Renewable Heating & Cooling

European Technology and Innovation Platform

Detailed Roadmap for the creation of the RHC Accelerator

Deliverable 4.3

WP4

Grant agreement: 101075746

September 2022 to August 2025

Prepared by: Euroheat & Power

Date: 31/08/2023

Document	D4.3. Detailed Roadmap for the creation of the RHC Accelerator		
Author	EHP	**Version:**	1
Reference	D4.3 RHC ETIP ID GA 101075746	**Date**	31/8/23

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Document information

Project	SecRHC-ETIP2022-2025
Document title	Report on the Detailed Roadmap for the creation of the RHC Accelerator
Lead author(s)	EHP
Contributors	All
WP no. and title	WP4 - Support to RHC stakeholders & members
Task no. and title	4.3 RHC accelerator
Version	1
Publication date	31/08/2023

Document history

Date	Revision	Prepared by	Approved by	Description & status
21/08/2023	1	EHP	all	First draft
31/08/2023	2	EHP	all	Deliverable

Dissemination level

	PU = Public, fully open, e.g. web (Deliverables flagged as public will be automatically published in CORDIS project's page)
X	**SEN = Sensitive, limited under the conditions of the Grant Agreement**

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ABBREVIATIONS

RHC ETIP: European Technology and Innovation Platform on Renewable Heating and Cooling

PARTNERS

EUREC: the Association of European Renewable Energy Research Centres

EGEC: the European Geothermal Energy Council

EHP: Euroheat &Power

SHE: Solar Heat Europe (formerly known as ESTIF)

EHPA: European Heat Pump Association

WIP: WIP Renewable Energies

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INTRODUCTION

RHC technologies are on the rise yet there are not enough projects in number and scale needed to decarbonise heating and cooling. Large projects take too much time to reach the bankability phase. Although investors are increasingly interested, they lack in-house expertise. There is a market gap when it comes to enabling emerging developers to roll-out their first projects. An accelerator is needed to enable the development and replication of these technologies.

This document outlines detailed steps that will be taken by project partners to establish an RHC accelerator that will create a link between RHC technologies and the demand side. This deliverable will also serve as a baseline for the D4.4 Report on matching sites to RHC technologies: bridging the gap between potential customers, which aims to create a final document reporting on activities, results of matching sites, support tools and a database of stakeholders involved by M36.

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1. Defining Goals, Objectives, and Scope

The RHC Accelerator will be conceived as a "one-stop-shop". This service will turn proposals into concrete projects ready for implementation. By matching mature RHC projects with capitals providers, the gap between developers and investors can be bridged. The one-stop-shop includes three types of work streams:

1. Creating a pipeline of RHC project proposals that are not yet fully bankable. The Accelerator enriches projects by improving business cases, market analysis and regulatory support.

2. Provide services to buyers of RHC technologies, enabling aggregation of demand and deployment of clean energy.

3. Facilitate matchmaking and pitch sessions for investors, stakeholders, and projects developers offering/requesting specific expertise.

1.1 Needs Assessment and Market Research

To craft a comprehensive roadmap for the RHC Accelerator, it is imperative to first pinpoint the prevailing gaps and challenges within the renewable heating and cooling (RHC) sector. Specifically, we must delve into the underlying reasons for the scarcity of projects that can garner full financial support.

To facilitate informed market research and gauge the potential demand for the accelerator's services, it is paramount to gain a profound comprehension of the existing market requirements. This entails a deep dive into the factors impeding the rapid scaling of the heating and cooling (H&C) sector, as well as the slow pace at which innovative solutions make their way to market.

This pivotal stage was successfully accomplished through the execution of a comprehensive survey targeting potential users of the RHC Accelerator. This diverse group includes researchers, technology developers, start-ups, enterprising entrepreneurs, and H&C operators. By engaging with these stakeholders, we aimed to gain a complete understanding of their unique needs and requirements. Based on the results of the survey, several barriers were identified that need to be addressed (see Table 1).

A transition from research to a product	Transition from a completed research project to marketable product or service is very difficult mostly because a research project often has to be developed in a consortium, while the final solution is then commercialized by a company, or by a small private innovator lacking capacity to market its innovation. In order to improve the transition, a support should be provided already in the conception of the research project
Lack of know-how	Generally, there is lack of (up-dated) know-how, and lack of useful forms of collaboration as no single supplier or operator or planner can address the heating transition and consequential sector coupling alone.

