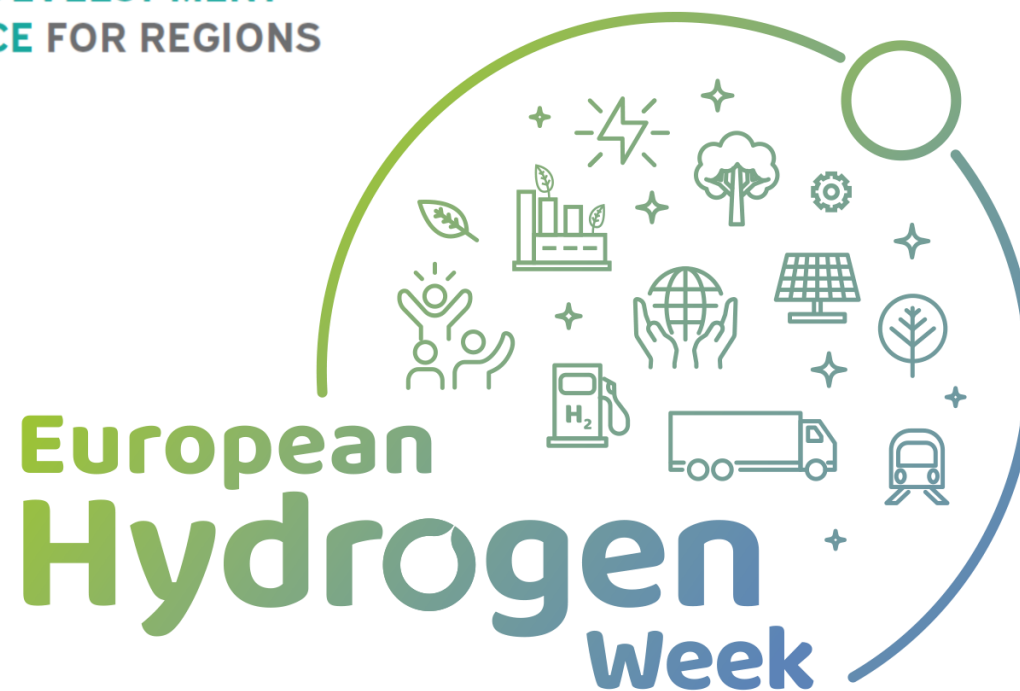




PROJECT DEVELOPMENT
ASSISTANCE FOR REGIONS



Nadine Hoelzinger
Spilett n/t GmbH

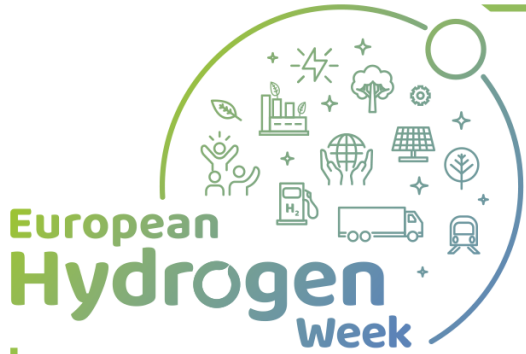
<https://www.fch.europa.eu/page/going-fch-ju-pda-regions>
nadine.hoelzinger@spilett.com

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Project Overview

- Procurement year: 2019
- Procurement topic: FCH / OP / CONTRACT 242 “Project development assistance for regions”
- Project dates: 08.10.2019 - 07.06.2021 (selection of regions: 15.05.2020)
- % stage of implementation 01/11/2021: 100 %
- Total project budget: 742.080,00 €
- FCH JU max. contribution: 742.080,00 €
- Other financial contribution: 0 €
- Partners: Spilett n/t, Element Energy SARL, WaterstofNet, Trezors, Wise Europa



Scope of the study

<https://etendering.ted.europa.eu/cft/cft-display.html?cftId=4815>

The total level of investment in local or regional fuel cell and hydrogen projects is expected to total €1.8 billion over the next 5 years. The Project Development Assistance (PDA) for Cities and Regions programme aims to support regions to develop **detailed deployment plans for their hydrogen projects** with an initially planned total budget of 336 Mio € (12 - 90 Mio € per region).

