



Integrated Strategies for the Energy Renovation of Public Buildings in the Mediterranean

MED ERB Joint Action Plan (Bruxelles, CoR, 22.01.20)

CPMR INTERMEDITERRANEAN COMMISSION



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CPMR – Conference of Peripheral Maritime Regions

- A **platform for technical & political cooperation**, a **think tank** and **group of interest** campaigning for a **more balanced development of the European territory** and the inclusion of **Regions** and their specific characteristics within the decision-making frameworks in Europe
- Promotion of a **territorial approach of policy-making** in Europe, exchange of best practices, advocacy, EU cooperation projects, capacity building and much more...
- **160 Member Regions** from **28 Countries** from the EU and beyond, comprising 200 million people
- Main focus: social, economic and territorial cohesion, maritime policies, accessibility & transport. **Energy and Climate Change**, Migration, Neighborhood and Development Policies also represent important areas of activity for the association
- **6 Geographical Commissions: Intermediterranean**, Atlantic Arc, Baltic Sea, North Sea, Balkans and Black Sea, Islands.





CPMR works on Climate & Energy

CPMR Task Force on Climate integrating regions from different EU countries

- **Past (recent) works** on: advocacy/ contribution to the review of several EU Directives (RED II, Energy Efficiency/EPBD), Energy & Climate package, EU Long Term Strategy on Reducing Emissions, EU Adaptation Strategy, International dimension of Climate policies...
- **Current priorities 2020:**
 - **National Energy and Climate Plans** and the role of the regions
 - **Monitor and follow-up** on the implementation of the **Paris Agreement: CPMR in the COP**
 - **Financing for Climate action** and the role of the regions
 - **Deliver policy messages on Climate & Energy** to the new **EU Commission & Parliament**
 - **European Green Deal:** Climate Law, Climate Pact, Just Transition Mechanism, Sustainable Europe Investment Plan...

Synergies with the work of Geographical Commissions and exchange of best practices: **circular economy & energy transition, energy efficiency in buildings, adaptation to climate change**



CPMR Intermediterranean Commission

www.cpmr-intermed.org
@IMC_CPMR

45
Regions

9 Med
Countries

Internal Organization

- General Assembly
- Political Bureau
- Secretariat
- Working Groups (and TFs)
- **Biannual Action Plan**

18 running projects, 11 concluded, 14 under evaluation, new being conceived, dozens capitalizing

Promoting macro-regional & sea basin strategies in the Med

Increasing the participation of the regions in decision making on migration and supporting their actions

Promoting a MED of Projects & mobilise the Mediterranean southern partners

Encouraging dialogue between civil society to promote a Mediterranean citizenship: focus on youth

4 Working Groups

Territorial
Coop. &
Macro-
Regional
Strategies

Transport
&
Integrated
Maritime
Policy

Water &
Energy

Economic
& Social
Cohesion

Several initiatives promoted by the regions (e.g. Bologna Charter)

Relations with territorial stakeholders of all the basin

Ongoing contacts with Moroccan, Tunisian, Croatian, Turkish potential new members

WESTMED

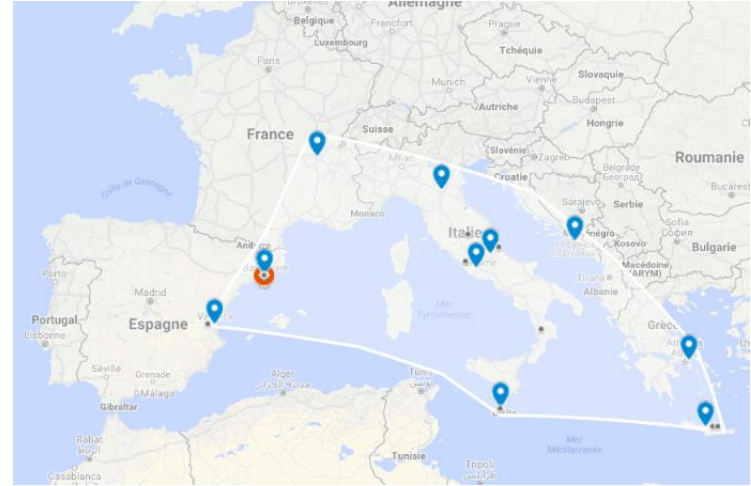
AREM+

blueMed



SHERPA Project General Presentation

- SHared knowledge for Energy Renovation in buildings by Public Administrations
- One of the modular projects (M2+M3) addressing the 'Efficient Buildings' Specific Objective of the Interreg MED Programme
- Deriving from past EU projects which identified 4 main problems in the MED area with regards to the project implementation: financing, internal structure of the public administrations, training of the public workers and data collection systems
- Aims to accelerate the implementation of the Energy Performance of Buildings Directive 2010/31/EU and the Energy Efficiency Directive 2012/27/EU and reach the 20% energy efficiency EU target by 2020 through 200 energy retrofit projects.



SHERPA Project – Main Outputs

MAIN OUTPUTS :

- **Energy Renovation Projects in 200 buildings** in the participating regions
- **Shared MED Information System**
- **EEB Training** and skills-improvement opportunities
- **Generation of significant public-private investment** in the field of building renovation and **creation of jobs**
- **Joint Action Plan for future EEB projects and actions**
- SHERPA “**Final Agreement**” & “**Declaration**” to implement SHERPA’s Methodology and support the JAP Implementation

MED ERB JAP Objectives & Rationale

- Innovative process embedded in a shared document
- Main capitalisation product of SHERPA's project results
- Capitalising tools for ERB technologies and results (from SHERPA's project and other projects of the Community and beyond) from public to private buildings and to other regions in the north and south of the Mediterranean
- Common framework/process and hub to streamline EU, national and regional policies in the field of Energy Renovation in the Mediterranean
- Identification of strategic themes and operative actions for ERB policies' implementation
- Identification of investment plan and financing for the implementation of the Joint Action Plan and its specific operative actions



JAP MAIN GOAL

Increase investments on ERB in the Mediterranean area using SHERPA's methodology and integrating other initiatives and projects' results



JAP STRUCTURE

- **Introduction:** policy framework; JAP objectives and rationale; current initiatives
- **JAP strategy**
 - 1) EU and MED integrating approach
 - 2) Strategic themes/axis: Governance strategies; Training & knowledge; Technical assistance & information system; Networking; Funding
 - 3) Multilevel ERB network
- **JAP operative transnational actions**
 - 1) Governance strategies
 - 2) Training & knowledge
 - 3) Technical assistance & information system;
 - 4) Networking;
 - 5) Funding

Focus on the Market Place



JAP STRUCTURE

- **JAP potential investment plan**
 - 1) Current regional and local ERB projects (*baseline*)
 - 2) Leverage investment plan
 - 3) Investment plan funding
- **Budget and fund raising for JAP actions**
 - 1) Budget for actions
 - 2) Fundraising
- **JAP roadmap for the future**
 - 1) JAP monitoring and update
 - 2) JAP adhesion system & internal governance



JOINT ACTION PLAN scheme

JAP OBJECTIVE: PROMOTE ERB in the MED = REAL INVESTMENT PLAN

F
R
O
M

- 1) SHERPA PROVEN RESULTS (applying SHERPA methodology that comes from MARIE...) AND
- 2) RESULTS FROM OTHERS EU PROJECTS AND INITIATIVES ON ERB

THE JAP STRATEGY (5 AXES)

H
O
W

- Governance
- Training and knowledge
- Technical Assistance and Information Systems
- Networking
- Funding

Multilevel approach:

Public ↔ Public

Private ↔ Public

JAP TRANSNATIONAL ACTIONS

- Specific projects linked to the 5 axes
- Transversal action: MARKET PLACE (Integrate, scale, standardize...)