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Subsidy schemes	Another barrier is that subsidy schemes are designed for either-or use of any decarbonisation technology, putting them as competing alternatives, rather than as part of the overall multi-valent solution. Over the coming programming periods, the funding should increase to enable the emergence of innovative RHC technologies and accelerate their market uptake.
Economic shortage	The current economic shortage due to the war and the LNG supply problem pose a profound barrier in Europe to address investments in sustainable and efficient technology.
Lack of awareness of clear benefits	The key benefits of sustainable heating and cooling technologies are very often not sufficiently showcased. For instance, regarding heat pumps, there are clear benefits for electrification of industrial processes, however in many cases these are not understood well enough. Stakeholders should be made aware of the different benefits sustainable heating and cooling solutions can bring to incentivise investments in these.
Lack of guidance	Lack of guidance on available technologies and their suitability given a certain context and their risk profile (e.g. city vs. rural; multi-apartment building vs. single house, location, weather, ...).
Public support, social awareness, and acceptance	Public support and social awareness are still too short. The society still fails to perceive RHC technologies as relevant, partially due to lack of effective communication strategies. Integration is still a challenge and the role of storage in connection with RHC is not well understood. New business models in connection with energy communities and for the industrial heat are essential, but this requires an effective engagement of all stakeholders from the quadruple helix.

The RHC Accelerator will therefore address mainly the issues related to regulation, policy, economy and the energy market development. The technologies and processes are sometimes confidential as per competition rules, and special attention will be given to protect these sensitive aspects through effective IPR protection strategies.

1.2 RHC Accelerator services

The RHC accelerator will serve both as a market accelerator for selected innovative solutions and a knowledge information platform directly implemented in the RHC-ETIP website. The platform will be regularly updated and maintained by the SecRHC-ETIP consortium (at least every 3 months).

The RHC Accelerator platform will offer the below displayed services:

Matchmaking services (Project database & Expert database)	The RHC Accelerator will create **a pipeline of RHC projects** that are not yet fully bankable. This online project database will be maintained and expanded to provide reference points for the whole renewable heating and cooling community at European and international level. The existing

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	RHC project database available on the RHC-ETIP website will be used as the basis and a model for the RHC Accelerator database. On the other hand, the RHC Accelerator will provide **a database of experts** with renowned stakeholders from different fields (policy experts, technical experts, investors and others). This will facilitate collaboration across the sector and between the database project partners, ensure the accessibility and reusability of data produced during the projects, and create synergies between them.
EU Policy support	The RHC Accelerator will provide information on evolving legislation related to heating & cooling and energy as such at EU level, as well as details on the key National Contact Points (NCPs) who the users can get in touch with in case of specific legislative questions.
Repository of funding support services (EU level)	The repository of information on available funding sources, grants and financial support for renewable heating and cooling projects will be created to provide user with information on funding schemes in timely manner such as • An updated list of funding instruments and relevant calls for proposals • A database of financial institutions undertaking RHC assessments • Application form tips • Consortia searching for partners / partners searching for consortia
Repository of successful use cases	The repository will collect successful stories from inspiring projects to share know-how and foster replication on EU level. Each case will include key information about the entire phase of the projects, from conception to operation, including financial aspects (costs, funding obtained), stakeholders involved as well as barriers faced and overcome.

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1.3 Objectives

The RHC Accelerator is driven by the following **key objectives**:

1. **Fostering Project Success:** The RHC Accelerator is dedicated to empowering the successful deployment, replication, and scaling of RHC-related projects. As one-stop resource, it expedites the journey to project bankability.

2. **Cultivating Project Progression**: With a focus on low-Technology Readiness Level (TRL) proposals, the RHC Accelerator nurtures their evolution into concrete, deployable projects. It will provide essential support to bridge the gap between concept and execution.

3. **Facilitating Collaboration Between Developers and Investors**: mission is to connect RHC developers with potential investors. By skillfully matching mature RHC projects with investment opportunities, it will facilitate mutually beneficial partnerships that accelerate sustainable solutions.

4. **Empowering Emerging Innovators:** The RHC Accelerator extends its support to emerging developers. It will equip them with the knowledge and tools needed to transform their initial project concepts into reality.