Regions receiving support
11 regions from 10 countries
(45% EU13)

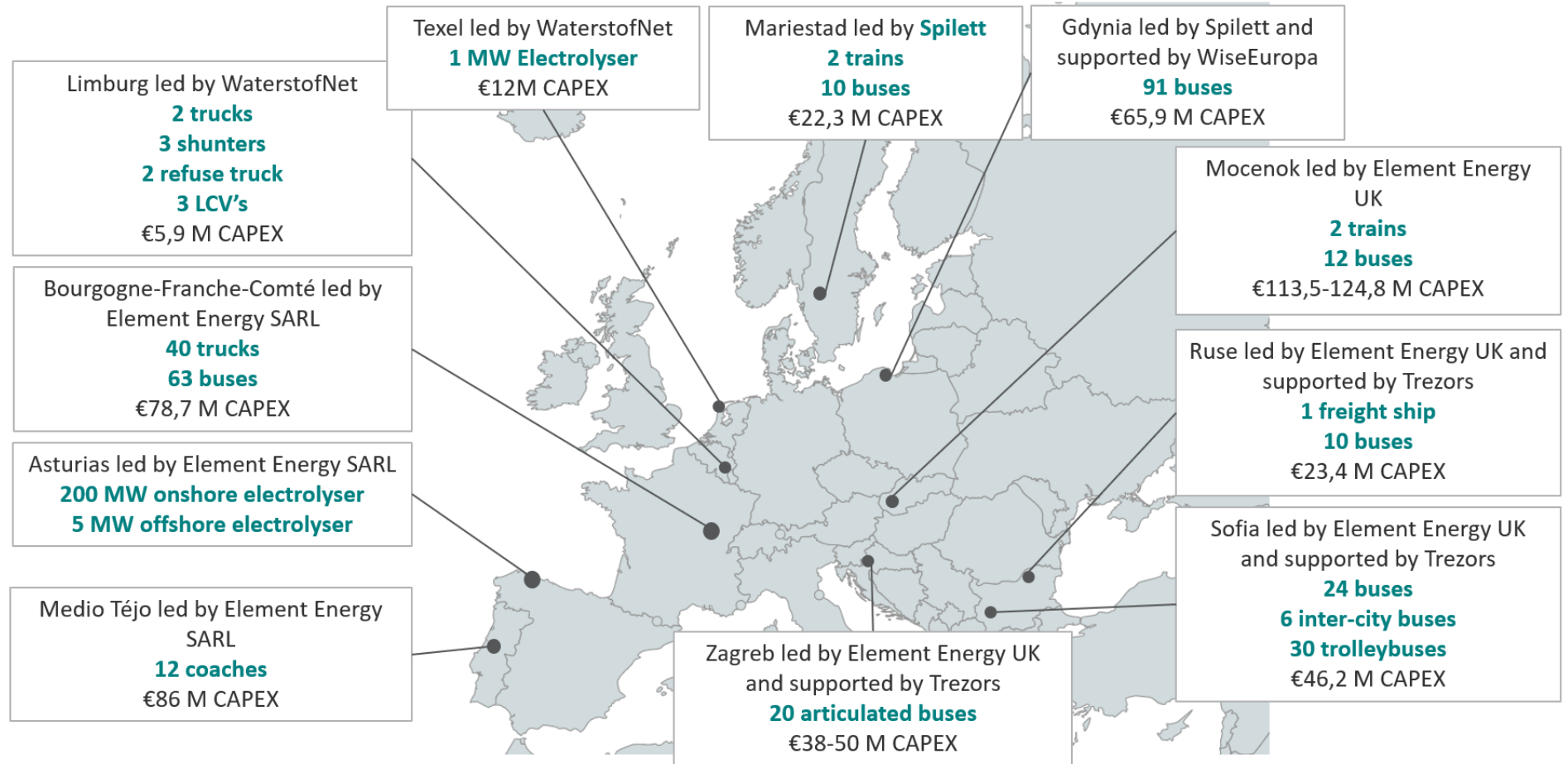
Regions in the observer network:
35 regions from 18 countries
(37% EU13)

