



Interreg



France (Channel Manche) England

ICE PROJECT OUTPUTS DESCRIPTION

T2.1 NETWORK OF COMPANIES

DECEMBRE 2020



ICE report OUTPUT 2.1:

Network of companies



BRETAGNE[®]
DÉVELOPPEMENT
INNOVATION



TECHNOPÔLE
BREST-IROISE

Technopole
Quimper-Cornouaille



UNIVERSITY OF
EXETER

PLYMOUTH
UNIVERSITY

UEA
University of East Angles

marine
UNIVERSITY

Background information

This network consists of a selection of companies (mainly SMEs) that are 'ICE certified' as they have the right skills and expertise to operate/provide products and services related to specific energy issues of isolated territories.

Isolated territories require specific competencies according to the specific characteristics (geography, infrastructure, climate, renewable resources...). This network aims at gathering in a same place all the necessary information in order to reduce the market fragmentation.

SYSTEM/TECHNOLOGY SPECIFICATIONS

The qualified network of EU businesses lies in a selection of businesses based on their capacity to tackle energy isolated territories issues collectively, at local or international levels. The network was set up through 3 calls for proposals. In a second step, partners will support the creation of integrated commercial offers from this network. During this period, PMBA kept working on the EoI promotion. At the end of June, 24 companies were certified: 20 from France, 4 from the UK.

PMBA has worked with the partners involved in the WP communication in order to spread out the EoI and reach as many applicants as possible. The unexpected COVID crisis led our main target -the SMEs- to adapt strategy and change priorities. To overcome this challenge, it has been decided to keep the EoI open till the end of the project. Requests will then be considered on a case-by-case basis.

The EoI has been promoted in different partners newsletter and workshops.

The LinkedIn group was animated to foster all laureates and to provide them with financial and business opportunities.

The launch event that initially was supposed to take place in the second quarter of 2020 has been postponed to October during the Sea Tech week. Companies had the opportunity to promote their competencies toward the 70 attendees.

All the information about the selected companies are available here:

<https://www.ice-interreg.eu/ice-companies>

ANTICIPATED AND/OR RECORDED IMPACTS/ BENEFITS

ICE certified companies benefit from the support of the ICE project in terms of:

- **Networking** : the companies will develop contact thanks to networking events, identify easily other businesses with energy competencies
- **Funding information**: this companies will receive the information the ICE consortium will collate regarding funding sources. This information is focused on their specific market.
- **Market knowledge** : the ICE consortium also provide these certified companies the database of isolated territories



ANTICIPATED AND/OR RECORDED CHALLENGES

The ICE label is dedicated to businesses willing to provide intelligent energy solutions to isolated territories.

This label, obtain through a call for expressions of interest, certifies that companies have expertise in smart grids and that their solutions are suited to isolated territories and transferable in terms of:

- control of energy demand;
- energy production and network management;
- implementation of related services such as "Smart City".

The ICE certified companies form a consortium of entities offering technical and commercial knowledge and skills to enable them to apply for tenders at national and European level.

In the meantime, synergies between companies open access to markets that they cannot reach by themselves.

The companies were certified by a selection committee because they met the technical (clean and connected solution), logistical (solution adapted to isolated territories), commercial, social and territorial (adaptable and transferable solution) criteria necessary to obtain the label.

