

D6.2 Final Evaluation Report on the Communication and Dissemination strategy



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COSME Programme.

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Abstract	During the implementation of the SMART4NZEB project, several communication and dissemination activities have been conducted. This report provides an overview and some insights and results of such pursuits.
Keywords	Project, communication, dissemination

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Introduction

The SMART4NZEB project was aimed at boosting the competitiveness and supporting the scaling-up of 577 SMEs active in the construction, energy efficiency and renewable energy sectors, through the strengthening of five representative clusters from Poland, Romania, Serbia, and Slovenia, as drivers of innovation in Central and Eastern Europe. An innovative action driven towards facilitating trans-national exchanges and strategic partnerships with a focus on sharing experience between different practices, skills gaps, policies, target goals and level of engagement, related to Nearly Zero Energy Buildings (nZEB).

The communication & dissemination campaign for the promotion and exploitation of project results and for promoting the nZEB concept was one of the main objectives of SMART4NZEB. This was built upon in relation to the other project objectives through a sustainable collaboration, co-learning and capacity building between the involved partners - cluster managers and cluster members, relevant stakeholders representative for the nZEB market in the selected Central and East European countries etc, with a view to develop the involved clusters management excellence and to support interregional partnerships, to facilitate the development of competitive products and technological solutions intended for new and existing buildings – altogether in view of an increased market success of nZEB solutions, in terms of implementation and management, including elements of circular economy approach (for construction sector). This objective was set to drive the project clusters towards innovation and modernization, increasing their capacity to address cross-sectoral and cross border collaboration and to respond to main environmental, economic, and social challenges faced by their members.

Online Communication

All key activities performed under the SMART4NZEB project were continuously communicated and disseminated via the project & partners social media pages and / or on project partners' websites. Also, key target groups were engaged via newsletters or direct contact (e-mail / phone).

