participants	11 SME's → 15 participants
					1 "Other" → 1 participant	
PP6 & PP7	Association of Chambers of Commerce of Veneto region (UCV – PP6) and Veneto Region	June 7th 2017	7 hours	Venice, Italy, at the premise of Unioncamere del Veneto	8 PAs → 13 participants	7 SMEs → 12 participants

	(VR – PP7)				2 “Other” → 3 participants	
		June 9th 2017	3.5 hours	Province of Treviso, Italy, Sala Consiliare Sant'Artemio	18 PAs → 25 participants Total: 35 participants	
		June 20th-21th 2017	15 hours	Venice, Italy, Veneto Region, Palazzo della Regione	9 PAs → 26 participants	9 SMEs → 15 participants
PP8	Department of Public Works, Ministry of Transport, Communication and Works (PWD)	Mai 11th 2017	6 hours	KES College, Nicosia, Cyprus	9 PA → 19 participants	
PP9	General Secretariat of Commerce and Consumer Protection (PP9)	April 6th 2017	2.5 hours	Athens, Greece, Venue 611 of the GSCCP building in Kanigos Square	Total: 49 participants	
		September 11th 2017	2.5 hours	Thessaloniki, Greece, Conference Center N. Germanos (Pavilion 8) of the 82nd Thessaloniki International Fair (TIF)	Total: 16 participants	
PP10	Chamber of Commerce and Industry of Terrassa	April 27th 2017	4 hours	Chamber of Commerce Headquarter, Spain	2 PAs → 3 participants	6 SMEs → 7 participants
		June 15th 2017	20 hours	Vallès Occidental in the province of Barcelona, Catalonia region (Spain)	Total: 500 participants	
PP11	Department for Development and International Projects of Government of Zenica-Doboj Canton (DDIP)	April 25th 2017	5 hours	Multimedia Hall within the Entrepreneurship and Innovation Centre at the University of Zenica	5 PAs → 8 participants	12 SMEs → 18 participants

SESSION 2

LP1 - University of Patras (UPatras)

1. INTRODUCTION

The aim of this report is to present the evaluation of the Regional Training Course which was organized by the University of Patras (LP) & General Secretariat of Commerce and Consumer Protection (PP9) in Greece, for the training of the potential stakeholders. More specifically, this report includes the agenda, the minutes and the evaluation of this event, which was held in Patras, Greece.

The report is structured in 3 chapters:

- Chapter 1 is the introduction, where the aim and the structure of this report is presented.
- Chapter 2 presents the description of the event, the agenda and the organizations participated, along with their representatives.
- Chapter 3 provides the evaluation of the event, along with the conclusions reached.

2. EVENT DESCRIPTION

2.1 GENERAL INFORMATION

The Training Course event took place in Patras on Thursday 27th of April 2017. The training was hosted by the University of Patras (LP) & the General Secretariat of Commerce and Consumer Protection (PP9) and the activities of the event were located in the Lecture Hall of the Achaia Chamber of Commerce in Patras, Greece.

The duration of the event was approximately seven hours, starting at 10.30 and lasting until 17.15. The following partners' facilitators have been involved in the training course:

- Anastasia Zacharopoulou (PP9), Coordinator of GRASPINNO GSCCP team and Head of the Department for Technical Specifications of Goods
- Konstantina Marousi (LP), Project Manager
- Charalampos Sipetas (LP), Project Manager

2.2 OBJECTIVES OF THE EVENT

The event aimed to a) familiarize the general public with the GRASPINNO general objectives and goals and b) train potential stakeholders (both Public Authorities-PAs and Small and Medium Enterprises-SMEs) in using properly the GRASPINNO tools. Thus, the training course included the presentation of GRASPINNO goals and benefits, the methods of Electronic Green Public Procurement (eGPP) in Renewable Energy Sources (RES) and in Energy Efficiency (EE) in Greece and the training on PAs and SMEs who have already been involved in Public Procurement.

2.3 AGENDA

Training Course GRASPINNO

Athens, 27 April 2017

Agenda

10.00-10.30 Registration

10.30-10.40 Opening – Welcoming

Mrs. Anastasia Zacharopoulou on behalf of General Secretariat of Commerce and Consumer Protection

Prof. Yorgos Stephanedes on behalf of University of Patras

10.40-11.00 GRASPINNO Goals and Benefits

11.00-11.30 Methods of Electronic Green Public Procurement in Renewable Energy Sources and in Energy Efficiency in Greece

11.30-13.00 The features of GRASPINNO's online unified platform and the tools that facilitate me

13.00-14.00 Light lunch

14.00-16.30 Participants are trained to use GRASPINNO's online integrated platform:

Public Authorities: How can I register to the platform and how can I prepare a trial tender ?

Small and Medium Enterprises: How can I register to the platform and how can I add my products ?

16.30-17.15 Discussion about the benefits and Conclusion

2.4 PARTICIPANTS

PAs

Name of the organisation	Nb of participants
Municipality of Patras	1
General Children Hospital of Patras - Karamandaneio	1
Patras Municipal Enterprise of Development – ADEP SA	1
Enterprise for Management of European Programs of Western Greece - Peloponnese - Epirus & Ionian Islands	1
University of Ioannina	1
General Secretariat for Commerce and Consumer Protection	5
University of Patras	10

SMEs

Name of the organisation	Nb of participants	Activity area
ECO-PROGRESS	1	green energy, building refurbishment

Michanografiki EPE	1	innovative software/hardware, technology
Athina Letsou – Logistics Enterprise	1	logistics, LCC
Stratsianis Construction Company	1	Green energy, refurbishment innovative techniques
A.T. ENERGO E.E	1	Energy efficiency, renewable energy sources
EBOCAT - green philosophy	1	Energy efficiency, renewable energy sources
Darmas energy	1	Energy efficiency, renewable energy sources
FOI ANDRONIKI	1	Energy efficiency, renewable energy sources

2.5 RESULTS OF THE EVENT

The time duration of the event was as much as needed in order the participants to be informed about the main objectives of the event and to keep their interest throughout the meeting. Moreover, the time duration of the training session to the stakeholders (SMEs and PAs) was satisfying, since the participants showed to be familiarized on the GRASPINNO's unified platform at the end of the training.

From the organizing aspect, it is important to highlight the fact that the educational material, which is a really time consuming procedure, was already developed (following the guidelines of the Application Form). So, there was much more spare time (in comparison with relevant event organization experience from the past) to prepare the other aspects of the event more carefully and thus more successfully. Generally, in all the preparation processes there were no unexpected events or special difficulties met.

The general experience of organizing this training course for GRASPINNO's stakeholders indicate to the organizing entities the

real interesting of the participants on the new and innovative tools in public procurements and especially in green public procurements.

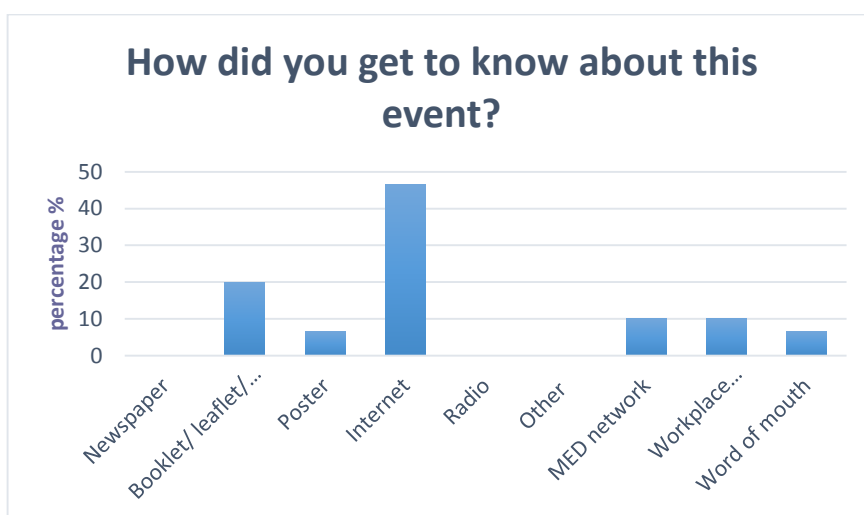
3. EVENT EVALUATION

3.1 QUESTIONNAIRES ANALYSIS

A. QUESTIONNAIRES ANALYSIS

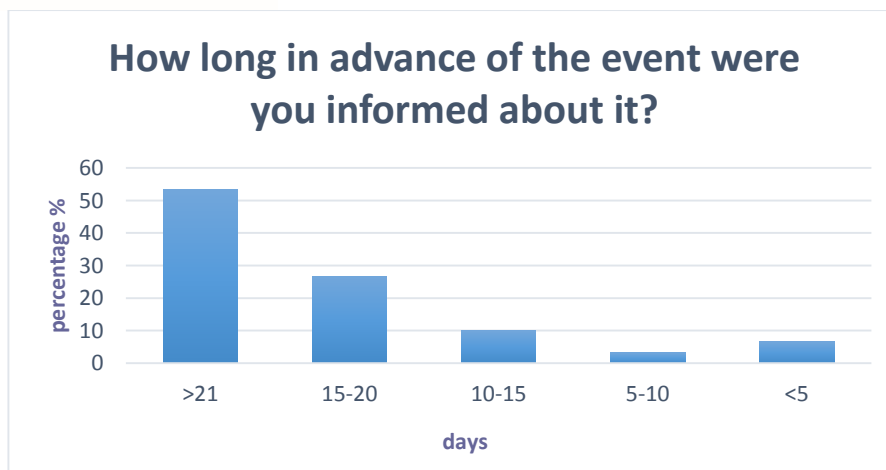
The content of the participants' answers can be summarized in the graphs that follow:

I. Previous knowledge of the event



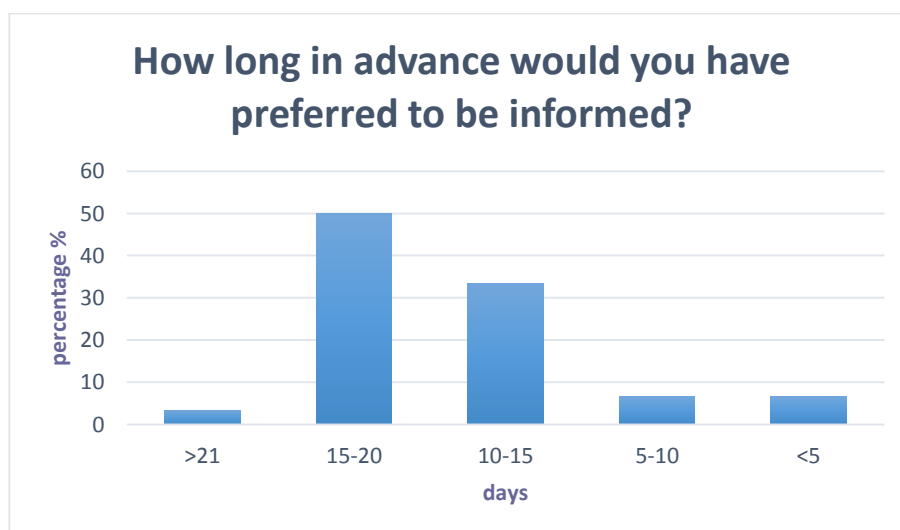
Graph 1

From the above graph it is clear that the great majority of the participants was informed about the event through Internet, while Newspaper and Radio did not work as means of information for this event. It is obvious that the internet has already been used by the entities as a whole and the continuous update of GRASPINNO's communication platforms in proven as the main tool for the success and the dissemination of the events and the goals of the project.



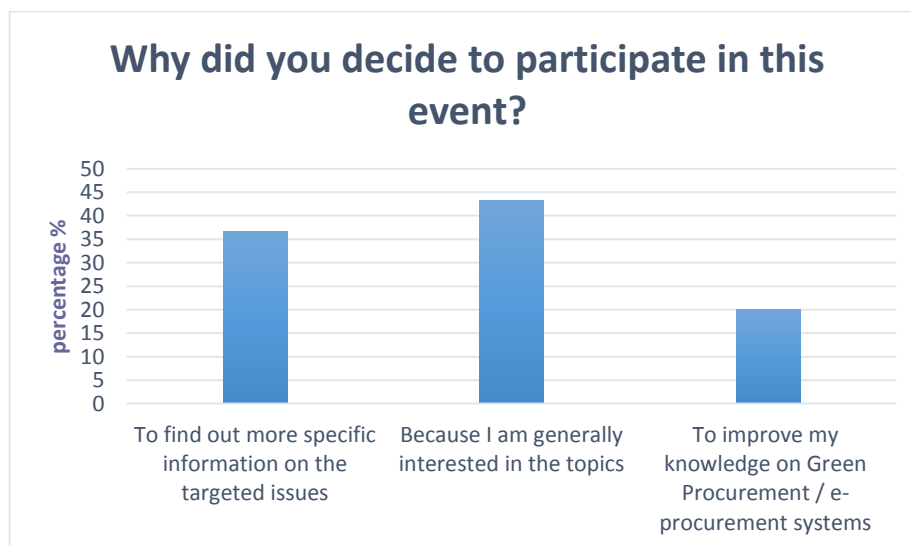
Graph 2

The former graphic shows that the early informing of the participants, could be a key for success of an event. In this training course, the majority of the participants were informed more than three weeks before the event, whereas there is a small amount that was informed about it only a few days before.



Graph 3

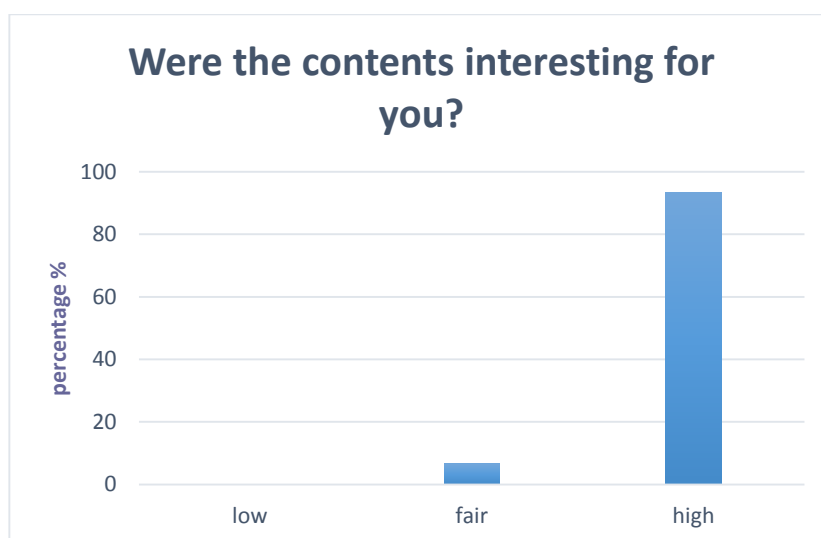
Regarding the preference on the event informing period, half of the participants would prefer to have been informed about the event 15-20 days in advance, thus approximately two to three weeks before the event. The great majority of the participants mentioned that the time that they have been informed was really sufficient. It is noticeable that only a small amount of participants would like to have a really early information (i.e. more than three weeks in advance).



Graph 4

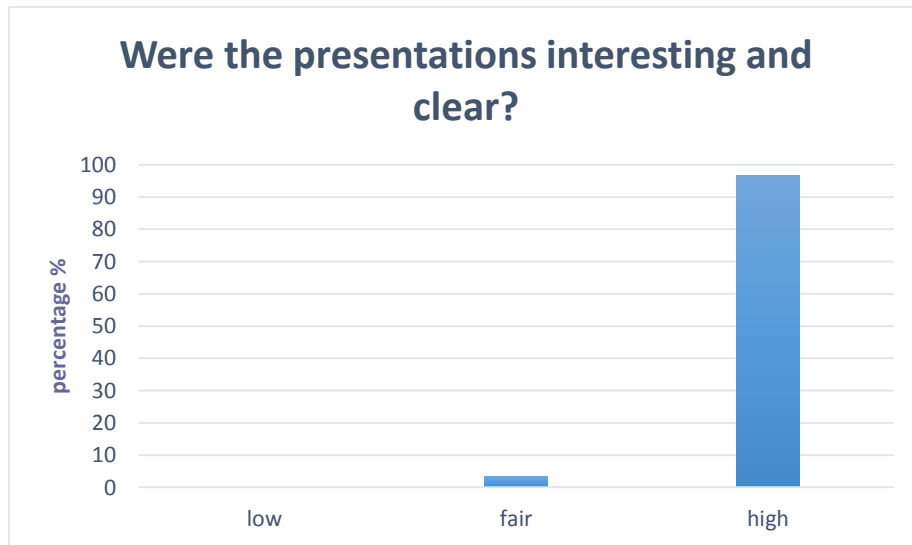
Although, the need of information on the targeted issues seems to be the most important reason for the stakeholders to participate in the training course, it was proven as the second most important reason for their participation. In general, the three reasons of participating in the event seem to be of equal importance for the participants. The general interest in the topic appears as the strongest reason for someone to participate and the need for improving knowledge on green procurement/ e-procurement systems as the less important reason.

II. Evaluation of the event



Graph 5

As shown in the graph above, more than 90% of the participants considered the content of the training courses as very interesting



(high).

Graph 6

Almost all the participants evaluated the presentations as very interesting and clear. When answering which presentations exactly were more interesting, the participants agreed that all presentations were equally interesting and clear.



Graph 7

All the participants (Graph 7) agreed with 100% percentage that the event was relevant to their requirements.



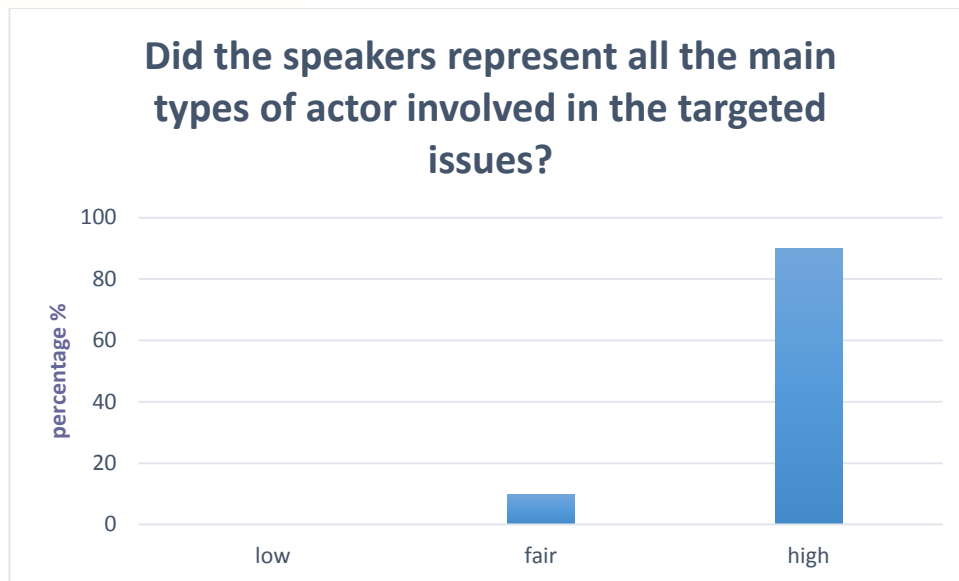
Graph 8

More than 85% (Graph 8) of the participants believes that the lessons learned from this event will be useful for them and their organizations.



Graph 9

The participants agreed with 100% percentage that after participating the GRASPINNO training course, they have improved their awareness and understanding on the subject of the courses.



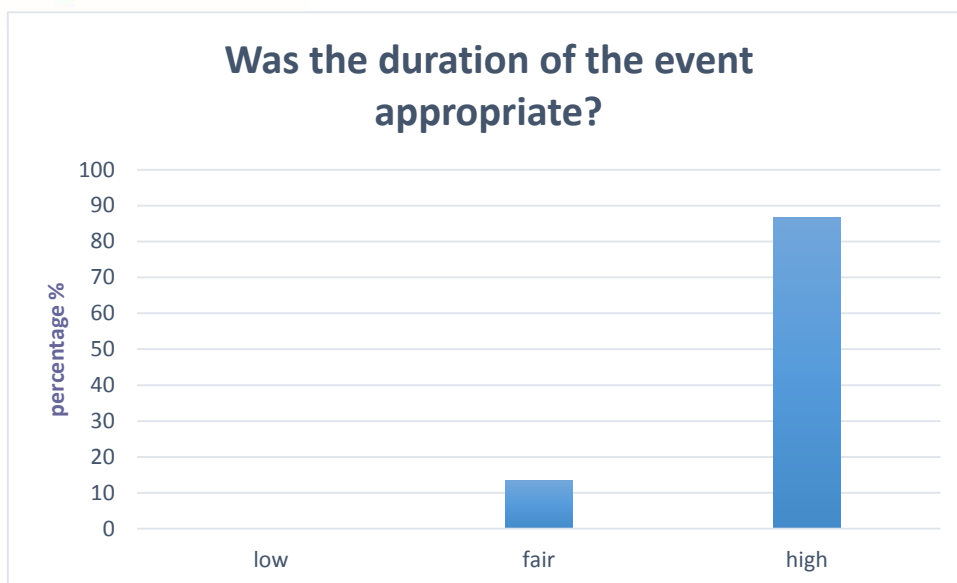
Graph 10

The 90% of the participants stated that the speakers represented the main types of actor involved in the targeted issues. The participants gave no answer regarding who else they would have invited.



Graph 11

All the participants declared that the training course satisfied completely their expectations.



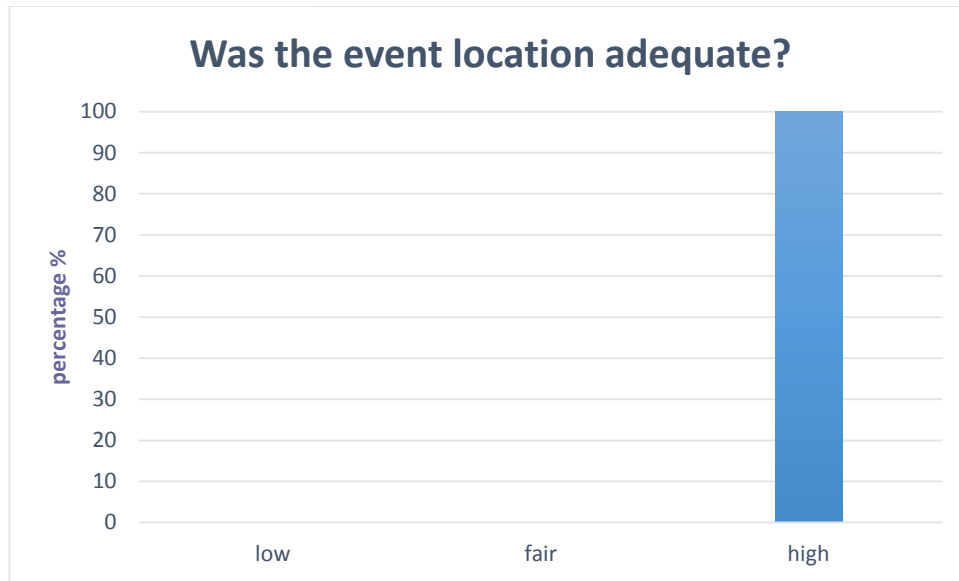
Graph 12

The percentage of 86.7 % of the participants evaluated the duration of the event as highly appropriate; however, there were comments which indicated that the event could have been shorter.



Graph 13

All the participants evaluated the educational material as very useful and clear and there have been no comments on this topic.



Graph 14

All the participants considered that the location of the training course was absolutely adequate.

3.2 REACTIONS OF THE PARTICIPANTS

In general, the participants were willing to participate actively in the event, following the instructors' guidelines and asking questions whenever needed. As stated above, they reacted with enthusiasm in the use of "TeamViewer", which motivated them to watch their laptop screen continuously, without missing any point of the exploration through the GRASPINNO tools.

In addition, the short videos prepared by University of Patras and Atlantis were instructive and efficient. Both PAs and SMEs commented that the time duration of the event was as much as needed in order to get familiarized with the concept of the project and with the tools. Also, they commented that the tools were designed in a user friendly environment and that they consider themselves prepared to use the tools after the training course.

3.3 LEARNING POINTS AND PROPOSALS FOR IMPROVEMENT

The experience of organising this training course for GRASPINNO taught us clearly that the participants (both PAs and SMEs) are attracted by educative methods that involve technology and provide prospects for more interactive learning.

The GRASPINNO unified platform in general and more specifically the GRASPINNO tools proved to be easily used by the potential users. Moreover, the tools environment has been evaluated as user friendly. The produced tools manuals were fully efficient for the needs of this event, providing the participants with firm and precise instructions on how to use the tools.

3.4 CONCLUSIONS

The participants declared that the most important lessons from this course were the goals of GRASPINNO project, the benefits someone could have by the project results and outcomes and the developed tools, among others. Moreover, there has been an amount of participants which stated that they would like to have more information about the green criteria legislation in Greece. In addition, the participants did not provide us with suggestions of improvement and didn't have any additional comments. Finally, all the participants stated that they would like to be informed about similar events that may be organized in the future.

Concluding, through this training course the general public came in contact with GRASPINNO main idea, its activities, expected results and outcomes. Through the exploration of the developed tools, the potential users had the opportunity to learn not only the abilities that the project offers, but also ways of being benefited by them.

PP2 - Terra di Siena Lab (TSL)- 1ST

1. INTRODUCTION

This report presents the evaluation of the project events organized by GRASPINNO partners in order to present GRASPINNO general goals and benefits and to promote GRASPINNO platform and eGPP tools to the Public Authorities (PAs) and to the Small Medium Enterprises (SMEs).

1. EVENT DESCRIPTION

1.1 GENERAL INFORMATION

The event is about a training workshop addressed to Public Administrations of the Province area of Siena, described in the Application form as a training course to train the potential stakeholders involved in the pilots (PAs, SMEs, clusters, networks etc) to use the GRASPINNO platform and the related tools. The event has been organized in two different courses for PA and SMEs, held at the Province of Siena venue in April (6/04/2017) and in May (25/05/2017).

The current report is about the event carried out for Public Administration held on 6 April 2017 at the Province of Siena (Piazza Duomo, Siena).

The facilitators were Massimo Ianniciello (the person in charge of the technical activities of the project on behalf of Terre di Siena Lab and Roberto Gambassi (Expert of technical services related to the Energy and Environment on behalf of TSL).

1.2 OBJECTIVES OF THE EVENT

The objectives were: 1) To make Public Administrations aware about the possibilities given by public refurbishment to save significantly money and the opportunities provided by Graspinnno project in terms of tools, strategies and methodologies to make GPP and public retrofitting concrete and feasible actions; 2) To inform PA that a better access to private sector financing is needed as government budgets for refurbishment are not sufficient (in addition to the existing financing opportunities at regional, national and EU level).

1.3 AGENDA

- Brief introduction on the topic of Public refurbishment.
- Presentation of GRASPINNO project, the importance of SEAP as strategic tool for the Municipalities to reduce CO2 emissions and some examples of pilot projects on EE on public buildings in the near area.
- Existing services and financing opportunities for Energy Efficiency and Renewable Energy sources for public building.
- Presentation of Graspino Platform and LCC tool. Simulation and practical exercises to use LCC in the Public Administrations.

1.4 PARTICIPANTS

The participants were mainly technical officers (public procurement services) from the Municipalities of the area of the Province of Siena, such as: the Municipalities of Poggibonsi, Chiusi, Monteriggioni, Sinalunga, the Province of Siena and a representative of the Energy Agency of the Province of Siena.

1.5 RESULTS OF THE EVENT

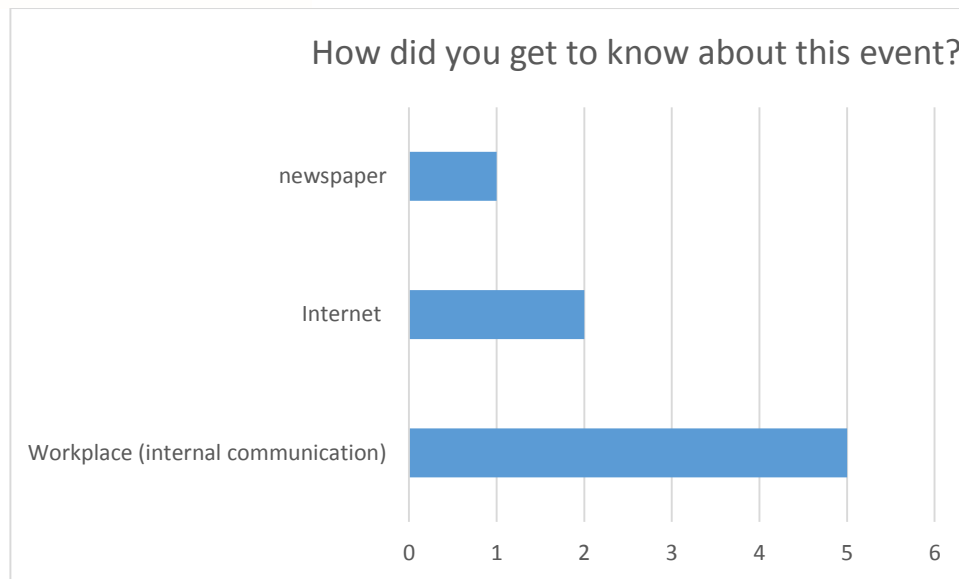
The event was very positive evaluated by the participants and the level of the contents dealt were very high and innovative. The analysis below illustrated details the assessment and the feedback provided by participants.

2. EVENT EVALUATION

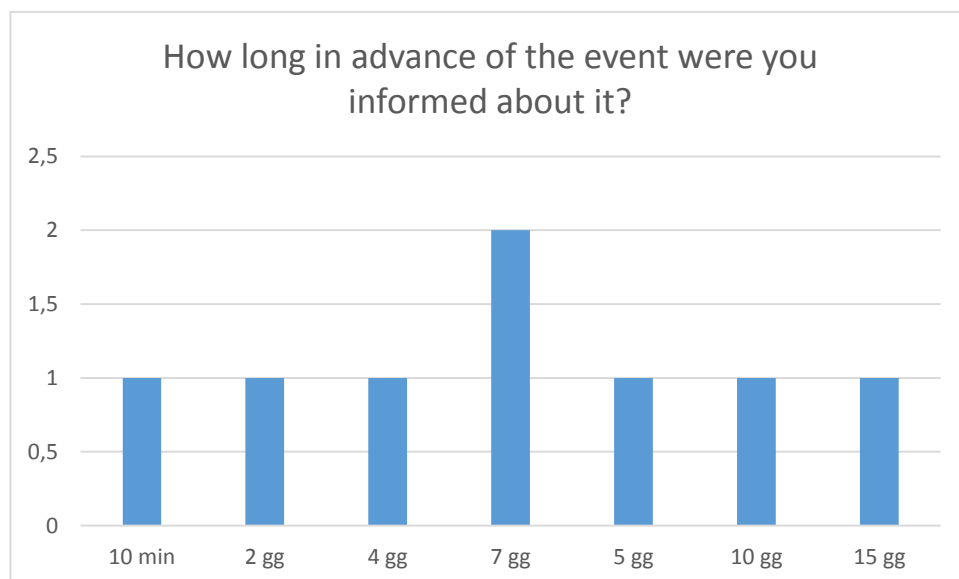
2.1 QUESTIONNAIRES ANALYSIS

The evaluation carried out by participants highlighted the following points:

1. About the knowledge of the event: the majority (5 out of 8, that is the 62,5%) was informed by internal communication in the work place. The other two participants mentioned the mass media such as internet and a newspaper.

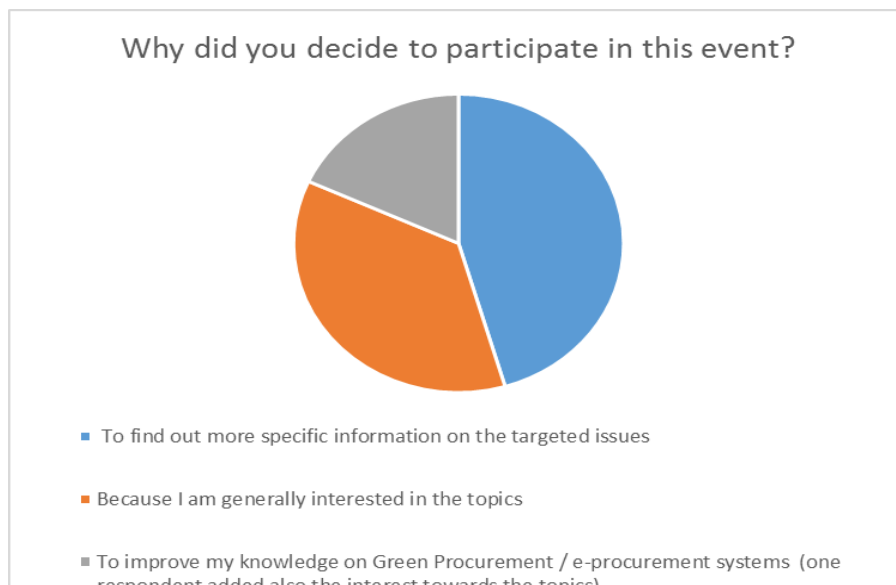


2. Participants declared different time about the preventive knowledge of the event, starting from 10 minutes up to 15 days before. The 62,5% declared a period of time within one week before.