Whole cycle of ERB approach:
Promotion
/development/ funding

JAP INVESTMENT PLAN

- **Cost /Funding:** will depend on the development of every single action/project. Marketplace = 0,9 EUR MM
- **Governance :** basic and simple set up will evolve during JAP implementation.



JAP Operative Transnational Actions

-> Strategic Axis 1) GOVERNANCE

- **SA1A Support, promotion, development of a multilevel governance system**
 - **SA1A1** Coordination of regional and municipal strategies
 - **SA1A2** Improvement of the implementation of national strategies according to EU directives
 - **SA1A3** OTHER/NEW PROJECTS ON GOVERNANCE AXIS
- **SA1B Coordination of the JAP Process / JAP Strategy**
 - **SA1B1** Promote JAP Strategy and projects, boost adhesions, fundraising. Monitoring and follow up of all the process



JAP Operative Transnational Actions

-> Strategic Axis 1) GOVERNANCE

SA1A Support, promotion, development of a multilevel governance system

– **SA1A1** Coordination of regional & municipal strategies

- Integration of the local level objectives in the regional plans to make sure that the national objectives are as realistic as possible regarding the territorial situation;
- Setting-up of national Working Groups for Energy Renovation of Public Buildings including regional and local administrations;
- Creation of EEB platforms at national level – shared with the regional and local level:
- Development of local Energy Efficiency Plans specifically focused on buildings;
- Setting up of regional governance structures involving the region and its municipalities to support and monitor the implementation of the Regional EEB Roadmap.



JAP Operative Transnational Actions

-> Strategic Axis 1) GOVERNANCE

SA1A Support, promotion, development of a multilevel governance system

– **SA1A2** Improvement of the implementation of national strategies according to EU directives

- Setting up of national roadmaps for public buildings to understand obstacles that prevent LA from implementing ER Renovation Plans for their buildings & better identify operational decision support tools;
- Set of guidelines at regional and local level to achieve the objectives defined by the EU Directives in the Multi annual Energy Programme;
- Better link Energy Renovation with Renewable Energy Resources (from SEAPs to SECAPs)
- Establishment of permanent coaching bodies (facilitators) for local administrations and activation of participatory processes



JAP Operative Transnational Actions

-> Strategic Axis 1) GOVERNANCE

SA1B Coordination of the JAP Process / JAP Strategy

- **SA1B1** Promote JAP Strategy and projects, boost adhesions, fundraising. Monitoring and follow up of all the process



GOVERNANCE & ADHESION SYSTEM

Light Governance of the JAP: will evolve according to needs

- **Governance Unit/main promoters:** Catalan Government, CRES and CPMR Intermediterranean Commission
- **ERB JAP Supporters network :** active supporters (different type of stakeholders) to boost exchange of knowledge, opportunities, cooperation & projects, networking...
- **Axes and Operative Transnational Actions/specific projects will have specific entities as leaders** that will interact periodically with the JAP supporters network.

Easy procedure to join the JAP support network: letter + “declaration of support and engagement”.

NB: No financial commitment required



JAP operative transnational actions

Strategic Axis 2) TRAINING & KNOWLEDGE

SA2A Providing Training related with all the life cycle of the ERB project

- SA2A1 NEW PROJECTS ON TRAINING AND KNOWLEDGE ...

SA2B Integrating experiences of results obtained so far in EU projects

- Integration with best practices/ initiatives and training platforms for the public administration and main stakeholders on ERB promotion.



JAP operative transnational actions

Strategic Axis 2) TRAINING & KNOWLEDGE

SA2A Providing Training related with all the life cycle of the ERB project

- Training and knowledge improvement actions enhancing the building and infrastructure renovation at regional and local level
- Actions to stimulate the demand and improve the knowledge of ERB projects, both among citizens and representatives of local and regional authorities
- Actions to promote and create Training Working Groups organised by specific topics concerning ERB, to work on current situations and specific tools.
- Actions to train energy managers for each public building;
- Publication of annual report describing all the EEMs implemented at national, regional and local level to provide a clear idea of the implementation of the EU, national, regional, local objectives.



JAP operative transnational actions

Strategic Axis 3) TECHNICAL ASSISTANCE & INFORMATION SYSTEMS

SA3A Developing new tools to promote ERB projects.

- SA3A1 NEW PROJECTS ON TRAINING AND KNOWLEDGE

SA3B Integrating tools developed so far in EU projects to promote ERB projects.

- Alignment with the current technical achievements on tools & technological systems for data collection and monitoring of ERB projects.
- Improve Sherpa capitalization platform as a first step to systematize toolkits by thematic axis.



JAP operative transnational actions

Strategic Axis 3) TECHNICAL ASSISTANCE & INFORMATION SYSTEMS

SA3A Developing new tools to promote ERB projects.

- Interoperability between databases & tools based on standard data description
- Development & promotion of open, enabling technologies to support different complementary tools & business models around ERB;
- Development & promotion of data collection/governance and data reporting protocols among public authorities
- Actions promoting/ engaging regional & local authorities to use/contribute with data to common EU tools;
- Testing and implementation of new policies for energy data disclosure from public buildings
- Database of available information on the energy performance of the national public building stock;
- Creation of Scientific & Monitoring Committees analysing the state of implementation of measures at local level



JAP operative transnational actions

Strategic Axis 4) NETWORKING

SA4A Networking among the multilevel stakeholders: political, technical and user level

- SA4A1 NEW PROJECTS ON NETWORKING

SA4B Networking amongst ERB promoters and professional agents involved into the process of developing and ERB projects.

- SA3B1 NEW PROJECTS ON NETWORKING

SA4C Integrating experiences of results obtained so far in EU projects

- Integration of networking best experiences on ERB promotion.



JAP operative transnational actions

Strategic Axis 4) NETWORKING

SA4A Networking among the multilevel stakeholders: political, technical and user level

- Actions to increase ERB cooperation, expanding the impact of the implementation of the ERB SHERPA holistic methodology to all the Mediterranean countries, share experiences and achievements, contributing to a more adapted, standardised and consensual process of ERB renovation at Mediterranean scale

This could be developed possibly with the support of the Union for the Mediterranean and several associations of local and regional authorities, among other institutions and organizations.



JAP operative transnational actions

Strategic Axis 4) NETWORKING

SA4B Networking amongst ERB promoters and professional agents involved into the process of developing ERB projects.

- New projects should be built on a platform for exchanging experiences but also for proposing solutions regarding the problems that specific stakeholders may encounter in carrying out the EEB interventions.

On the networking platform the following could be inserted as an example: useful documents (laws, bills, important administrative acts) indications on new technologies, or new materials...