Social Media Pages

Facebook - <https://www.facebook.com/smart4nzeb>

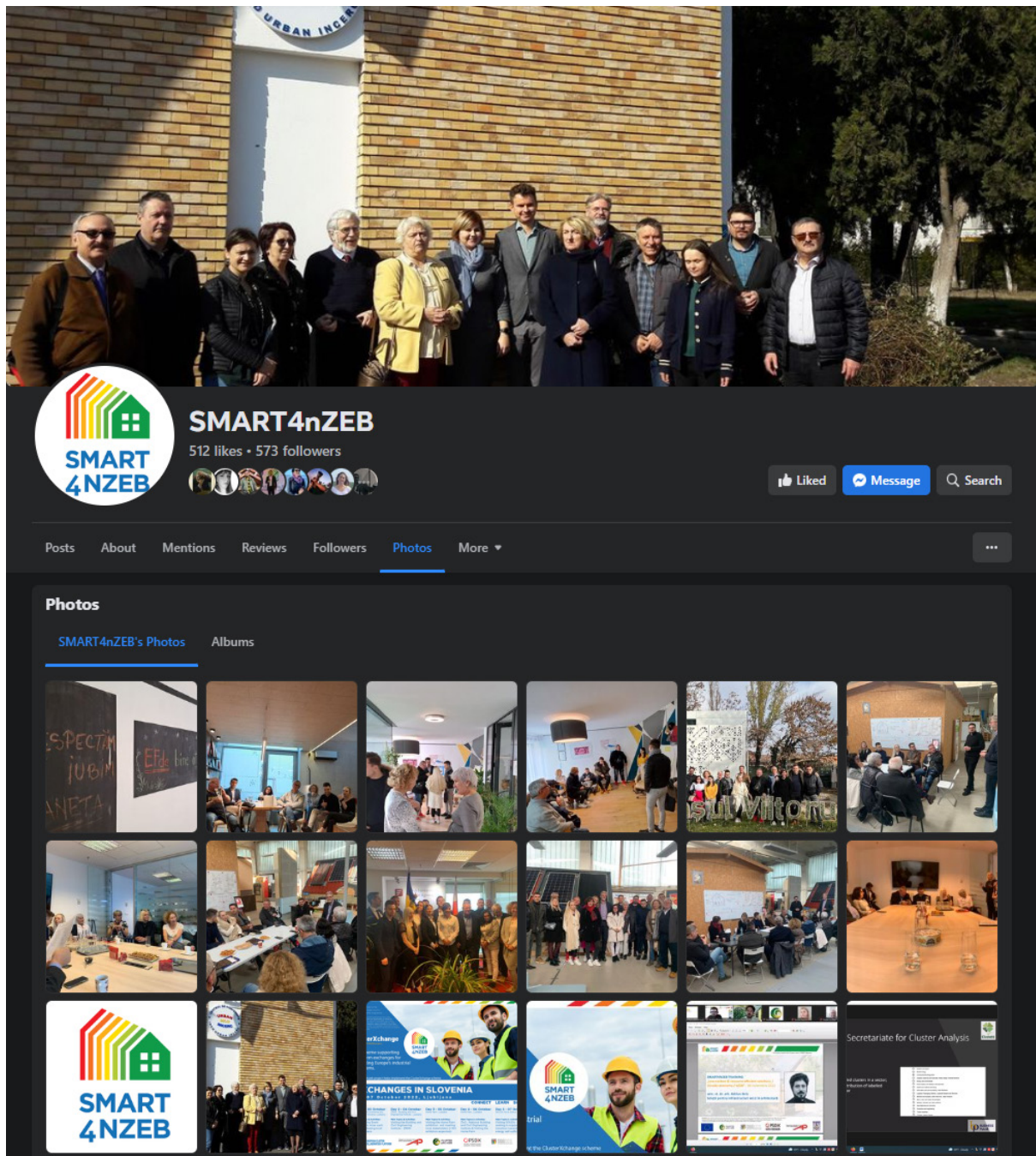


Figure 1 Screenshot of SMART4NZEZ Facebook Page

← **SMART4nZEB**
188 Tweets

SMART 4NZEB

... [Direct Messages] [Notifications] **Following**

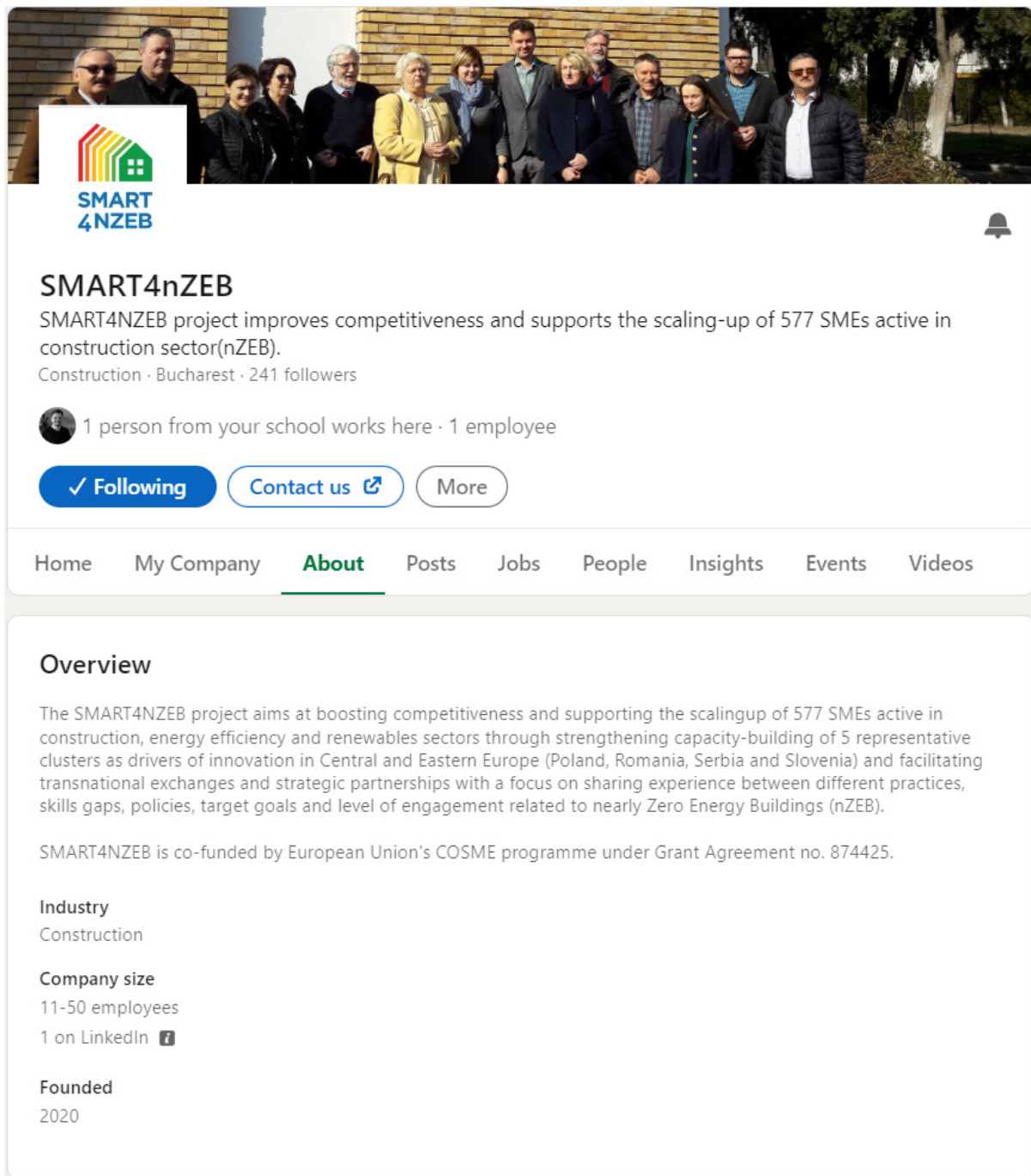
SMART4nZEB
@Smart4nZ Follows you

Twitter account for the SMART4nZEB project.

📅 Joined February 2020

88 Following 84 Followers

Figure 2 Screenshot of SMART4NZEB Twitter Page



SMART4nZEB
SMART4nZEB project improves competitiveness and supports the scaling-up of 577 SMEs active in construction sector(nZEB).
Construction · Bucharest · 241 followers

1 person from your school works here · 1 employee

✓ Following Contact us More

Home My Company **About** Posts Jobs People Insights Events Videos

Overview

The SMART4nZEB project aims at boosting competitiveness and supporting the scalingup of 577 SMEs active in construction, energy efficiency and renewables sectors through strengthening capacity-building of 5 representative clusters as drivers of innovation in Central and Eastern Europe (Poland, Romania, Serbia and Slovenia) and facilitating transnational exchanges and strategic partnerships with a focus on sharing experience between different practices, skills gaps, policies, target goals and level of engagement related to nearly Zero Energy Buildings (nZEB).

SMART4nZEB is co-funded by European Union's COSME programme under Grant Agreement no. 874425.

Industry
Construction

Company size
11-50 employees
1 on LinkedIn

Founded
2020

Figure 3 Screenshot of SMART4nZEB LinkedIn Page

Note: #smart4nzeb tag may be used to search for project related posts!

Partners Websites

pRO-nZEB - <https://www.pro-nzeb.ro/proiect/smart4nzeb-strengthening-clusters-management-activities-and-running-trans-national-for-implementation-of-nearly-zero-energy-buildings/>



CLUSTER pRO nZEB About us Despre noi ▾ Membri ▾ Legislație Proiecte ▾