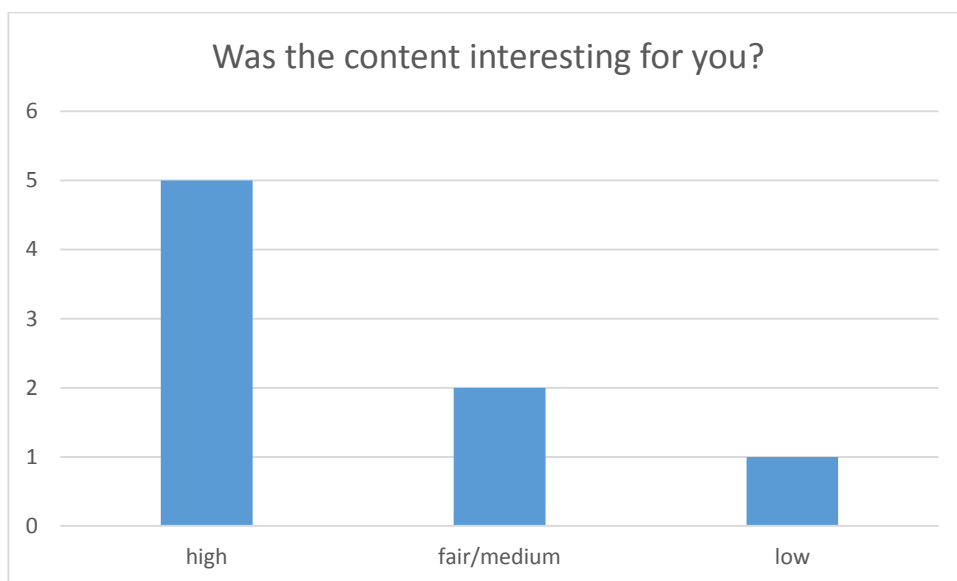


3. The 75% of participants reported not to be interested in being informed in advance (6 out of 8).

4. The main reasons about the participation: 5 out of 8 affirmed the need to find out more specific information on the targeted issues and a general interest in the topics. Only two participants declared to improve their knowledge on Green Procurement / public procurement systems.



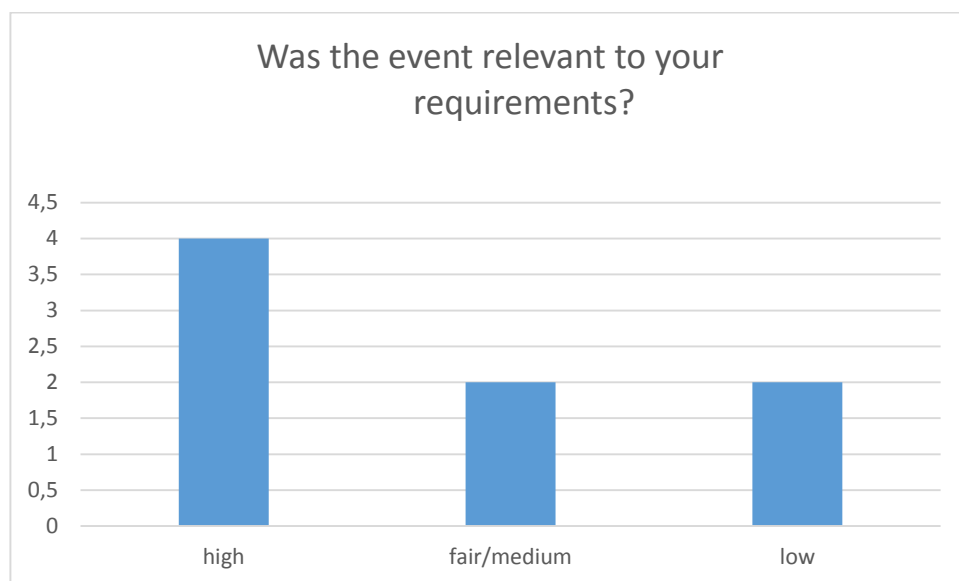
II. About the assessment of the training workshop as a whole: the 62,5% of the participants indicated highly interesting the contents dealt.



In particular, 4 out 7 respondents found very interesting all the presentations, 2 participants specified the project presentation and the technical presentation provided by Gambasi, and the remaining participants (50%) didn't provide any answer.

The half (4 out of 8) considered the event very relevant and useful for their organization and it really improved the understanding of the subject and finally the speakers represented all the main types of

actor involved in the targeted issues (62,5%). Nobody suggested any other potential speaker or trainer.

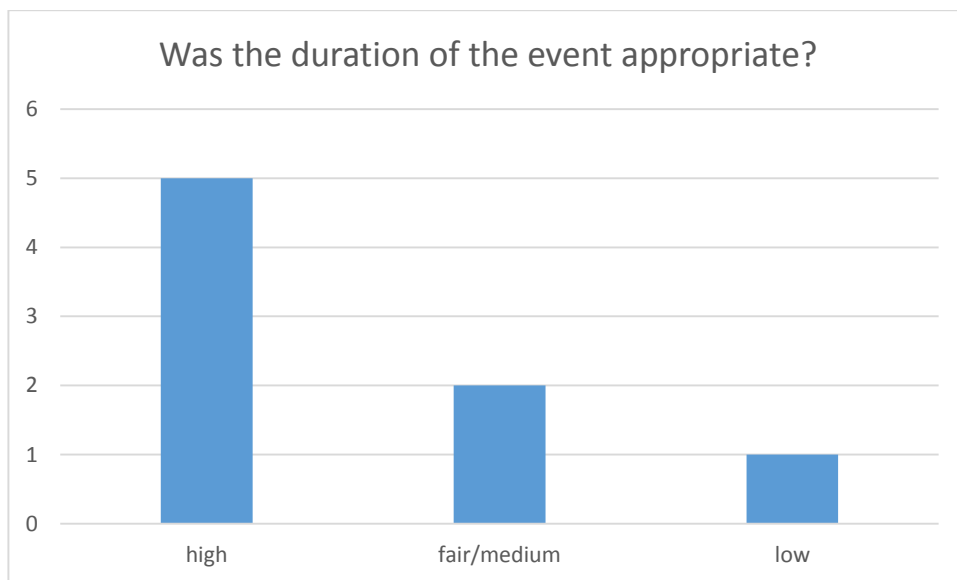


Concerning the expectations, the majority (5 out of 8) declared to be very satisfied; 2 participants on average and one participant reported a weak satisfaction.

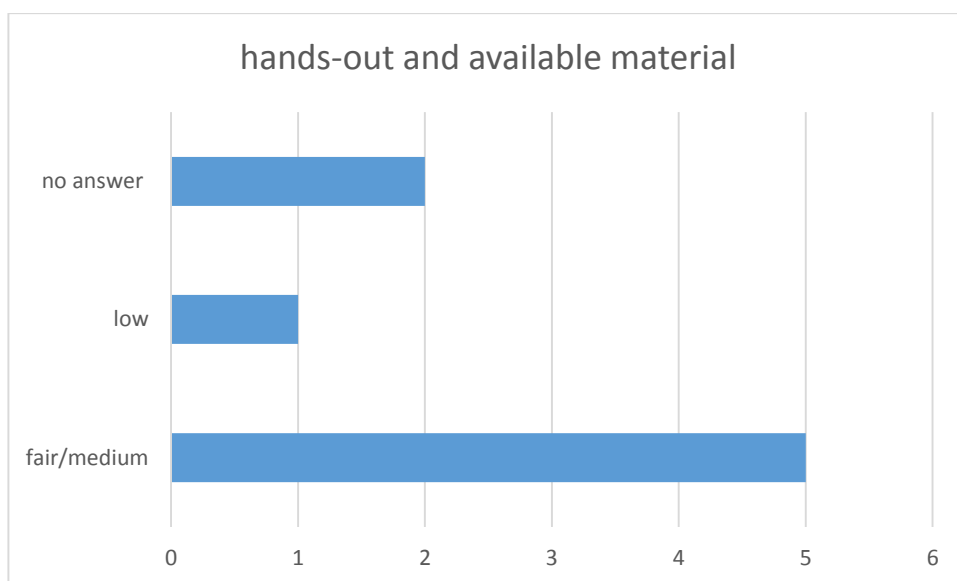


EVENT ORGANISATION

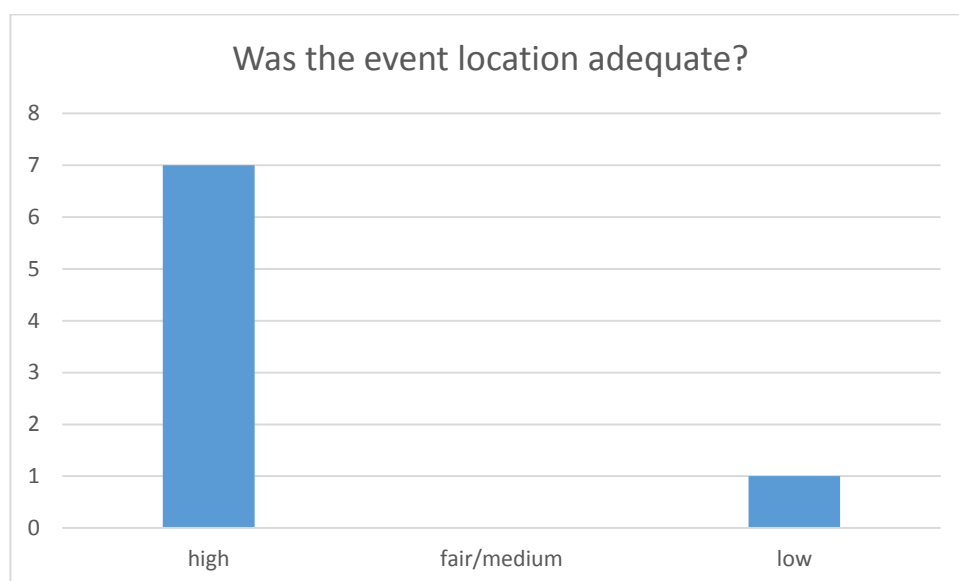
Concerning the organization of the event: the 62,5% considered adequate the duration; 2 participants on average and one didn't provide any answer.



About the handouts/ educational supporting material received, 5 out of 8 found it weak and one respondent claimed the lack of the printed material.



The 90% of the respondents found appropriate the location of the seminar.



2.2 REACTIONS OF THE PARTICIPANTS

Terra di Siena Labo has invited several local PMI to take part to the workshop and their little participation confirm that they are not ready to start properly this process and follow the indications provided by the EU rules in the management of EE and RES interventions using a GPP procedures.

They are not informed at all, even on the compulsory aspects of using Environmental criteria and green procurement for the realisation of refurbishment interventions in the public buildings, as indicated in the directive 2014/24/UE and 2014/25/UE , implemented by the recent Italian dlgs 50/2016.

They were very interested but at the same time very worry about the costs of the implementation of these interventions as the majority of them don't have budget to do energy efficiency actions and they don't have expertise to carry out the related tenders in this sector.

2.3 LEARNING POINTS AND PROPOSALS FOR IMPROVEMENT

Municipalities are very interested in acquiring knowledge on the possible EE actions and in the fund raising opportunities at local, regional, national and UE level. Another important aspect that could be more detailed and deepened in the next sessions or meetings is related to the Public Private Partnership (PPP) solution. The Public

Administrations Because of the lack of money to invest in EE, they showed a strong interest on using PPP as an additional tool to implement their SAEPs and to reduce significantly Co2 emissions. They understood the importance of the role of TSL in this process and strongly requested this support.

2.4 CONCLUSIONS

Terre di Siena intends to continue this supporting process the local PA providing them technical support and knowledge also in relation of SEAPs in order to capitalise the results achieved during GRASPINNO implementation. Several events will be planned and realised in the next future to make PA able of saving money and not waste energy having the same time the chance of investing on other policies and to implement additional interventions in favor of their citizens.

Municipalities are very interested in acquiring knowledge on the possible EE actions and in the fund raising opportunities at local, regional, national and UE level. Another important aspect that could be more detailed and deepened in the next sessions or meetings is related to the Public Private Partnership (PPP) solution. The Public Administrations Because of the lack of money to invest in EE, they showed a strong interest on using PPP as an additional tool to implement their SAEPs and to reduce significantly Co2 emissions. They understood the importance of the role of TSL in this process and strongly requested this support.

PP2 - Terra di Siena Lab (TSL)- 2ND

1. INTRODUCTION

This report presents the evaluation of the project events organized by GRASPINNO partners in order to present GRASPINNO general goals and benefits and to promote GRASPINNO platform and eGPP tools to the Public Authorities (PAs) and to the Small Medium Enterprises (SMEs).

2. EVENT DESCRIPTION

2.5 GENERAL INFORMATION

The event is about a training workshop addressed to local PMI, described in the Application form as a training course to train the potential stakeholders involved in the pilots (PAs, SMEs, clusters, networks etc) to use the GRASPINNO platform and the related tools. The event, foreseen and described in the deliverable 3.8.1, has been organized in two different courses for PA and SMEs, held at the Province of Siena venue in April (6/04/2017) and in May (25/05/2017).

The current report is about the event carried out for Public Administration held on 25 May 2017 at the Province of Siena (Piazza Duomo, Siena).

The facilitators were Massimo Ianniciello (the person in charge of the technical activities of the project on behalf of Terre di Siena Lab, Barbara Cocchetta (an external expert of EU policies and supporter to Graspino project management), Roberto Gambassi (Expert of technical services related to the Energy and Environment on behalf of TSL).

2.6 OBJECTIVES OF THE EVENT

The aim of the workshop is to lead local companies to comprehend and detect Public Administrations' needs in relation with EE interventions in public buildings. To do that the workshop will be focused on specific tools developed in Graspino project such as the LCC where environmental criteria and rules are integrated with the accounting and economical aspects. For this reason, companies become the main actors and beneficiaries of such model which is created to define the global calculation of their products and energy services in the framework of their life cycle. For this event TSL has also developed a new LCC tool to be used ex ante the public tender and for this reason it is an important tool also for SMEs which are called to propose their products and solution to the market by guarantying the quality in terms of environment respects and in economic terms. In addition to that, another important tool will be illustrated, the GRASPINNO Platform to increase market

opportunities of local companies and know the products and services available and requested in the other MED countries.

2.7 AGENDA

- Introduction and presentation of the project INTERREG MED "GRASPINNO.
- The opportunities provided to SMEs by the system of the building analysis: the role of the companies in the auditing, planning and realisation of the intervention of Energy Efficiency in the public buildings.
- The tools to carry out an economic assessment to implement EE interventions in the public buildings. Concrete application of the tool "Life Cycle Cost" (price, duration, maintenance, energy saving, emissions and disposal).
- Use of the BACS systems (automation & domotics) for the EE in the buildings. (ITEDO Innovation Technology and Domotics)
- The INTELIGENS systems for the Energy saving (Lyte & Lyte Technology).
- Presentation of the GRASPINNO Platform and the participation of the local companies to the creation of a database about EE products and solutions.

2.8 PARTICIPANTS

The workshop also hosted other experts called to intervene and discuss around the topics of the event are entrepreneurs associated to local business associations like Order of Architectures and CNA (Confederazione Nazionale Artigianato e Piccola Impresa) and entrepreneurs with strong competencies and expertise in the technologies to implement energy efficiency in buildings. They were: Alessio Vannuzzi,- project Manager of "iTedo-Innovation Technology and Domotics"; Agostino Gonzi- Technical Manager of Lyte & Lyte" technology. The other participants were other local companies and associations providing services in EE/RES or in the building sector.

2.9 RESULTS OF THE EVENT

The event was very positive evaluated by the participants and the level of the contents dealt were very high and innovative. The results have been very good because companies' feedback were

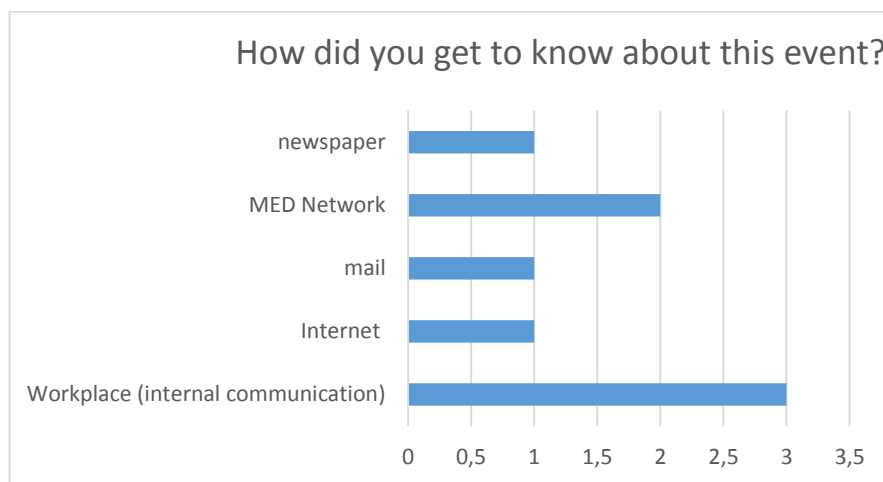
very strong even they are not a significant number in the territory (and the weak number of participants confirmed this factor). The analysis below illustrated details the assessment and the feedback provided by participants.

3. EVENT EVALUATION

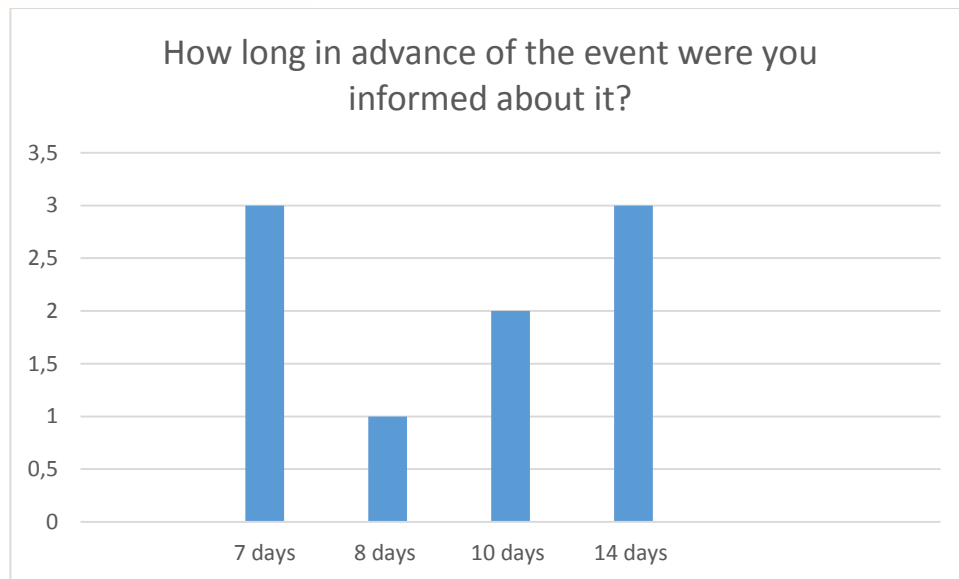
2.10 QUESTIONNAIRES ANALYSIS

The evaluation carried out by participants highlighted the following points in the n.8 questionnaires analyzed:

About the knowledge of the event: n.3 out of 8 was informed by internal communication in the work place, n. 2 out of 8 mentioned the MED Network and word of mouth and the remaining people cited newspapers, internet and mail.

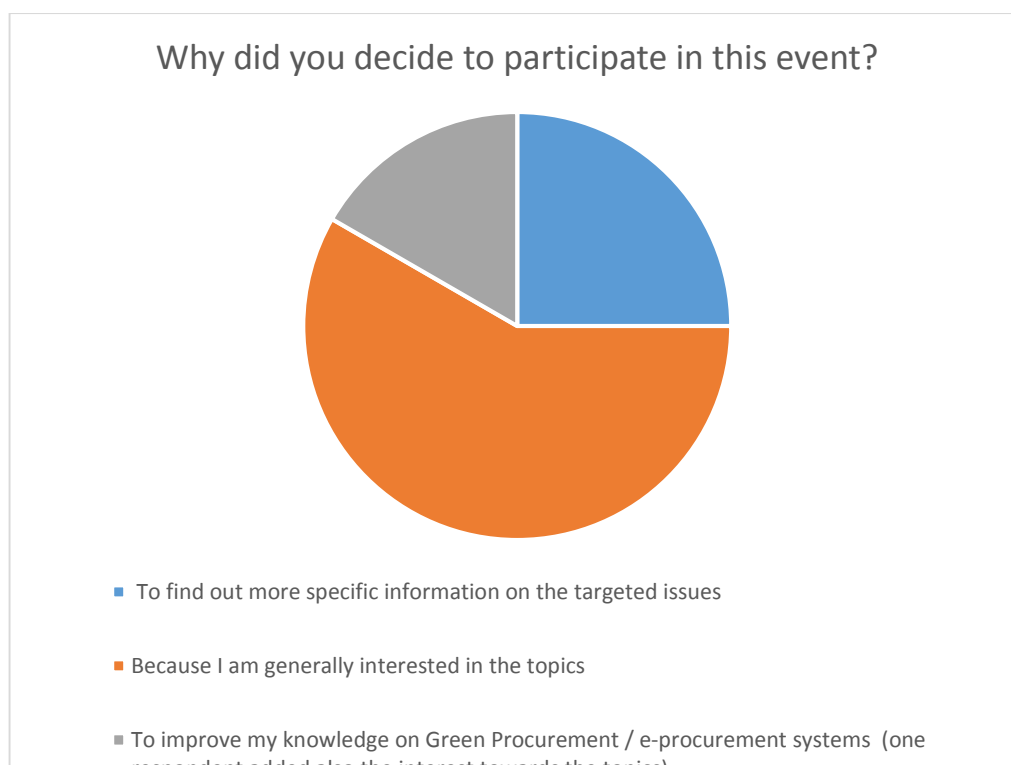


2. Participants declared different time about the preventive knowledge of the event, starting from 7 days up to 15 days before. The 90% declared it is enough a period of time of one week before.

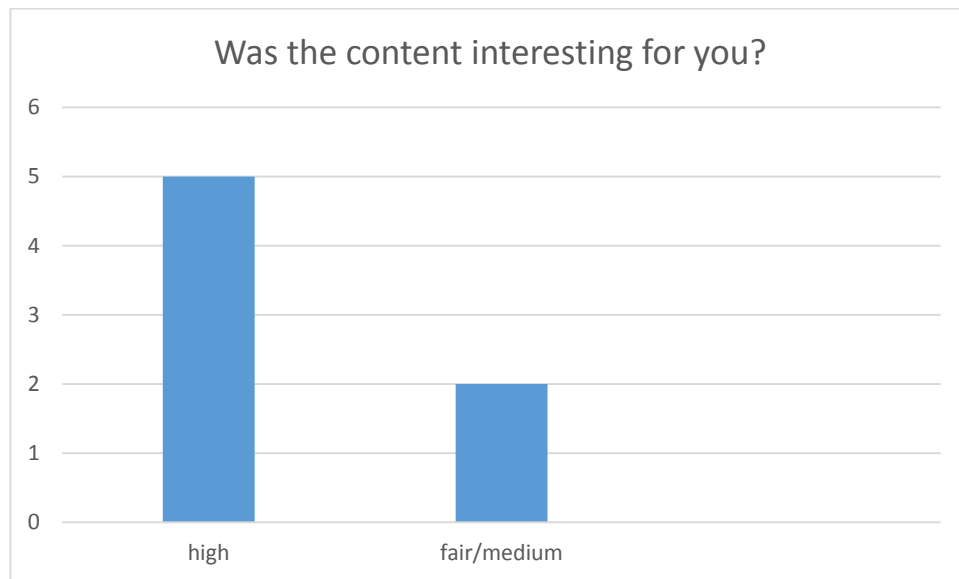


3. The 90% of participants reported wouldn't have been preferred being informed in advance (7 out of 8).

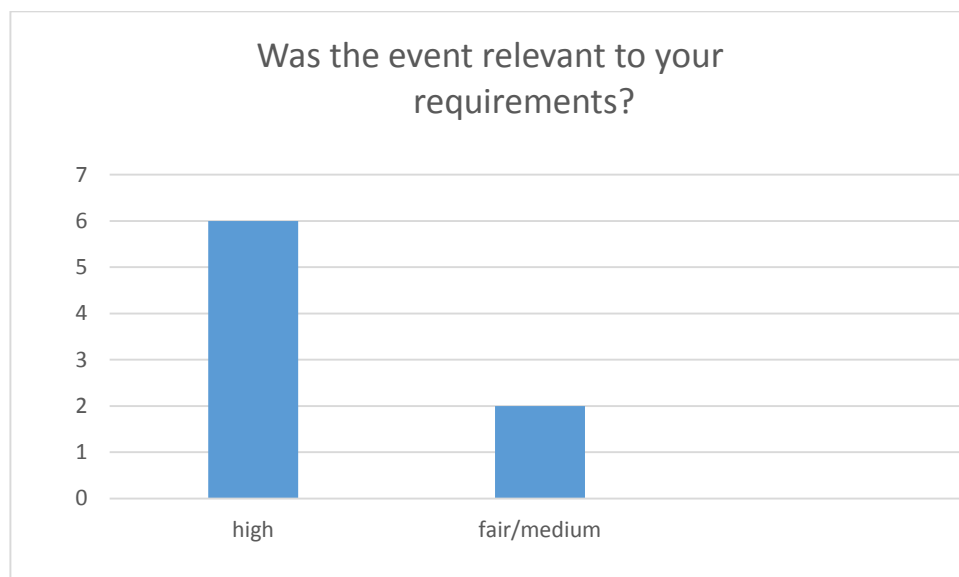
4. The main reason about the participation is connected with the interest of the SMEs in these topics for their business.



II. About the assessment of the training workshop as a whole: the 62,5% of the participants indicated highly interesting the contents dealt and the remaining 37,5% found it interesting.



In particular, 90% respondents found very interesting all the presentations. The presentation cited were the GRASPINNO presentation and the technical presentation provided by Gambasi, Vanussi and Ianniciello and the remaining participants (50%) didn't provide any answer about the title.



The majority (6 out of 8) considered the event very relevant and useful for their organization and it really improved the understanding of the subject and finally the speakers represented all

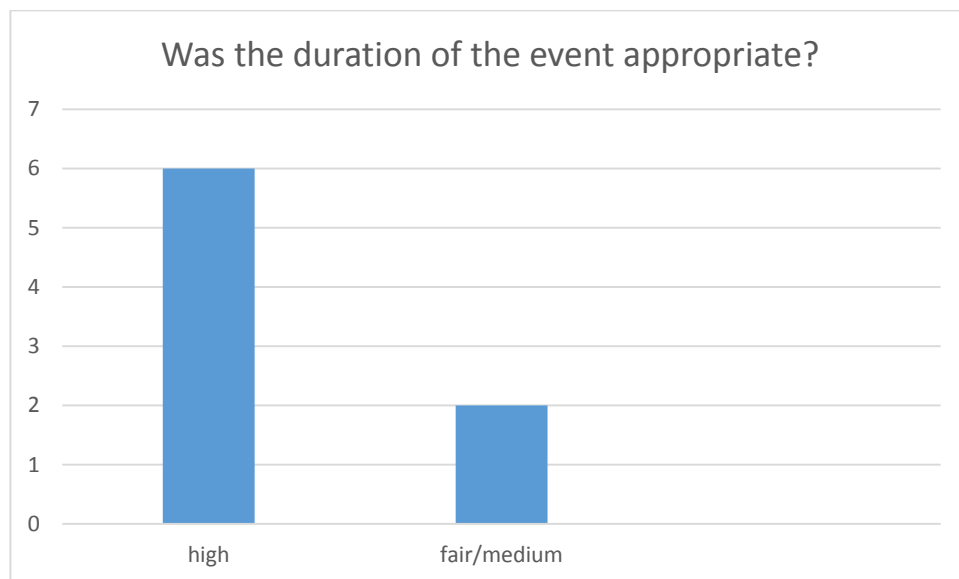
the main types of actor involved in the targeted issues (62,5%). Nobody suggested any other potential speaker or trainer.

Concerning the expectations, the majority (6 out of 8) declared to be very satisfied and 2 participants were on average satisfied.

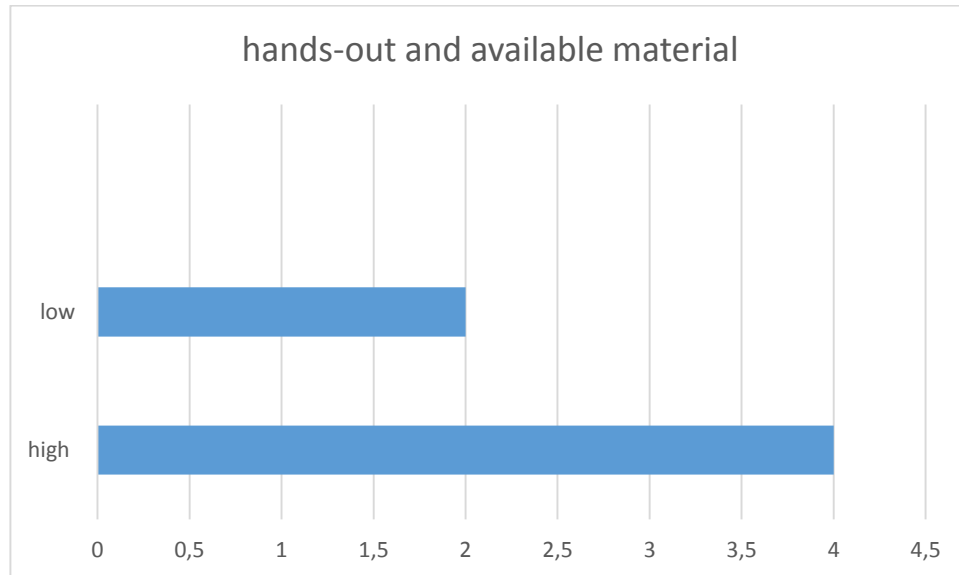


EVENT ORGANISATION

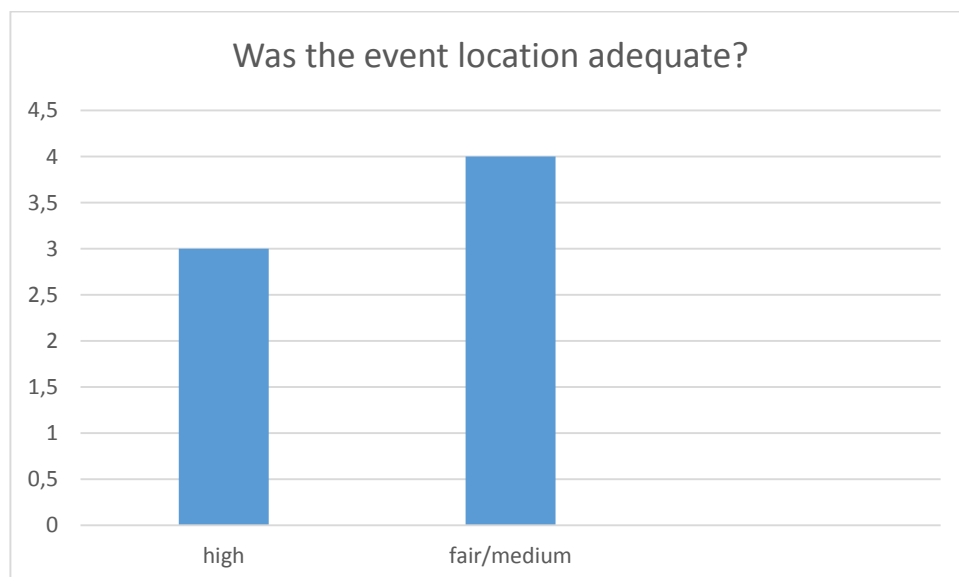
Concerning the organization of the event: the 75% considered adequate the duration and 2 participants were on average satisfied.



About the handouts/ educational supporting material received, 3 out of 8 found it good and the remaining respondents declared it on average.

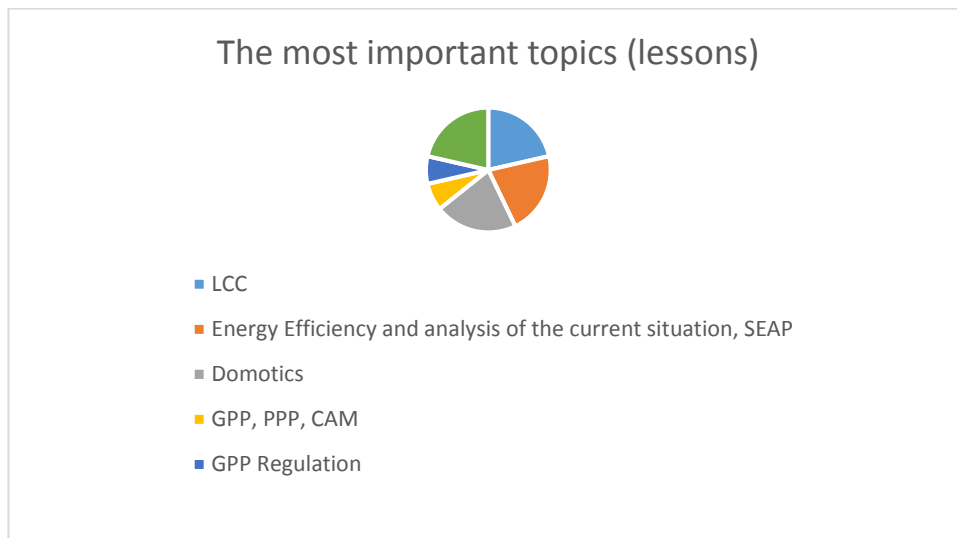


The 30% of the respondents found very good the location of the seminar while the majority on average, specifying that the centre of Siena is complicated to park the car.