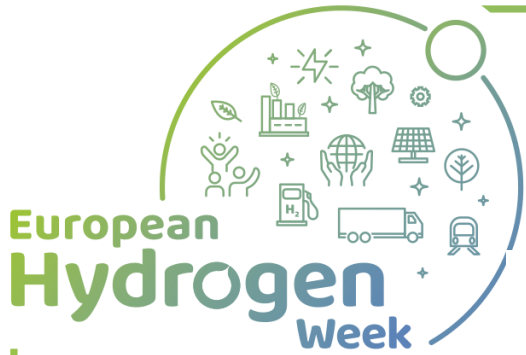


Support provided through PDA aimed at regions to develop:

- Project delivery groups & working groups
- Project business cases for a defined system setting
- Budgets, funding and financing plans
- Procurement strategies

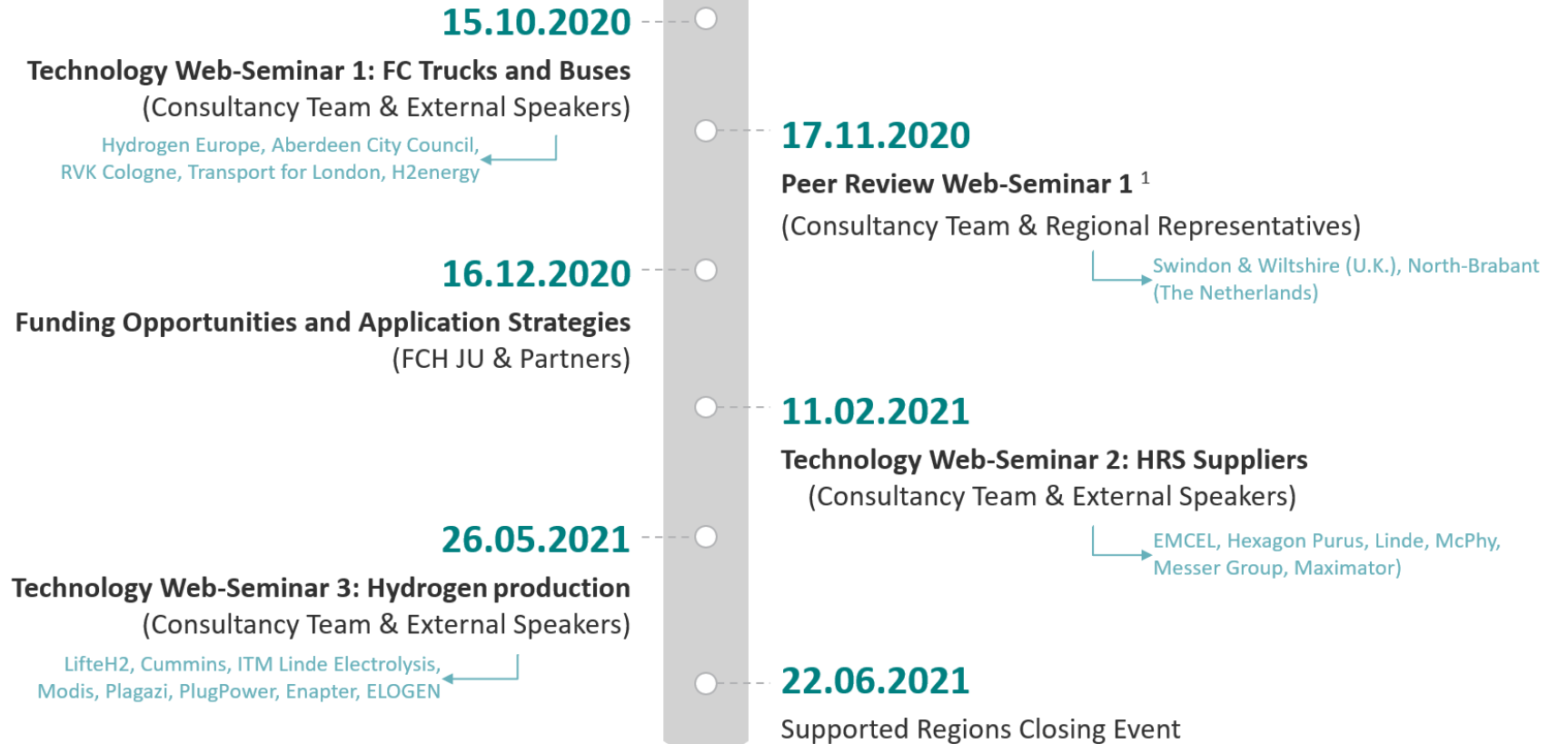
Content and size of developed projects