SMART 4NZEB

SMART4NZEB – Strengthening clusters Management Activities and Running Trans-national for implementation of nearly Zero Energy Buildings

Proiectul **SMART4NZEB** a fost castigat in cadrul competiției 2019 a programului COSME al Uniunii Europene – European Cluster Excellence Programme (Topic COS-CLUSTER-2018-03-02) si are ca scop stimularea competitivității și susținerea extinderii a 577 de IMM-uri active în sectoarele construcțiilor, eficienței energetice și regenerabilelor, prin consolidarea capacității de 5 clustere reprezentative ca factori de inovare în Europa Centrală și de Est (Polonia, România, Serbia și Slovenia) și facilitarea schimburilor transnaționale și parteneriate strategice, cu accent pe schimbul de experiență între diferite practici, lipsuri de competențe, politici, obiective țintă și nivel de implicare legate de aproape Nearly Zero Energy Buildings (nZEB).

Obiectivul principal al **SMART4NZEB** este crearea unei colaborări durabile, învățare colaborativă și consolidarea capacităților între partenerii implicați – manageri de cluster și membri ai clusterului și părți interesate relevante reprezentative pentru piața nZEB din țările centrale și est-europene selectate, în vederea dezvoltării excelenței în managementul clusterelor implicate și sprijinirii de parteneriate interregionale pentru a facilita dezvoltarea de produse competitive și soluții tehnologice destinate clădirilor noi și existente, ceea ce va duce la pătrunderea pe piață a clădirilor cu energie aproape zero, legate de producția, utilizarea și reutilizarea acestora. Acțiunea propusă prin SMART4NZEB este în concordanță cu politicile și liniile directoare definite de Cadrul strategic pentru politica industrială a UE – Economie circulară și cu emisii reduse de carbon care abordează subiecte precum aproape clădiri de energie zero, energie durabilă, surse regenerabile, eficiența resurselor etc.