1.4 Scope

The RHC accelerator will focus on renewable heating and cooling technologies developed in EU-funded projects, including but not limited to solar thermal, geothermal, biomass, heat pumps, thermal storage and district heating and cooling networks. The scope will cover projects in different geographical regions. The Accelerator will support projects to enter the market by identifying relevant legislative information, funding opportunities, supporting know-how sharing and providing matchmaking services.

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1.5 Expected Impact

The RHC Accelerator, with its strategic objectives and dynamic approach, promises a profound and lasting impact on the renewable heating and cooling (RHC) sector in the medium to long term. As it forges ahead in its mission, the accelerator is poised to catalyse transformative change in the clean heating and cooling technological landscape.

Expected Impact 1: Empowering Project Success

In the medium to long term, the RHC Accelerator's commitment to supporting RHC-related projects is set to yield tangible results. With a target of supporting **at least 4 projects per year**, it will contribute significantly to the growth of sustainable RHC initiatives. In the **testing phase**, this commitment begins with **a minimum of two projects**, ensuring a robust start. The ripple effect will be evident in increased adoption rates of clean heating and cooling solutions, reducing carbon footprints, and bolstering energy resilience on a European scale.

Expected Impact 2: Cultivating Project Progression

The accelerator's focus on nurturing low-TRL proposals into deployable projects holds immense promise. Over time, this approach will result in an expanded pipeline of innovative RHC ventures. As these projects mature, they will diversify the RHC sector, driving technological advancements, creating jobs, and fostering economic growth.

Expected Impact 3: Facilitating Collaboration Between Developers and Investors

The RHC Accelerator's role as a bridge between RHC developers and investors will continue to pay off. In the medium to long term, the accelerator's ability to match mature RHC projects with investments will unlock substantial financial backing. This influx of capital will not only fuel project development but also enhance investor confidence in the sector, attracting more resources towards sustainable RHC solutions.

Expected Impact 4: Empowering Emerging Innovator

The support provided to emerging RHC developers by the RHC Accelerator will prove instrumental in nurturing the next generation of clean energy forerunners. Over the years, these innovators will bring forth groundbreaking RHC solutions, further accelerating the transition towards renewable heating and cooling. Their contributions will be instrumental in addressing climate change and energy sustainability challenges.

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Knowledge Information Platform:

In addition to these objectives, the RHC Accelerator will also serve as a knowledge information platform. Users will find comprehensive information on available funding schemes, current calls suitable for the heating and cooling sector, as well as EU-level legislation. This resource will empower stakeholders with the knowledge needed to navigate the complex landscape of clean energy funding and regulations, further strengthening the RHC sector.

In the medium to long term, the RHC Accelerator's multifaceted objectives, including project support targets and its role as a knowledge information hub, will culminate in a far-reaching impact. It will drive widespread adoption of sustainable RHC solutions, foster innovation, create economic opportunities, and solidify partnerships across the clean energy sector. As the accelerator continues to advance, it will play an indispensable role in shaping a greener, more resilient, and sustainable future for generations to come.

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2. A roadmap for creating the Accelerator

The RHC accelerator will be built in 3 phases:

1 phase (M13-M25, September 2023 – August 2024) = Platform development

2nd phase (M26 – M31, September 24 – February 2025) = Testing phase

3rd phase (M32 – M 36, March 2025 – September 2025) = Go-to market
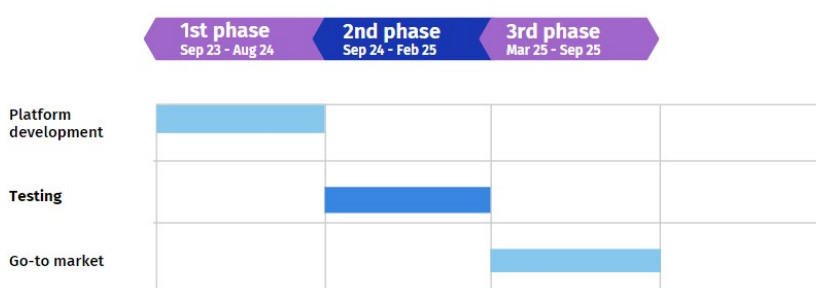
2.1 Platform development (1st phase)