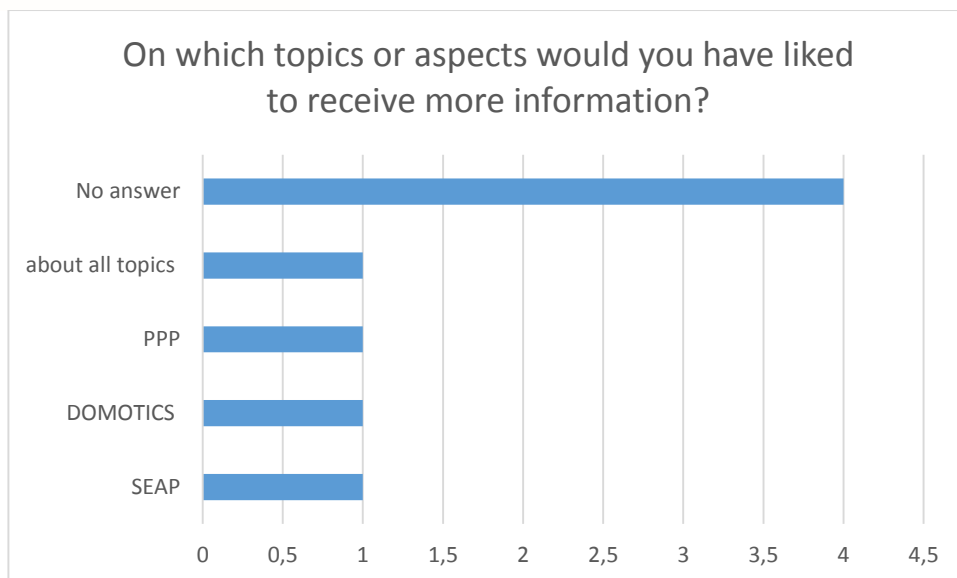


IV "General comments and recommendations

Regarding the general comments and recommendations, the majority (75%) provided some references about the three most important lessons. The topics indicated by them were about: LCC (60%), Domotics (60%), PAES and survey on Energy efficiency in the building of the Province of Siena (60%); Energy Efficiency systems in the public buildings (50%), National regulation on GPP (10%), PPP, GPP and CAM (Environmental Criteria) (10%).



About the topics or aspects of the event on which participants would have liked to get more information, they are more or less the same cited above as the most interesting. They are: SAEP, Domotics, PPP and all topics dealt during the workshop. Only 4 respondents (the half of the participants) provided these answers.



About how the event could be improved, only one participant suggested to provide practical cases of study (concrete examples) like simulations of interventions on public buildings. No participants added other comments or suggestions, but the 100% reported to wish to be informed for further similar events.

2.11 REACTIONS OF THE PARTICIPANTS

Local SMEs are willing to improve their services and solutions and to cooperate to satisfy PAs needs about Energy Efficiency in their buildings. The little number of companies participating to this event confirm that the stakeholders of the territory needs a lot to be informed and trained on GRASPINNO topics and methodology.

Companies are strongly interested by these topics and want to know additional business opportunities by improving the know-how and expertise in the sector of planning and implementing EE intervention. For these reason they also want to have more information on SEAP and on what can be done and needed by local Public Administrations who are owner of several buildings like schools, hospitals, etc.

2.12 LEARNING POINTS AND PROPOSALS FOR IMPROVEMENT

SMEs like architectures, constructors, sellers of EE & RES products and services, providers of automation solutions etc. are very interested in acquiring knowledge on the possible EE actions and

also in the fund raising opportunities at local, regional, national and UE level because the majority of local PAs don't have budget to do it.

2.13 CONCLUSIONS

Terre di Siena lab is very convinced of the necessity of a more detailed and deepened session of training and meetings about the Public Private Partnership (PPP) solution. Such topic is interesting both for SMEs and for Public Administrations because of the lack of money to invest in EE. For this reason, SMEs see PPP as an additional tool to allow PAs to implement the SAEs and to reduce significantly CO2 emissions.

PP3 – Mountain Community Alto Basento (CMAB)

1. INTRODUCTION

In this report is described the training course organized by Comunità Montana Alto Basento (CMAB) during April 2017.

2.14 GENERAL INFORMATION

Organizer

Comunità Montana Alto Basento

Event date

April 28th, 2017

Event duration

2,5 hours

Location

Biblioteca Provinciale – Potenza | Via Maestri del Lavoro 13, 85100
Potenza

2.15 OBJECTIVES OF THE EVENT

The GRASPINNO training session was designed in the frame of a bigger event regarding the new online procedures for the registration of the SMEs in the CMAB's official lists of approved suppliers. The course was oriented to provide knowledge and motivate the GRASPINNO stakeholders about the use of the platform.

2.16 AGENDA

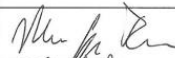



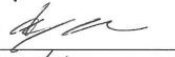


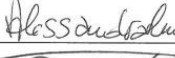

The event was divided into three distinct parts:

- ✓ General introduction about CMAB's projects and Open Data (Dr. Rocco Coronato)
- ✓ New procedures for the registration of the SMEs in the CMAB's official lists of approved suppliers (Dr. Gaetano Chiarito)

- ✓ Introduction to GRASPINNO project and training course (Dr. Nicola Vita)



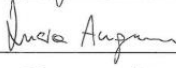
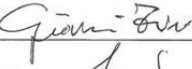
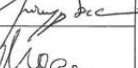
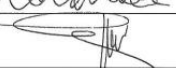
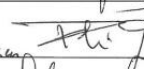
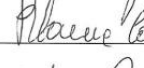

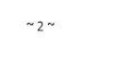
2.17 PARTICIPANTS

Below is provided the sign-in sheet of the event.

Interreg Mediterranean GRASPINNO		MOUNTAIN COMMUNITY ALTO BASENTO – MCAB Central Purchasing Body Area Programma BASENTO BRADANO CAMASTRA			
POTENZA, 28/04/2017					
GRASPINNO PROJECT – INTERREG MED 2014/2020 ACCREDITAMENTO DEGLI OPERATORI ECONOMICI PER LA PARTECIPAZIONE AD APPALTI PUBBLICI					
N.	ATTENDANT / PARTECIPANTE	ORGANIZATION / ORGANIZZAZIONE	TEL.	EMAIL	FIRMA / SIGNATURE
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3	PISONS GIUSEPPE	//	//	//	
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5	STOPPANO V. L. F.	COM			
6	DE ROYA PAOLO	COMUNE DI CORRADI			
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8	LOISE ALESSANDRA	NL IMPIANTI INNOVATIVI			
9	CAMMAROTA ROCCO	ENISERGICAM SRL	339 8763069	INFO@ENISERGICAM.IT	

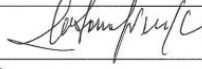



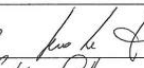

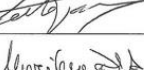



April 28th, 2017 - 10.30 a.m.
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N.	ATTENDANT / PARTECIPANTE	ORGANIZATION / ORGANIZZAZIONE	TEL.	EMAIL	FIRMA / SIGNATURE
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16	TARRELLI G. H.	PROF.	0971 490970		
17	PERRELLI GIUSEPPE	IMPRENDITORE	320 0848160	perrelli@stanzieperrelli.com	
18	CARLO FILOMENA	Architetto	3337284287	f.carlo@gmail.com	
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20	GIUSEPPE LOSASSO	STUDIO LOSASSO BROKER S.R.L.	0971.1948635 348 3382313	g.losasso@studiolosasso.it	
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23	ROSITA ROSA	FUNZIONARIO REGIONALE	345/1190417	rosablotto@yaho.it	
24	OTTORINO SEBASTIANO	INFORMATICO	3922990058	SEBASTIANO.OTTORINO@HOTMAIL.COM	
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26	RUBIOLTA GIUSEPPE	"NICOLA DI ROSA"	083/611401	ufficio.dinamica@qualica.it	
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N.	ATTENDANT / PARTECIPANTE	ORGANIZATION / ORGANIZZAZIONE	TEL.	EMAIL	FIRMA / SIGNATURE
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35	FILIPPO DI CORTI MARINO	ARCHITETTO	340/0812125	FILIPPO DI CORTI MARINO	Filippo Di Corti Marino
36	GIORGIO ZUCCARO	ARCHITETTO	328/0099008	GIORGIO ZUCCARO	Giorgio Zuccaro
37	ABATE DONATO	IMPIEGATO	328/4322710	donato.abate@libero.it	Donato Abate
38	AVICLIANO TEODORO	COOP	342/4539302	promozioni80@gmail.it	Teodoro Avicliano
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N.	ATTENDANT / PARTECIPANTE	ORGANIZATION / ORGANIZZAZIONE	TEL.	EMAIL	FIRMA / SIGNATURE
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









MOUNTAIN COMMUNITY ALTO BASENTO – MCAB

 Central Purchasing Body

B Area Programma

 BASENTO

 BRADANO CAMASTRA


N.	ATTENDANT / PARTECIPANTE	ORGANIZATION / ORGANIZZAZIONE	TEL.	EMAIL	FIRMA / SIGNATURE
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







MOUNTAIN COMMUNITY ALTO BASENTO – MCAB

 Central Purchasing Body

B Area Programma

 BASENTO

 BRADANO CAMASTRA

N.	ATTENDANT / PARTECIPANTE	ORGANIZATION / ORGANIZZAZIONE	TEL.	EMAIL	FIRMA / SIGNATURE
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62	DE GRAZIA SALVATORE	FUNZIONARIO	3382990657	salvatore.degrazia@virgilio.it	
63	MATANZANA PAOLO DOMENICO	IMPIEGATO	3831761114	matanzana.paolo@virgilio.it	
64	LOZUSSO PAOLO	FUNZIONARIO	0971 499229	paolo.lozusso@virgilio.it	
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67	CRISTINA BOMBO	CUC AP BBC	0971/469217	cristina.bombo@virgilio.it	
68					
69					

April 28th, 2017 - 10.30 a.m.
 Biblioteca Provinciale di Potenza | Via Maestri del Lavoro 13 (Rione Betlemme) | 85100 - Potenza - ITALY

~ 7 ~

The questionnaires (scanned) are annexed to this report. Note that totally 67 people took part in the event and training course, but just

39 questionnaires were delivered. This is why in some cases has been provided one questionnaire per organization (and not one questionnaire per person).

2.18 RESULTS OF THE EVENT

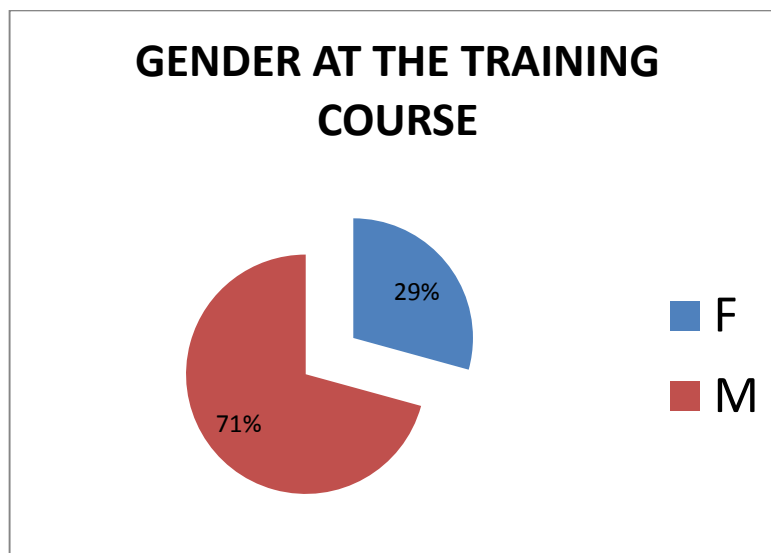
The event had a good performance and a very big audience. For more information about please look at the following section, in order to understand the perception by the attendants.

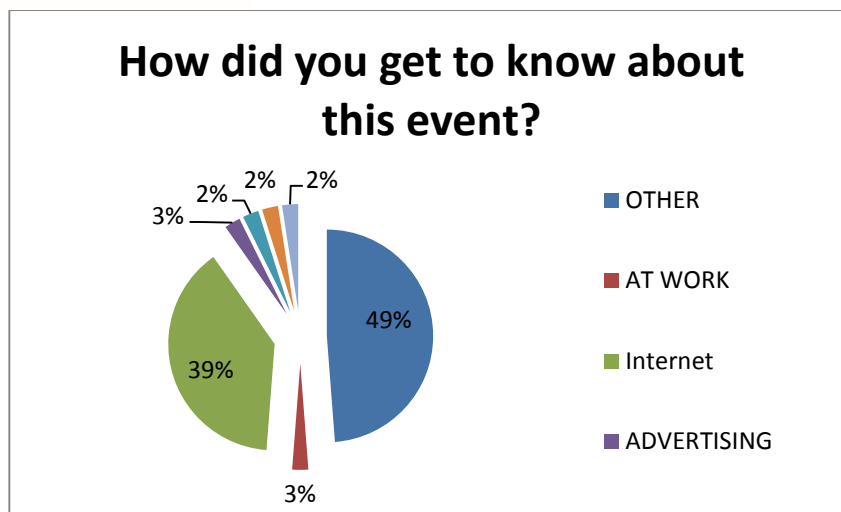
4. EVENT EVALUATION

2.19 QUESTIONNAIRES ANALYSIS

EVENT OBJECTIVES AND CONTENTS	AVERAGE RATING
1.1 Was the content interesting for you?	2.6 / 3
1.2 Were the presentations interesting and clear? Which one(s) in particular? <i>(two comments: 1. Open Data 2. GPP)</i>	2.4 / 3
1.3 (a) Was the event relevant to your requirements?	2.3 / 3
(b) About the information you received: Will it be useful to you and your organization?	2.4 / 3
1.4 Did your participation to the event improve your awareness/ understanding of the subject?	2.4 / 3
1.5 Did the speakers represent all the main types of actor involved in the targeted issues? If not, who else would you have invited? <i>(no comments provided)</i>	2.5 / 3
1.6 How well did the event satisfy your expectations?	2.5 / 3
EVENT ORGANISATION	

1.7 Was the duration of the event appropriate? <i>(comments: just one person answered "yes")</i>	2.6 / 3
1.8 Were the handouts/ educational supporting material useful and clear? Comments <i>(three comments provided:</i> 1. <i>one person answered "yes"</i> 2. <i>one person answered "supporting material not provided"</i> 3. <i>one person answered "supporting material not provided but slides were really good")</i>	2.1 / 3
1.9 Was the event location adequate? <i>(comments: just one person answered "yes")</i>	2.7 / 3





HOW LONG IN ADVANCE OF THE EVENT WERE YOU INFORMED ABOUT IT? (days)

Number of days	Answers (%)
7	35,9%
10	20,5%
15	15,4%
30	5,1%
5	5,1%
20	2,6%
14	2,6%
8	2,6%
6	2,6%
3	2,6%
2	2,6%
1	2,6%

2.20 REACTIONS OF THE PARTICIPANTS

SMEs showed a good interest on the main goals of GRASPINNO project and during the training course (we received a lot of technical questions, especially on LCC and Unified Platform).

Some of them asked to make a new apposite event as soon as possible, in order to present the project's evolution. CMAB will organize a GRASPINNO big event (Open Day) in September 2017, also in order to let the interested people have new information about the project.

With regard to the **written comments**, below are reported the few reactions of the participants.

QUESTIONS	ANSWERS
<p>1.1 Please, describe the 3 main topics discussed during the event</p>	<p>Just 20 answers provided on the questionnaires. Note that two answers are unreadable.</p> <ol style="list-style-type: none"> 1. Unified platform, Graspino, GPP 2. Registration of the SMEs in the CMAB's official lists of approved suppliers, Graspino, GPP management 3. Registration of the SMEs in the CMAB's official lists of approved suppliers 4. Registration of the SMEs in the CMAB's official lists of approved suppliers, public procurement and transparency 5. GPP, opportunities for SMEs 6. Cooperation, GPP, environmental criteria, registration of the SMEs in the CMAB's official lists of approved suppliers 7. Open data, GPP, registration of the SMEs in the CMAB's official lists of approved suppliers 8. Unified platform, italian new laws for public procurement, registration of the SMEs in the CMAB's official lists of approved suppliers 9. CMAB's projects, registration of the SMEs in the CMAB's official lists of approved suppliers 10. Open data, registration of the SMEs in the CMAB's official lists of approved suppliers, GPP 11. Registration of the SMEs in the CMAB's official lists of approved suppliers 12. Unified platform, registration of the SMEs in the CMAB's official lists of approved suppliers, LCC 13. Registration of the SMEs in the CMAB's official lists of approved suppliers, Med Programme 14. Unified platform, LCC 15. Registration of the SMEs in the CMAB's official lists of approved suppliers, unified platform, tender procedures 16. New opportunities for SMEs 17. GRAPINNO, unified platform, 18. Open data, cooperation, GPP 19. Unreadable answer 20. Unreadable answer
<p>1.2 Would you like to get more info about a specific topic?</p>	<p>Just 18 answers provided on the questionnaires. Note that one answer is unreadable.</p> <ol style="list-style-type: none"> 1. How to sign in on the CMAB's official lists of approved suppliers

	<ol style="list-style-type: none"> 2. Ho to upload documents and certificates on the CMAB's web platform for public procurement 3. European projects 4. More info about all the topics 5. GPP 6. How to apply for a tender on the new CMAB's platform 7. I'm satisfied about all the info provided 8. I'm satisfied about all the info provided 9. How to sign in on the CMAB's official lists of approved suppliers 10. How to sign in on the CMAB's official lists of approved suppliers 11. How to sign in on the CMAB's official lists of approved suppliers 12. I need more info (topic(s) not specified) 13. Environmental criteria 14. Unified platform 15. How to sign in on the CMAB's official lists of approved suppliers 16. I need more info (topic(s) not specified) 17. Unreadable answer 18. GPP
1.3	<p>Comments and suggestions</p> <p>Just 5 answers provided on the questionnaires. Note that one answer is unreadable</p> <ol style="list-style-type: none"> 1. Speakers provided clear explanations, all the topics were really interesting 2. I want to get news in the next weeks about the Graspino unified platform 3. I would like to get notifications by email from CMAB's new web platform for public procurement 4. It could useful to involve employers' associations 5. Unreadable answer
1.4	<p>Would you like to be informed about similar events ?</p> <p>39 answers provided on the questionnaires.</p> <ul style="list-style-type: none"> - YES: 38 - NO: 1

2.21 LEARNING POINTS AND PROPOSALS FOR IMPROVEMENT

Events like this are really useful. SMEs were very interested on GRASPINNO project and tools, but we had a very big number of attendants also because of the other main topics of the event: combining three topics (1 - general introduction about CMAB's projects and Open Data; 2 - new procedures for the registration of the SMEs in the CMAB's official lists of approved suppliers; 3 -

GRASPINNO project and GRASPINNO training course) was a good way to introduce GRASPINNO project to a big audience.

CMAB would like to use again this approach in the future for the next projects events but not for training courses (in this case it could be better to have a limited number of attendants).

Regarding the project, it could be necessary to disseminate the GRASPINNO methodology especially during the pilots development or after the pilot activities.

2.22 CONCLUSIONS

We got very good feedback about the event and the training course (look at the section QUESTIONNAIRES ANALYSIS).

The GRASPINNO project activities are clear and well managed and we received a lot of accurate suggestions by the LP and the other project partners, so we did not have difficulties in managing the training course.

PP5 - Inter-district association of electrification and public lighting of Haute-Corse (SIEEP)

1. INTRODUCTION

This document presents the report and evaluation of the Training course organized by SIEEP in order to present GRASPINNO general goals and benefits and to promote GRASPINNO platform and eGPP tools for Small and Medium Enterprises (SMEs).

It gives an overview of the program, conditions of preparation and progress of the training, results, and addresses the reactions and feedback of SMEs participants about the eGPP tool as well as the event.

2. EVENT DESCRIPTION

2.1 GENERAL INFORMATION

The event was organized on May the 10th in Bastia, France, at the "Fédération des Entrepreneurs et Artisans du B.T.P Haute-Corse" (Federation of Public Work Entrepreneurs of Haute-Corse). The Federation of Public Work Entrepreneurs of Haute-Corse offered to host the course and invited its members.

The duration of the training was half a day (9h00 – 12h00).

It was facilitated by:

- Mr Jean-Charles LAURELLI: Director of SIEEP
- Mr Vincent VALLICCION: Technician of SIEEP

2.2 OBJECTIVES OF THE EVENT

- To inform about GRASPINNO project and the tools it offers to Public Administrations and SMEs for the development of green public procurement in Europe.
- To train and support SMEs in grasping the features of the Green public procurement platform.

2.3 AGENDA

9h00 – 9h30	<ul style="list-style-type: none"> • Welcome and registration
9h30 – 11h30	<ul style="list-style-type: none"> • GRASPINNO project • Presentation of the eGPP platform • Features for Public Administrations • Features for SME's: <ul style="list-style-type: none"> - Registering - Entering products, green criteria, technical specifications - Submitting a bid to the tender
11h30 – 12h00	<ul style="list-style-type: none"> • Discussions • Evaluation of the training

2.4 PARTICIPANTS

Name of the organization	Nb of participants	Activity area
COVIAG	1	SME - Building and public works
Corse raccordement	1	SME - building and public works
SODI	2	SME - Building and public works
DEG	2	SME- Building and public works
INEO	1	SME - Building and public works
RAFFALI TP	1	SME - Building and public works
Kalisco	2	SME - Building and public works
Monte Stello	1	SME - Building and public works
Raffali PM	1	SME - Building and public works
Espace Elec	1	SME - Building and public works
Fédération française du bâtiment et TP	1	Other - Building and public works association
SIEEP	2	Project partner



2.5 RESULTS OF THE EVENT

The results of the training can be listed as follows:

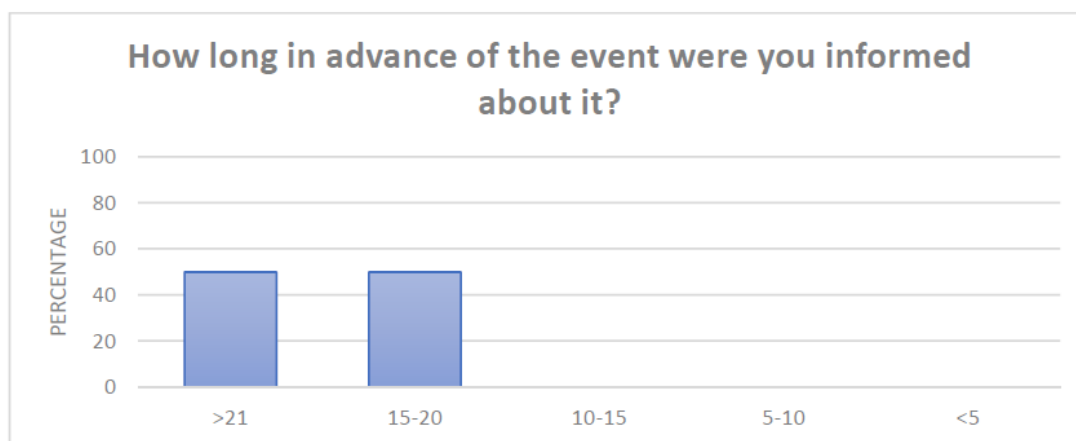
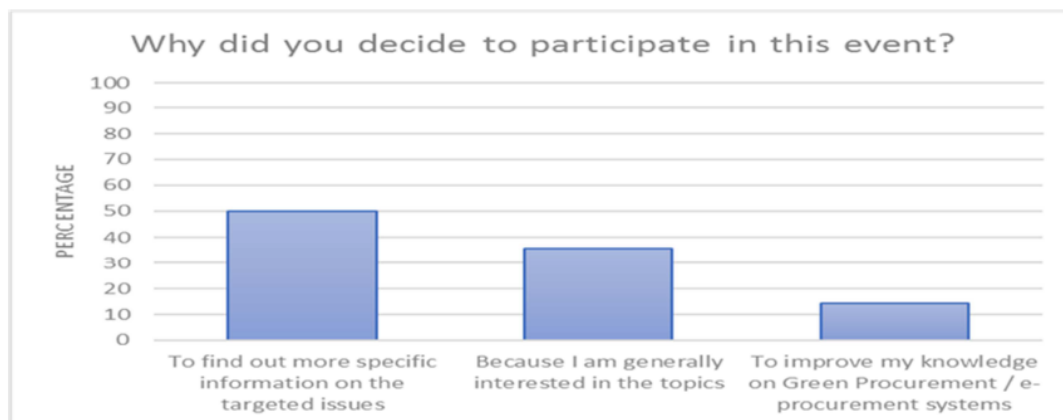
- 11 SMEs (15 participants) and 1 Federation of SMEs specialized in public works took part to the meeting
- GRASPINNO project and the eGPP tool were presented
- Companies were trained to use GRASPINNO platform
- Roughly participants felt the platform interesting and expressed their interest in using it
- However the language (English) appeared to be a barrier
- There is a need for further information and training

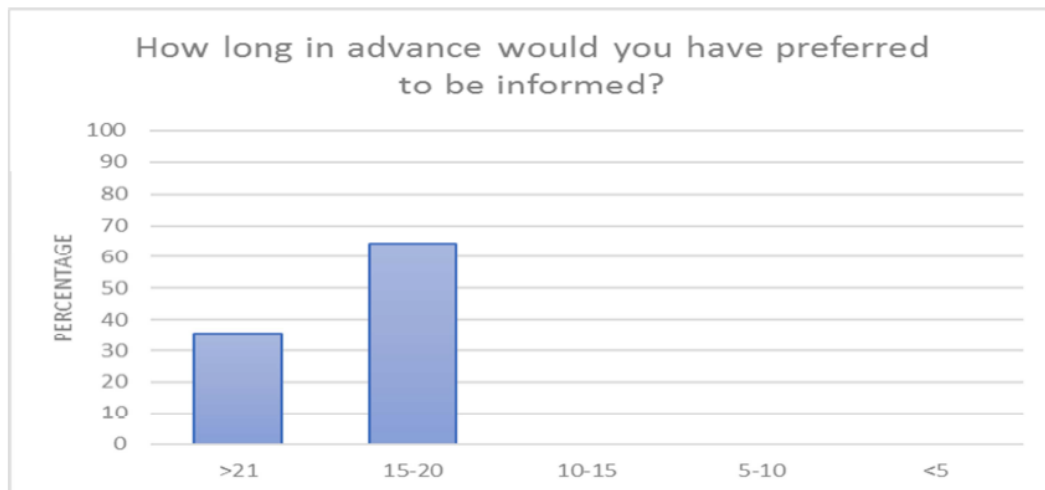
3. EVENT EVALUATION

3.1 QUESTIONNAIRES ANALYSIS

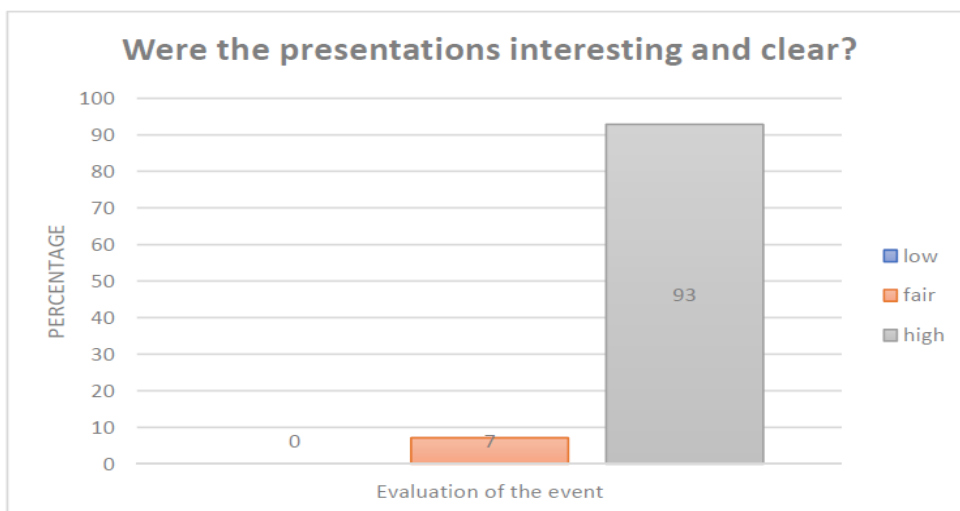
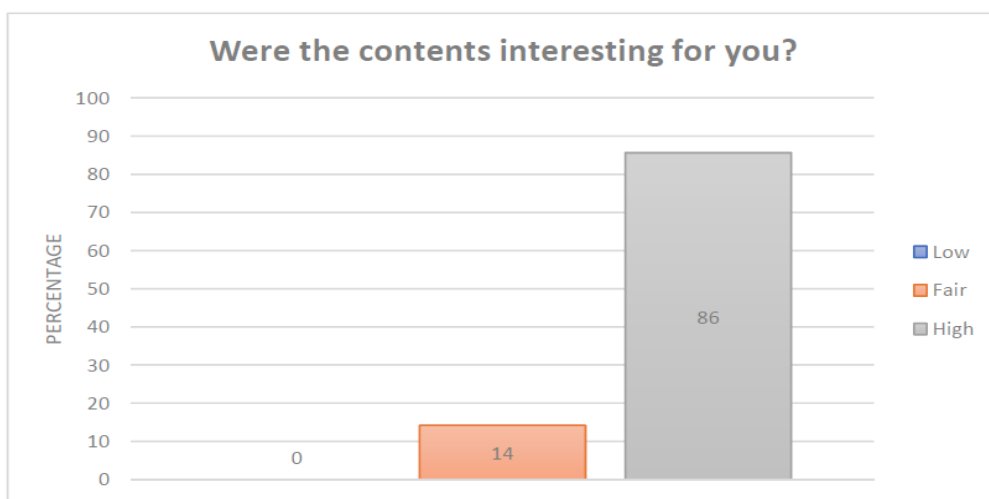
The content of the participants' answers can be summarized in the graphs that follow:

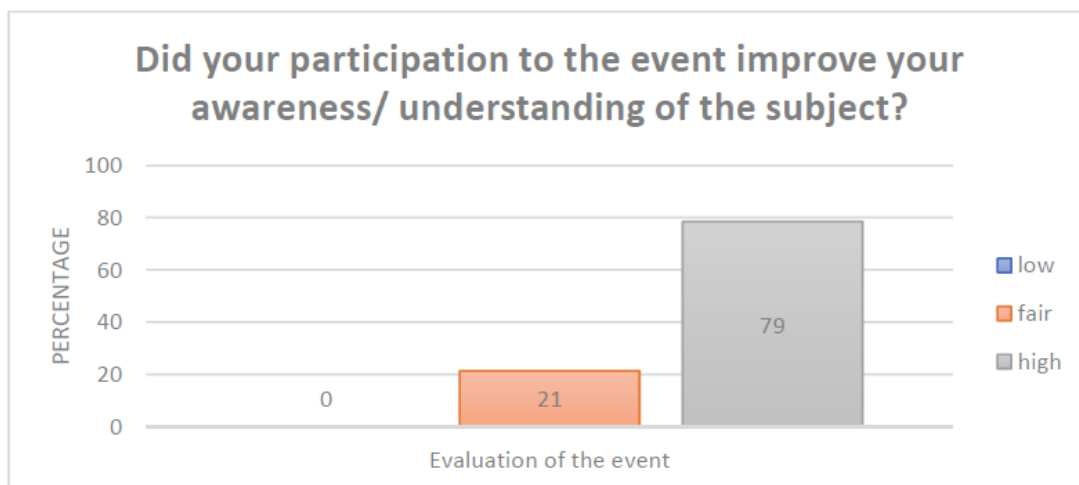
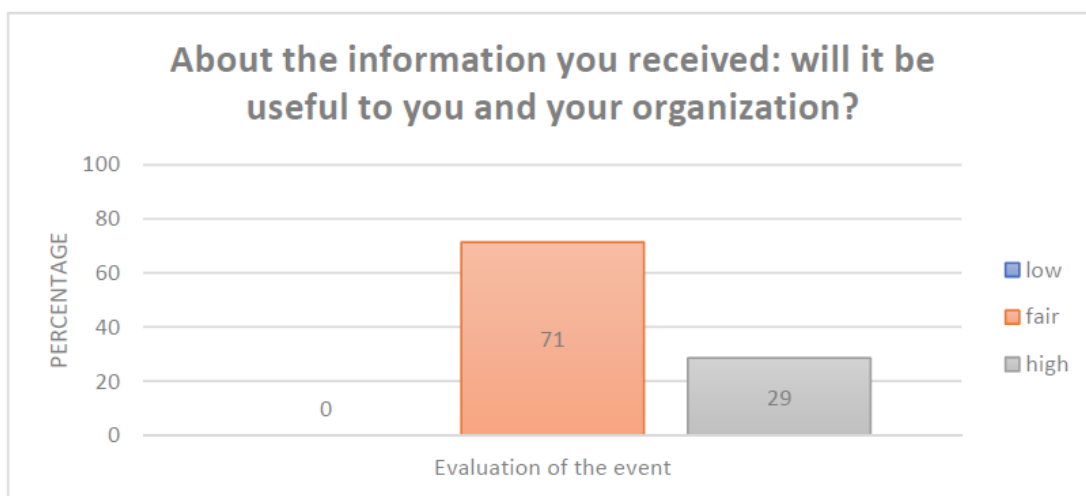
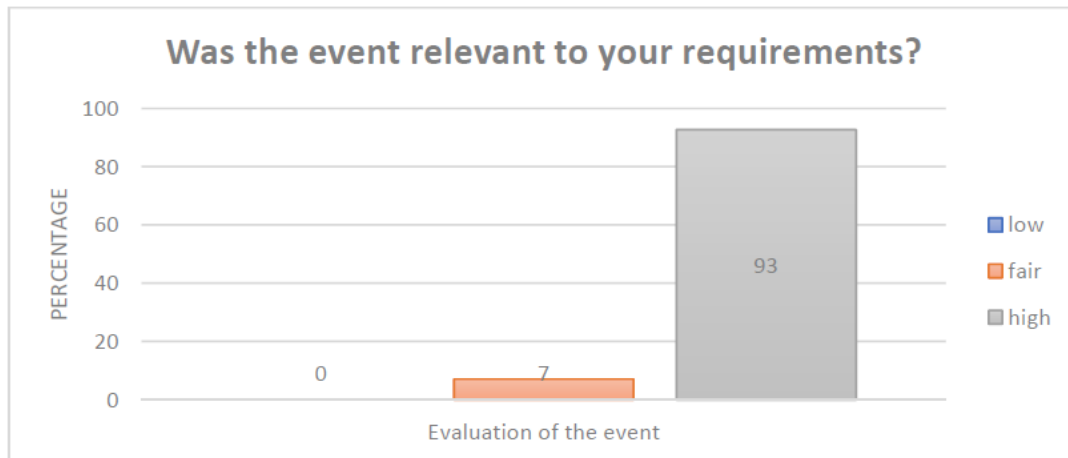
I. Previous knowledge of the event (workshop, meeting, seminar)



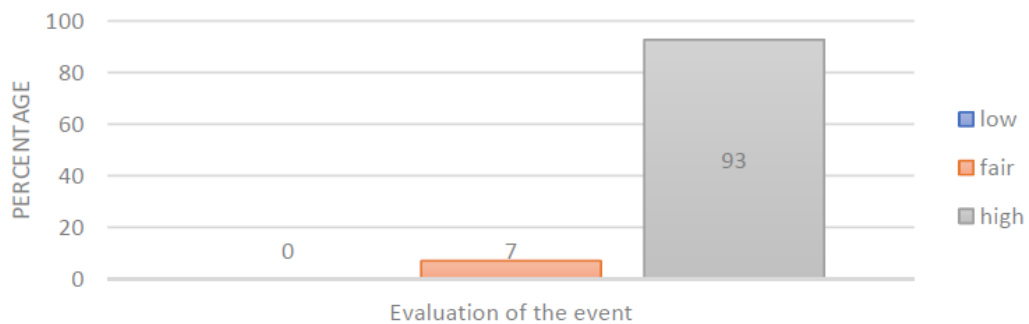


II. Evaluation of the event

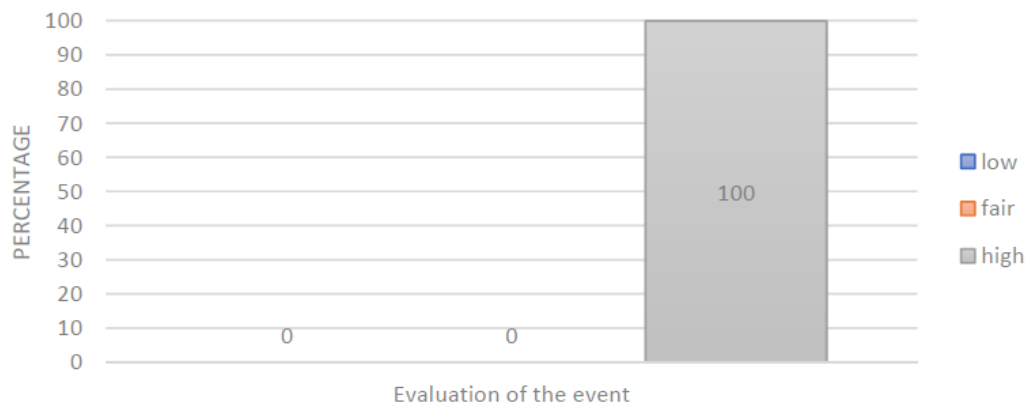




Did the speakers represent all the main types of actor involved in the targeted issues?

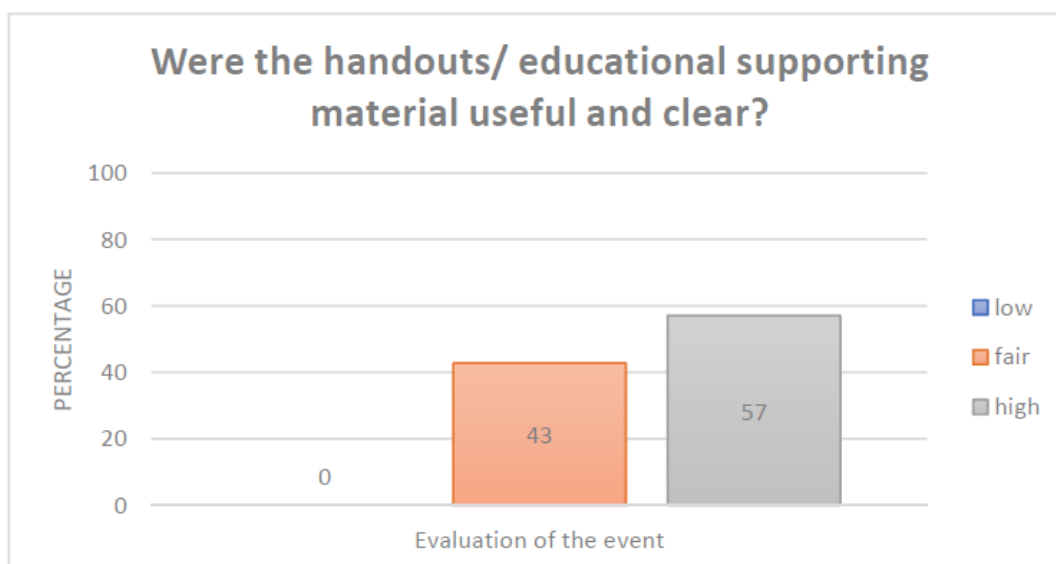
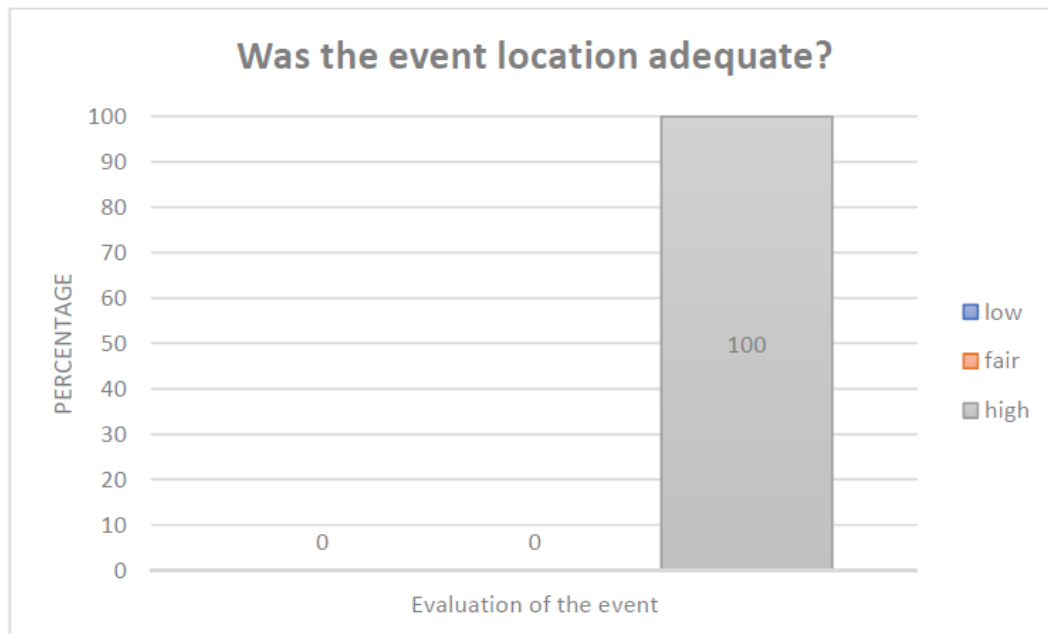


How well did the event satisfy your expectations?



Was the duration of the event appropriate?





3.2 REACTIONS OF THE PARTICIPANTS

Reactions were positive. However, it appeared that the language of the platform (which is only in English) may be a blocking point. SMEs entrepreneurs of building and public work sector had a technical training which did not include foreign language in general and English in particular.

Companies need a platform which is not only in English.

3.3 LEARNING POINTS AND PROPOSALS FOR IMPROVEMENT

SIEEP met no difficulties for the preparation of the training. Received media intended to prepare the event suit perfectly. Everything was clear and properly explained (photo, text and video). During the training there was a strong participation and SME representatives were all very responsive during the course.

3.4 CONCLUSIONS

SIEEP and Federation of Building and Public Works have decided to sign a Charter that is considering a plan of sustainable development of public and private infrastructures on the territory of Corsica region. SIEEP plans to integrate GRASPINNO into its development plan.

PP6 & PP7 - Association of Chambers of Commerce of Veneto Region (UCV) & Veneto Region (VR) – 1ST

1. INTRODUCTION

The aim of this report is to present the results of the training courses, which was held in Venice, Italy on 7 June 2017. The meeting was hosted by Unioncamere Veneto, and took place in palazzo Libra via delle industrie 30175 Marghera.

2. EVENT DESCRIPTION

2.1 GENERAL INFORMATION

This training course is intended to provide to municipalities and their groupings, builders' associations, energy service associations, building renovation companies, ESCO, SMEs, software companies and building certification, tools for the realization / participation in Green Verdicts for energy renovation of public buildings, in light of recent regional and national legislative provisions in this area.

The meeting was also be an opportunity to deepen regional initiatives in support of GPP and the application of minimum environmental criteria (CAMs) and to deepen the issue of environmental labels for construction CAMs.

Partner organization: Unioncamere del Veneto and Regione Veneto

Event date: June 7th , 2017

Event duration: All day, from 10 am to 5 pm

Location : Venice, at the premise of Unioncamere del Veneto (via dell Industrie 19/c 30175 Venice)

2.2 OBJECTIVES OF THE EVENT

Training course for municipalities, public authorities, buildings associations, SMEs.. focused on the realization and participation to green public procurement for the energy recovery of public buildings. In the training the content of GRASPINNO project were presented and the functioning of EGPP Platform was shown with practical exercises.

The training was also the occasion for providing the stakeholders with the most important Italian regulations and regional initiatives about GPP, minimum environmental criteria approved and their relation with the environmental labels for building.

2.3 AGENDA

Agenda of the event

Training course for GRASPINNO project stakeholders and users of its e-GPP platform

Initiative jointly promoted by the Veneto Region and Unioncamere Veneto within the GRASPINNO project

7 june 2017

*Unioncamere del Veneto
via delle Industrie 19/C
I – 30175 Venezia*

10:00 - Welcome given by hosting organization Unioncamere del Veneto and Veneto Region

10:15 – European and national framework regulation – By Donato Bedin – Unioncamere del Veneto

10:35 – Presentation of regional initiatives and support action for GPP and Minimum Environmental Criteria (CAM) By Eva Zane – Veneto Region

11:15 – GRASPINNO Project presentation by Flavia Di Noto – Unioncamere del Veneto

11:30 – Description and presentation of GRASPINNO platform by Massimo Iannicello – Terre di Siena Lab and Donato Bedin – Unioncamere del Veneto

13:00 - Lunch

14:30 – Environmental sustainability for construction industry: CONSIP tools by Michele Paleari- Consip

16:00 – Environmental labels for construction by Manuel Mari ICMQ spa

16:45 – Q&A

2.4 PARTICIPANTS

Brief description of the participants

Name of the company	Nb of participants	Activity area
Veneto Sviluppo	2	Regional Holding
Unioncamere del Veneto	2	Chambers of Commerce
Divisione Energia	2	Company
Comune Camponogara	1	Municipality
CCIAA Deltalagunare	3	Chambers of Commerce
Provincia di Verona	1	Local Authorities
ARPAV	1	Local Authorities
ICMQ SPA	2	Company
TERRE DI SIENA LAB	2	Company
Studio Veritas	1	Company

CONSIP	1	Public Authorities
Ance Verona	1	Constructor associations
Regione Veneto	1	Regional Authority
T-ZERO SRL	1	Company
Studio Piano	1	Company
Comune di Chioggia	3	Municipality
Various Companies	3	Companies
TOTAL	28	

2.5 RESULTS OF THE EVENT

The organization of training went smooth and all the conditions were respected. All materials supplied by LP were useful.

At the beginning of the meeting an overall presentation of the participant was realized in order to prepare the ground for an interactive discussion. All participants presented itself and point out the attention of the trainers on the specific interests and the reason why they attended the meeting.

This aspects helps UCV and Veneto Region on selecting the topics of mayor interest to be transferred during the day and prevent specific questions.

During the implementation of the training teachers asked several time to the participant if they clearly understand the topics treated.

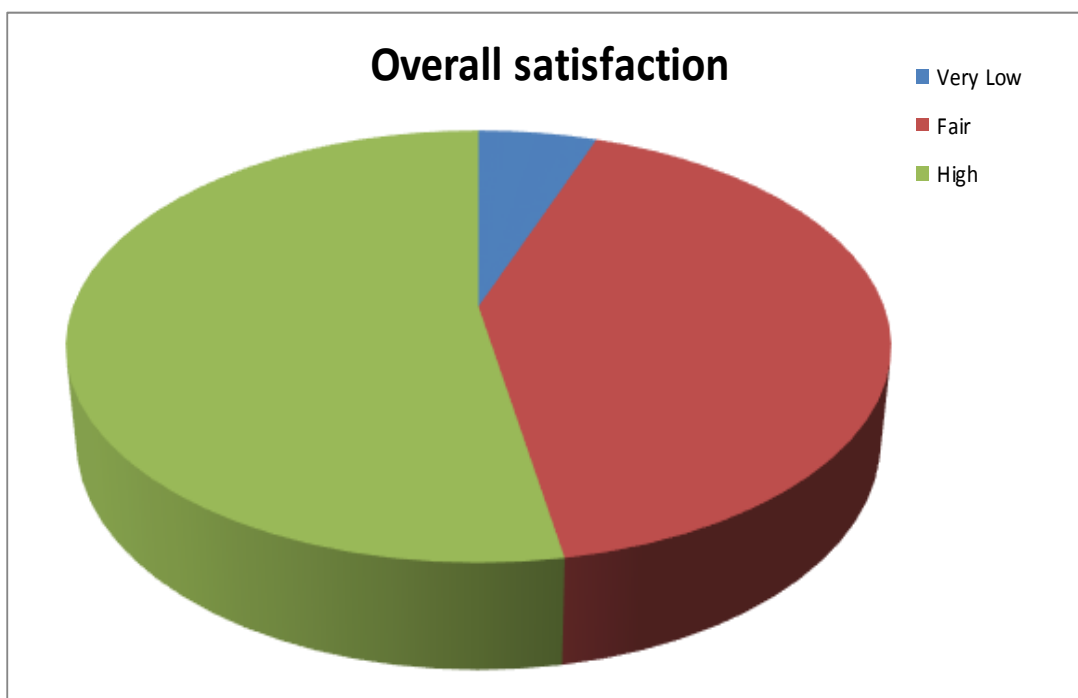
Also during the lunch time interesting discussions were realized with participant on a b2b approach.

3. EVENT EVALUATION

3.1 QUESTIONNAIRES ANALYSIS

	1	2	3
EVENT OBJECTIVES AND CONTENTS			
1.1 Was the content interesting for you?	1	3	12
1.2 Were the presentations interesting and clear? Which one(s) in particular?	1	3	10
1.3 (a) Was the event relevant to your requirements?	0	10	6
(b) About the information you received: Will it be useful to you and your organization?	1	9	5
1.4 Did your participation to the event improve your awareness/ understanding of the subject?	0	7	9
1.5 Did the speakers represent all the main types of actor involved in the targeted issues?	2	8	6
1.6 How well did the event satisfy your expectations?	1	5	9
EVENT ORGANISATION			
1.7 Was the duration of the event appropriate	2	3	11
1.8 Were the handouts/ educational supporting material useful and clear?	0	6	10
1.9 Was the event location adequate?	1	1	14
tot	9	55	92
	Very Low 00,06%	Fair 35,25%	High 58,97%

Graphic Overall Satisfaction



3.2 REACTIONS OF THE PARTICIPANTS

In general the event went very well and people seemed to be really interested in the argument.

A representative from CONSIP explained the current Italian situation in the framework of environmental sustainability for construction industry, and following satisfaction questionnaire results, this was one of the most appreciated speech. (CONSIP is a joint-stock company, set up in 1997, held by the Italian Ministry of economy and finance, which is the sole shareholder. The company operates in keeping with the MEF's strategic goals, working exclusively to serve the Public Administration sector)

Two members of the Chambers of Commerce of Venice attended the events: the Chamber of Venice will refurbish one of its premises, for that reason (as public) they are going to open a public tender for which they would need the assistance and advice of the GRASPINNO project.

3.3 LEARNING POINTS AND PROPOSALS FOR IMPROVEMENT and CONCLUSIONS

The following learning points and conclusions may be reported:

- The GPP is of great interest from both public and private sectors;
- Public organizations need to open a green tenders for sustainable building refurbishment and requires competences and skills on LCA and LCC.
- Public organizations needs repository for using green products characteristics since the design of the tenders
- Companies need benchmarking references to understand if they are in line with minimum environmental requirement recalled in the tender.

PP6 & PP7 - Association of Chambers of Commerce of Veneto Region (UCV) & Veneto Region (VR) – 2ND

1. INTRODUCTION

The aim of this report is to present the agenda and the minutes of the 1st Open Day event, which was held in Treviso, Italy on 9 June 2017. The meeting was hosted by the province of Treviso (VR – PP7), and took place in the Sala Consiliare Sant'Artemio.

2. EVENT DESCRIPTION

2.1 GENERAL INFORMATION

The provincial Open Day event took place in Treviso on 9 of June 2017. The event was organized within the sustainable energy week in cooperation with the Covenant of Mayors for Climate and Energy that brings together local and regional authorities voluntarily committing to implementing the EU's climate and energy objectives on their territory.

In 2015, the initiative took on new objectives: the Covenant of Mayors for Climate and Energy steps up the initial CO2-reduction commitment and includes adaptation to climate change. Signatory local authorities share a vision for making cities decarbonised and resilient, where citizens have access to secure, sustainable and affordable energy.

In addition the open day was organized in cooperation with project CENTRAL EUROPE Together the project INTERREG EUROPE EMPOWER and the project Edufootpreent in order to foster the participation of representatives of public bodies and municipalities.

Partner organization: Unioncamere del Veneto and Regione Veneto

Event date: June 9 th , 2017

Event duration: half days

Location : Treviso, at the premise of Province of Treviso

2.2 OBJECTIVES OF THE EVENT

The event was targeted to municipalities that are developing the SEAP and for this reason are really interested on information concerning EGPP for energy refurbishment of public building.

The formal presentation of GRASPINNO project took place during the Open day in front of about 25 representatives of 18 municipalities (Municipality of Cappella Maggiore, Municipality of Sarmede, Municipality of Casier, Municipality of Farra di Soligo, Municipality of Mogliano Veneto, Municipality of Paese, Municipality of Ponte di Piave , Municipality of Preganziol, Municipality of San Biagio di Callalta , Municipality of Santa Lucia di Piave, Municipality of Susegana, Municipality of Silea, Municipality of Trevignano, Municipality of Treviso, Municipality of Casale sul Sile, Municipality of Carbonera, Municipality of Cison, Municipality of Conegliano).

The event included five sessions:

1. The situation in the Province of Treviso: Covenant of Mayors, PAES, actions and monitoring;
2. Data collection to update energy consumption at local level. In-depth study of the work carried out with the 22 Municipalities coordinated by the Province of Treviso;
3. Monitoring the Proposed Actions in the PAES and new proposals
4. The Project TOGETHER: the action of the Province of Treviso and of 10 Treviso municipalities in measuring, monitoring the energy saving and involving the users in sustainable behaviors.
5. GRASPINNO and EMPOWER projects supporting the covenant of Mayor. Public-Private Participation in Energy Efficiency of Buildings

The main objectives of the GRASPINNO presentation were the following:

- introduction of GRASPINNO project
- scope and activities
- objectives
- introduction to the platform for PAs and SMEs
- pilot actions and VR role
- training courses
- specific results and opportunity

2.3 AGENDA

Agenda of the event

Working meeting

“Action Plan for Sustainable Energy (PAES) Bi-annual monitoring and prospects”

friday 9 june 2017 - 10.00 – 12.30

Sala Consiliare Sant'Artemio – Province of Treviso

Via Cal di Breda 116, Treviso

10.00 Greetings and opening works
Stefano Marcon, President of Treviso Province

Moderator Antonio Zonta, Dirigente del Settore Edilizia, Patrim. e Stazione Appaltante -Provincia di Treviso

10.15 The situation in the Province of Treviso: Covenant of Mayors, PAES, actions and monitoring;
Antonio Zonta, Dirigente del Settore Edilizia, Patrim. e Stazione Appaltante -Provincia di Treviso
Data collection to update energy consumption at local level. In-depth study of the work carried out

10.35 with the 22 Municipalities coordinated by the Province of Treviso;
RTI Nier/Energoclub

11.00 - 11.15 Pausa

11.15 Monitoring the Proposed Actions in the PAES and new proposals
RTI Nier/Energoclub
The Project TOGETHER: the action of the Province of Treviso and of 10 Treviso municipalities in

11.35 measuring, monitoring the energy saving and involving the users in sustainable behaviors.
Paolo Dalla Libera, Agenda 21 consulting
GRASPINNO and EMPOWER projects supporting the covenant of Mayor.

11.55 Public-Private Participation in Energy Efficiency of Buildings
Flavia di Noto, UnionCamere Veneto - Eva Zane, Regione del Veneto

12.15 – 12.30 Debate and conclusions

2.4 PARTICIPANTS

Brief description of the participants

Name of the organization - PAs	No. of participants
Municipality of Cappella Maggiore,	1
Municipality of Sarmede,	1
Municipality of Casier,	2

Sanitari Municipality of Farra di Soligo,	2
Municipality of Mogliano Veneto	2
Municipality of Paese,	2
Municipality of Preganziol	2
Municipality of San Biagio di Callalta	2
Municipality of Santa Lucia di Piave	1
Municipality of Susegana	2
Municipality of Silea	1
Municipality of Trevignano	1
RTI Nier	3
Agenda 21	1
Province of Treviso	4
Municipality of Casale sul Sile	1
Municipality of Carbonera	2
Municipality of Cison	1
Municipality of Conegliano	1
Regione Veneto	1
Unioncamere Veneto	2
tot	35

2.5 RESULTS OF THE EVENT

Mrs Eva Zane (Veneto Region) and Flavia Di Noto (Unioncamere Veneto) described the project's expected results offered by the project such as: public procurement tools; transnational network for public-private partnerships of eco-innovators; a decision support tool Life Cycle Costing (LCC) to be used by the PA to evaluate green products/services; innovative integrated transnational solutions with practical recommendations to EU decision-makers; and opportunities:

the creation of an ecosystem of SMEs specialized in the supply of components and systems for buildings refurbishment, able to

participate in calls for tenders opened by national and international Public Administrations; the improvement of public authorities' capacity to issue Green Procurement policies in order to increase their competencies in public buildings energy refurbishment, according to local, regional and national legislation; the valorization of international best practices, coming from GRASPINNO partners, in the framework of public buildings energy refurbishment at Mediterranean level; the organization of Living Labs to transfer information to local actors, especially Municipalities, to support them in the realization of the SUSTAINABLE ENERGY PLANS (SEAPs).

A clear message emerged related to the importance that buying green, acquiring green services, supplying sustainability requirements is not a choice of outline: it is instead a structural element to feed the entire green economy chain and accelerate that transition to a public and private system that has a path preference towards environmentally correct choices.

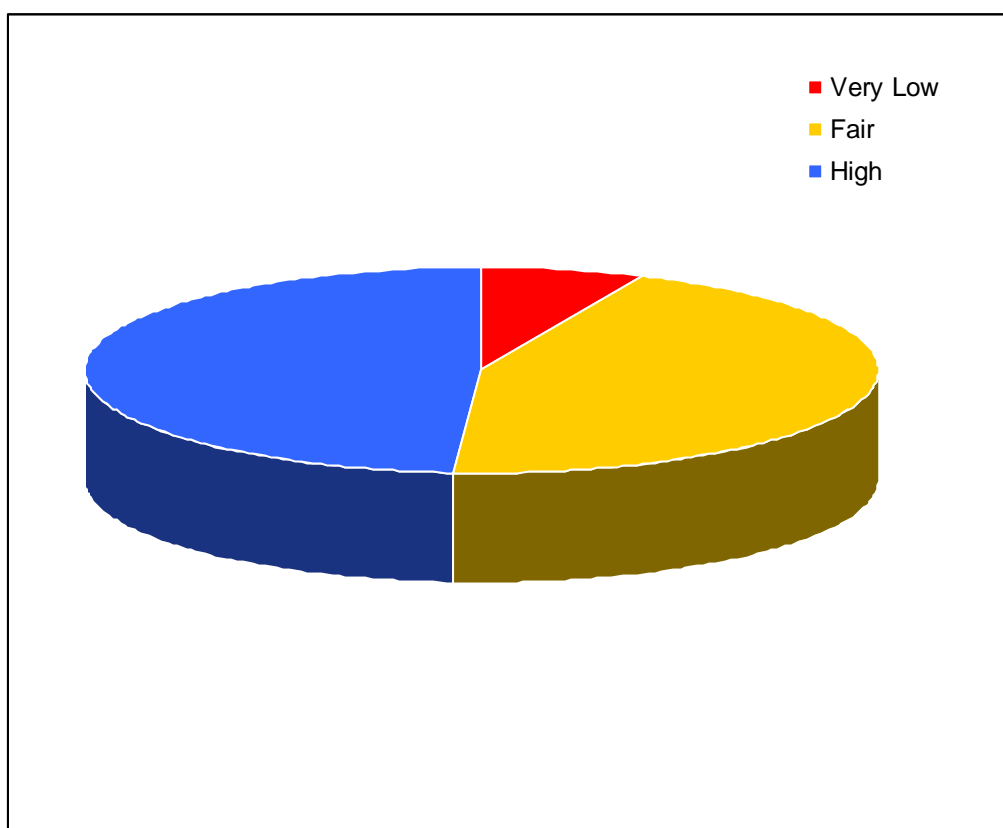
3. EVENT EVALUATION

3.1 QUESTIONNAIRES ANALYSIS

	Very low 1	Fair 2	High 3
EVENT OBJECTIVES AND CONTENTS			
1.1 Was the content interesting for you?	1	5	12
1.2 Were the presentations interesting and clear? Which one(s) in particular?	1	9	8
1.3 (a) Was the event relevant to your requirements?	1	10	7
(b) About the information you received: Will it be useful to you and your organization?	1	8	9
1.4 Did your participation to the event improve your awareness/	1	6	11

understanding of the subject?			
1.5 Did the speakers represent all the main types of actor involved in the targeted issues?		6	12
1.6 How well did the event satisfy your expectations?	1	7	10
EVENT ORGANISATION			
1.7 Was the duration of the event appropriate		12	6
1.8 Were the handouts/ educational supporting material useful and clear?		10	8
1.9 Was the event location adequate?	6	7	5
TOT	12	80	88
	7%	44%	49%

Graphic Overall Satisfaction



3.2 REACTIONS OF THE PARTICIPANTS

The participants were really interested on the topic of GPP specially because municipalities that are implementing PAES need to refurbish public building in order to reach the target of CO2 reduction.

The event went very well and people seemed to be really interested in the topic. Many questions were made in relation to the platform under construction by GRASPINNO project.

3.3 LEARNING POINTS AND PROPOSALS FOR IMPROVEMENT and CONCLUSIONS

In general, the most important lesson taking home by participates was:

- To give greater weight to the economic aspects arising from the application of EGPP
- The importance and role of covenant of mayor for spreading knowledge on EGPP

3.4 CONCLUSIONS

Meet and share effective procedures and systems to make green calls is the most important problems that the public sector has to overcome.

PP6 & PP7 - Association of Chambers of Commerce of Veneto Region (UCV) & Veneto Region (VR) – 3RD

1. INTRODUCTION

The aim of this report is to present the agenda and the minutes of the 2nd Open Day event, which was held in Venice, Italy on 20-21 June 2017. The meeting was hosted by the Veneto Region (VR – PP7), and took place in the Palazzo della Regione of the VR in Venice.

2. EVENT DESCRIPTION

2.1 GENERAL INFORMATION

The Open Day event took place in Venice on 20-21 of June 2017. The event was organized within the "Forum CompraVerde-BuyGreen Veneto". The Forum is the first and most important Italian event dedicated to "Green Procurement", which since 2007 is held in Rome to gather annually public and private actors who are protagonists in the design, application and dissemination of the "Green Procurement".

On this occasion, the National Forum in collaboration with the Veneto Region, one of the most active in Italy on sustainable development, proposed an innovative regional format to accompany the confrontation on political and administrative innovations and on new projects and strategies of the Veneto with the involvement of qualified experts and the most representative institutional and market decision makers.

Partner organization: Unioncamere del Veneto and Regione Veneto

Event date: June 20&21 th , 2017

Event duration: 2 days

Location : Venice, at the premise of Veneto Region palazzo Grandi Stazioni

2.2 OBJECTIVES OF THE EVENT

During the event, the public and private Green Procurement policies and projects have been exposed, thanks to the experience gained in the previous 10 editions at national level, for the sustainable development of the Veneto Region territory and in line with the obligations on the environmental criteria foreseen by the new procurement regulation.

The formal presentation of GRASPINNO project took place during the forum in front of the actors of the regional and national GPPs. In fact, the main actors of the Forum were Public Administrations (Veneto Region, Local Authorities, Public Utilities, etc.), operators of the Veneto business system (CCIAA, Category Associations and Primary Ecological Products and Services), Universities, Specialized Agencies, etc.

The event included four sessions:

6. first session was dedicated to the mandatory GPP;
7. second session the issues discussed were green bond and green finance;
8. the topic in the third session was the GPP as an opportunity for the economy, the environment and the territory;
9. fourth topic has been to form and innovate with the GPP.

In this last session was introduced GRASPINNO's presentation, a very important opportunity to disseminate the GRASPINNO project objectives and activities.

The main objectives of the GRASPINNO presentation were the following:

- introduction of GRASPINNO project
- scope and activities
- objectives
- introduction to the platform for PAs and SMEs
- pilot actions and VR role
- training courses
- specific results and opportunity

2.3 AGENDA

Agenda of the event

Open day event

Venice, 20-21 June 2017



COMPRAVERDE
BUYGREEN *Veneto*

Forum regionale degli Acquisti Verdi

Venezia, Palazzo della Regione del Veneto - 20 e 21 giugno 2017

20 June 2017

ore 9.30-13.00 Sala Conferenze

Moderà Giulia Tambato, Presidente Comitato Guida GPP Regione del Veneto

Apri i lavori Gianluca Forcolin, Vice Presidente Regione del Veneto

Intervengono

Silvano Falocco, Direttore Fondazione Ecosistemi

Michele Bugliesi, Rettore Università Ca' Foscari Venezia

Lidia Capparelli, Responsabile GPP Consip

Nicola Dell'Acqua, Direttore ARPAV

Fabrizio Boron, Consigliere Regione del Veneto

Giuseppe Fedalto, Presidente Unioncamere Veneto

Maria Rosa Pavanello, Presidente ANCI Veneto

Massimo Bettarello, Presidente Confservizi Veneto

Gabriella Chiellino, Consigliere delegato Confindustria Veneto

Enoch Soranzo, Presidente UPI Veneto

Andrea Olivi, Presidente PadovaFiere – Geo S.p.A.