The online SHERPA Capitalization forum developed by CRES is a first step on this direction.



JAP operative transnational actions

Strategic Axis 5) FUNDING

SA5A Creating a bridge between the technical feasibility of a project and its funding feasibility

- SA5A1 NEW PROJECTS ON FUNDING

SA5B Obtain funding for ERB investment plans that could arise from the JAP strategy implementation

- SA5B1 NEW PROJECTS ON FUNDING

SA5C Integrating experiences of results obtained so far in EU projects

- Integration with funding platforms and initiatives of ERB with success stories.



JAP operative transnational actions

Strategic Axis 5) FUNDING

SA5A Creating a bridge between the technical feasibility of a project and its funding feasibility

- Projects to scale up and to replicate small and medium-size projects;
- Promotion of national financing tools and marketplaces for the Energy Renovation Buildings of the regional and local authorities



JAP operative transnational actions

Strategic Axis 5) FUNDING

SA5B Obtain funding for ERB investment plans that could arise from the JAP strategy implementation

- Actions to combine public and private funding initiatives to create new formulas and vehicles in order to finance projects with long paybacks;
- New actions to conceive new innovative financing alternatives for carrying out ERB projects when standard financing alternatives do not work



JAP operative transnational actions

ALL the JAP operative transnational actions and specific projects promoted and aligned with the JAP strategy could be integrated in a “digital HUB” to:

- STANDARISE
- SCALE UP
- INTEGRATE

We have called this digital hub, which is a transversal JAP operative transnational action:

JAP “MARKET PLACE”





SHERPA



SHERPA Joint Action Plan: transnational action example on information systems: Technological infrastructure

Dr. Stoyan Danov

Senior researcher, CIMNE





SHERPA



Challenges for building energy efficiency related with data



- **Data standardisation challenge**
- **Lack of open source operational databases challenge**
- **Enabling continuous data collection from public authorities challenge**
- **Empirical data gap challenge**
- **Interoperability of databases and tools challenge**

Buildings Data Aggregation and Harmonisation Platform (EN-TRACK)



➤ Open Standard Data Mode

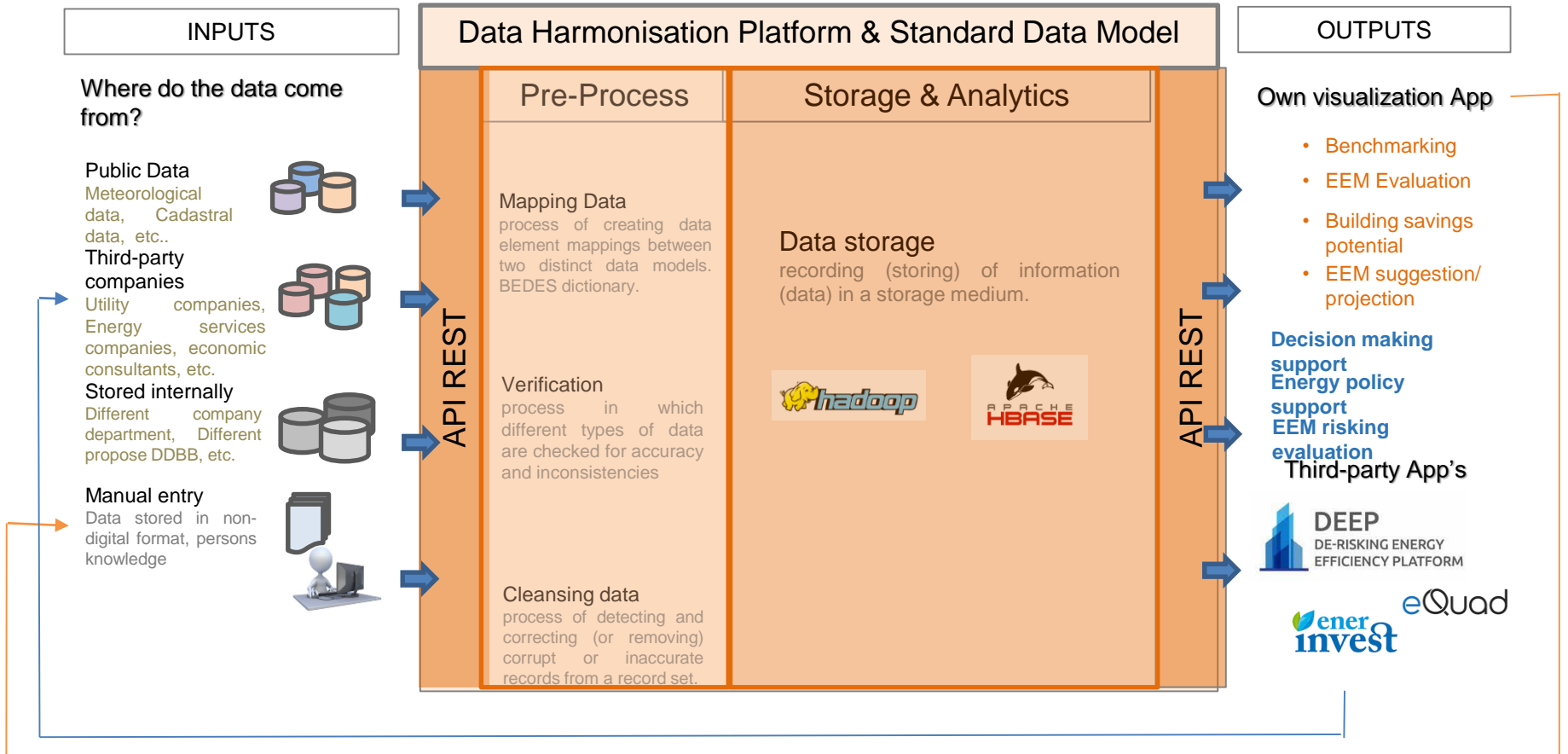
➤ Communication layer

➤ Harmonisation layer

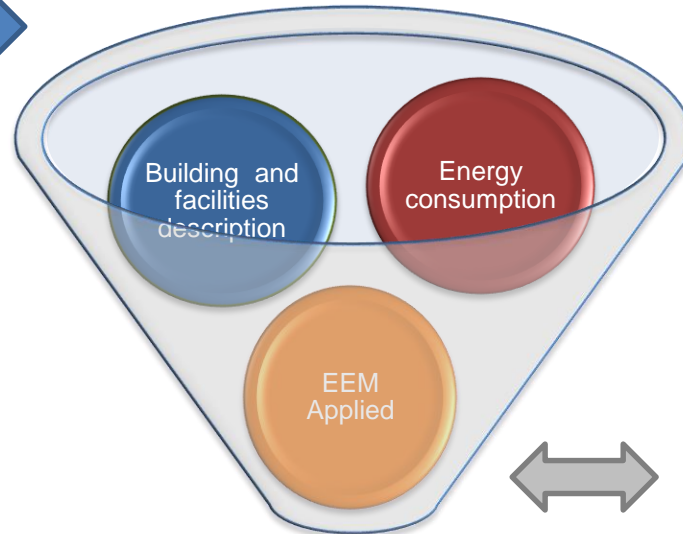
➤ Big Data technology: storage and analytics