The first phase of the RHC Accelerator will last at least 12 months, starting in September 2023 and ending in August 2024. During this phase, a final platform with all the functionalities will be designed and implemented directly on the official RHC-ETIP website.
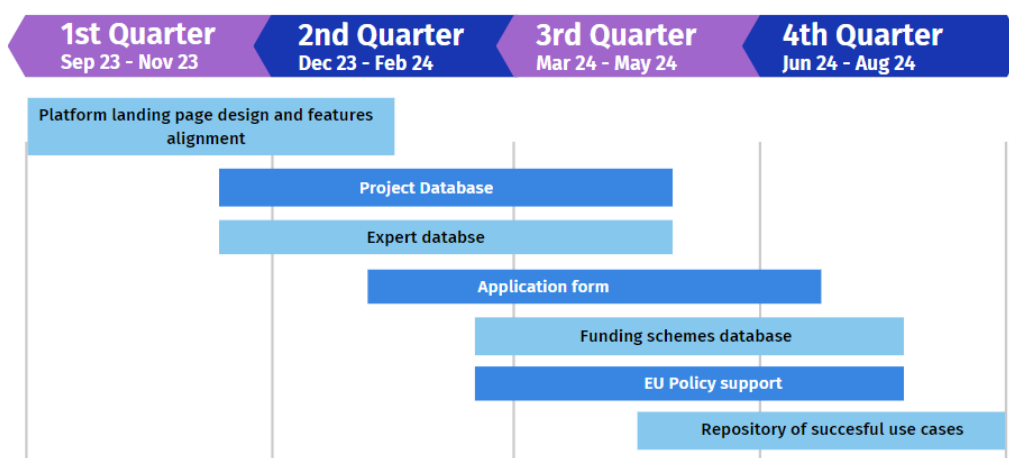
Figure 1 First phase: An indicative timeline

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Step 2: Platform landing page design and features alignment

The RHC Accelerator will be designed as a platform that users will be able to access through the RHC-ETIP website.

Figure 2 Example of the RHC Accelerator integration on the RHC-ETIP website

Figure 3 Example of the RHC Accelerator platform landing page

Project & Experts Database

Discover the database of projects focusing on renewable heating and cooling technologies as well as our expert tool

Repository of EU funding schemes

Learn about funding schemes relevant for the H&C sector

EU Policy support

Get up-to-date information on EU level legislation

Successful stories

Learn know-how from other successful use cases!

Step 3 – Project database

A project database will be created, categorized by the thematic field of the proposed technology.

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Large industrial projects in a few designated value chains

The EGHAC is all about large industrial project in a few designated value chains; green cement, heavy road transport, transport over water, including inland waterways, green hydrogen as a feedstock for fuels and fertilizer and green steel. These projects will kick start the uptake of green hydrogen and can be replicated across Europe to increase the impact on greenhouse gas reduction and the creation of jobs.

Do you want your project to be part of the database? Fill in the application form below! After you submit your application, you will be contacted by our team.

Apply here

Energy storage

Sustainable buildings and cities

Renewable energies

H2 Green Steel

Steel production accounts for 25% of Europe's industrial CO₂ emissions, which is more than the Nordics' total CO₂ emissions, or more than…

Read more ▼

pHYnix

pHYnix's mission is to accelerate the adoption of renewable hydrogen in the mobility and industrial heat sectors by enabling an economically neutral migration in…

Read more ▼

GravitHy – A sustainable iron and steel company

Backed by EIT InnoEnergy, Engie New Ventures, FORVIA, GROUPE IDEC, Plug and Primetals Technologies, GravitHy plans to build, own and…

Read more ▼

Figure 4 Example of the Project Database page

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Step 3A: Application form

This step involves creation of a pipeline of RHC project proposals that are not fully bankable yet. A user will be able to submit a project focusing on an innovative technology within the heating and cooling sector directly using MS Forms that will be available on the platform.

Figure 5 Example of an application form

The submitted proposal will be then evaluated by the RHC Accelerator evaluation committee and, if approved, published on the platform in the database. All submitted projects will be evaluated based on the various criteria which will be defined by the SecRHC-ETIP consortium within this step.