Andrea Razzini, Direttore generale Veritas S.p.A.

Michele Rasera, Direttore generale Contarina S.p.A.

ore 14.30-17.00 Sala Conferenze

Moderà Gianluigi Masullo, Direttore Area Risorse Strumentali della Regione del Veneto

Intervengono

Francesco Bicciato, Segretario Generale Forum Finanza Sostenibile

Sara Lovisolo, Sustainability Manager per il London Stock Exchange Group

Fabrizio Spagna, Presidente Veneto Sviluppo S.p.A.

Lucio Brotto, Direttore Investimenti Sostenibili dello spinoff ETIFOR – Università degli Studi di Padova

21 June 2017

ore 9.30-13.00 Sala Conferenze

Moderà Livia Mazzà, Fondazione Ecosistemi

Intervengono

Rosalba Montani, Ministero dell'Ambiente e della Tutela del Territorio e del Mare

Elena Semenzin, Università Ca' Foscari Venezia, Dipartimento di Scienze ambientali, Informatica e Statistica

Simona Faccioli, Direttore ReMade in Italy

Claudia Brunori, Divisione Uso efficiente delle Risorse e Chiusura dei Cicli – ENEA

Daniela Luise, Direttore Coordinamento Agende 21 Locali Italiane

Stefania Tesser, Osservatorio Rifiuti ARPAV

Pietro Cecchinato, Direttore Direzione Programmazione Unitaria della Regione del Veneto

Giuliano Vendrame, Direttore U.O. Energia della Regione del Veneto

Giulia Tambato, Presidente Comitato Guida GPP della Regione del Veneto

ore 14.30-17.00 Sala Conferenze

Modera Laura Salvatore, Vice Presidente Comitato Guida GPP Regione del Veneto

Intervengono

Elisa De Berti, Assessore ai LL.PP, infrastrutture e Trasporti Regione del Veneto

Martina Gonano, Università Ca' Foscari Venezia, Direttore ufficio Progetti Speciali

Laura Carpineti, Esperta in appalti pubblici e GPP

Massimiliano Bagagli, Coordinamento ITACA GdL interregionale Edilizia Sostenibile

Patrizia Bianconi, Sviluppo valutazione impatto e promozione sostenibilità ambientale Regione Emilia-Romagna

Paolo Fabbri, Presidente Punto 3 S.r.l.

Alberto Negro, Direttore Agenzia veneta per l'innovazione nel settore primario

Eva Zane, Direzione Ricerca Innovazione ed Energia della Regione del Veneto

Silvano Falocco, Direttore Fondazione Ecosistemi

Giulia Tambato, Presidente Comitato Guida GPP Regione del Veneto

2.4 PARTICIPANTS

Brief description of the participants

Name of the organization - PAs	No. of participants
Regione Veneto	16
Unioncamere del Veneto	2
Regione Friuli Venezia Giulia	1
Azienda Provinciale per i Servizi Sanitari	1
Università Ca Foscari	2
Regione Emilia Romagna	1
Parco colli euganei	1
ARPA FVG	1
Regione Lombardia	1
tot	26

Name of the organisation - SMEs	No. of participants
Scattolin srl	1
Veritas spa	1
AIAB Associazione Italiana per l'Agricoltura Biologica	1
Punto 3	1
CNA	1
ADESCOOP	4
ISC srl	1
Fondazione Ecosistemi	3
Consulenti ambientali	2
tot	15

2.5 RESULTS OF THE EVENT

The organization of open day went smooth and all the conditions were respected.

From the open day of the 20 and 21 June a clear message emerged related to the importance that buying green, acquiring green services, supplying sustainability requirements is not a choice of outline: it is instead a structural element to feed the entire green economy chain and accelerate that transition to a public and private system that has a path preference towards environmentally correct choices.

For these reasons, the open day contributes to push models and strategies for sustainable development.

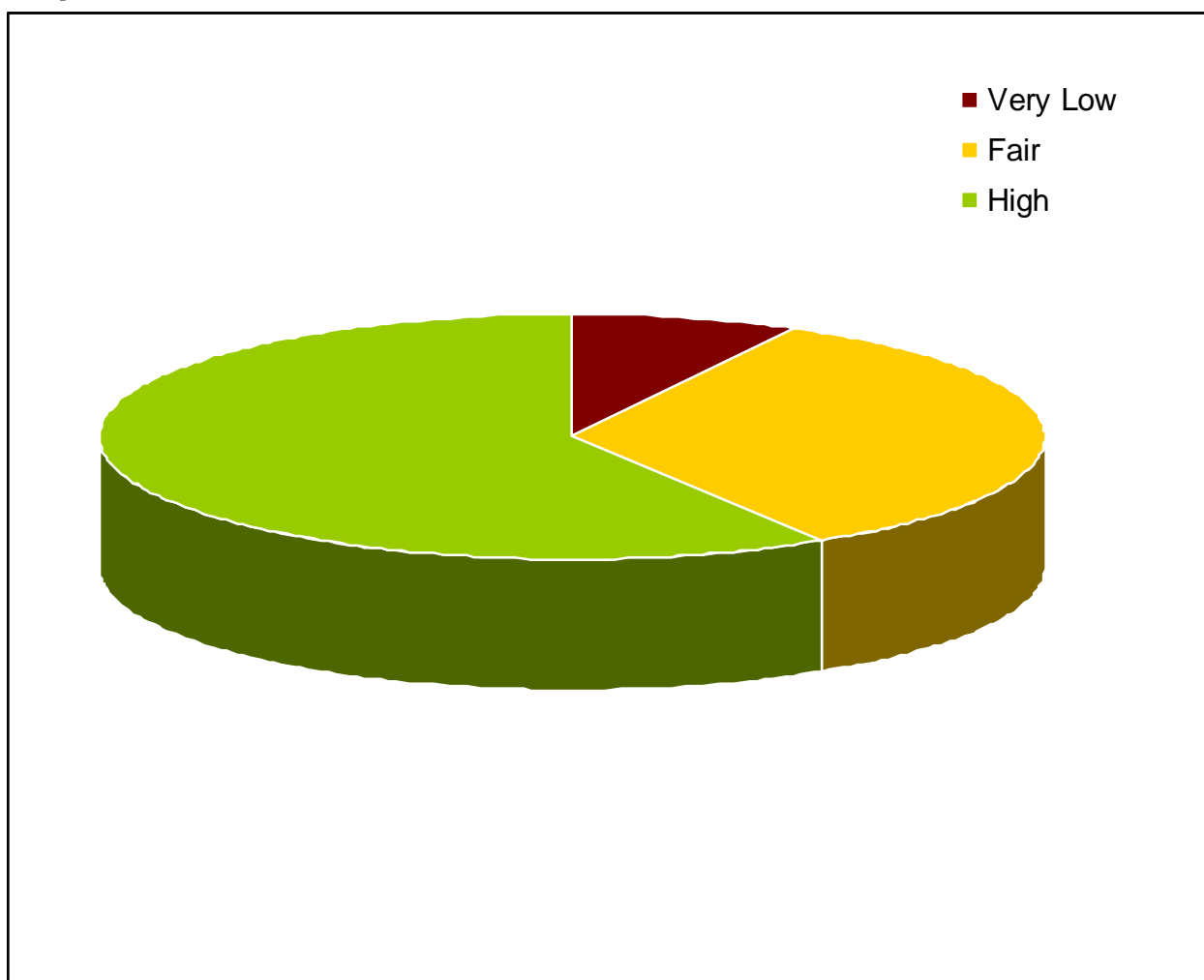
3. EVENT EVALUATION

3.1 QUESTIONNAIRES ANALYSIS

	Very low 1	Fair 2	High 3
EVENT OBJECTIVES AND CONTENTS			
1.1 Was the content interesting for you?	2	1	15
1.2 Were the presentations interesting and clear? Which one(s) in particular?		6	12
1.3 (a) Was the event relevant to your requirements?	1	7	10
(b) About the information you received: Will it be useful to you and your organization?		9	9
1.4 Did your participation to the event improve your awareness/ understanding of the subject?	1	7	10
1.5 Did the speakers represent all the main types of actor involved in the targeted issues?	1	7	10
1.6 How well did the event satisfy your expectations?	1	4	13

EVENT ORGANISATION			
1.7 Was the duration of the event appropriate	3	8	7
1.8 Were the handouts/ educational supporting material useful and clear?	1	8	9
1.9 Was the event location adequate?	4	4	10
TOT	14	61	105
	8%	34%	58%

Graphic Overall Satisfaction



3.2 REACTIONS OF THE PARTICIPANTS

In general, the event went very well and people seemed to be really interested in the argument.

In general, the communication about the meeting arrived by email and generally people were informed 2 weeks before the meeting and for the most part of the participants they participate in the open day in order to deepen the themes dealt with.

3.3 LEARNING POINTS AND PROPOSALS FOR IMPROVEMENT and CONCLUSIONS

The Open day was very useful for understand that the GPP is of great interest from both public and private sectors;

In fact, Public organizations need to open a green tenders for sustainable building refurbishment and requires competences and shills on LCA and LCC.

In addition, Public organizations needs repository for using green products characteristics since the design of the tenders. On the other hands Companies need benchmarking references to understand if they are in line with minimum environmental requirement recalled in the tender.

3.4 CONCLUSIONS

In general, the most important lesson taking home by participates was:

- To give greater weight to the economic aspects arising from the application of EGPP
- The importance of the circular economy
- Understand the functioning of green bonds
- Public procurement obligations

The most important problems that public and private sector have to overcome is how to meet and share effective procedures and systems to make green calls.

PP8 - Department of Public Works – Ministry of Transport – Communication and Work (PWD)

1. INTRODUCTION

2. EVENT DESCRIPTION

2.1 GENERAL INFORMATION

Partner organization: Department of Public Works – Ministry of Transport, Communications and Works, Cyprus (PP8-PWD)

Partners' facilitators:

Katerina Pantazi: Responsible of the Department of Public Works, Partner PP8-PWD

Natalia Georgiou: Responsible of the Department of Environment, Partner PP14-DoE

Potential associated expert / organization (*names and activity*)

Charis Kordatos and Marios Petrakas / Cyprus Energy Agency: They made presentation about the criteria of Green Public Procurement and best practices regarding lighting and office equipment, motivating the trainees about the importance and the benefits of Green Public Procurement.

Charalambos Panayiotou / Atlantis Consulting Cyprus LTD: He presented the tool and its use in order to motivate the attendees on GRASPINNO methodology explaining the benefits of the unified platform.

Event date: 11th of May 2017

Event duration: 6 hours (8:30 -14:30)

Location: KES College, Nicosia, Cyprus

3.5 OBJECTIVES OF THE EVENT

The course aimed to provide knowledge about the Green Public Procurement, to motivate GRASPINNO's stakeholders to join the upgraded unified tool and teach them its use and its benefits.

3.6 AGENDA

1. Green Public Procurement in Cyprus
2. GRASPINNO – Goals and Benefits
3. GreenS Project – Introduction in Green Public Procurement (existing situation, barriers, challenges)
4. Internal and external lighting according to the criteria of Green Public Procurement and common best practices
5. Office equipment according to the criteria of Green Public Procurement and common best practices
6. Characteristics of the unified GRASPINNO platform and tools' benefits
7. Training for SMEs and Pas (how to register procurement processes, how to check open processes, how to add my products, etc.)

3.7 PARTICIPANTS

Name of the company	Name of participants	Activity area
Cyprus Police	Antonis Hadjiantoni	Responsible for the procurements in Cyprus Police Department
Cyprus Energy Agency	Charis Kordatos	Inform, educate and train public community in topics of renewable energy sources, energy efficiency, energy savings and sustainable transport
	Marios Petrakas	
Department of Environment	Chrystala Nisiotou	Coordinator for the implementation of the National Green Public Procurement Action Plan
	Natalia Georgiou	
Municipality of Nicosia	Ploutarhos Anastasiou	Electrical Engineer for public lighting
Department of Public Works	Eleftheria Themistocleous	Infrastructure projects for urban, interurban and rural roads, public buildings, airports, hospitals,

	Katerina Pantazi	ports and beach protection
	Filio Lymboura	
Treasury of the Republic of Cyprus	Androniki Kotsoni	Management of the government's financial operations by supporting decision-making processes and ensuring the effective implementation of economic and fiscal policy in the public interest
	Konstantia Kleanthous	
	Sophia Zinonos	
	Vera Tryfonos	
	Yiota Charalambous	
	Elena Dimosthenous	
Municipality of Aradipou	Katerina Katamia	Responsible for the procurements of the Municipality of Aradipou
Drakos Lighting LTD	Aggelos Christophi	Responsible for the procurements in Lighting
Energy Department	Ioannis Savvas	Safeguarding of a healthy competition of energy in the market, the security of the supply of energy and the fulfilment of the energy demands of the country, with the least possible burden on the national economy and the environment.
	Evangelos Stougiannis	

3.8 RESULTS OF THE EVENT

The training organization and implementation is considered to have been of very high standard and is expected to contribute significantly to the future engagement of public authorities to the implementation of GRASPINNO and uptake of its tools.

Several factors have helped in this direction.

- The severe interest of all the PAs and their implementation they have in the GPP.
- The training material and prior experience of the GRASPINNO team provide a solid basis for preparing the training.
- The DoE and PWD have succeeded in securing experienced and knowledgeable speakers from their organizations and other Competent Authorities who greatly contributed to communicating and explaining Green Procurement issues and provide solid case studies.
- The external expert has participated in the project GRASP and was therefore very familiar with the tools. The high level of preparation of the trainers contributed to enhancing the level of

understanding of the functionality and operation of the electronic tools.

- The training facilities were of high quality and functional. All the required equipment including computers for all participants, internet and projectors were available and of high quality.

III. EVENT EVALUATION

3.9 QUESTIONNAIRES ANALYSIS

The questionnaire was completed by 16 persons (19 attendees). The following paragraphs show the resume of the most relevant questions.

I. Previous knowledge of the event (workshop, meeting, seminar)

<i>Why did you decide to participate in this event?</i>	<i>Number of answers</i>
✓ To find out more specific information on the targeted issues	10
✓ Because I am generally interested in the topics	7
✓ To improve my knowledge on Green Procurement / e-procurement systems	11

Most of them ticked all three possible answers.

II. Evaluation of the event: Rate your overall satisfaction from your participation (vote 1 to 3, with 1= low, 2= fair, 3= high)

	Average
EVENT OBJECTIVES AND CONTENTS	
1.1 Was the content interesting for you?	2.5
1.2 Were the presentations interesting and clear?	2.7
Which one(s) in particular? <i>The 2 presentations from the Energy Agency Department</i>	
1.3 (a) Was the event relevant to your requirements?	2.4

(b) About the information you received: Will it be useful to you and your organization?	2.4
1.4 Did your participation to the event improve your awareness/ understanding of the subject?	2.6
1.5 Did the speakers represent all the main types of actor involved in the targeted issues? If not, who else would you have invited? _____	2.5
1.6 How well did the event satisfy your expectations?	2.3
EVENT ORGANISATION	
1.7 Was the duration of the event appropriate? Comments _____	2.9
1.8 Were the handouts/ educational supporting material useful and clear? Comments: <i>The tool wasn't working properly</i>	2.5
1.9 Was the event location adequate? Comments_____	2.6

IV. General Comments and recommendations

1. Please list the three most important lessons you are taking home with you from the event:

- ✓ There is a unified platform for Green Public Procurements
- ✓ How to proceed with a Green Procurement through the tool
- ✓ Responsible Authorities are interested in Green Procurement
- ✓ There is a need for better information about the Green Public Procurement to SME's and PAs
- ✓ Suppliers can register and be included in the platform by themselves
- ✓ To include and take into consideration the life cost of a product
- ✓ Environmental impact should be reduced

- ✓ There should be better communication between economic operators and public authorities
 - ✓ There is a complexity of the procedure of Green Public Procurement
2. On which topics or aspects of the event would you have liked to receive more information?
- ✓ Technical Specifications
 - ✓ Green Criteria and Legislation
 - ✓ If the tool is going to be widely in use, especially by public authorities
 - ✓ Future steps of how the tool will be used in general
 - ✓ LCC Calculating tool
3. How could the event be improved? Specifically, what lectures/sessions need improving?
- ✓ Specifications
 - ✓ Upgrade the tool so as to become more user friendly and include legislation
 - ✓ Presenting a case study
 - ✓ What are the targets of the tool regarding the suppliers and SMEs
 - ✓ All of the participants should have been registered before the training session, for preventing any technical problems
 - ✓ Connect the tool with the e-procurement website
 - ✓ How the responsible authorities will act in the future regarding the specific tool
4. Please feel free to state any additional comments that you may have.
- ✓ Present of some case studies
 - ✓ The tool should be provided also in greek
 - ✓ There should be technical specifications and minimum legal criteria for each product according to the Green Public Procurements' criteria
 - ✓ Control and verification of the entered data by a managing authority
 - ✓ Add photos of the added products
 - ✓ There should be more suppliers and product in tool's library
 - ✓ The tool should be used mandatory by all public authorities
 - ✓ The platform is not completed. It should be secured that the existing and the added products meet the minimum requirements regarding the Green Public Procurement criteria

Do you wish to be informed about similar events? YES 16 NO 0

3.10 REACTIONS OF THE PARTICIPANTS

The course was very interactive, attendees were motivated and all of them were participating doing questions and commented their own experiences. All participants expressed an interest to join the Tool and follow the progress of the project.

Relevant aspects commented during the course

About functionalities:

SMEs:

Only one SME participated in the training. The participant stated that the Tool is quite interesting and that he believed SMEs would be interested to join if they are convinced that the Public Authorities utilize the information and thus a competitive advantage is perceived. He stated that his company represents hundreds of products and significant effort would be required to enter the information. Personally he would only be willing to invest the time if there is a significant benefit over companies who do not join.

It was also discussed that it is correct that SMEs' information is kept private and this need to be legally secured. However, it was also mentioned that it will be useful to SMEs if statistical data were provided through the tool regarding their sector. No specific data types were defined though.

PAs:

Pas expressed a concern over the coordination between the eGPP and the Government's official e-procurement site. They understand that the eGPP supports green specification aspects but would still expect a clear definition of who the eGPP would be used in conjunction with e-procurement website.

They expressed their interest in the various types of information the Tool can provide, regarding green specification, environmental, regulations and best practices but raised a concern on whether there will be adequate quality assurance and control procedures to secure and verify that the provided information is correct and updated.

They consider the availability of market information as very useful. However, they again raised a concern regarding how the accuracy

and comprehensiveness of information provided by SMEs can be controlled and secured. Also the data can be considered representative of the market and will be useful only if a significant portion of the market joins the platform.

About the LCC:

It was discussed that having LCC results can be a very useful information during the cost-benefit analysis of a tender. It was commented that the tool provided in the Platform provide an initial gross estimate. However, it appears to be too simplistic and prone to a lot of disagreement and is unlikely to be accepted by the Authorities as a basis for conducting any techno-economic analysis.

3.11 LEARNING POINTS AND PROPOSALS FOR IMPROVEMENT

About the tools:

The Tool is expected to be very useful to Pas provided that it is accurately and comprehensively completed and that adequate quality assurance procedures are in place. Methodology is very interesting to SEE and PA in order to facilitate the participation and the preparation of contracting process. The Tools still need to be enriched with documentation in many fields including the Library and products. This reduced the possibility of demonstrating several aspects of the tool in relation to specific questions raised by participants.

About the training course:

It is deemed necessary that the GRASPINNO partners provide follow up support to participants to facilitate registration and subsequent data entry and updating. Thus it is advised that a contact person in assigned the duties of actively following up with all participants.

Several aspects of the Tool's are spread in various sections of the manuals making it hard to follow.

3.12 CONCLUSIONS

As already mentioned, the training course was very interactive and the tool very useful.

The handicap was:

- ✓ Motivate to the target public to attend the course, at this moment is very difficult to involved persons from enterprises and entities to do classroom trainings.
- ✓ We received 3 enterprises interested in acquire the training but they cannot attend this day and we send the information by e-mail and if it necessary we offer to fix a meeting.

About documentation:

- ✓ It was not very easy to found the complete user manual to do the translation.

As a User:

- ✓ The platform is very informative, but if we had seen practical examples before it had been better for prepare the presentation.

In general, the Tool and manuals are practical and well explained.

PP9 - General Secretariat of Commerce and Consumer Protection (GSCCP) – 1ST

1. INTRODUCTION

The aim of this report is to present the agenda and the minutes of the 1st Open Day event, which was held in Athens, Greece.

The report is structured in 3 chapters:

- Chapter 1 is the introduction, where the aim and the structure of this report is presented.
- Chapter 2 presents the description of the event, the agenda and the organizations participated, along with their representatives.
- Chapter 3 provides the evaluation of the event, along with the conclusions reached.

IV. EVENT DESCRIPTION

3.13 GENERAL INFORMATION

The 1st Open Day event took place in Athens on Thursday 6th of April 2017. The meeting was hosted by the General Secretariat of Commerce and Consumer Protection (GSCCP - PP9) and took place in the Venue 611 of the GSCCP building in Kanigos Square, Athens.

3.14 OBJECTIVES OF THE EVENT

The Open Day event was intended to serve as a formal communication and dissemination of GRASPINNO project objectives and activities, as well as information about framework - agreements conducted by General Directorate of Public Procurements.

The main objectives of the event were the following:

- Introduction of GRASPINNO project
- Dissemination of project objectives, scope and activities
- Presentation of GRASPINNO platform
- Presentation of framework – agreements, which are conducted by the General Directorate of Public Procurements and are appointed as pilots of GSCCP - PP9 in the GRASPINNO project.

The event included two sessions. The first session was dedicated to the general presentation of GRASPINNO project and its objectives and to the presentation of GRASPINNO platform. During the second session of the Open Day event, the pilots of PP9 running by the General Directorate of Public Procurements were extensively presented by GSCCP.

3.15 AGENDA

Open day event GRASPINNO

Athens, 6 April 2017



Program

- | | |
|--------------------|---|
| 09.00-09.15 | Registration |
| 09.15-10.00 | Information about GRASPINNO project |
| 10.00-11.00 | Information about framework agreements that will be conducted by the General Secretariat of Commerce and Consumer Protection for Energy Efficient Products. |
| 11.00-11.30 | Discussion |

3.16 PARTICIPANTS

GRASPINO
Open day Event
 6 April 2017, Athens


 Project co-financed by the European
 Regional Development Fund
GRASPINO

ΛΙΣΤΑ ΣΥΜΜΕΤΕΧΟΝΤΩΝ/REGISTRATION LIST

α/α	ΟΝΟΜΑΤΕΠΩΝΥΜΟ/NAME	ΦΟΡΕΑΣ/ΕΤΑΙΡΙΑ ORGANIZATION	ΤΗΛΕΦΩΝΑ ΕΠΙΚΟΙΝΩΝΙΑΣ/ TEL	Δ/ΝΣΗ ΗΛΕΚΤΡΟΝΙΚΟΥ ΤΑΧΥΔΡΟΜΕΙΟΥ / e-mail	ΥΠΟΓΡΑΦΗ/ SIGNATURE
1	ΑΝΑΣΤΑΣΙΑ ΖΑΧΑΡΟΠΟΥΛΟΥ	ΓΕΝΙΚΗ ΓΡΑΜΜΑΤΕΙΑ ΕΜΠΟΡΙΟΥ ΚΑΙ ΠΡΟΣΤΑΣΙΑΣ ΚΑΤΑΝΑΛΩΤΗ (GSCCP)	+30 210 3893293	azacharopoulou@eprocurement.gov.gr	
2	ΜΑΡΙΑ ΣΤΑΘΟΓΙΑΝΝΗ	ΓΕΝΙΚΗ ΓΡΑΜΜΑΤΕΙΑ ΕΜΠΟΡΙΟΥ ΚΑΙ ΠΡΟΣΤΑΣΙΑΣ ΚΑΤΑΝΑΛΩΤΗ (GSCCP)	+30 210 3893484	mstathogianni@eprocurement.gov.gr	
3	ΜΑΡΙΝΑ ΣΑΝΟΖΙΔΟΥ	ΓΕΝΙΚΗ ΓΡΑΜΜΑΤΕΙΑ ΕΜΠΟΡΙΟΥ ΚΑΙ ΠΡΟΣΤΑΣΙΑΣ ΚΑΤΑΝΑΛΩΤΗ (GSCCP)	+30 210 3893287	msanozidou@eprocurement.gov.gr	
4	ΑΝΝΑ ΑΝΑΓΝΩΣΤΟΥ	ΓΕΝΙΚΗ ΓΡΑΜΜΑΤΕΙΑ ΕΜΠΟΡΙΟΥ ΚΑΙ ΠΡΟΣΤΑΣΙΑΣ ΚΑΤΑΝΑΛΩΤΗ (GSCCP)	+30 210 3893249	aanagnostou@eprocurement.gov.gr	
5	ΗΡΩ ΒΕΡΓΑΔΗ	ΓΕΝΙΚΗ ΓΡΑΜΜΑΤΕΙΑ ΕΜΠΟΡΙΟΥ ΚΑΙ ΠΡΟΣΤΑΣΙΑΣ ΚΑΤΑΝΑΛΩΤΗ (GSCCP)	+30 210 3893565	ivergadi@eprocurement.gov.gr	
6	ΕΙΡΗΝΗ ΖΥΓΟΥΡΗ	ΓΕΝΙΚΗ ΓΡΑΜΜΑΤΕΙΑ ΕΜΠΟΡΙΟΥ ΚΑΙ ΠΡΟΣΤΑΣΙΑΣ ΚΑΤΑΝΑΛΩΤΗ (GSCCP)	+30 210 3893551	ezigouri@eprocurement.gov.gr	
7	ΙΑΚΩΒΟΣ ΜΟΥΣΙΔΗΣ	ΓΕΝΙΚΗ ΓΡΑΜΜΑΤΕΙΑ ΕΜΠΟΡΙΟΥ ΚΑΙ ΠΡΟΣΤΑΣΙΑΣ ΚΑΤΑΝΑΛΩΤΗ (GSCCP)	+30 210 3893326	imoissidis @eprocurement.gov.gr	
8	ΒΑΣΙΛΙΚΗ ΓΡΗΓΟΡΙΑΔΟΥ	ΓΕΝΙΚΗ ΓΡΑΜΜΑΤΕΙΑ ΕΜΠΟΡΙΟΥ ΚΑΙ ΠΡΟΣΤΑΣΙΑΣ ΚΑΤΑΝΑΛΩΤΗ (GSCCP)	+30 210 3893326	vgrigoriadou @eprocurement.gov.gr	
9	ΣΟΦΙΑ ΣΑΡΑΝΤΟΥ	ΓΕΝΙΚΗ ΓΡΑΜΜΑΤΕΙΑ ΕΜΠΟΡΙΟΥ ΚΑΙ ΠΡΟΣΤΑΣΙΑΣ ΚΑΤΑΝΑΛΩΤΗ (GSCCP)	+30 210 3893249	sarantou@eprocurement.gov.gr	

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
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10	ΕΛΕΝΗ ΑΝΑΣΤΑΣΟΠΟΥΛΟΥ	ΓΕΝΙΚΗ ΓΡΑΜΜΑΤΕΙΑ ΕΜΠΟΡΙΟΥ ΚΑΙ ΠΡΟΣΤΑΣΙΑΣ ΚΑΤΑΝΑΛΩΤΗ (GSCCP)	+30 210 3893355	eanastasopoulou@eprocurement.gov.gr	
11	ΕΙΡΗΝΗ ΣΟΦΙΑΝΟΥ	ΓΕΝΙΚΗ ΓΡΑΜΜΑΤΕΙΑ ΕΜΠΟΡΙΟΥ ΚΑΙ ΠΡΟΣΤΑΣΙΑΣ ΚΑΤΑΝΑΛΩΤΗ (GSCCP)	+30 210 3893467	esofianou@eprocurement.gov.gr	
12	ΕΛΕΥΘΕΡΙΟΣ ΚΟΧΕΙΛΑΣ	NEONENERGY SA	+30 210 2837000	lkohilas@neon-energy.com	Βρέγε No 31
13	ΜΑΡΙΑ ΣΙΑΧΑΜΗ	Β.ΚΑΥΚΑΣ Α.Ε.	2103003037	msiaxami@kafkas.gr	
14	ΧΡΙΣΤΙΝΑ ΑΝΔΡΙΚΟΠΟΥΛΟΥ	Β.ΚΑΥΚΑΣ Α.Ε.	216.3003039	chandrikopoulou@kafkas.gr	
15	ΚΩΝΣΤΑΝΤΙΝΟΣ ΛΟΥΛΑΚΗΣ	ΜΕΣΟΓΕΙΑΚΟ ΚΕΝΤΡΟ ΚΑΙΝΟΤΟΜΙΑΣ ΕΠΕ		loulakisk@mei.gr	Βρέγε No 35
16	ΚΩΝΣΤΑΝΤΙΝΟΣ ΠΟΡΤΟΚΑΛΗΣ	ΑΚ ΚΑΛΛΙΝΙΚΙΔΗΣ ΑΕ	6479267127	kportokalidis@gmail.com	
17	ΚΩΝΣΤΑΝΤΙΝΟΣ ΤΣΙΠΛΑΚΗΣ	ΑΚ ΚΑΛΛΙΝΙΚΙΔΗΣ ΑΕ			
18	ΠΑΝΤΕΛΗΣ ΙΩΑΝΝΟΥ	ΑΗΙ CARRIER ΝΟΤΙΑΣ ΑΝΑΤΟΛΙΚΗΣ ΕΥΡΩΠΗΣ ΚΛΙΜΑΤΙΣΜΟΥ Α.Ε.	210.6946337	pantelis.ioumni@ahi-carrier.com	
19	ΑΘΗΝΑ ΜΠΑΛΤΑ	ΣΒΕΗΣ	+30 210 6855955	sveis@otenet.gr	
20	ΔΗΜΗΤΡΙΟΣ ΠΑΠΑΓΙΑΝΝΙΔΗΣ	ΥΠΟΥΡΓΕΙΟ ΔΙΚΑΙΟΣΥΝΗΣ	+30 210 6419180	papagiannidis@aretospagos.gr	
21	ΕΛΕΝΗ ΤΣΕΛΙΟΥ	ΥΠΟΥΡΓΕΙΟ ΠΕΡΙΒΑΛΛΟΝΤΟΣ ΚΑΙ ΕΝΕΡΓΕΙΑΣ	+30 210 8969252	e.tseliou@prv.ypeka.gr	

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22	ΧΡΥΣΟΥΛΑ ΚΟΥΤΣΟΚΟΣΤΑ	ΓΕΝΙΚΗ ΓΡΑΜΜΑΤΕΙΑ ΕΜΠΟΡΙΟΥ ΚΑΙ ΠΡΟΣΤΑΣΙΑΣ ΚΑΤΑΝΑΛΩΤΗ (GSCCP)	+30 210 3893453	koutsokostach@gge.gr	
23	ΜΑΝΩΛΗΣ ΜΟΡΑΙΤΗΣ	ΓΕΝΙΚΗ ΓΡΑΜΜΑΤΕΙΑ ΕΜΠΟΡΙΟΥ ΚΑΙ ΠΡΟΣΤΑΣΙΑΣ ΚΑΤΑΝΑΛΩΤΗ (GSCCP)			
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25	Πέτρος Ανδρέας	Δ/νση Προμηθειών, Υπο- δομών & Διακ. Υλικού Υπουργείο Οικονομίας & Ανάπτυξης	2103332955	a.petrou@mneec.gr	
26	Λυμπερίδου Ελένη	Υ	2103332275	e.lymperidou@mneec.gr	
27	Ιπποκρίδης Ιωάννης	Γ.Δ.Α.Δ.Π. Ε.Ε.Ε.	210-3893288	ipantoumki@eprocurement.gov.gr	
28	Δαμπαρούλης Δημήτρης	Γ.Ε.Π.Ε.	210 3893244	dampropoulou@eprocurement.gov.gr	
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30	ΒΛΑΤΣΗΣ ΠΕΤΡΟΣ	Γ.Δ.Υ.Π.	210-3893779		
31	Παπαδόπουλος Θεόδωρος	Γ.Δ.Κ.Π.	2103893153	tpapas@eprocurement.gov.gr	
32	Κρεμμύδα Καλλιόπη	Γ.Δ.Κ.Π.	2103893321	pkremmida@eprocurement.gov.gr	
33	Σχοιμά ΜΑΡΙΑ	Γ.Δ.Κ.Π.	6474451572	mschioma@gge.gr	

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34	Παρασκευή Οβελινοπούλου	ΓΑΚΤ	210 38 93 261	por21koglou@procurement.gov.gr	
35	Ανδρέας Κουρής	ΜΕΓ ΕΠΕ	2106083940	andreas.k@mege.gr	
36	Κεραυνία Παπακού	Γεν Δ/νση Κρατ. Αποφ.	2103833477	plampou@eprocurement.gov.gr	
37	Κοχούδης Ελευθέριος	Neon Energy S.A.	0932736639	l.koulidas@neon-energy.com	
38	Γιάννης Γεωργιάδης	Γ.Ρ.Ε.	3893 711	giannis@gge.gr	
39	Αννίνα Δράκου	Γ.Ρ.Ε.	2105893480		
40	Ιωάννης Μιχαήλ	Γ.Ρ.Ε.	2103043341	ioannichail@procurement.gov.gr	
41	Ανδρέας Στεφανίδης	Γ.Ρ.Ε.			
42	Α.Ο. Σκούδας	Γ.Ρ.Ε.	2105893335		
43	Στέλιος Μπαλαβούρας	Γ.Ρ.Ε.	2103893272		
44	Ανδρέας Κ. Καρανιώσης	—	2103893341		
45	Μαυρίκιος ΑΒ.	—	210 38 93 492		

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46	Θεοφανώσιω	ΥΠΟΥΡΓΕΙΟ ΟΙΚΟΝΟΜΙΑΣ Κ' ΑΝΑΠΤΥΞΗΣ	210-3332785	e.theofanous@mmec.gr	
47	ΛΙΤΣΑΡΑ ΜΑΡΙΑ	ΥΠΟΥΡΓΕΙΟ ΟΙΚΟΝΟΜΙΑΣ Κ' ΑΝΑΠΤΥΞΗΣ	210-3332447	m.litsara@mmec.gr	
48	ΤΖΑΝΕΒΟΛΟΥΣ ΚΑΛΗ	Γ.Ρ.Ε.	210-3893422	ktzanepoulou@eprocurement.gov.gr	
49	ΚΑΘΗΜΕΡΟΠΟΥΛΟΥ ΧΡ.	ΥΠΟΥΡΓΕΙΟ ΟΙΚΟΝΟΜΙΑΣ Κ' ΑΝΑΠΤΥΞΗΣ	210-3893246	lathousoπούλου@procurement.gov.gr	
50					
51					
52					

3.5 RESULTS OF THE EVENT

The time duration of the event was as much as needed in order the participants to be informed about the main objectives of the event and to keep their interest throughout the meeting.