- Energy consumption (energy bills, utility data, monitoring / annual, monthly, hourly, sub-hourly)
- Building characteristics (location, area, age, type of use, occupancy, ...)
- Building systems (HVAC, PV, ...)
- Building Management Systems (temperatures, control, ...)
- Energy audit
- Energy Efficiency Measures & investments
- Computerised Maintenance Management Systems
- BIM
- Meteorological data
- Building owner & user provided data

EN-TRACK DATA PROCESS



More finance available
higher rates of renovation
more data availability

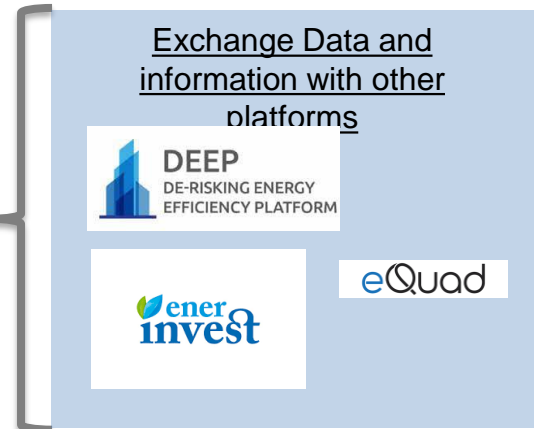


Main Stakeholders

-  Building owners
-  Financial institutions
-  ESCO companies

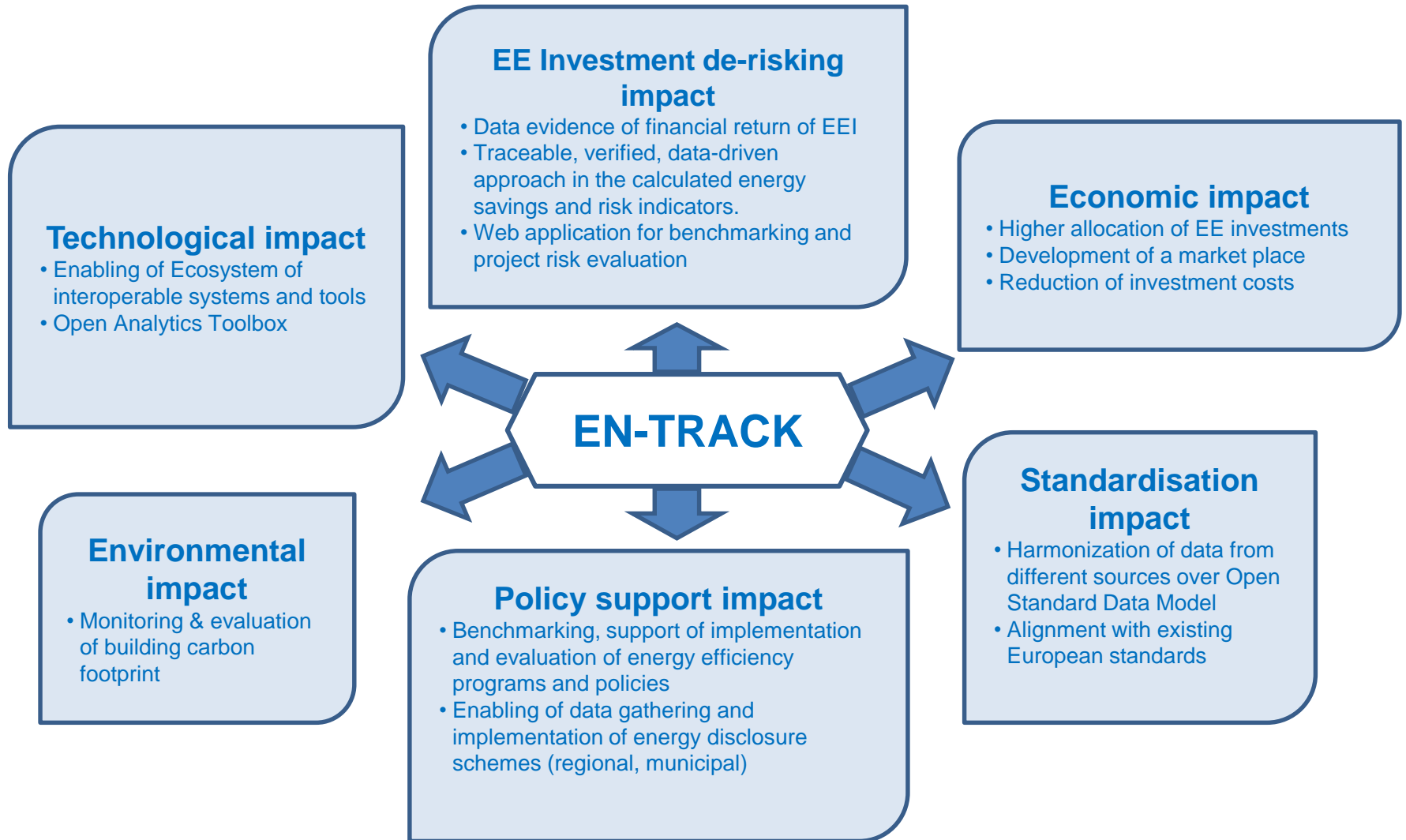
More confidence / less risk

- Provides energy consumption monitoring and indicates malfunctions and deviation from normal operation
- Building benchmark and savings potential [€-CO2]
- Applied EEM Evaluation, comparison with expected (ROI, CO2) in real operation
- Suggestion EEM to be applied, investment, saving and ROI expected.
- Produces benchmarking of the financial performance of the EEM

