



Interreg



France (Channel Manche) England

**ICE PROJECT OUTPUTS
DESCRIPTION
OUTPUT BUSINESS MODEL**

MAY 2022



BRETAGNE[®]
DÉVELOPPEMENT
INNOVATION



TECHNOPÔLE
BREST-IROISE

Technopole
Quimper-Cornouaille



UNIVERSITY OF
EXETER

PLYMOUTH
UNIVERSITY

UEA
University of East Angles

marine
UNIVERSITY

ICE report OUTPUT :

ICE BUSINESS MODEL



BRETAGNE[®]
DÉVELOPPEMENT
INNOVATION



TECHNOPÔLE
BREST-IROISE

Technopole
Quimper-Cornouaille



UNIVERSITY OF
EXETER

PLYMOUTH
UNIVERSITY

UEA
University of East Angles

marine
UNIVERSITY

Background information

The ICE business model aims at specifying the implementation modalities of an economic sector of energy transition for isolated territories so that the solutions deployed by the companies can have access to the isolated territories markets taking into account all their specificities.

In fact, this sector face some bottlenecks that must be considered in order to achieve the appropriation and implementation of solutions by the territories:

- Technical: “green” solution that can be implemented in a smart grid
- Logistical: solution implementable on isolated territories, considering the more difficult access conditions that generally induce logistics issues and higher costs
- Commercial: solution to be integrated in grids jointly with technologies from other companies
- Social: solution in line with the idea of improving the energy transition in isolated territories with a high level of society implication and acceptance
- Territorial: solution replicable and adaptable to different isolated territories

SYSTEM/TECHNOLOGY SPECIFICATIONS

The ICE business model has been developed around three main axes: a knowledge of the companies' offer, a knowledge of the needs of the territories and the markets represented, and a knowledge of the mechanisms for starting the energy transition in a territory.

Some actions carried out in WP2 have enabled addressing these aspects, in particular the call for expressions of interest for companies or the islands market study.

Indeed, an ICE methodology was developed explaining the different steps that have to be taken in account to succeed in implementing an energy transition on an isolated territory.

Furthermore, companies have been selected making sure that they were able to fulfil the needs and requirements of non-interconnected territories in terms of energy transition.

Access to finance has been assessed as well as the robustness of the transfer methodology by testing it on different territories: Lundy (UK), Isles of Scilly (UK), Molène (FR) and Chausey (FR).

Finally, 4 projects were selected thanks to a call for projects process and realised on differen territories.

These different actions carried out during the ICE project have made it possible to show the importance of the methodology and to proceed step by step by including the different stakeholders.

ANTICIPATED AND/OR RECORDED IMPACTS/ BENEFITS



The benefits and impacts of this business model and the actions that have been implemented to achieve it are:

- to prove that by targeting the right partners, resources, value propositions, communication channels, funding, support, etc., non-interconnected areas can benefit from solutions for the energy transition developed by companies
- to raise awareness of the potential of the solutions developed by companies and especially by SMEs for energy transition that could fit the specifications of non-interconnected areas including islands;
- to have highlighted the companies ;
- to be aware of the isolated territories' needs and of the actions already undertaken;
- to understand the success factors and the bottlenecks for the territories which have already started their energy and ecological transition;
- to have allowed companies and territories to meet and move forward together to find solutions

ANTICIPATED AND/OR RECORDED CHALLENGES

Challenges are various and numerous as they are linked to many factors such as:

- the territories willingness to start an energy transition;
- the decision makers support;
- the availability and matching of companies' solutions;
- the funding opportunities;
- ...

If all of these aspects are taken in account and reached, energy transition of isolated territories can be achieved.

On the other hand, if one of these steps is not respected, the feasibility of the transition is compromised.