In addition, the consortium will define the application form. An example of the type of information that will be included in the application form is as follows:

- Contact details
- Name and surname*
- Email address*
- Phone number

Company details

- Name of the company*
- Upload logo of the company + URL
- Country*
- Industry*
- Number of employees*
- Year of foundation*

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Project proposal

- Identify the market problem and how your technology is going to solve it*
- Describe approach & benefits of your solution*
- Range of funding needed: 1-10 €mio / 10-50 / 50-100 / >100
- What specific activities the funding is needed for
- IP rights: Indicate the status of the protection of your solution (patents, etc.)*
- Describe your business plan including market segments and targeted customers*
- The maturity (TRL level of the technology)
- Additional information (drop files + ad text)

* compulsory fields

Step 4: Expert database

This step encompasses the establishment of an external expert database, such as policy experts, technical specialists, and potential investors. Its purpose is to foster cooperation and the exchange of knowledge among pertinent stakeholders. Additionally, a structured application form will be formulated and generated for professionals seeking inclusion in the database.

Step 5: Funding schemes database

The EU funding schemes database will be designed to illuminate the landscape of available funding opportunities relevant to heating and cooling technologies. The section will serve as a hub of information, offering a deep-dive into various funding schemes, accompanied by practical insights on navigating the application process.

In this section, users will be able to find:

1. **Funding Scheme Catalogue**: In this section, users gain access to a catalogue of EU funding schemes targeting heating and cooling technologies. Each scheme profile encompasses detailed information, including eligibility criteria, funding objectives, application deadlines, and specific technology categories that align with the respective scheme.
2. **Application Guidelines and Tips**: Application guidelines, tips, and best practices will help users gain insights into crafting compelling proposals, addressing evaluation criteria, and maximizing the chances of success when applying for funding.

EU funding possibilities

> EU programmes and funds financed from the EU budget and NextGenerationEU

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Cohesion Fund

The EU's Cohesion Fund aims to reduce economic and social disparity between EU countries and promote sustainable development.

The fund supports energy-related projects that benefit the environment for example by reducing greenhouse gas emissions, increasing the use of renewable energy or improving energy efficiency.

Part of the Cohesion Fund is used to implement the energy union strategy with the help of the Energy and Managing Authorities Network (EMA).

Connecting Europe Facility

The Connecting Europe Facility (CEF) is the EU's funding instrument for boosting energy, transport, and digital infrastructure.

In 2018, the CEF was renewed for 2021-2027 with a budget of €42.3 billion to support investments in EU infrastructure networks for energy (€8.7 billion), transport (€30.6 billion) and digital (€3 billion). This represents a 47% increase compared to 2014-2020, see "EU Budget for the future" CEF factsheet for further information.

Not sure which funding scheme is the most suitable for you? Check our tips!

Upon clicking "Check our tips," users will gain access to our recommendations based on project maturity or area, and more.

Step 6: EU policy support

This section will encompass details about EU-level legislation and information about National Contact Points (NCPs), aiding users in locating the primary national contacts for inquiries regarding national legislation focused on heating and cooling technologies. EU policy support section will serve as a resource to assist RHC Accelerator users in navigating the intricate landscape of legislative frameworks and accessing expert guidance at the national level.

In this part, users will be able to find:

1. **EU Legislative Insights:** Users gain access information on the current EU-level legislation relevant to heating and cooling technologies. This part will contain a comprehensive information on directives, regulations, and policies impacting the industry, elucidating their implications, timelines, and requirements for the heating and cooling sector.
2. **National Contact Point Directory**: Users seeking information or assistance concerning national regulations and incentives for heating and cooling technologies can readily locate the appropriate NCP for their specific region.

Regular updates will ensure that users have access to the latest developments in EU regulations.

Step 7: Repository of successful use cases

Ultimately, this section aims to facilitate the sharing of industry knowledge and experiences. This dedicated section of the RHC Accelerator will serve as a repository of case studies and narratives

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centered around successful implementations of innovative heating and cooling technologies. Intended to offer actionable insights to other experts in the field an ensure knowledge exchange, this section will highlight the strategies, challenges, and outcomes of projects that have effectively secured funding and effectively positioned their technologies within the market.

Each success story will contain information on

1. Heating and cooling **technology** that has been successfully implemented on the market
2. **Funding Strategy Showcase**: Funding mechanisms and approaches adopted to secure financial support for their heating and cooling technology. This includes detailing fundraising tactics, sources of investment, and lessons learned throughout the funding stages.
3. **Market Deployment Insights**: Practical aspects of deploying heating and cooling technologies in real-world scenarios. It covers aspects such as project timeline and different phases, technology integration, regulatory compliance, market positioning stakeholder engagement, and partnership establishment.
4. **Lessons Learned and Best Practices**: Key takeaways, challenges faced, and strategies employed by successful projects. These insights will provide actionable knowledge for projects at various stages of development, offering guidance on navigating hurdles and optimizing pathways to success.
5. **Contact person**: Contact details on the person/ organisation that has deployed their technology on the market so that interested stakeholders can easily get in touch.