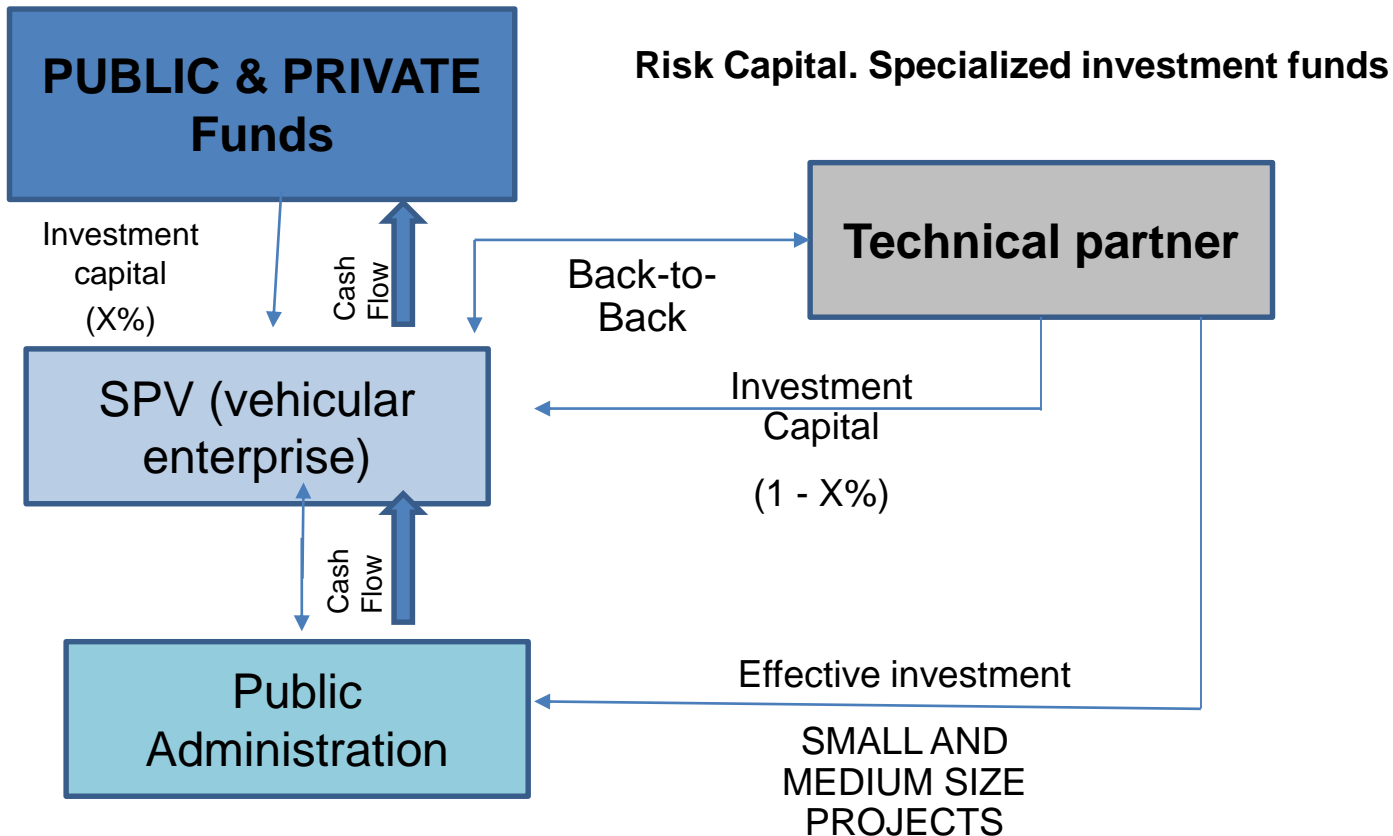


IMPACTS
Less CO2
Less kWh/m2
Improved internal environment

The platform in the core of JAP



JAP operative transnational actions: example on funding



JOINT ACTION PLAN and The Marketplace

TRANSNATIONAL OPERATIVE ACTIONS

- **Starting Point**

- **Arrival Point**

SPECIFIC PROJECTS AND

THE JAP MARKET PLACE

SHERPA TESTING
100 projects
EUR 70 MM

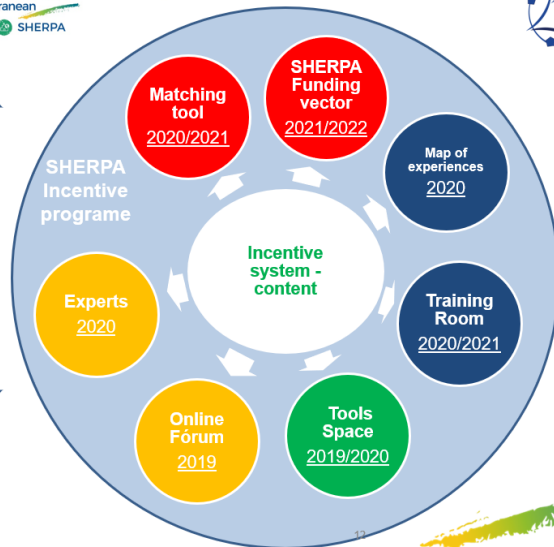
ERB INVESTMENT PLAN:

TRANSNATIONAL
PROVEN
RESULTS
IN SHERPA
REGIONS


 Project co-financed by the European Regional Development Fund


 CPMR

GOVERNANCE



New opportunities

Training & Knowledge
 Technical assistance & information system
 Networking
 Funding

1st stage

2nd stage

100 ERB projects
SHERPA municipalities

MED ERB Projects



THE SHERPA MARKET PLACE

**A PRACTICAL AND INCLUSIVE WAY TO DEVELOP THE
JOINT ACTION PLAN**

THE GATE TO THE ERB IN THE MEDITERRANEAN AREA

Who are you?

**PUBLIC
ADMINISTRATION**

ESCO

INVESTOR

OTHER

WEBSITE HOMEPAGE: The user has to select which kind of entity he is; the focus is on the most important actors that will be present in the final marketplace.