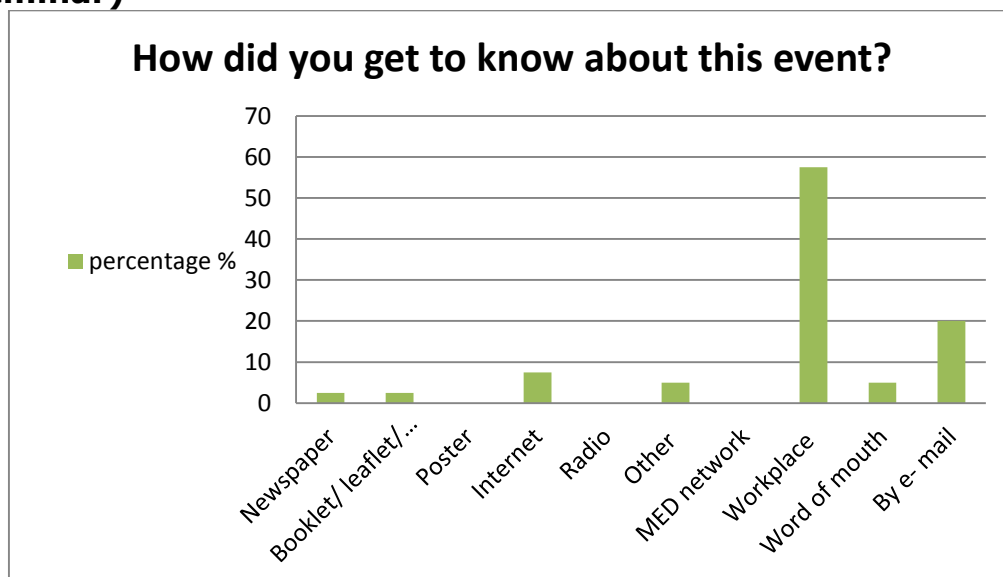
The experience of organizing this open day event for GRASPINNO taught us that the participants are interested in new and innovative tools in public procurements and especially in green public procurements. Within the framework of green public procurement GRASPINNO project is an important tool for their implementation.

V. EVENT EVALUATION

3.6 QUESTIONNAIRES ANALYSIS

The content of the participants' answers can be summarized in the graphs that follow:

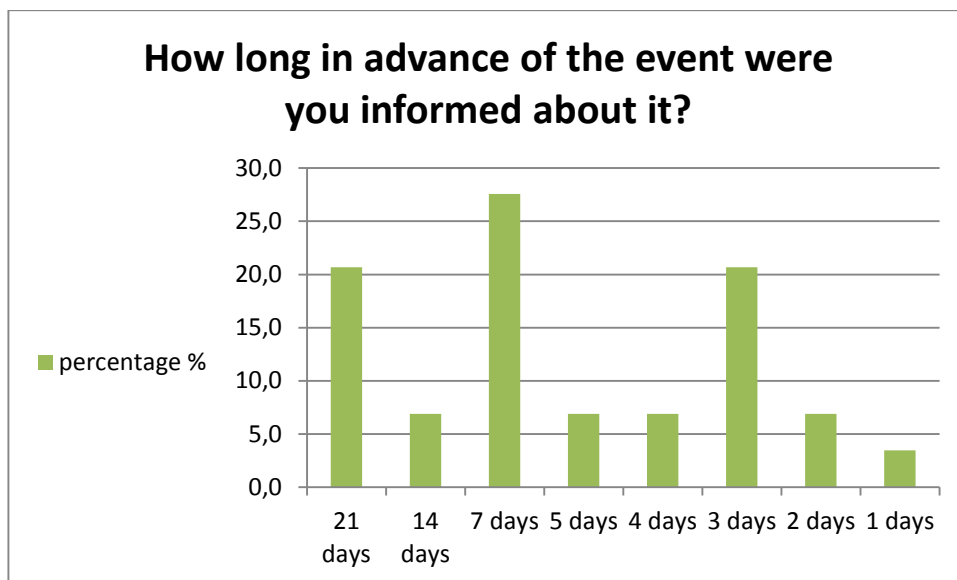
III. Previous knowledge of the event (workshop, meeting, seminar)



Graph 1

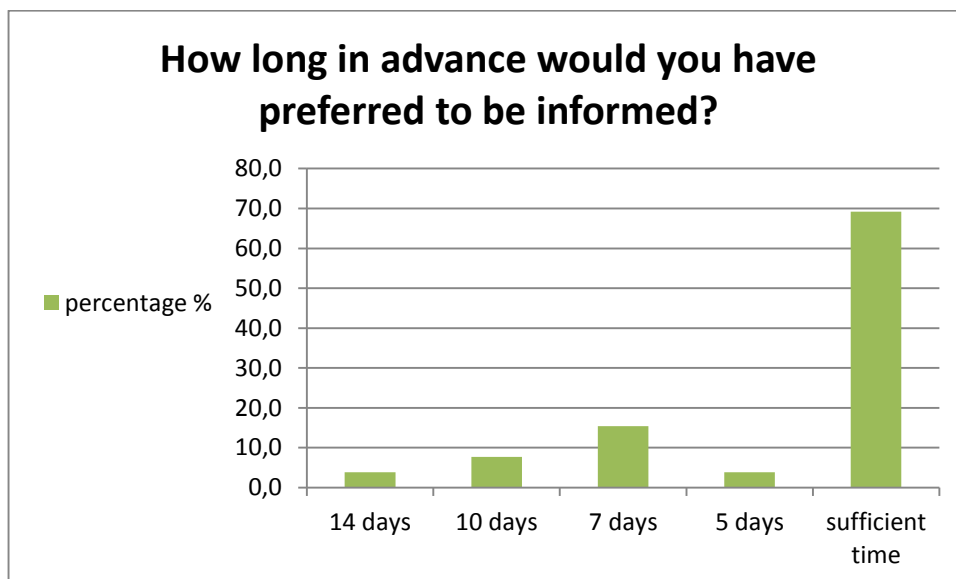
The great majority of the participants was informed about the event through workplace (internal communication), while poster, Radio

and Med network were not used as means of information for this event.



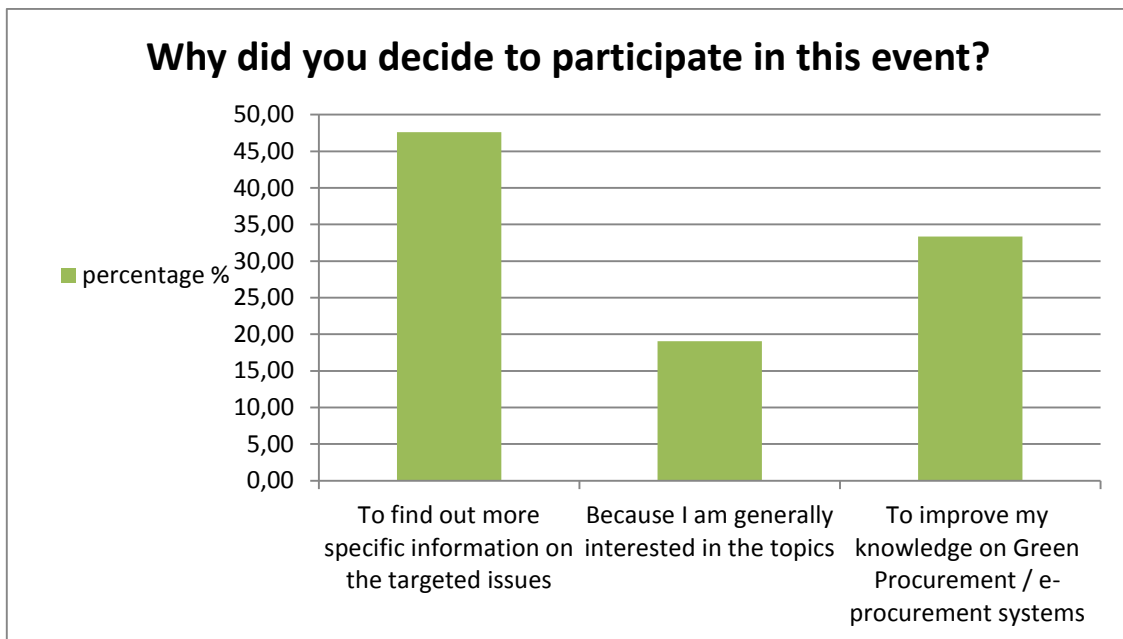
Graph 2

Most of the participants were informed more than one week before the event, whereas there is a small amount that was informed about it only a few days before.



Graph 3

The great majority of the participants mentioned that the time that they have been informed was really sufficient.

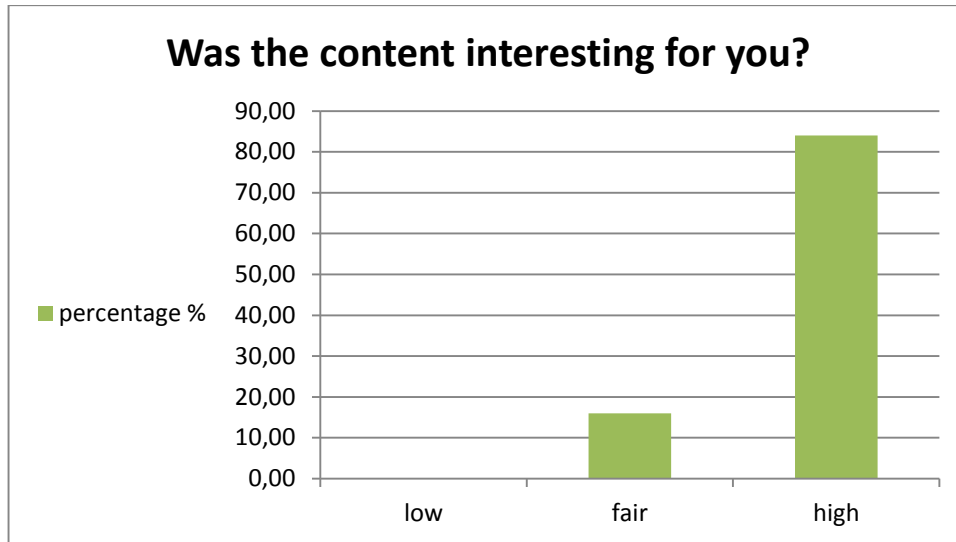


Graph 4

The need of information on the targeted issues appears as the strongest reason for someone to participate and then the need of improving knowledge on green procurement/ e-procurement systems. The general interest appears as the less important reason.

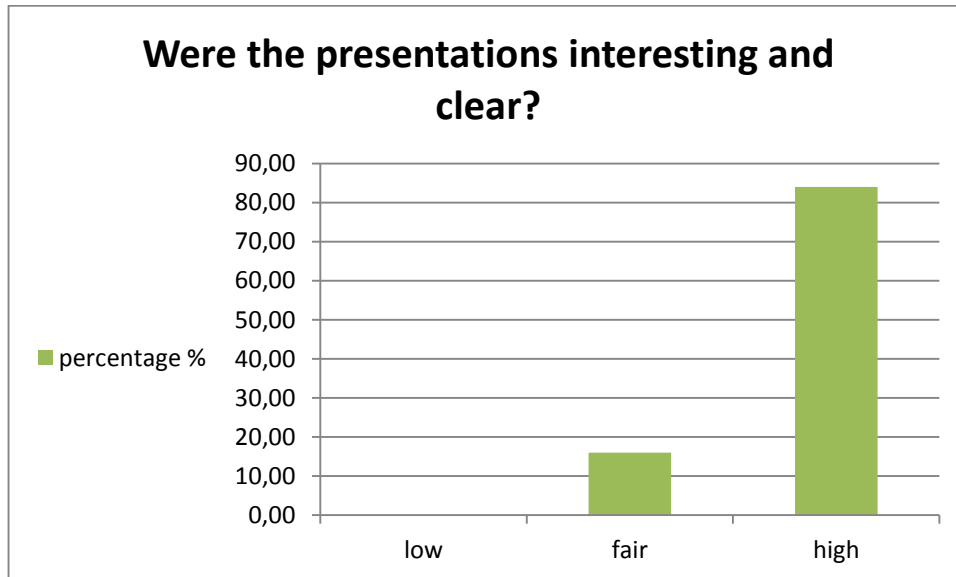
IV. Evaluation of the event

Event objectives and contents



Graph 5

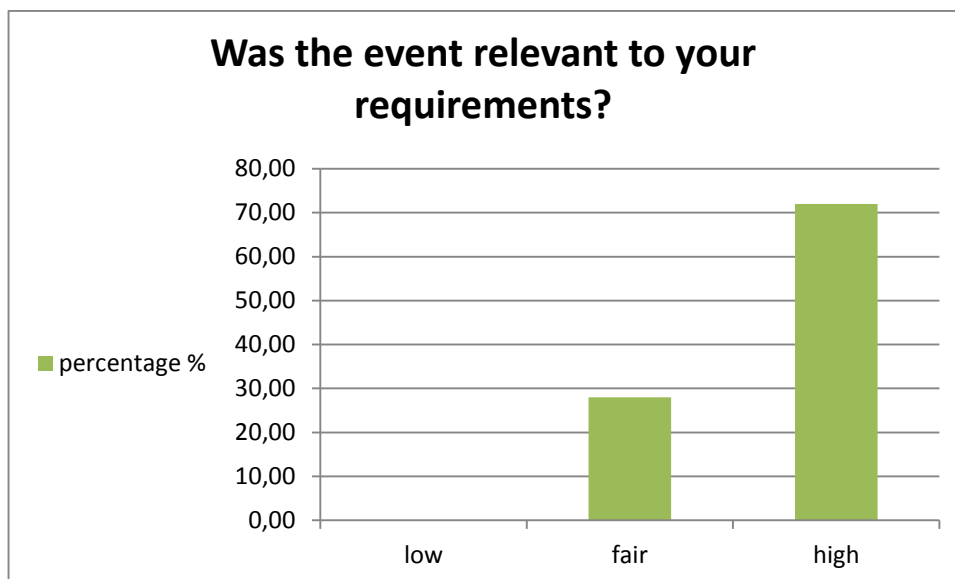
The 84% of the participants considered the content of the training courses as very interesting (high).



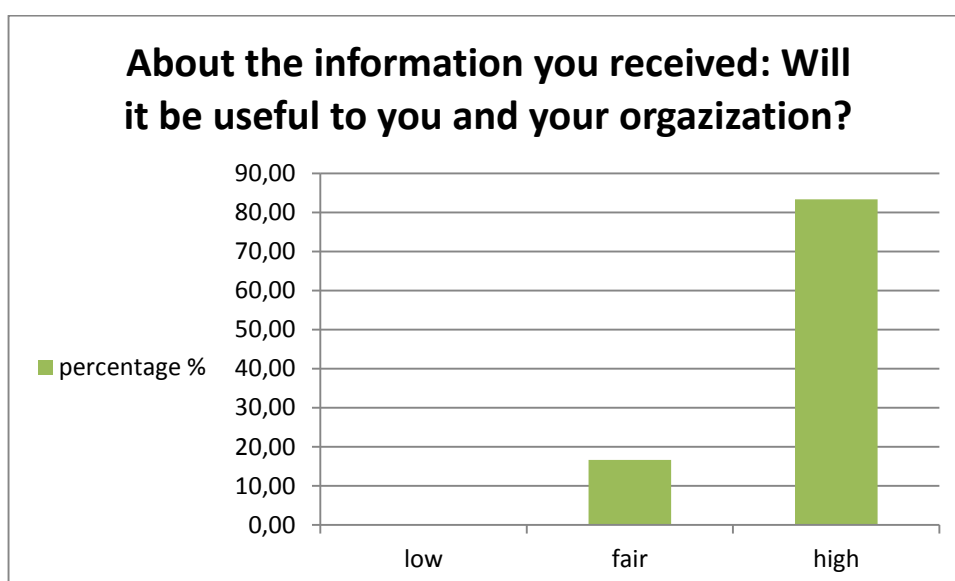
Graph 6

Almost all of the participants evaluated the presentations as very interesting and clear. When they were asked about which of the

presentations were more interesting, the participants agreed that all presentations were equally interesting and clear.

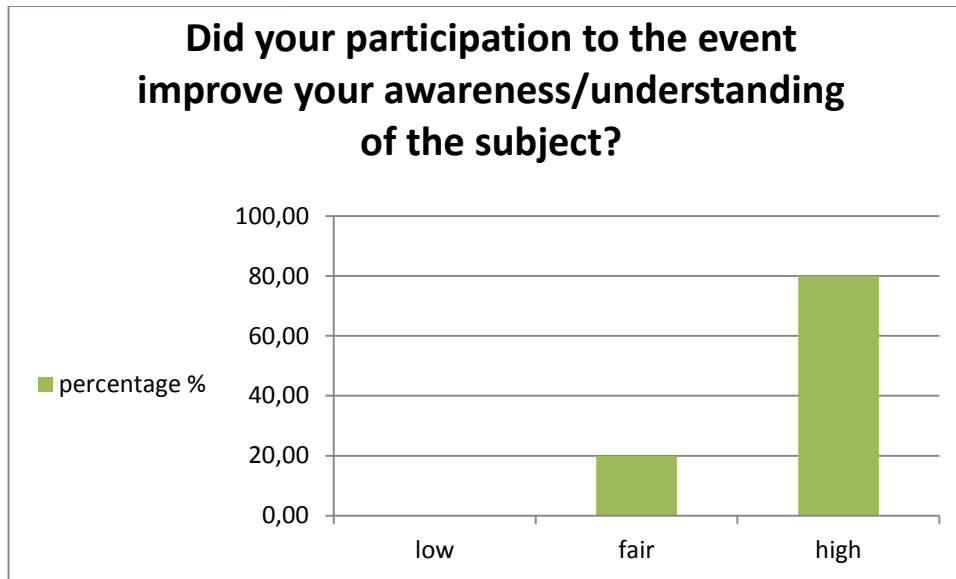


Graph 7



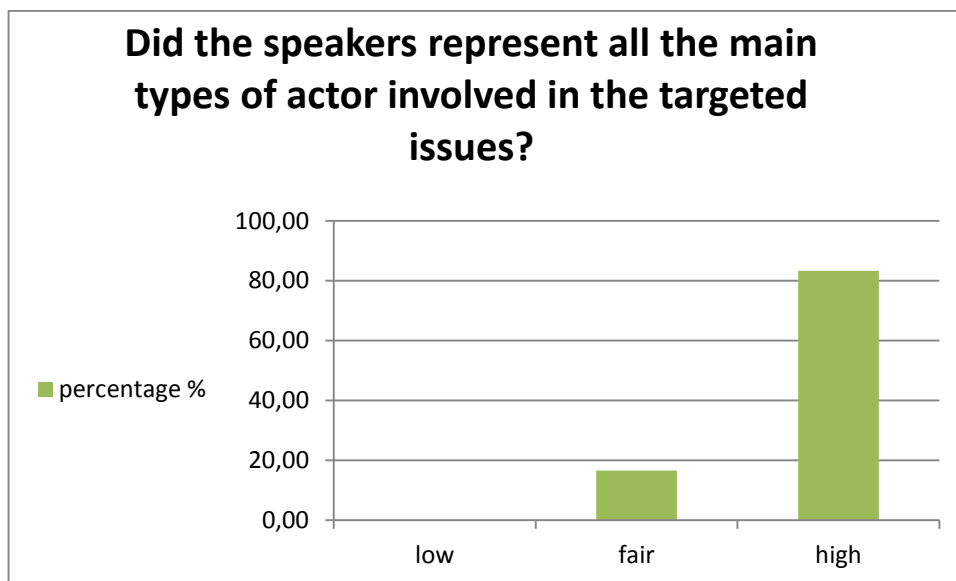
Graph 8

The majority of the participants agreed that the event was relevant to their requirements and more than 83% of the participants believed that the lessons learned from this event will be useful for them and their organizations.



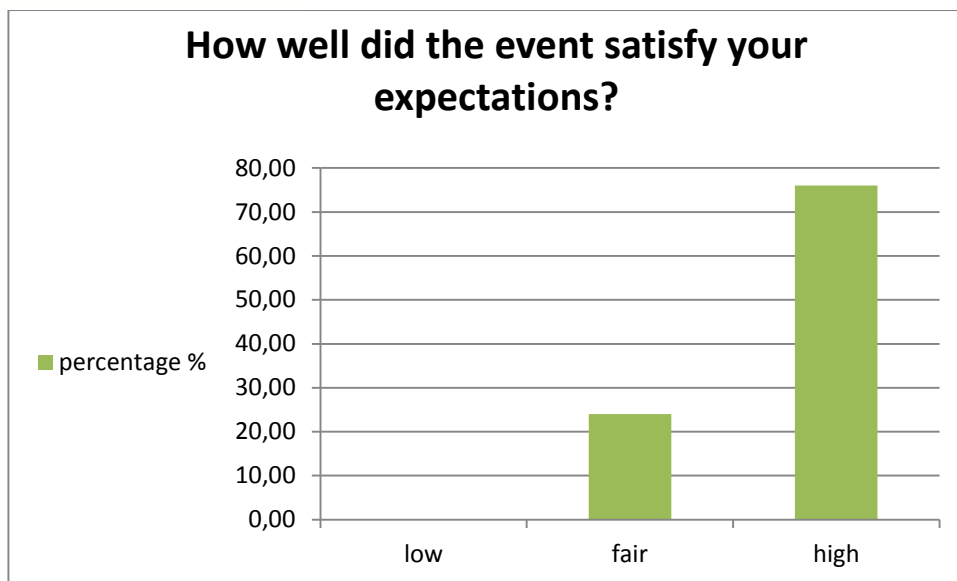
Graph 9

The 80% of the participants answered that they have improved their awareness and understanding on the subject.



Graph 10

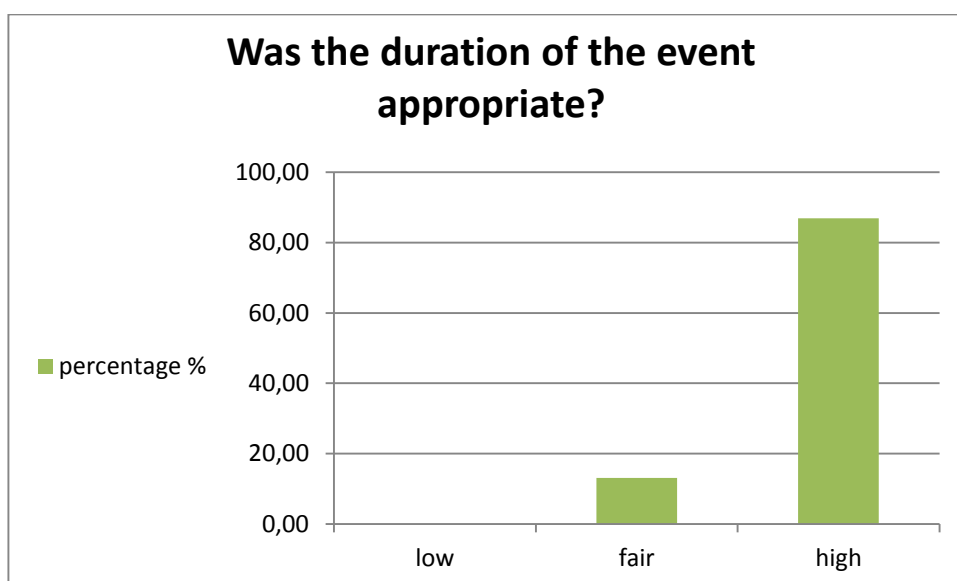
More than 83% of the participants stated that the speakers represented the main types of actor involved in the targeted issues. The participants gave no answer regarding who else they would have invited.



Graph 11

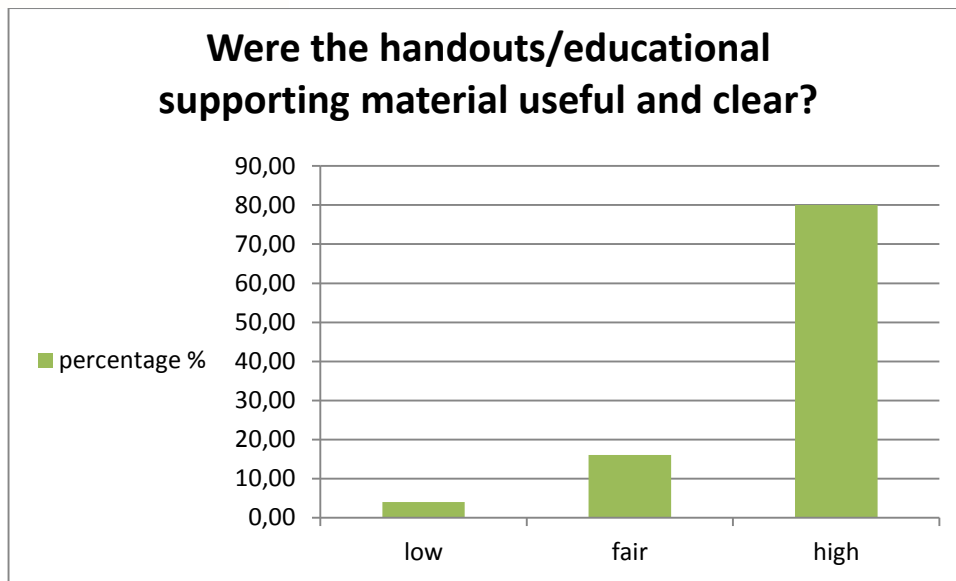
The 76% of the participants declared that the training course satisfied completely their expectations.

Event organization



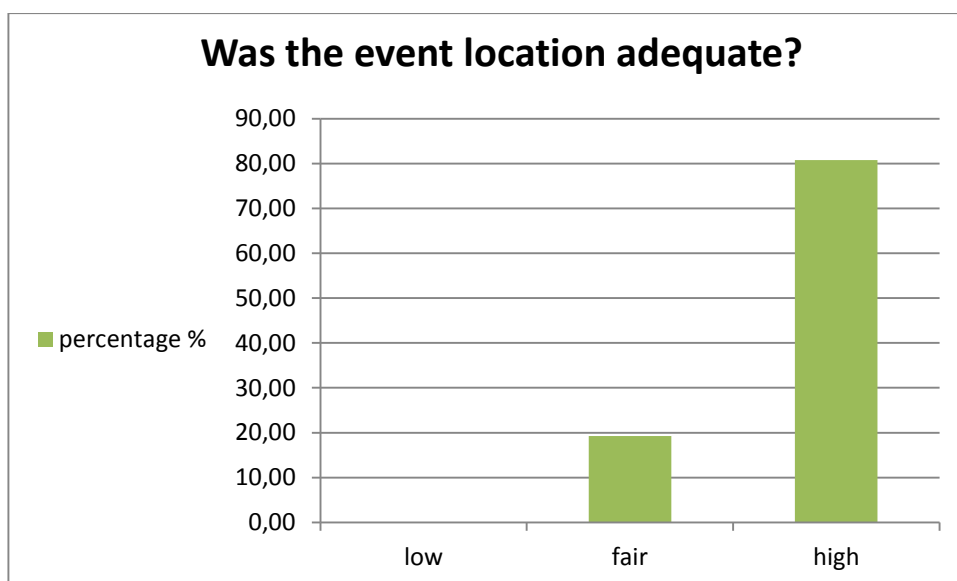
Graph 12

The percentage of 87% of the participants evaluated the duration of the event as highly appropriate.



Graph 13

The percentage of 80% of the participants evaluated the educational material as very useful and clear and there have been no comments on this topic.



Graph 14

The percentage of 80% of the participants considered that the location of the training course was absolutely adequate.

V. Personal Data

No information shall be given on this section of the questionnaire.

VI. General Comments and Recommendations

The participants declared that the most important lessons from this course were the understanding of GRASPINNO tools, the goals of GRASPINNO project, the role of the SMEs in GRASPINNO project and in public procurements, among others.

There have been a few participants which stated that they would like to have more information about the GRASPINNO tools.

Finally, all the participants stated that they would like to be informed about similar events that may be organized in the future and that they would like to receive the education material via e-mail.

3.7 REACTIONS OF THE PARTICIPANTS

In general, the participants (both PAs and SMEs) were willing to participate actively in the event, following the instructors' guidelines and asking questions whenever needed.

The time duration of the event was as much as needed in order for the participants to be informed about the GRASPINNO platform, the objectives of the project and the framework - agreements conducted by General Directorate of Public Procurements and in order to keep their interest throughout the event.

3.8 LEARNING POINTS AND PROPOSALS FOR IMPROVEMENT

The experience of organizing this open day event for GRASPINNO taught us that the participants are interested in new and innovative ideas and the use of new tools in public procurements. Both PAs and SMEs are also interested in the participation of economic operators

in public procurement procedures and the simplification of the tender procedures.

Concerning the open day event, the participants did not provide us with suggestions of improvement and they didn't have any additional comments.

3.9 CONCLUSIONS

Through this Open Day event the general public came in contact with GRASPINNO main idea, its activities, expected results and outcomes. Moreover, both PAs and SMEs were informed about green public procurements and procurement and within this framework GRASPINNO project is an important tool for their implementation.

PP9 - General Secretariat of Commerce and Consumer Protection (GSCCP) – 2ND

1. INTRODUCTION

The aim of this report is to present the agenda and the minutes of the 2nd Open Day event, which was held in Thessaloniki, Greece.

The report is structured in 3 chapters:

- Chapter 1 is the introduction
- Chapter 2 presents the description of the event, the agenda and the organizations participated, along with their representatives.
- Chapter 3 provides the evaluation of the event, along with the conclusions reached.

VI. EVENT DISCRIPTION

3.10 GENERAL INFORMATION

The 2nd Open Day event took place in Thessaloniki on Monday 11th of September 2017. The meeting was hosted by the General Secretariat of Commerce and Consumer Protection (GSCCP - PP9), and took place in the Conference Center N. Germanos (Pavilion 8) of the 82nd Thessaloniki International Fair (TIF), Thessaloniki.

3.11 OBJECTIVES OF THE EVENT

The Open Day event took place in Thessaloniki on Monday 11th of September 2017 in the frame of the Thessaloniki International Fair, where the GSCCP participated. The event was intended to serve as a formal communication and dissemination of GRASPINNO project objectives and activities, as well as information about the active role of the General Directorate of Public Procurements in innovation, as well as the active participation in European co-funded projects.

The main objectives of the event were the following:

- Presentation of the actions of the previous year of the General Directorate of Public Procurements
- Presentation of the reforms in the sector of public procurements
- Introduction of GRASPINNO project
- Dissemination of project objectives, scope and activities
- Presentation of GRASPINNO platform

The event included two sessions. The first session was dedicated in the development, reforms and the innovation that have been applied in Public Procurement. The second session of the Open Day event was dedicated to the general presentation of GRASPINNO project and its objectives and to the presentation of GRASPINNO platform.