Figure 6 Example of a presentation of successful use cases at the platform

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2.2 Testing phase (2nd phase)

The testing phase plays a crucial role in the upcoming RHC Accelerator platform's development process. Its main aim is to make sure that the platform works well, performs as expected, and meets the project's goals and user needs.

During the testing phase, project partners will thoroughly evaluate all aspects of the fully developed platform, including its features, functions, aiming to ensure the platform's functionality, performance, and reliability align with the project's goals and user expectations. The main focus of the testing phase is to find any problems, glitches, or inconsistencies that could affect how users experience the platform and how well it works. This will help the project partners fix these issues before introducing the fully developed platform to the public.

The first step of the testing phase will be to invite projects that are already in the RHC-ETIP database to apply for the RHC Accelerator database. On the other hand, a pool of experts will be created by inviting relevant stakeholders to join the accelerator's database. The goal of this phase is to help at least two projects move closer to becoming successful and financially viable.

At the same time, a solid business plan will be developed. This plan will ensure that the RHC Accelerator becomes a platform that can sustain itself and make a profit after the testing phase is over. This careful planning is important for the platform's long-term success and its smooth transition from testing to a fully operational and independent platform in the RHC sector.

2.3 Go-to market (3rd phase)

Following the successful completion of the testing phase, the subsequent transition to the go-to-market phase marks a significant period in the evolution of the upcoming RHC Accelerator platform.

The final phase of the development of the RHC Accelerator is considered the bridge between developmental groundwork and real-world application. The go-to-market phase will encompass the strategic development of a business model, including pricing strategies, target market identification, and a detailed dissemination plan for effectively launching and promoting the platform to the intended audience. This includes using a plan that looks at the big picture and also pays attention to small details.

A comprehensive business model will contain several crucial aspects, including the formulation of pricing strategies, the discerning identification of the target market, and the careful design of an elaborate dissemination plan. These elements collectively constitute the blueprint that will facilitate the effective launch and strategic promotion of the platform, ensuring its resonance within the intended user base.

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CONCLUSIONS

In conclusion, the development of the RHC Accelerator platform as a one-stop-shop emerges as a significant and dynamic undertaking that aims to transform the landscape of renewable heating and cooling technologies. This document outlines a roadmap explaining steps that will be taken by the RHC-ETIP consortium in order to develop a fully autonomous and profitable platform. The creation of the Accelerator is divided into three connected phases that culminate in the realization of a powerful platform designed to foster collaboration, innovation, and progress within the sector.

This platform is set to be a central repository of knowledge, continually updated, and maintained by the consortium to ensure its relevance and reliability. It encompasses a range of services, each thoughtfully designed to match the diverse needs of the sector's stakeholders.

Central to the platform's offerings is its matchmaking services, comprising a project database and an expert database. The former will serve as a springboard for RHC projects, propelling them towards bankability, while the latter will nurture collaboration across fields and foster the exchange of knowledge. The platform's capacity to bridge the gap between developers and investors, empower emerging projects, and provide policy support underscores its multifaceted impact on the industry.

The platform will be developed by an external developer. During the regular monthly meetings of the consortium, the workload for each phase of the roadmap will be shared equitably between the project partners, who will be responsible for the tasks assigned to them.

Apart from a proposal of the platform's design, the roadmap includes a description of the testing phase where project partners will ensure the platform's functionality, performance, and reliability. The goal remains to support a minimum of two projects through this phase, catalyzing their journey towards financial viability and success.

Last but not least, the go-to-market phase is described as the final step to ensure the RHC Accelerator's effective deployment. The formulation of a comprehensive business model, encompassing pricing strategies, target market identification, and a detailed dissemination plan, marks a pivotal moment.

In conclusion, the RHC Accelerator's roadmap is a testament to its purposeful evolution, driven by the collaborative commitment of the SecRHC-ETIP consortium. Its comprehensive vision and strategic execution pave the way for a powerful platform that promises to support the renewable heating and cooling sector, offering services to foster implementation of new technologies, innovation, and collaboration that is poised to shape the industry's future.