Support for observer network regions

ONLINE SEMINARS

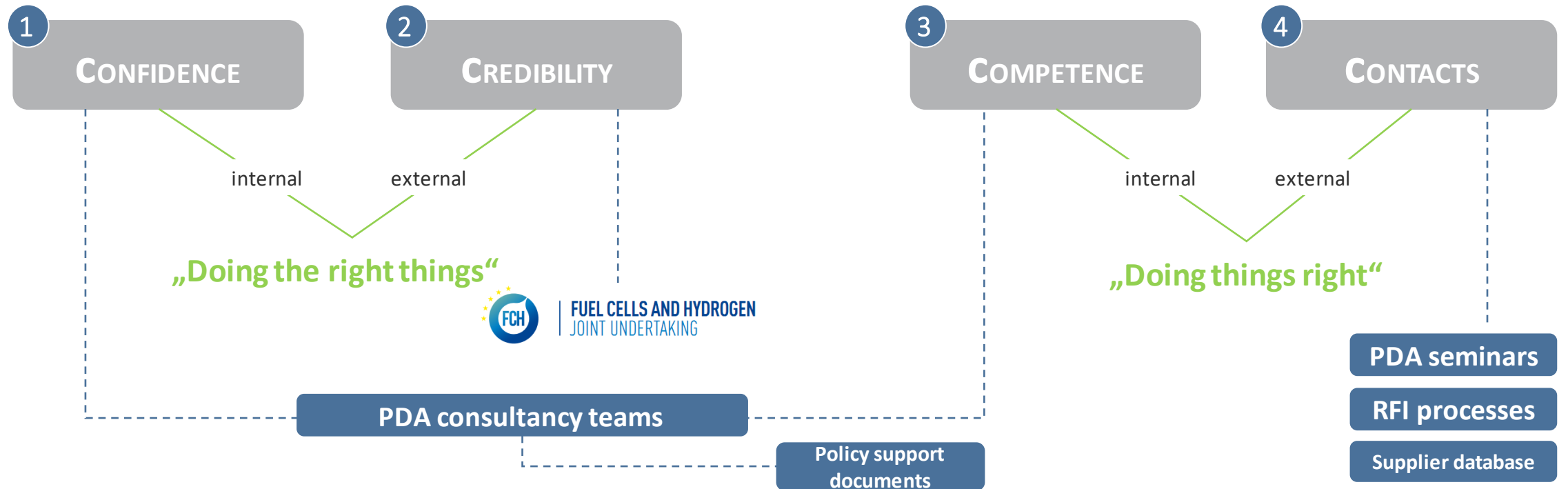


(1) Other PDA observer network regions were not yet ready to present until June 2021

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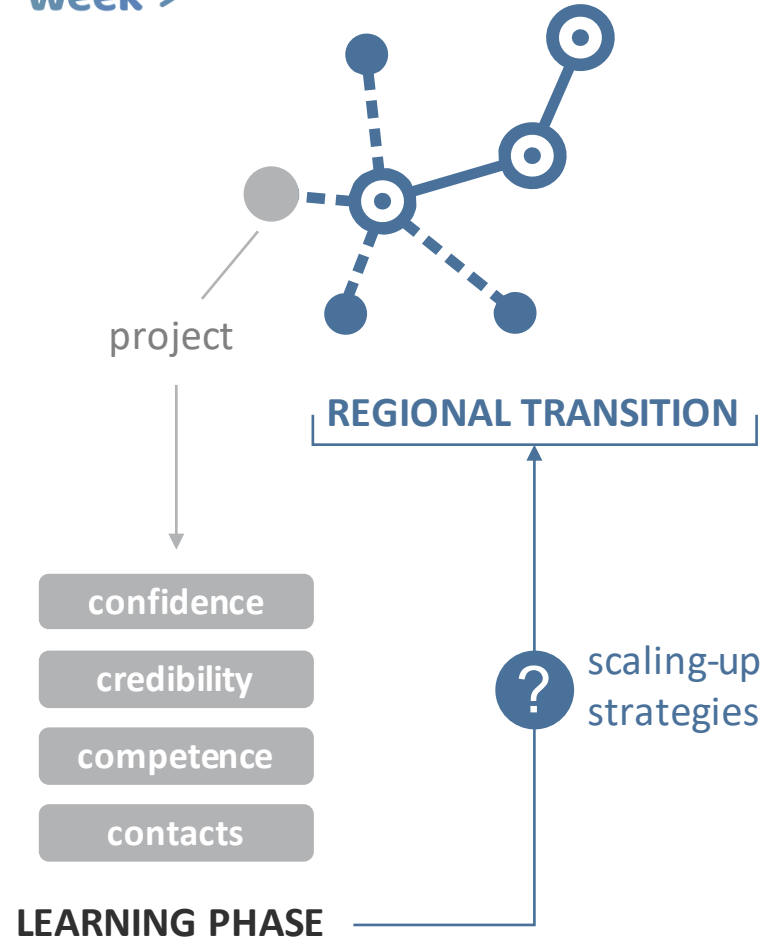
Lessons Learned: Kind of required support