3.12 AGENDA

Open day event GRASPINNO

82nd Thessaloniki International Fair,
Conference Center N. Germanos (Pavilion 8) 2nd FLOOR Room B,
11 September 2017



Agenda

18.00 - 18.30 Registration – Coffee

**18:30 – 19.00 Public Procurement (Development - Reforms
- Innovation)**

Speaker: Ioannis Panolias, General Directorate of
Public Procurements

**19.00 - 19.30 GRASPINNO project - Energy Efficient Green
Public Procurement**

Speaker: Marina Sanozidou, General Directorate of
Public Procurements

19.30 - 20.30 Discussion

3.13 PARTICIPANTS

GRASPINO
82nd Thessaloniki International Fair
 11 September 2017, Thessaloniki

ΛΙΣΤΑ ΣΥΜΜΕΤΕΧΟΝΤΩΝ/REGISTRATION LIST

α/α	ΟΝΟΜΑΤΕΠΩΝΥΜΟ/NAME	ΦΟΡΕΑΣ/ΕΤΑΙΡΙΑ ORGANIZATION	ΤΗΛΕΦΩΝΑ ΕΠΙΚΟΙΝΩΝΙΑΣ/ TEL	Δ/ΝΣΗ ΗΛΕΚΤΡΟΝΙΚΟΥ ΤΑΧΥΔΡΟΜΕΙΟΥ / e-mail	ΥΠΟΓΡΑΦΗ/ SIGNATURE
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3	Αντώνης Αρρεόπουλος	ΕΥΓΕΝΕ-ΕΡΩΤΑ	210-7271411	adimar@erota.gr	
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5	ΑΚ ΚΑΛΛΙΝΙΚΙΔΗΣ Α.Ε.	ΑΚ ΚΑΛΛΙΝΙΚΙΔΗΣ Α.Ε.	2310-684824	emag@ak-kallinikidis.gr	
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7	Καλαμίνης Αλέξανδρος	ΦΑΡΜΑΚΕΥΤΙΚΗ	6944439405		
8	ΓΕΩΡΓΙΑΔΟΥ ΡΕΥΑ	ΓΕΩΡΓΙΑΔΟΥ ΡΕΥΑ	697833347	georgetre@gmail.com	
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11	ΣΤΑΜΟΥ ΑΙΚΑ	ΑΙΚΑ ΓΓΕΠΚ	6945332243	dik.stamou@gge.gr	
12	ΣΑΝΟΖΙΔΟΥ ΜΑΡΙΝΑ	ΓΓΕΠΚ	2131514284	msanozidou@eprocurement.gov.gr	
13	ΜΟΥΣΙΔΗΣ ΙΑΚΩΒΟΣ	ΓΓΕΠΚ	2131514326	imoissidis@eprocurement.gov.gr	
14	ΓΡΗΓΟΡΙΑΔΟΥ ΒΑΣΙΛΙΚΗ	ΓΓΕΠΚ	2131514326	vgrigoriadou@eprocurement.gov.gr	
15	ΑΝΑΓΝΩΣΤΟΥ ΑΝΔΡΑΣ	ΓΓΕΠΚ	2131514322	anagnostou@eprocurement.gov.gr	
16	ΠΑΝΟΛΙΑΣ ΠΑΝΑΓΙΩΤΗΣ	ΓΓΕΠΚ	210-3893157	panolias@gge.gr	
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3.14 RESULTS OF THE EVENT

The time duration of the event was as much as needed in order the participants to be informed about the main objectives of the event and to keep their interest throughout the meeting.

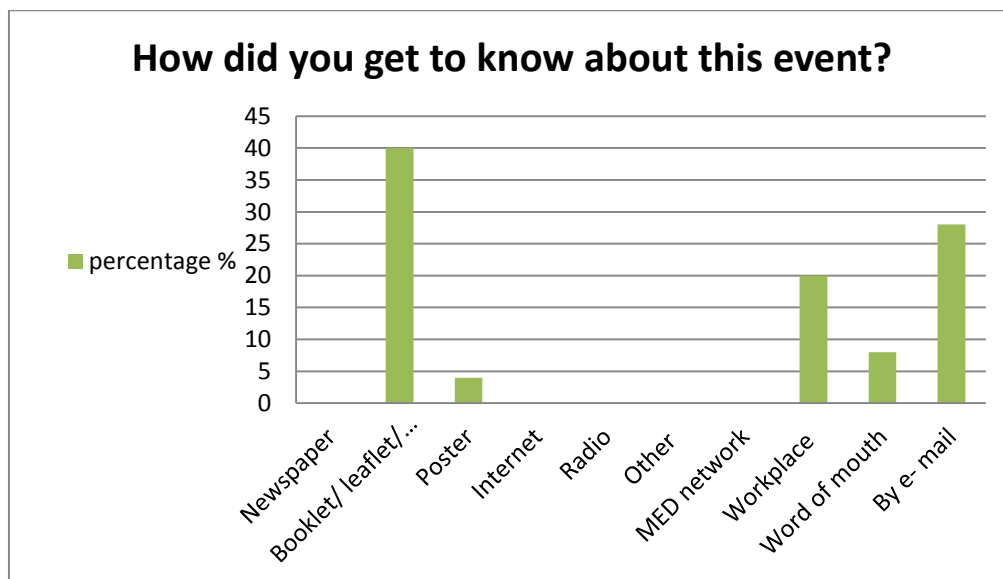
The experience of organizing this open day event for GRASPINNO taught us that the participants are interested in new and innovative tools in public procurements and especially in green public procurements. Within the framework of green public procurement GRASPINNO project is an important tool for their implementation.

VII. EVENT EVALUATION

3.15 QUESTIONNAIRES ANALYSIS

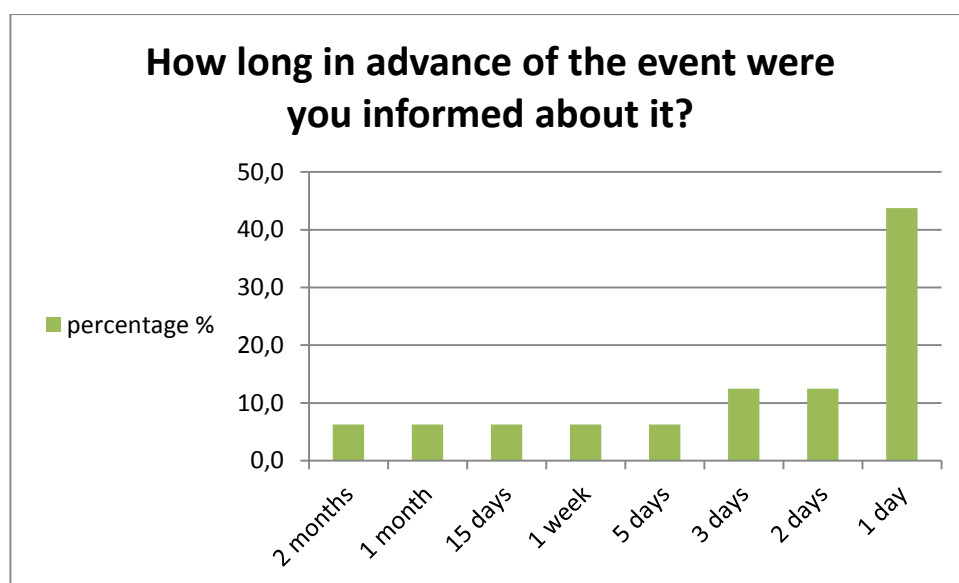
The content of the participants' answers can be summarized in the graphs that follow:

VII. Previous knowledge of the event (workshop, meeting, seminar)



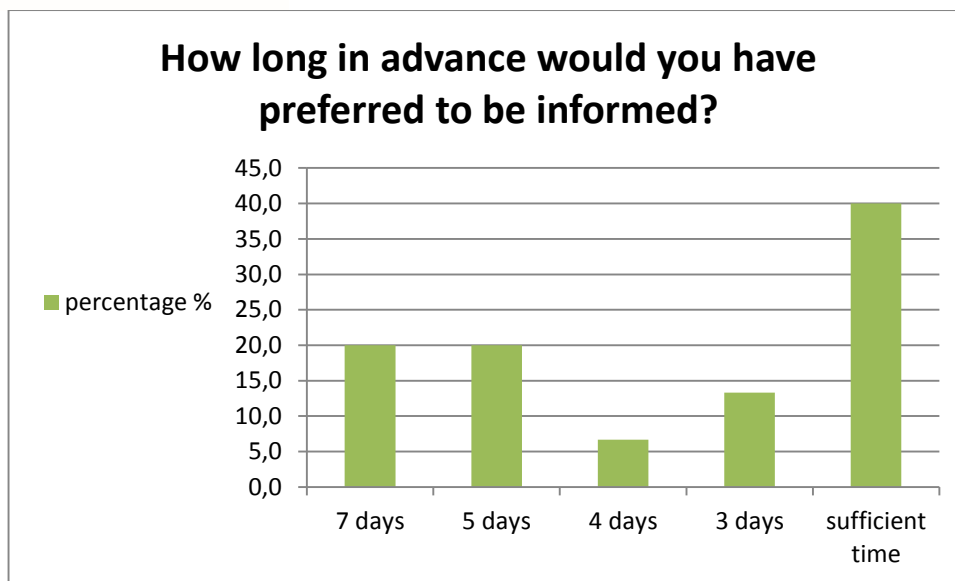
Graph 1

The 40% of the participants was informed about the event through Booklet/ leaflet/ brochure, the 28% of the participants by e- mail, the 28% of the participants through workplace (internal communication) and few of them through poster and word of mouth while newspaper, internet, radio and MED network did not work as means of information for this event.



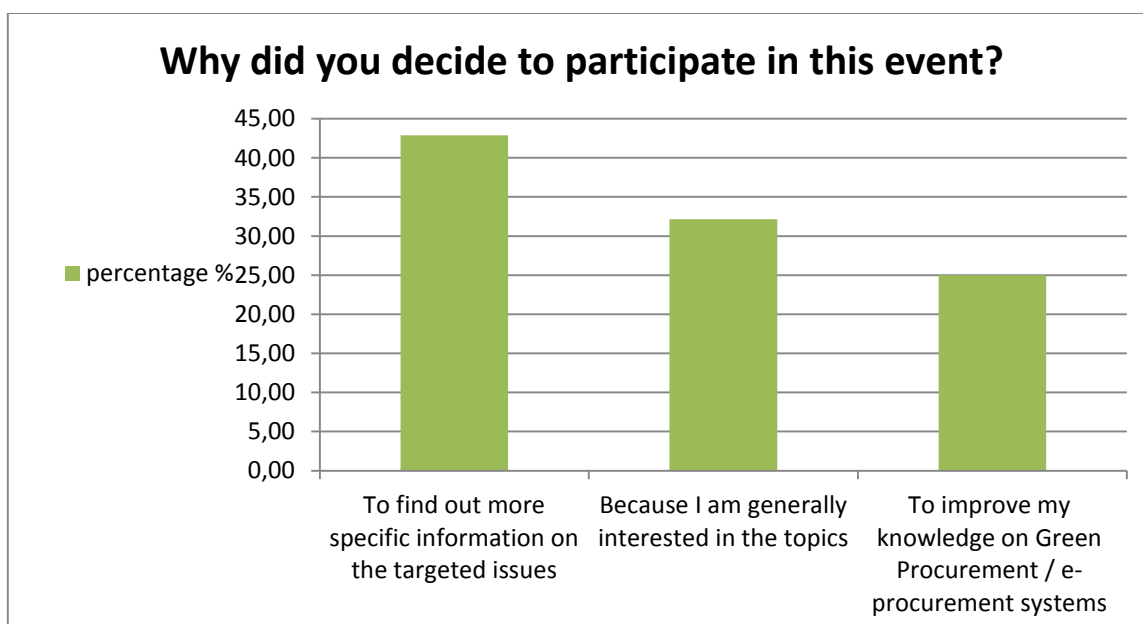
Graph 2

Most of the participants were informed one to three days before the event, whereas there is a small amount that was informed about it more than one week before and many of them two months before.



Graph 3

The 40% of the participants mentioned that the time that they have been informed was really sufficient, the 20% of the participants mentioned that they have preferred to be informed one week before, another 20% of the participants mentioned that they have preferred to be informed five days before and few of them three to four days before.

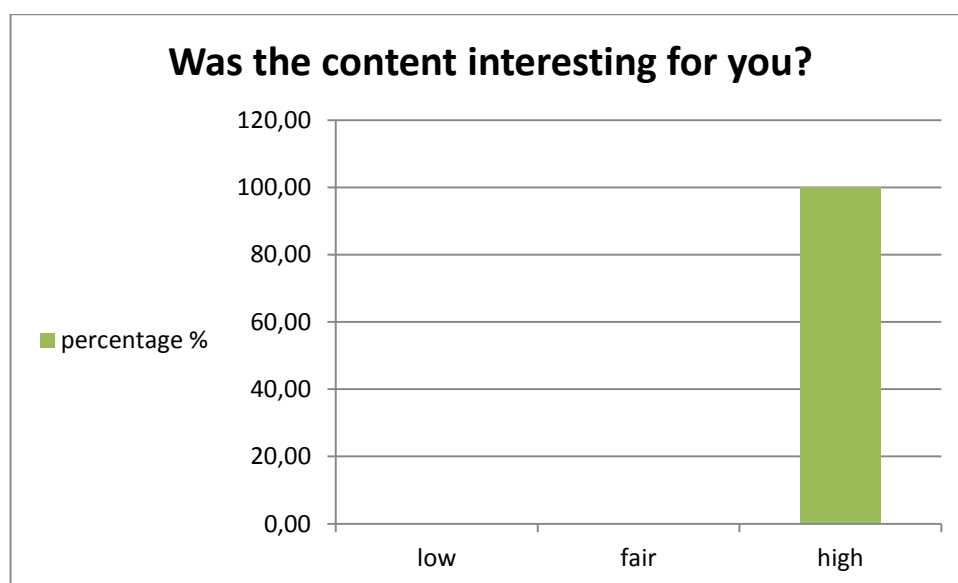


Graph 4

The need for information on the targeted issues appears as the strongest reason for someone to participate and then the general interest. The need for improving knowledge on green procurement/ e-procurement systems appears as the less important reason.

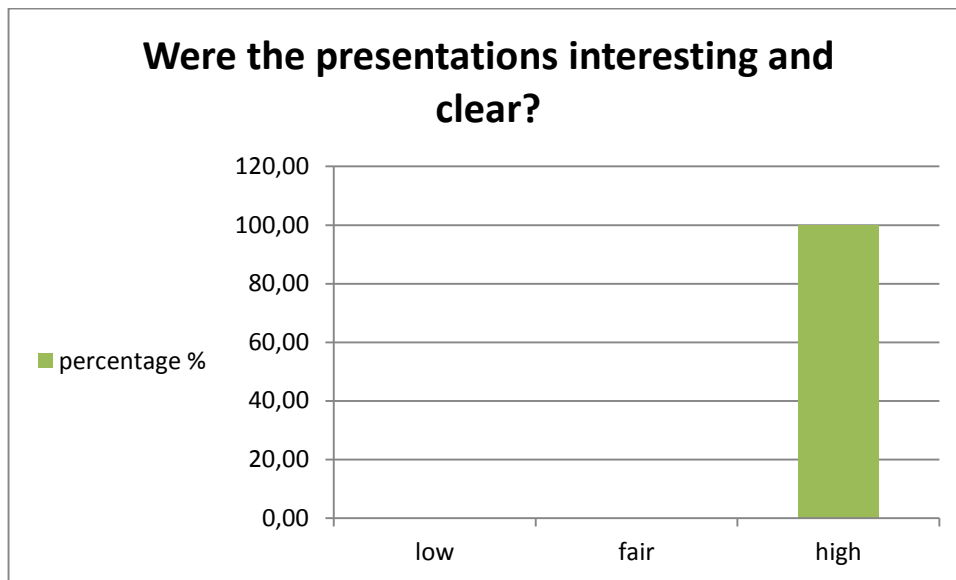
VIII. Evaluation of the event

Event objectives and contents



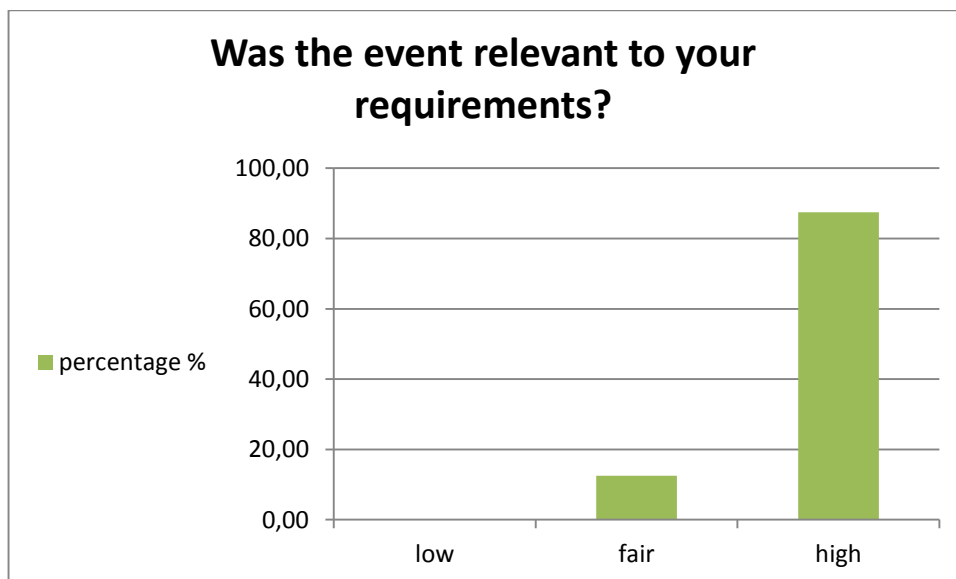
Graph 5

The 100% of the participants considered the content of the training courses as very interesting (high).

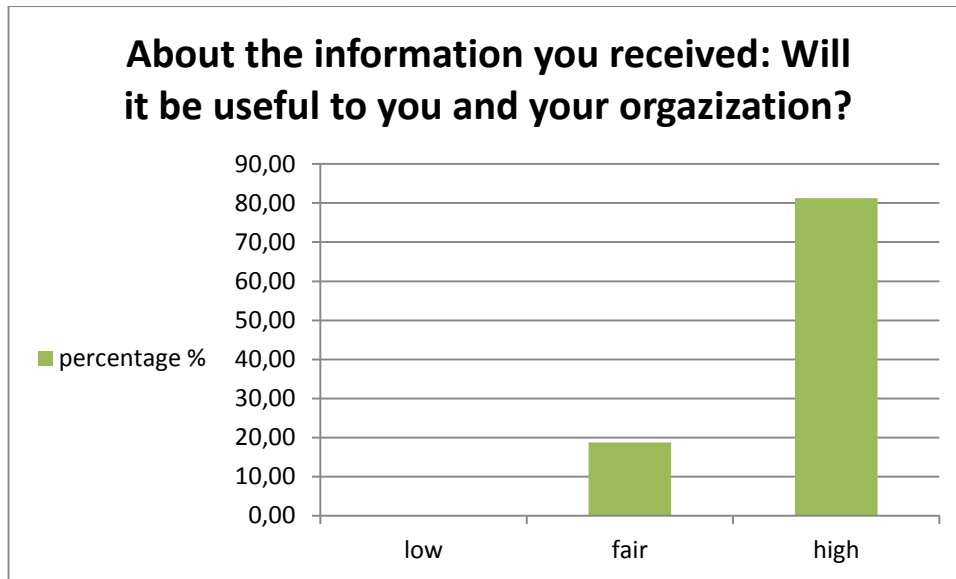


Graph 6

All the participants evaluated the presentations as very interesting and clear.

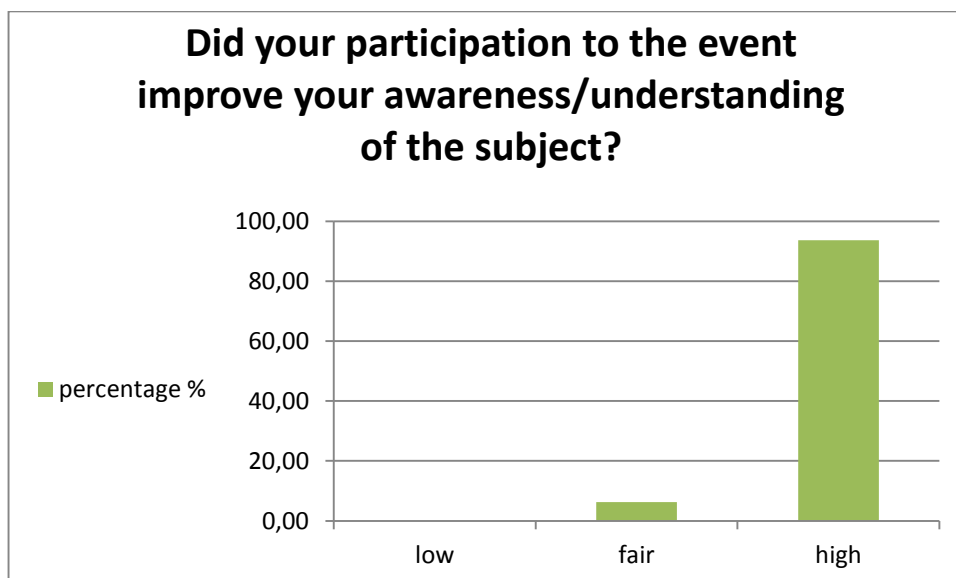


Graph 7



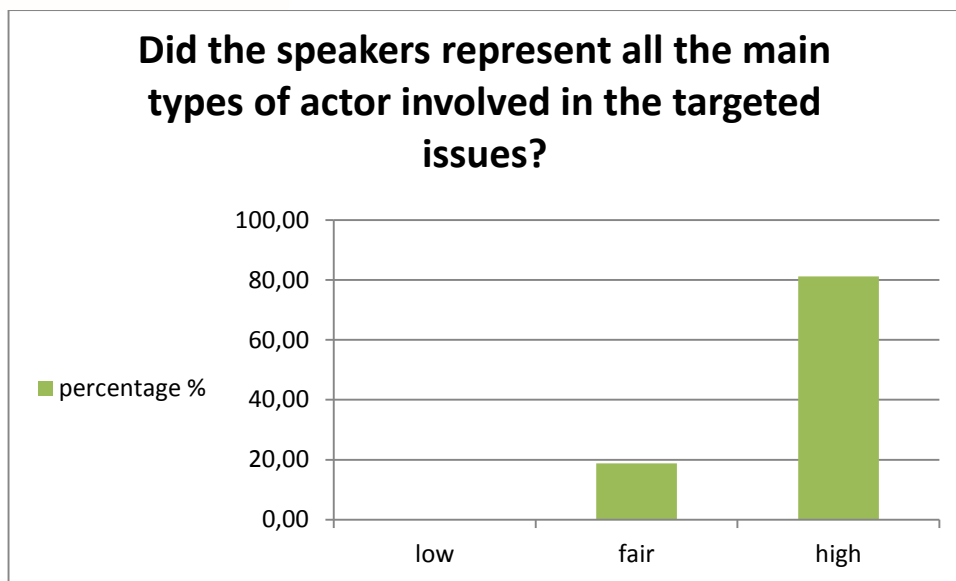
Graph 8

The majority of the participants agreed that the event was relevant to their requirements and more than 81% of the participants believes that the lessons learned from this event will be useful for them and their organizations.



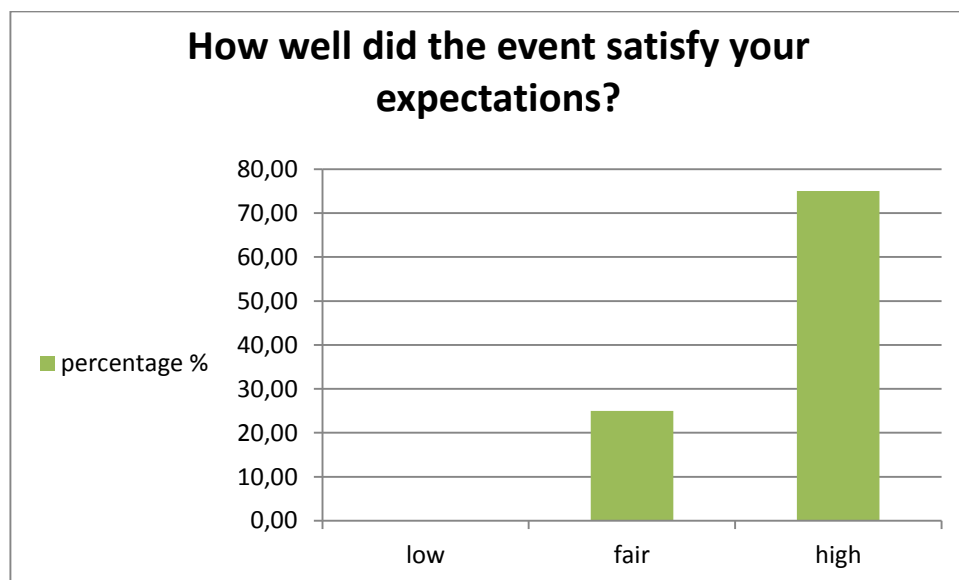
Graph 9

The 93,75% of the participants believes that they have improved their awareness and understanding on the subject.



Graph 10

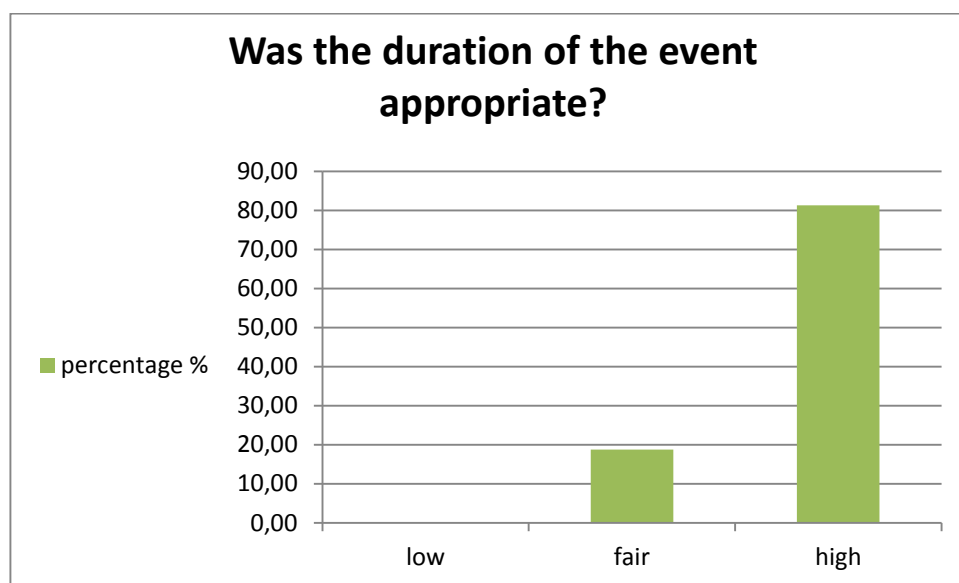
More than 93% of the participants stated that the speakers represented the main types of actor involved in the targeted issues. The participants gave no answer regarding who else they would have invited.



Graph 11

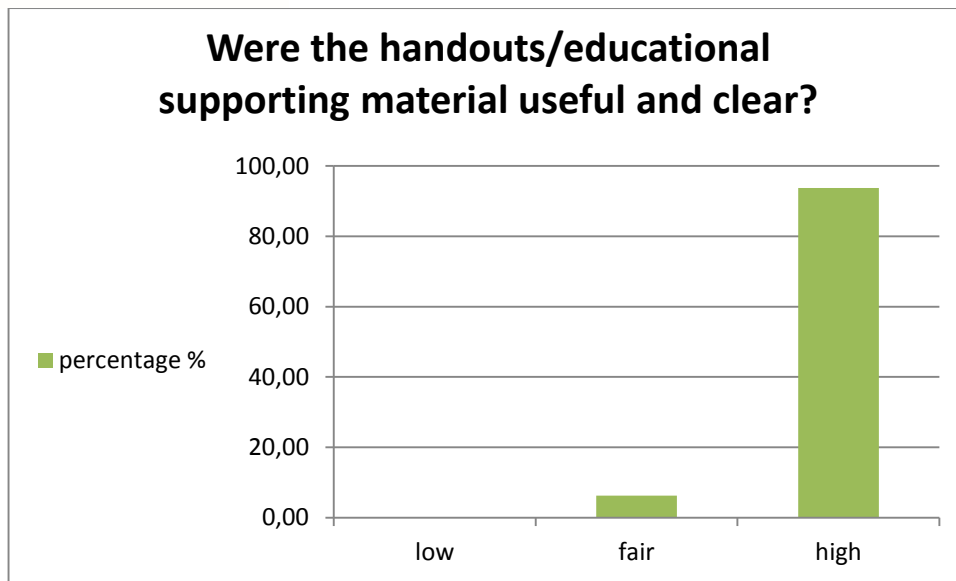
The 75% of the participants declared that the event satisfied completely their expectations.

Event organization



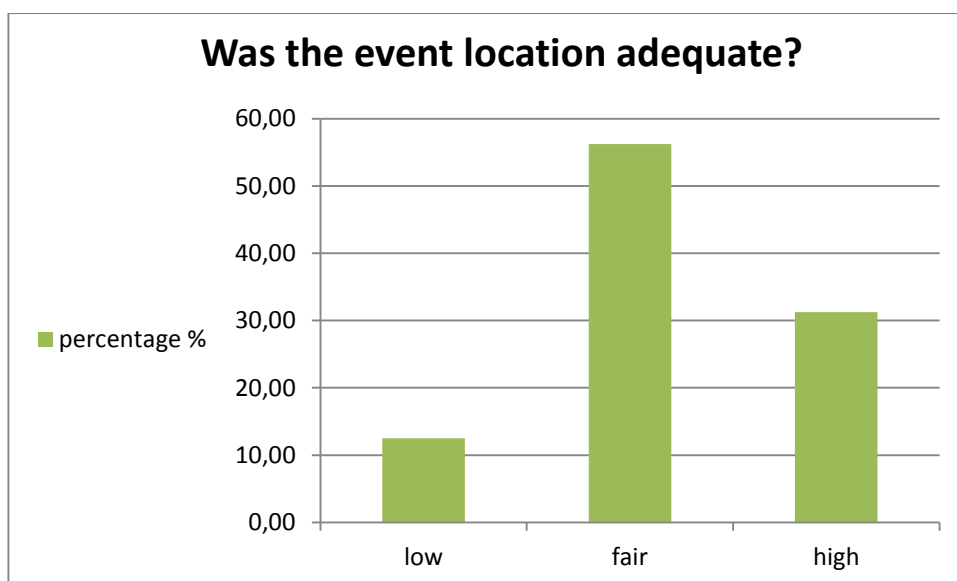
Graph 12

The percentage of 81,25% of the participants evaluated the duration of the event as highly appropriate.



Graph 13

The percentage of 93,75% of the participants evaluated the educational material as very useful and clear and there have been no comments on this topic.



Graph 14

The majority of the participants considered that the location of the open day event was not adequate. The place that the event took place was not easily accessible.

IX. Personal Data

No information shall be given on this section of the questionnaire.

X. General Comments and Recommendations

The participants declared that the most important lessons from this course were the understanding of GRASPINNO platform and GRASPINNO tools, the role of the SMEs in green public procurements and the use of green criteria in procurements among others.

There have been a few participants which stated that they would like to have more information about the e – GPP tool.

The participants also mentioned that in the e-GPP tool the product categories are not activated. They also mentioned that it would be a motive for the SMEs to register in GRASPINNO platform if the name and the contact details of the company are shown along with their products.

Finally, all the participants stated that they would like to be informed about similar events that may be organized in the future and that they would like to receive the education material via e-mail.

3.16 REACTIONS OF THE PARTICIPANTS

In general, the participants (both PAs and SMEs) were willing to participate actively in the event, following the instructors' guidelines and asking questions whenever needed.

The time duration of the event was as much as needed in order for the participants to be informed about the GRASPINNO platform, the objectives of the project and the developments, reforms and the innovation that has been applied in Public Procurements in order to keep their interest throughout the event.

3.17 LEARNING POINTS AND PROPOSALS FOR IMPROVEMENT

The experience of organizing this open day event for GRASPINNO taught us that the participants are interested in new and innovative ideas and the use of new tools in public procurements. Both PAs and SMEs are also interested in the participation of market in public procurements.

Concerning the open day event, the participants did not provide us with suggestions of improvement and didn't have any additional comments.

3.18 CONCLUSIONS

Through this open day event the general public came in contact with GRASPINNO main idea, its activities, expected results and outcomes. Moreover, both PAs and SMEs were informed about innovation public procurement (green public procurement and procurement based on social criteria). Within the framework of green public procurement GRASPINNO project is an important tool for their implementation.

PP10 - Chamber of Commerce and Industry of Terrassa (CCIT) – 1ST & 2ND

1. INTRODUCTION

In order to measure the impact of the GRASPINNO project activities as seminars and events, questionnaires were distributed to the attendees to know their impressions.