MAIN GOALS OF THE SHERPA MARKET PLACE

From the
policies

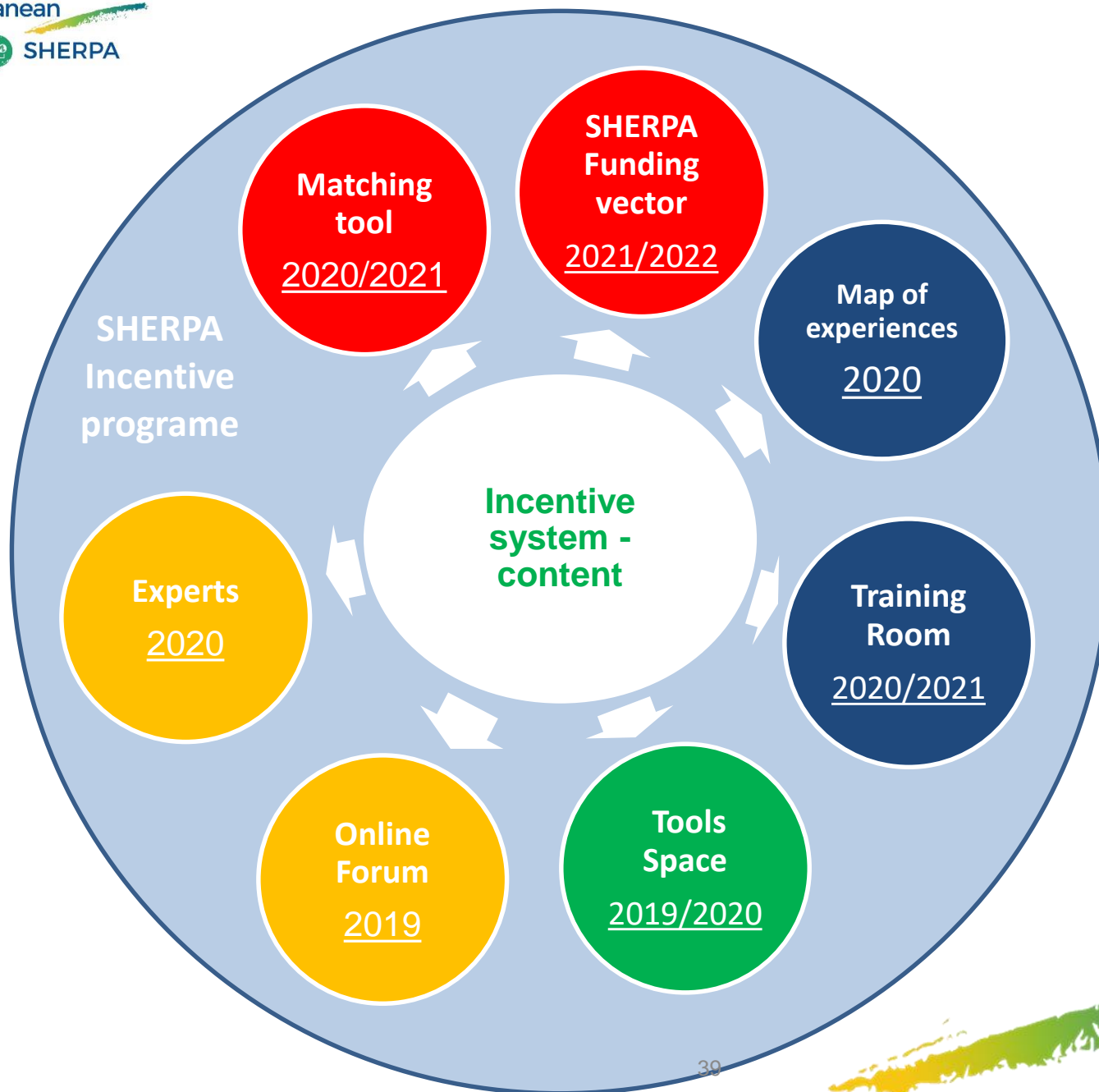


To real
projects

- Share knowledge/experiences about ERB projects in public facilities (training, workshops, working groups, tools) from which taken from SHERPA and opened to other Efficient Buildings community projects and other European initiatives/projects.
- Create a meeting point between ERB experts and ERB stakeholders
- Identify the best funding tools matching with the identified needs



G O V E R N A N C E



New opportunities

- Training & Knowledge
- Technical assistance & information system
- Networking
- Funding



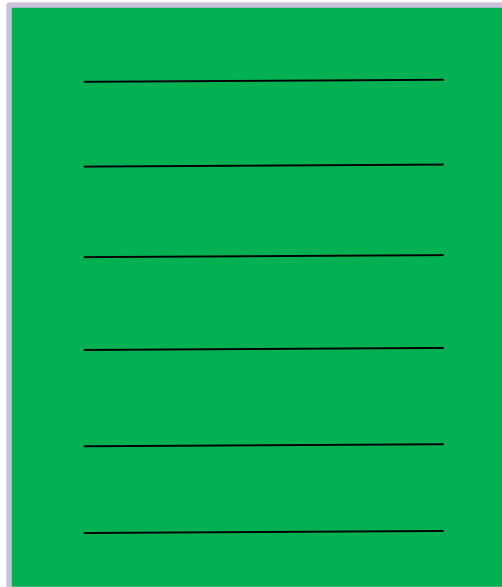
The market place is a tool tailored in order to improve the experience of the users.

REGISTRATION: The user registers to access the website and he is helped by a bot that, step by step, explains what are the passages to do.

REGISTRATION

Some information are asked to complete the registration of the user.

This information should allow the marketplace to create different and segmented profiles of info requirements, interests and activities on ERB



A humanoid BOT will help the user with all the info and functionalities to be done on the platform.



The search tool

Map of
experience
2020

To explicit and find projects and experiences on ERB projects according to different categories

- **GEOGRAPHIC ZONE**
 - Island
 - Coastline
 - Interior
- **CLIMATIC ZONE**
 - Continental
 - Mediterranean
 - ...
- **TYPE OF ADMINISTRATIVE ENTITY**
 - Municipality
 - Country
 - Region
- **TYPE OF PROJECT DEVELOPED**
 - Renewables
 - Passive measures
 - Active measures
- **SOTA OF THE PROJECT**
 - Projects done
 - Ongoing projects
 - Projects to be developed in the close future

At the begin, the 100 SHERPA projects will nourish the database of the searcher. In a second phase, projects from THE MED THEMATIC COMMUNITY EFFICIENT BUILDINGS and specifically from the INTERREG MED HORIZONTAL PROJECT MEDNICE and its modular projects will be added.

The map could be linked to an AWARD to identify best experiences/practices on ERB projects



The marketplace will include one area dedicated to the **transfer of knowledge**:

MAIN CONTENTS OF THE MARKETPLACE:

- **LIBRARY RESOURCES (1ST STAGE):** a semantic learning space linked to all the resources and digital platforms related to ERB and EE projects.
- **ONLINE PROGRAMS / WEB SEMINARS (2ND STAGE):** (according to specific and published pre-defined itineraries on ERB issues)
- Specifically of the whole universal of the modular projects of the EFFICIENT BUILDING COMMUNITY

SHERPA	SISMA	CESBA MED	EduFootPrint	ENERJ
IMPULSE	NEW FINANCE	PrioritEE	STEEPING	TEESCHOOLS

ERB	Abracadabra	Lowenergy	Buildup	Copenhagencentre on energy efficiency
EE funding	City Invest	EnerInvest	Finance and services for sustainable energy	
EPC	GuarantEE			



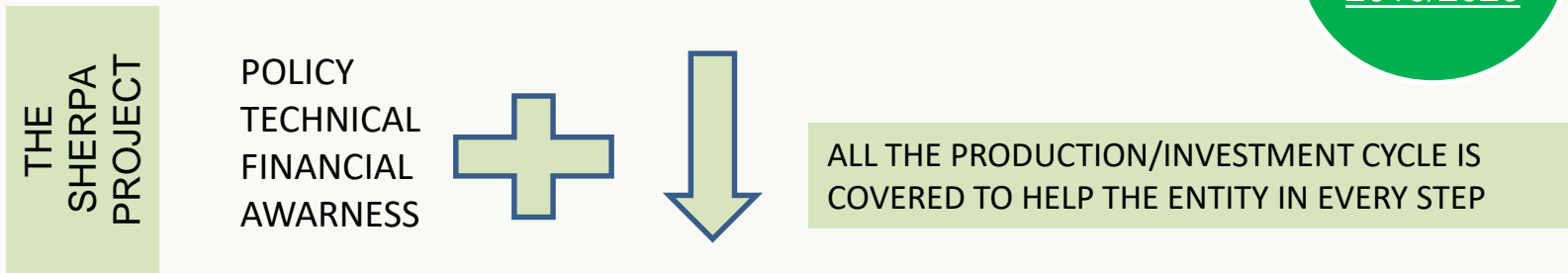
The marketplace will include one area of knowledge transfer with:

- PUBLIC POLICIES DATABASE : a data base of public initiatives to promote ERB project across the Mediterranean and other geographical areas.
- The training room will be directly linked to the TOOLS space.



MAIN CONTENTS OF THE MARKETPLACE:

- The marketplace will integrate PRACTICAL tools in order to support all stages of the ERB projects: process of identification, selection, technical analysis, financing, communication:



- But, NOT ONLY.....

- The first tools to be integrated are the ones developed in the SHERPA Testing Module.
- Additionally to this, the marketplace will also integrate other tools created to promote ERB Projects and will suggest specific ones according to the user needs. i.e:
 - The other tools created by the rest of the modular projects of the Efficient Buildings Community
 - And other tools created to promote and boost the ERB and EE on both technical and financial side.