MAIN TAKEAWAYS

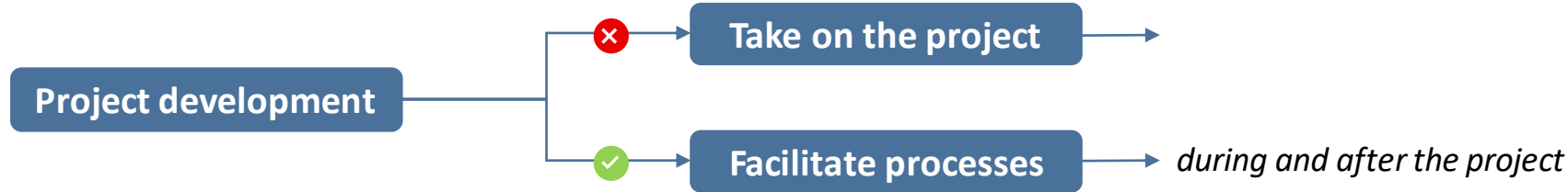
- It is essential to understand and prioritise the needs for support in each of the regions.
- A successful support empowers regional stakeholders to continue their projects after the PDA

Lessons Learned: Challenges from a regional perspective



Best practices: Focus of work

„Project development“ versus „stakeholder empowerment“? What is the better support activity in the long run? How to empower regions to manage and adapt to (expected) changes in the project delivery plans?



FACILITATING PROCESSES: REFLECTING, STRUCTURING, VALIDATING

- Identify roles and commitments for each of the stakeholders, include regional research and industry partners from the beginning¹
- Leave the project lead with the regions
- Provide expertise and share lessons learned from other regions / former projects
- Identify „blind spots“ in the project approaches
- Develop and discuss alternative options (project approach, technology set-up, financing strategy, risk mitigation strategy)
- Validate assumptions with request for information (RFI) processes

(1) NDA may be required and draft documents need to be in place

Exploitation plan / Expected Impact

Exploitation

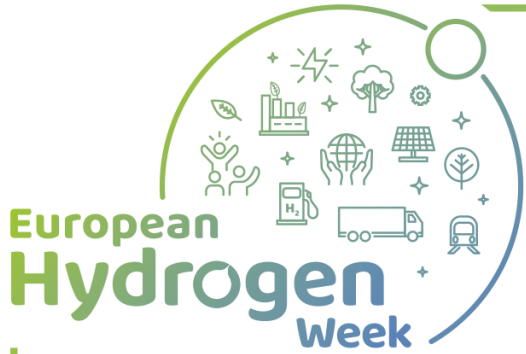
The established regional delivery groups will be qualified to apply for demonstration project, having

- agreed on and detailed the technology system to implement,
- understood cost structures, risks, and benefits,
- defined roles and responsibilities,
- developed action plans and timelines,
- related the project activities to regional strategies and other activities.

Impact

The expected impact of the PDA will be a leverage effect to other regions, by

- increasing awareness and understanding the potential of FCH technologies for the regional energy transition and economy,
- learning about different regional FCH project approaches (“blueprints”),
- providing feedback to industry on needs, expectations, and use cases for FCH technologies in the regions.



Thank you very much for your attention!

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Disclaimer

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