During this period, since the beginning of the project until 31/07/2017, 2 events were organized by Chamber of Commerce of Terrassa to disseminate the project:

- 1.- Technical seminar
- 2- Chamber Awards 2017

VIII. EVENT DESCRIPTION

3.19 GENERAL INFORMATION

TECHNICAL SEMINAR: Support tools for Green Public Procurement oriented to the improvement of the public building energy management

3.19.1 OBJECTIVES OF THE EVENT

The course is oriented to provide knowledge and motivate to the GRASPINNO stakeholders involved on Pilots on the use of the unified platform.

3.19.2 AGENDA (27/04/2017 -9:00 -13:00 hs)

3.19.3 1.- GRASPINNO project presentation.

2. Green electronic public procurement: importance in our region.

3. GRASPINNO methodology:

- eGPP: electronic Green Public Procurement
- How to register procurement processes
- How to check open processes.
- Data Base: Database products and features.
- LCC: Life Cycle Cost: cost calculation of the life cycle.

3.19.4 PARTICIPANTS

The attendees were persons from public Administration who works on public procurement area, and for private sector, member of enterprises who provides solutions on energy efficiency and renewable source products.

3.19.5 RESULTS OF THE EVENT

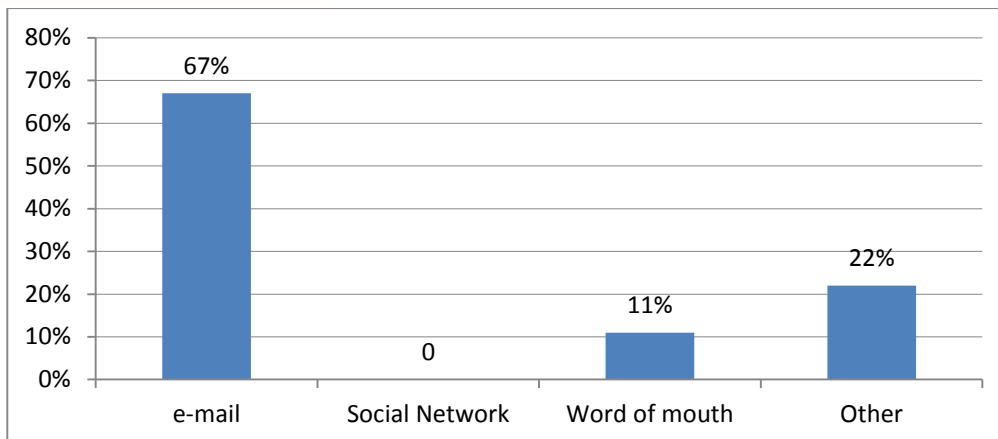
GRASPINNO methodology is very interesting for the public administration and for private sector.

The attendees manifested very good impression with the project and they want to know more about and keep informed about GRASPINNO activities.

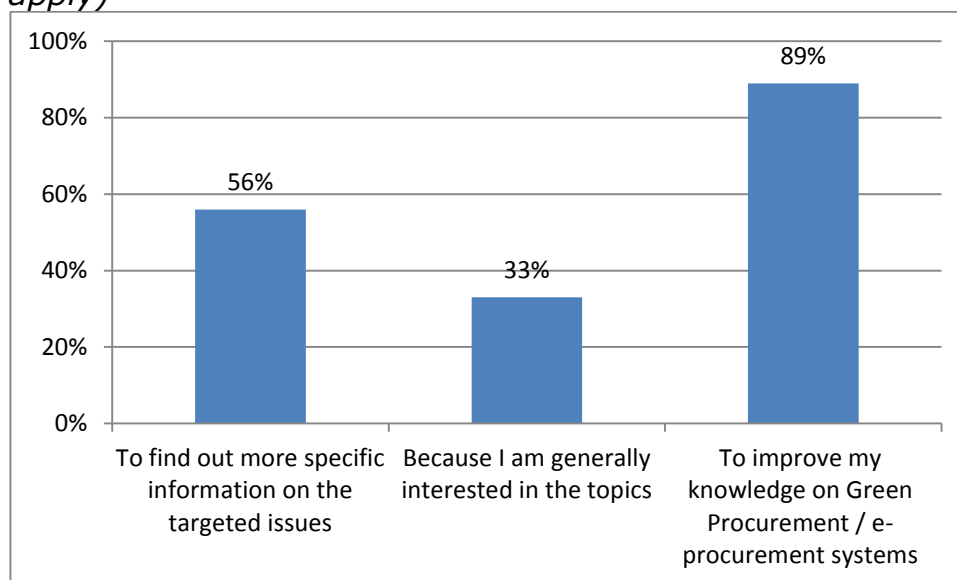
3.19.6 EVENT EVALUATION

QUESTIONNAIRES ANALYSIS

Previous knowledge of the event (workshop, meeting, seminar)

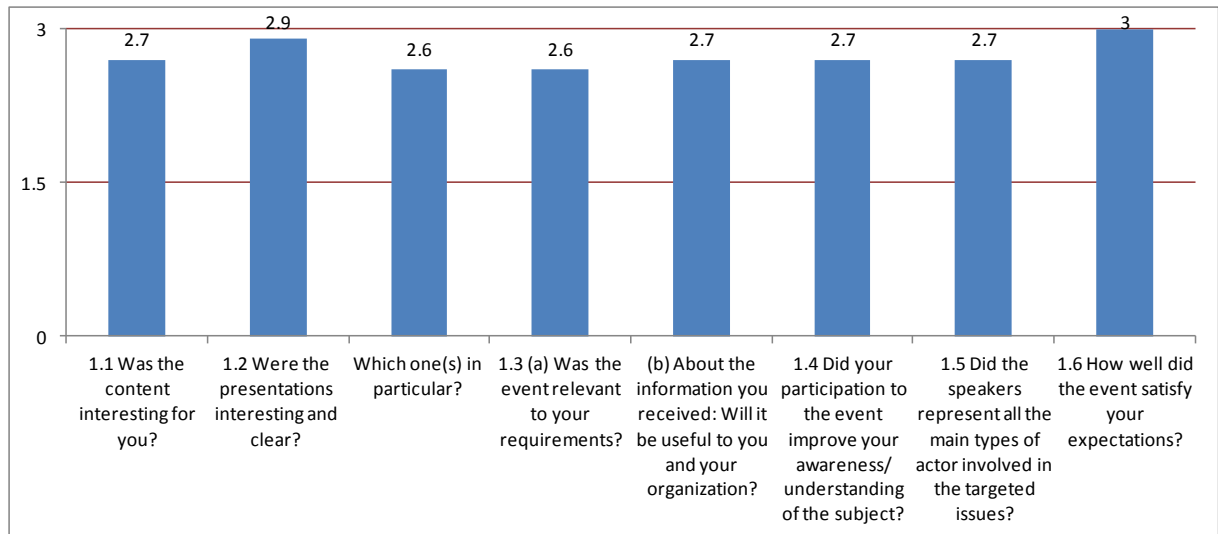


Why did you decide to participate in this event? (Please check all that apply)

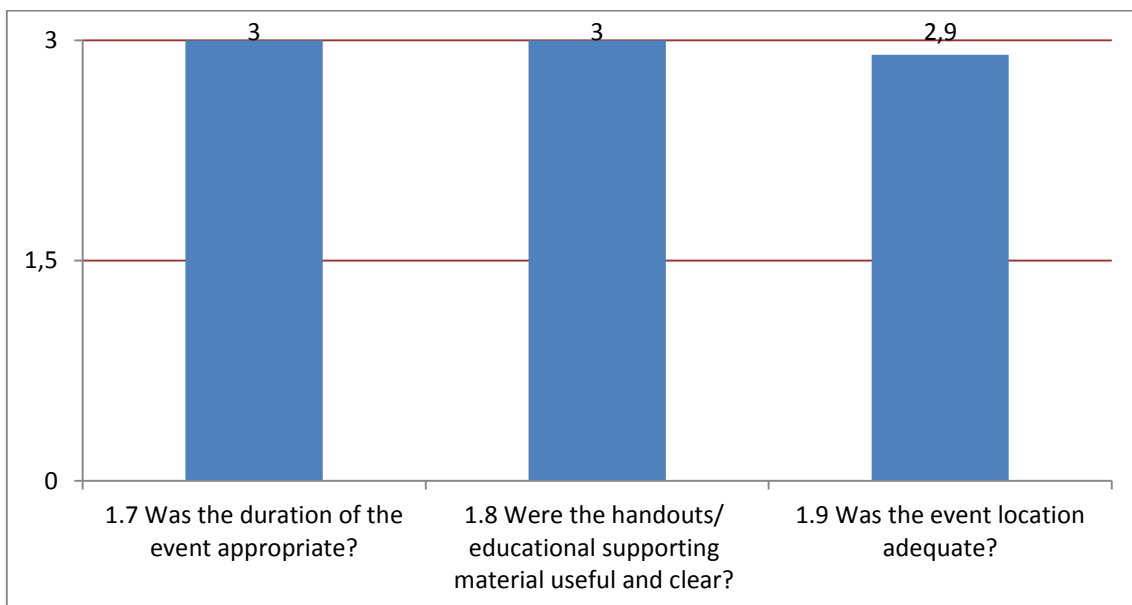


Evaluation of the event

EVENT OBJECTIVES AND CONTENTS



EVENT ORGANISATION



REACTIONS OF THE PARTICIPANTS

At general level they are very interested in use the platform and relevant aspects commented during the course related to the tool functionalities.

All feedback details were included on the Training Course report, deliverable 3.8.1.

LEARNING POINTS AND PROPOSALS FOR IMPROVEMENT

About the tools:

The methodology is very interesting to SEE and PA in order to facilitate the participation and the preparation of contracting process.

About the training course:

It would be necessary to disseminate this methodology, probably after pilots or during the pilots development.

About the training course as a methodology for disseminate the tools is very difficult to reach a lot of attendees, another kind of method like tutorial videos dissemination and direct meetings would be a good option.

CONCLUSIONS

This kind of activities is a good tool for present the project to GRASPINNO public target.

CHAMBER AWARDS 2017

3.19.7 OBJECTIVES OF THE EVENT

Chamber Awards (Premis Cambra) is a public and annual recognition that the Chamber of Commerce and Industry of Terrassa gives to business, future projects and people that contribute to social and economic development in their territorial demarcation, made up of 12 municipalities, where are more than 30.000 companies. The origin of Premis Cambra was on 1977.

The suport to GRASPINNO, under the Open day event, of this institutional and corporate act, allows disseminate the project through a prestigious act, fully consolidated and who has an important institutional support in the area of Vallès Occidental in the province of Barcelona, Catalonia region (Spain).

3.19.8 AGENDA (15/06/2017 – 20:00 hs)

1. Reception of the attendees.
2. General presentation.
3. Awards ceremony
4. Social dinner

3.19.9 PARTICIPANTS

Approximately 500 attendees from

- **public authorities:** From local and regional institutions, as City councils, regional departments of territorial development, Government of Catalonia (Mr. Jordi Ballet, Councillor of Economy of Government of Catalonia presided the official ceremony)

- and **private sector**: Terrassa influence area have 30.000 enterprises, majority SMEs.

3.19.10 RESULTS OF THE EVENT

During the event, GRASPINNO project main objectives, was presented.

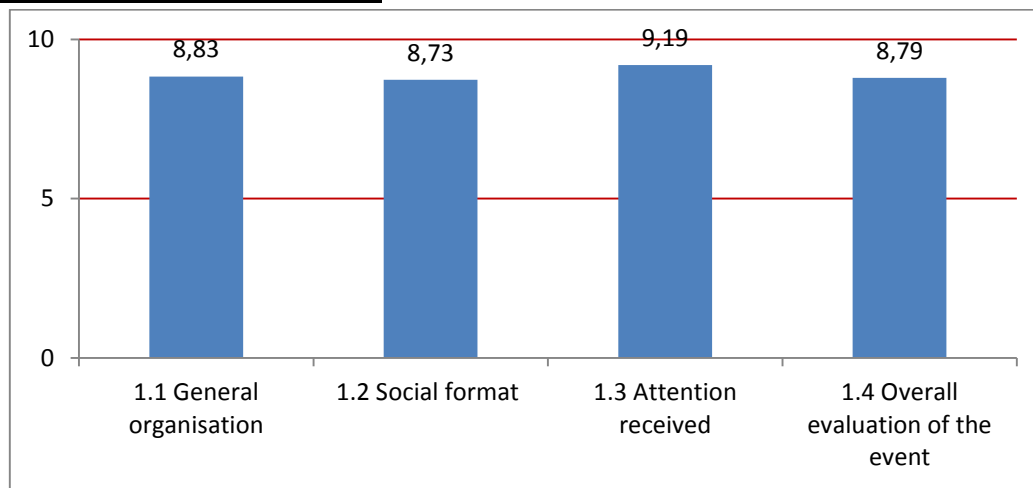
To explain GRASPINNO methodology, Politechnical University of Catalonia (UPC), who participates trough SOLAR Campus project as a Pilot on GRASPINNO, presented their work. The director of the project and some students attended the Open day to present their experience.

3.19.11 EVENT EVALUATION

QUESTIONNAIRES ANALYSIS

In this occasion we used the usual survey with GRASPINNO information added.

Evaluation of the event



REACTIONS OF THE PARTICIPANTS

The attendees showed very interest and the social ambience was appropriate for create links and contacts between all persons from all sectors.

LEARNING POINTS AND CONCLUSIONS

As an overall conclusion: doing an OPEN DAY under a relevant event like this, is a good way for disseminate the projects activities, creating new contacts and links with institutions and companies target for the GRASPINNO.

PP11 - Department of Development and International Projects of Government of Zenica-Doboj canton (DDIP)

1. INTRODUCTION

Department for Development and International Projects of Zenica-Doboj Canton, as project partner obliged to implement pilot actions, organized a training course in its territory to train the potential stakeholders (PAs and SMEs that would be involved in the pilots) to use the GRASPINNO platform.

The aim of this report is to present and analyse results of the event (evaluation). It was performed on the basis of the Evaluation Questionnaires prepared by the LP as common form to be used for evaluation of the project events in general.

1. EVENT DESCRIPTION

1.1 GENERAL INFORMATION

Partner organization: Department for Development and International Projects of Zenica-Doboj Canton

Event date: April 25th 2017; **Event duration:** 5 hours

Location: Multimedia Hall within the Entrepreneurship and Innovation Centre at the University of Zenica

Partners' facilitators:

Mr. Salih Alispahić – DDIP ZDC (representative of GRASPINNO PP)

Mrs. Dijana Babić – Chamber of Commerce of Zenica-Doboj Canton

Associated experts:

Mr. Davor Sušić – Consultant/Trainer, Certified auditor for EE in construction sector

Mr. Armin Đuliman – Consultant/Trainer, EE expert

1.2 OBJECTIVES OF THE EVENT

Department for Development and International Projects of Zenica-Doboj Canton as IPA partner is involved in implementation of the project GRASPINNO, which is co-financed by the European Union through the Interreg MED Program 2014-2020 in the framework of the first call for proposals of modular projects. One of the planned project activities was organization of workshop / training entitled: "The benefits and possibilities of using electronic service platform GRASPINNO".

The event was organized in cooperation with the Chamber of Commerce of Zenica-Doboj Canton (as external associate of the Department for Development and International Projects of Zenica-Doboj Canton) on 25/04/2017 in the Multimedia Hall within the Entrepreneurship and Innovation Centre at the University of Zenica.

The aim of the event was to inform the participants of the training on Public Procurement in Bosnia and Herzegovina with regard to the EU practice and green criteria in public procurement and on the project objectives and activities of the pilot actions on the territory of Zenica-Doboj Canton.

Also, the aim of the event was to get participants acquainted with the possibilities to use functions and electronic services of Internet Platform GRASPINNO and with the benefits that would be obtained by using new tools in preparation of public calls and participation in calls for procurement related to the renovation of public buildings in the areas of improving their energy efficiency and use of renewable energy.

1.3 AGENDA

9,00 - 9,30	Registration
9,30 - 9,40	Welcome and introduction to the event
9,40 - 10,20	Public procurements in BiH, EU practice and green criteria in public procurements
10,20 - 11,00	GRASPINNO project: presentation, goals, on-line Platform and tools, pilot actions on the territory of ZDC
11,00 - 11,30	Coffee break
11,30 - 13,00	Practical presentation of the GRASPINNO Platform, method to use, input of products into the Data Base
13,00 - 14,00	Lunch

1.4 PARTICIPANTS

Organisation	No. of Partic.	Activity area
Mann+Hummel ba d.d. Tešanj	1	Automotive industry – spare parts production (SME)
Natron Hayat d.o.o. Maglaj	2	Paper mill, packaging material, production of energy - thermal and electricity (SME)
UNZE, Institut Kemal Kapetanović, Zenica	2	Science and Research Institute (PA)
Almy d.o.o. Zenica	2	Construction, construction material (trade and production), transport (SME)
IGM d.o.o. Visoko	3	Construction, construction material (trade and prod.) (SME)
JP Termoelektrana Kakanj	1	Production of energy - thermal and electricity (SME)

Dom zdravlja Tešanj	1	Health Centre (PA)
Ministarstvo za prostorno uređenje, promet i komunikacije i zaštitu okoline ZDK	1	Ministry for Spatial Planning, Transport and Communication and Environment ZDC (PA)
Općina Maglaj	3	Maglaj Municipality (PA)
Ministarstvo za obrazovanje, nauku, kulturu i sport ZDK	1	Ministry for Education, Science, Culture and Sports ZDC (PA)
Ugarak produkt d.o.o. Visoko	1	Production of windows/doors, renovation works (SME)
Secom d.o.o. Visoko	1	Production of windows/doors and wooden constructions (SME)
Selecta d.o.o. Zenica	1	Production of windows/doors, renovation works (SME)
Krivaja TMK d.o.o. Zavidovići	1	Prefabricated houses (production and assembly) (SME)
Prograd d.o.o. Žepče	1	Production of windows/doors, renovation works (SME)
Inter d.o.o. Doboj Jug	1	Construction - High rise building (SME)
Privredna komora Zeničko-dobojskog kantona	3	Chamber of Commerce of ZDC (SME)

Training was attended by 26 participants from 17 organizations (12 SMEs and 5 PAs). 24 event assessment forms have been collected in total.

1.5 RESULTS OF THE EVENT

The Trainer, Mr Armin Đuliman, EE expert, informed participants about Public Procurement in Bosnia and Herzegovina focusing on EU practice and “green” criteria in public procurement, noting that

public procurements became a “tool” of increasing efficiency in protecting the environment and reducing energy consumption.

The trainer, Mr Davor Sušić, a certified auditor for EE in the construction sector, informed participant about the basic guidelines, objectives and pilot activities of GRASPINNO project.

At the beginning of the training the hand-outs, with user’s instructions for GRASPINNO platform, were delivered to the participants so they were able to follow the practical part of the training.

After a successful approach of participants and the registration of some of them, they got the general information about GRASPINNO on-line Platform and e-GPP tools.

This was followed by practical and detailed instructions on the individual options, tools, entry of data on products and public calls, using prepared guidelines, supervision, and instructions of trainer.

Participants concluded that platform would help public administration in: choosing the best energy solutions for the renovation of public buildings; planning green calls for procurement; publication and selection of procurement and all of that in accordance with legal regulations. For the users from the group of SMEs the Platform will provide ability to publish information about their products, to search for public calls published by users from the group of PAs and, according to the interest, to participate in some of the public calls.

2. EVENT EVALUATION

2.1 QUESTIONNAIRE ANALYSIS

Training was attended by 26 participants from 17 organizations (12 SMEs and 5 PAs). 24 event assessment forms have been collected in total.

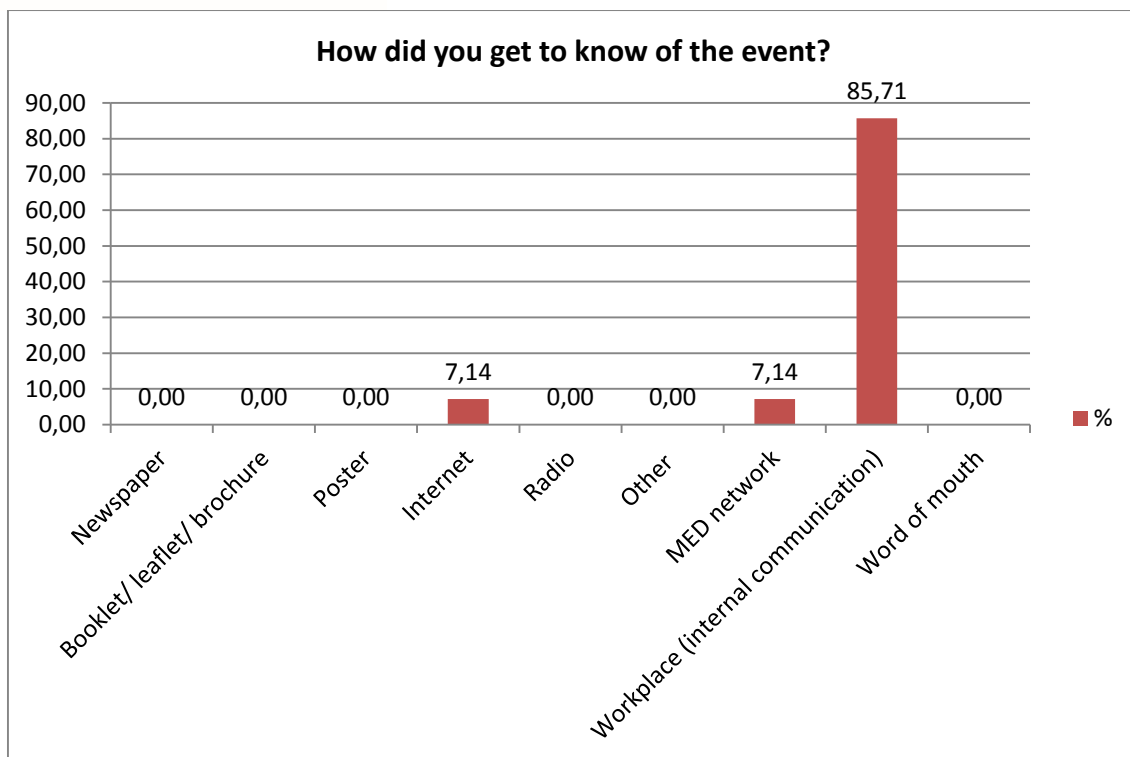
I. Previous knowledge of the event

How did you get to know about this event?

Based on the analysis of questionnaires completed by the participants of the training it can be concluded that all participants (a total of 85,71 %) information about the event received in the workplace (internal communication) according to the invitation letter distributed by the Chamber of Commerce of Zenica-Doboj Canton to the potential participants. Small number of them were additionally informed about the event through the internet (a total of 7,14 %), and some of them through MED network (7,14%).

From analysed questionnaires it can be concluded that sending invitation letter to potential participants is the most effective way to organise this kind of event.

1. How did you get to know about this event?	Answers	%
Newspaper	0	0,00
Booklet/ leaflet/ brochure	0	0,00
Poster	0	0,00
Internet	2	7,14
Radio	0	0,00
Other	0	0,00
MED network	2	7,14
Workplace (internal communication)	24	85,71
Word of mouth	0	0,00



Why did you decide to participate in this event?

The largest number of participants attended the event with the aim of improving knowledge of “green procurement” (a total of 43,75 %), what was determined in analysing the answers of the participants in evaluation questionnaires. The same analysis showed that some of them came with the aim to get more information about the topic (39,58 %), and only few of them because of general interest in the topic (a total of 16,67%).

The conducted analysis leads us to the conclusion that the theme of the event was interesting.

4. Why did you decide to participate in this event?	Answers	%
To find out more specific info on the targeted issues	19	39,58
Because I am generally interested in the topics	8	16,67
To improve my knowledge on Green Proc./e-proc. sys.	21	43,75



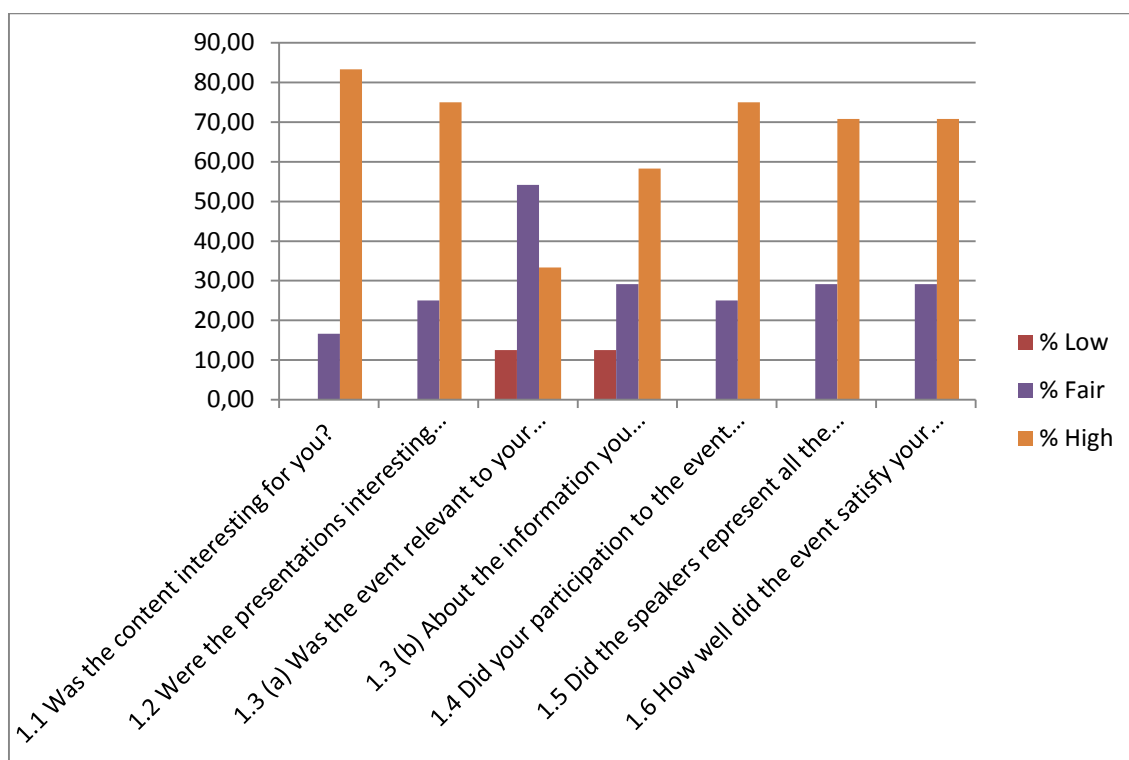
II. Evaluation of the event

EVENT OBJECTIVES AND CONTENTS

Based on the analysis of questionnaires completed by the participants of the training it can be concluded that the largest number of participants considered that the content of presentation was very interesting and clear and in accordance with their needs. For participants the information was useful and they improved understanding about the topic so it could be concluded that the event fulfilled the expectations of the greatest number of the participants.

EVENT OBJECTIVES AND CONTENTS	Low	% Low	Fair	% Fair	High	% High	Eval. forms
1.1 Was the content interesting for you?	0	0,00	4	16,67	20	83,33	24
1.2 Were the presentations interesting and clear?	0	0,00	6	25,00	18	75,00	24
1.3 (a) Was the event relevant to your requirements?	3	12,50	13	54,17	8	33,33	24

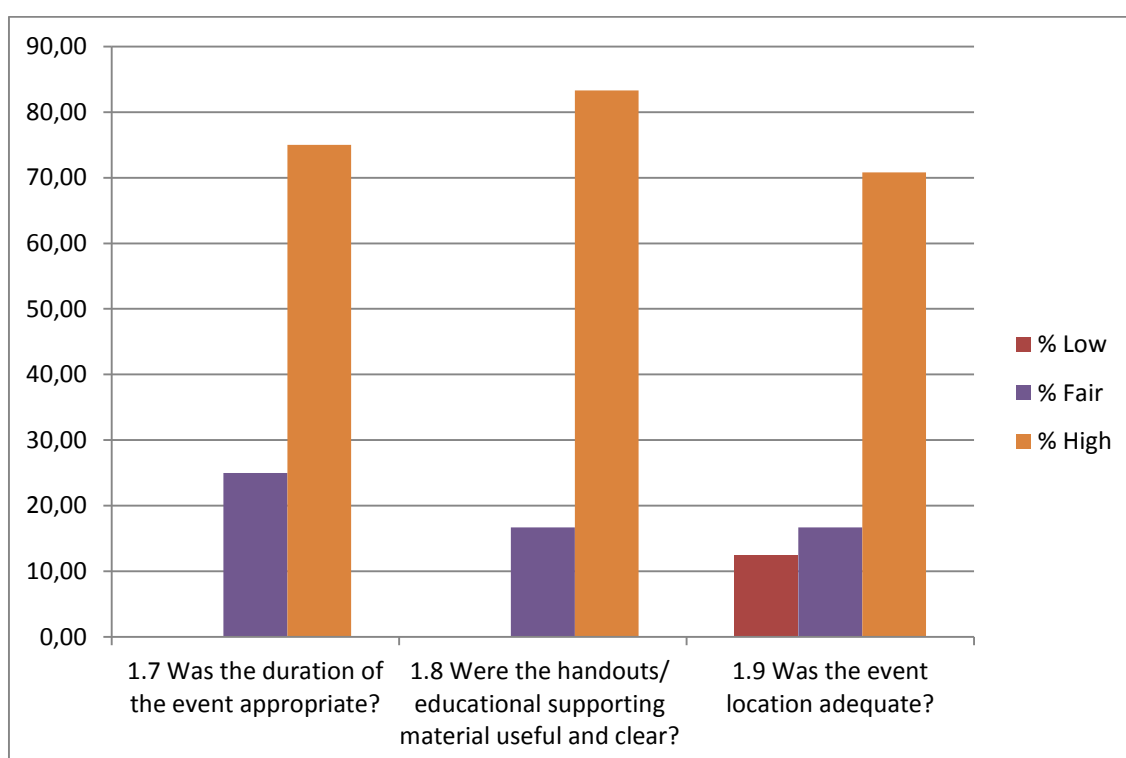
1.3 (b) About the information you received: Will it be useful to you and your organization?	3	12,50	7	29,17	14	58,33	24
1.4 Did your participation to the event improve your awareness/ understanding of the subject?	0	0,00	6	25,00	18	75,00	24
1.5 Did the speakers represent all the main types of actor involved in the targeted issues?	0	0,00	7	29,17	17	70,83	24
1.6 How well did the event satisfy your expectations?	0	0,00	7	29,17	17	70,83	24



EVENT ORGANISATION

According to the analysed responses from questionnaires participants considered that: the duration of the event was appropriate; the printed information was useful and clear; and for the most, the venue was appropriate.

EVENT ORGANISATION	Low	% Low	Fair	% Fair	High	% High	Eval. forms
1.7 Was the duration of the event appropriate?	0	0,00	6	25,00	18	75,00	24
1.8 Were the handouts/ educational supporting material useful and clear?	0	0,00	4	16,67	20	83,33	24
1.9 Was the event location adequate?	3	12,50	4	16,67	17	70,83	24



2.2 REACTIONS OF THE PARTICIPANTS

There was a certain level of initial distrust about the expediency of such events expressed by potential participants.

Regardless to the initial scepticism, most of the participants were extremely pleased with the opportunity to attend the training, to expand their knowledge about "green" public procurement, about the GRASPINNO project, the Platform and the opportunities that they provided. Good organization of training, the excellent choice of topics and lecturers had contributed to this kind of attitude of participants.

Participants were satisfied with the organization of event. Finally, they adopted and expanded knowledge on public procurements in general and on public procurement in BIH, with regard to EU practice and green criteria in public procurements.

Then, on the basis of good presentation of the project GRASPINNO, participants were informed about the project, the objectives, and the pilot actions in the area of ZDC. Most important of all is the fact that they were satisfied with the possibilities of GRASPINNO platform, tools and benefits that would be achieved by using new tools when preparing public calls, on one side, and the use of these tools for participation in the calls for procurement relating to the refurbishing of public buildings, on the other side. Participants were particularly pleased with fact that they could approach the database GRASPINNO and with the possibility to present their products.

They expressed the opinion that such kind of events should be organized again and with several hours duration, with an extended practical training.

2.3 LEARNING POINTS AND PROPOSALS FOR IMPROVEMENT

The organization of the training, as one of the activities planned in the implementation of GRASPINNO project, was largely met expectations of the participants.

The opinion of participants is that these kind of training should be repeated, but with more hours, on the same or similar topics. Suggested topics are:

- the practice of "green" procurement in the EU;
- criteria for "green" product;
- more details about models and forms of public calls;
- examples of good practice.

2.4 CONCLUSIONS

The circumstances of the preparation of the training were in line with expectations. The high level of professionalism of the project

implementer (Department for Development and International Projects of Zenica-Doboj Canton), experience and rating that the Chamber of Commerce of Zenica-Doboj Canton has in organization of similar trainings and meetings, as well as possession of good Chamber database and built business relationships with business organizations and public authorities, were a great help in the preparation and realization of the event.

The participants were unanimous in their opinion about necessity for extension of practical training about the use of GRASPINNO Platform.