THE MARKETPLACE WILL CREATE A FORUM TO EXCHANGE EXPERIENCES
BEETWEEN THE STAKEHOLDERS OF ERB

This part will include two specific functionalities:

- 1) THE FORUM**
- 2) THE WORKING GROUP AREA**

The forum will become the main engagement tool for the municipalities, that will finally have a single place, not only to assess the information and look for funds, but also for the exchange of experiences, advice and contacts.



Experts 2020

MAIN CONTENTS OF THE MARKETPLACE:

THE MARKETPLACE WILL ALLOW TO PUBLISH A LIST OF EXPERTS AT EVERY SINGLE STAGE AND A SPECIFIC AREA OF A ERB PROMOTION:

- ESCOs
- Technical offices
- EPC facilitators
- Energy
- Facility managers
- Financial entities
- Any firm interested in providing its services

In order to become part of the list of experts, the person – company will need to get through an experience analysis. This is done to guarantee the users the best services.

The interested subjects will also need to provide a minimum training to be part of the expert's list.

This part will be linked to the SHERPA MATCHING TOOL.





The SHERPA funding tool will suggest the name and contact of specific partners (registered in the *list of experts*) in order to help the public entity in order to draw a specific roadmap for a specific project.

In addition, the program will suggest not only one name but multiple ones, to ensure a certain degree of competition among experts.





MAIN CONTENTS OF THE MARKETPLACE:

- The SHERPA marketplace should be linked to a specific funding vehicle to promote ERB investments in the Mediterranean zone.
- The funding vehicles are going to be both existing (i.e. European Energy Efficiency Fund) or new ones.
- The Sherpa marketplace - through its users/tools - will identify projects that could be aggregated in order to achieve economies of scale and add interest from big financial players interested in investing in ERB projects.



SHERPA
Incentive
programme

MAIN CONTENTS OF THE MARKETPLACE:

- The market place could create a specific **mean of financing** (i.e. token) – for **exchanging services** inside the JAP ecosystem.
- The only entity accredited to issue and assign the virtual currency would need to be defined before the formal launch of the incentive system, for instance it could be the SHERPA market place or MED ERB JAP coordinating entity/ies
- Public entities that promote their future projects through the market place could receive it. Free technical assistance; free energy audit process (and other services, according to the regional SHERPA methodology) could be provided to them.
- The idea is to stimulate entities to be active actors of the energy saving process.
- The more public entities get active, the more likely energy efficiency projects will become reality.
- In order to start with this specific means of financing, the JAP should budget some resources in order to cover the initial expenses.



Other considerations:

- The marketplace is an ongoing process of conceptualisation that could further evolve.
- While the first version of the marketplace could focus on 100 + 100 ERB projects of regions and municipalities, it should be designed and implemented taking into consideration the other ERB projects developed by the Interreg MED community on Efficient Buildings and beyond.
- The marketplace has the potential to become a useful instrument for private projects as well. Private projects could benefit from the presence of many useful tools, a forum, experts and the possibility to create economies of scale with other projects.



THE SHERPA MARKETPLACE: ONE EXAMPLE

SINCE THE MARKETPLACE WILL FIRST FOCUS ON MUNICIPALITIES, IT IS IMPORTANT TO UNDERSTAND HOW SUCH A SMALL ENTITY WILL BE ABLE TO BENEFIT FROM THE EXISTENCE OF SUCH A PLATFORM. THUS, THE EXAMPLE IS ABOUT A SMALL MUNICIPALITY OF 3.000 PEOPLE LOCATED ON ONE ISLAND IN THE MEDITERRANEAN SEA.

THE MUNICIPALITY WANTS TO INVEST ON SOME ACTIVE MEASURES IN ITS PUBLIC SCHOOL, IN ORDER TO LOWER THE CONSUMPTION OF ENERGY OF THE STRUCTURE.

THE SAMPLE BELOW WILL SHOW HOW THE MUNICIPALITIES WILL GET THROUGH THE WHOLE PROCESS. IF ONE MUNICIPALITY HAS ALREADY KNOWLEDGE AND/OR ENOUGH DOCUMENTATION, IT WILL BE ABLE TO SKIP ONE OR MORE STEPS OF THE PLATFORM.



1ST
STEP:
SIGN UP

REGISTRATION: The municipality (small town) will register in the system, providing important information used by the system to classify it and, in the future, link the data of this project to others seeking to understand what others have done before them.

REGISTRATION

The platform will update the database with these information that are useful not only for ABC but also for municipalities with similar characteristics.

NAME: ABC
LOCATION: CRETE
ISLAND
TYPE OF ENTITY:
MUNICIPALITY
SIZE: 3.000
INHABITANTS
PROJECT: REFURBISH
PUBLIC SCHOOL



A humanoid BOT will help the user, providing explanations to common questions and links to the most important parts of the platform.



2ND STEP:
GETTING
KNOWLEDGE

NEEDS: the municipality now explains all its needs to the BOT that will register them, providing at the same time some suggestion regarding the tools to start using and the next steps.

MUNICIPALITY - NEEDS

We are thinking about installing LED in our school and make other interventions. It is the first time we try to do such project and we do not know if it is economically feasible. Is there any way that you could help us?

ABC, PLEASE EXPLAIN ME WHICH KIND OF PROJECTS WANT TO DEVELOP



I WOULD SUGGEST YOU TO TAKE A LOOK AT SIMILAR PROJECTS DONE IN THE PAST. YOU CAN FIND THEM IN OUR **SEARCHER**, JUST CLICK HERE



I ALSO RECOMMEND YOU SOME TECHNICAL REPORTS, AVAILABLE IN OUR **LIBRARY**.



3RD STEP:
IMPROVING
CAPACITIES

ANALYSIS: THE BOT SUGGESTS SOME EASY TO USE TOOLS THAT WOULD HELP THE MUNICIPALITY ASSESS THE DATA OF THE PROJECT, UNDERSTAND WHETHER OR NOT THE PROJECT IS FINANCIABLE, ITS ECONOMIC IMPACT AND ALSO THE POTENTIAL ENVIRONMENTAL IMPACT.

MUNICIPALITY - TOOLS

After reading about past experiences and some documents present in the library, I know a bit more on the technology and other similar cases.

How can I know for sure if our project is technically and financially feasible?

WE HAVE SOME FREE AND EASY TO USE **TOOLS** THAT YOU COULD USE TO ANALYSE THE POTENTIAL OF THE PROJECT.

IT ACTUALLY PROVIDES YOU SOME CREDITS (**TOKENS**) FOR YOU TO EXCHANGE WITH FREE SERVICES AVAILABLE ON THE PLATFORM!



4TH STEP:
TRAINING

USING THE TOOLS: THE MUNICIPALITY HAS SOME PROBLEMS IN UNDERSTANDING THE TOOLS. THE BOT IS PROGRAMMED TO PROVIDE A TAILORED TRAINING FOR THE MUNICIPALITY TO BETTER UNDERSTAND ALL THE ASPECTS OF THE LYFE CYCLE OF THE PROJECT

MUNICIPALITY - UNDERSTANDING THE TOOLS

I am having some problems in understanding
some parts of the tool.
I am not sure on which data to insert.
Could we get some help?



SURE, THERE IS A
MANUAL SPECIFICALLY
PREPARED FOR THAT
TOOL.
IN ADDITION, WE HAVE
WEBINARS.



5TH STEP:
FORUM

FORUM: IT IS POSSIBLE FOR THE MUNICIPALITY TO USE THE FORUM TO MEET OTHER MUNICIPALITIES THAT HAVE ALREADY INVESTED IN ENERGY EFFICIENCY PROJECTS OR ARE IN THE PROCESS TO. ALSO, EXPERTS IN SEVERAL FIELD CAN BE FOUND HERE. THE HELP OF THE EXPERTS WILL BE CRUCIAL TO FACILITATE AND SPEED UP THE PROCESS.



6TH STEP:
MATCHING
THE
RESULTS

AFTER USING THE TOOLS, THE DATA WERE REGISTERED.
THE PLATFORM THEN USES THE DATA TO TRY TO MATCH THE RESULTS WITH SOME
POSSIBLE SOLUTIONS (THE RIGHT FINANCIAL ALTERNATIVE TO USE TO FINANCE THE
PROJECT, SUGGEST SOME PUBLIC GRANTS TO APPLY FOR, PROVIDE THE CONTACT OF
SOME ADDITIONAL EXPERTS...).

WITH THE RESULTS DERIVED FROM
THE TOOL YOU USED, WE WERE
ABLE TO DETECT SEVERAL
FINANCING ALTERNATIVES.
WE WILL ALSO LEAVE YOU THE
CONTACT OF SOME

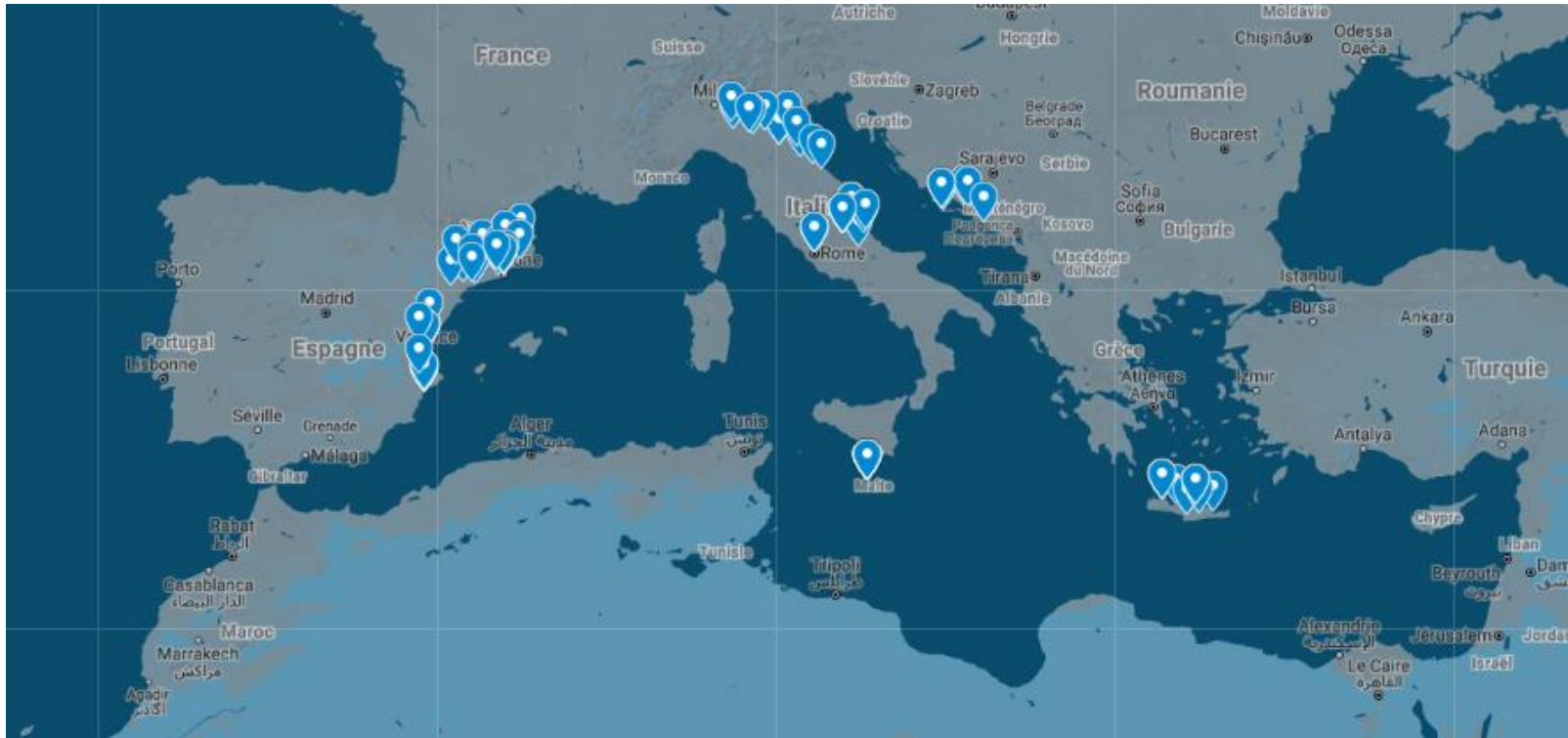
MUNICIPALITY - MATCHING RESULTS

Perfect, thank you so much.
I will take a look at which alternative we have
and, if I will have some doubts, I will get in
touch with the available experts.

GREAT!
AND DO NOT FORGET THAT YOU
NOW HAVE 100 SHERPUS THAT
YOU CAN USE TO PAY SOME OF
THESE EXPERT'S SERVICES!



CURRENT ERB JAP SHERPA PROJECTS



Consult the interactive map of SHERPA ERB projects [here](#).



JAP Potential investment plan

The JAP could lead us to a **potential investment plan** tacking into account an ERB roadmap for the MED area.

- **1st phase:** ERB projects on public facilities in SHERPA PARTNERS regional level (public facilities)
- **2nd phase:** ERB projects on public facilities in EU MED Regions associated with the IMC-CPMR
- **3th phase:** ERB projects on public facilities in all EU MED REGIONS and Med regions located in EU pre-accession countries
- **4th phase:** ERB projects on public facilities in ALL MED REGIONS, including the authorities located in north and south non-EU Mediterranean countries.
- **5th phase:** ERB projects on public and private facilities in ALL MED REGIONS (north and south Mediterranean)

Overall potential (estimated) leverage investment plan of **416.5 million euros**



Budget and fund raising for JAP actions

- **The JAP will require a specific budget** for the implementation of each identified transnational operative action (e.g. through different projects co-funded by several players, entities/institutions).
- **This JAP budget could be raised through European programmes/initiatives, private financial tools, national funds etc.** It is designed on a project finance basis.



Potential synergies with EU/EUROMED Institutions & organizations

- **European Commission, European Parliament & Committee of the Regions**
- **European Investment Bank**
- **Specific EU programmes operating in the Mediterranean Area: INTERREG (e.g. MED, ADRION), ENI CBC MED and their successors in the 2021-2027 programming period + H2020/Horizon Europe**
- **Specific EU Initiatives: e.g. Covenant of Mayors, future “Climate Pact”...**
- **Union for the Mediterranean**
- **Centre for Mediterranean Integration**
- **Organizations of Local and Regional Authorities**



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Thank you for your attention