Proiectul va fi implementat în perioada 3 februarie 2020 – 2 februarie 2023.

 EUROPEAN CLUSTER COLLABORATION PLATFORM  XCHANGE

Figure 4 Screenshot of SMART4NZEB pRO-nZEB Website Page

SMART4NZE

Wzmocnienie zarządzania i internacjonalizacji klastrów na rzecz implementacji budynków o niemal (...)



Data rozpoczęcia:	2020-02-01
Data zakończenia:	2023-02-02
Status projektu:	w trakcie realizacji
Typ działania:	Badania, ewaluacje i analizy, Szkolenia, Zagraniczne wizyty studyjne
Tematyka:	Energia zrównoważona środowiskowo
Zasęg projektu - kraj:	...
Adresaci projektu:	Institucje otoczenia biznesu i NGOs, Przedsiębiorstwa
Źródło finansowania:	budżet RP, Komisja Europejska
Cel projektu:	SMART4NZE ma na celu poprawę konkurencyjności i zasięgu działalności MŚP z sektora budownictwa, efektywności energetycznej i odnawialnych źródeł energii w celu przyspieszenia wdrażania budynków o niemal zerowym zużyciu energii (nZEB)

O projekcie	Eksperti	Zamawiający	Partnerzy
-------------	----------	-------------	-----------

Celem projektu SMART4NZE jest pozyskanie wiedzy o funkcjonowaniu klastrów działających w obszarze budownictwa niemal zeroenergetycznego (nZEB) w Europie Środkowej i Wschodniej, a przez to identyfikacja najbardziej skutecznych sposobów poprawy konkurencyjności i wsparcia małych i średnich przedsiębiorstw działających w branży budowlanej, efektywności energetycznej oraz odnawialnych źródeł energii. Ważnym elementem projektu jest analiza potrzeb kompetencyjnych oraz sposobów ich zaspakajania w pięciu reprezentatywnych klastrach jako motorach innowacji w Europie Środkowej i Wschodniej (w Polsce, Rumunii, Serbii i Słowenii). W ramach projektu powstanie także nowa wiedza na temat możliwości stymulowania wymiany ponadnarodowej i partnerstw strategicznych z naciskiem na dzielenie się doświadczeniami w zakresie stosowanych praktyk, niezbędnych umiejętności oraz wdrażania polityk rozwoju budynków o niemal zerowym zużyciu energii.

Rezultaty naukowo-badawcze projektu przyczynią się do stworzenia trwałej sieci współpracy, wymiany doświadczeń oraz wspólnego uczenia się pomiędzy partnerami projektu oraz członkami stowarzyszonymi w klastrach, a także innymi interesariuszami rynku nZEB w wybranych krajach Europy Środkowej i Wschodniej, w celu rozwoju nowych, innowacyjnych i konkurencyjnych produktów i rozwiązań technologicznych przeznaczonych dla nowych i istniejących budynków, w celu zwiększenia liczby budynków o niemal zerowym zużyciu energii. Rezultaty naukowo-badawcze projektu mają za zadanie wesprzeć transformację klastrów w kierunku innowacyjnych i nowoczesnych organizacji sieciowych, które będą w stanie sprostać współpracy międzysektorowej i transgranicznej oraz wyzwaniom środowiskowym, gospodarczym i społecznym swoich członków.

Do szczegółowych celów projektu należą:

1. Ocena możliwości poprawy zarządzania klastrów działających w obszarze budownictwa niemal zeroenergetycznego w Europie Środkowej i Wschodniej dzięki pogłębionym badaniom poziomu umiejętności 5 reprezentatywnych klastrów, zewnętrznej ewaluacji klastrów zgodnie ze standardami międzynarodowymi Cluster Management Excellence oraz opracowaniu koncepcji nowych strategii rozwoju i innowacji, w celu zapewnienia najwyższej jakości usług dla powiązanych małych i średnich przedsiębiorstw (MŚP).
2. Diagnoza poziomu innowacyjności klastrów działających w obszarze budownictwa niemal zeroenergetycznego w Europie Środkowej i Wschodniej oraz powiązanych MŚP i perspektyw intensyfikacji międzynarodowej wymiany wiedzy i umiejętności w zakresie działalności badawczo-wdrożeniowej (w szczególności poprzez krótkoterminowe wizyty B+R).
3. Identyfikacja ścieżek zwiększenia konkurencyjności i wsparcia ekspansji 577 MŚP działających w sektorze budowlanym, uczestniczących w klastrach, poprzez prace rozwojowe zmierzające do ulepszenia istniejących oraz opracowanie nowych usług oferowanych przez klustry, tak aby odpowiadały one specyficznym potrzebom stowarzyszonych firm.
4. Ewaluacja perspektyw strategicznego i trwałego partnerstwa klastrów w ramach UE, połączona z: (i) opracowaniem strategii partnerstwa i współpracy międzynarodowej sieci MŚP o komplementarnych kompetencjach i (ii) sformulowaniem programu ClusterXchange i jego testowaniem na grupie 55 członków klastrów.
5. Analiza synergii i łańcuchów wartości między 3 kluczowymi sektorami: budownictwo, efektywność energetyczna i odnawialne źródła energii w celu oceny możliwości skutecznego wdrożenia budownictwa niemal zeroenergetycznego w Europie Środkowej i Wschodniej.

Misją SMART4NZE jest stworzenie trwałej sieci współpracy, wspólnego uczenia się i budowania nowych kompetencji pomiędzy zaangażowanymi partnerami - menedżerami i członkami klastrów, a także innymi przedstawicielami rynku nZEB w wybranych krajach Europy Środkowej i Wschodniej. Celem jest ułatwienie wypracowania i wdrożenia na rynek konkurencyjnych produktów i rozwiązań technologicznych przeznaczonych dla nowych i istniejących budynków, co doprowadzi do zwiększenia liczby budynków o niemal zerowym zużyciu energii.

W ramach projektu powstały dotychczas następujące opracowania:

- D2.1 Benchmarking Analysis of the clusters' current situation (Analiza porównawcza bieżącej sytuacji klastrów)
- D4.1 Cluster development and innovation strategies (Strategie rozwoju i innowacji klastrów)
- Broszura informacyjna projektu (ENG)
- Ulotka informacyjna o projekcie

Figure 5 Screenshot of SMART4NZE pro-nZEB Website Page

SMART4nZEB



SMART4NZE B

Wzmocnienie zarządzania i internacjonalizacji klastrów na rzecz implementacji budynków o niemal zerowym zużyciu energii

Data rozpoczęcia: 2020-02-01

Data zakończenia: 2023-01-31

Cel projektu: SMART4NZE B ma na celu poprawę konkurencyjności i zasięgu działalności MŚP z sektora budownictwa, efektywności energetycznej i odnawialnych źródeł energii w celu przyspieszenia wdrażania budynków o niemal zerowym zużyciu energii (nZEB)

SMART4NZE B ma na celu poprawę konkurencyjności i wsparcie 577 MŚP działających w sektorze budownictwa, efektywności energetycznej i odnawialnych źródeł energii działających w pięciu klastrach będących motorami innowacyjności w Europie Środkowo-Wschodniej (Polska, Rumunia, Serbia i Słowenia). Projekt ułatwi przedsiębiorcom ponadnarodową wymianę doświadczeń oraz nawiązywanie współpracy w obszarze wdrażania standardu budownictwa o niemal zerowym zużyciu energii (nZEB).

Misją SMART4NZE B jest stworzenie trwałej sieci współpracy, wspólnego uczenia się i budowania nowych kompetencji pomiędzy zaangażowanymi partnerami – menedżerami i członkami klastrów, a także innymi przedstawicielami rynku nZEB w wybranych krajach Europy Środkowej i Wschodniej. Celem jest ułatwienie wypracowania i wdrożenia na rynek konkurencyjnych produktów i rozwiązań technologicznych przeznaczonych dla nowych i istniejących budynków, co doprowadzi do zwiększenia liczby budynków o niemal zerowym zużyciu energii.

Partnerzy:

PRO NZEB / Rumunia / <https://www.pro-nzeb.ro>

Dundjer / Serbia / <http://dundjer.co.rs>

Pro-Akademia / Polska / <http://www.proakademia.eu>

SGG / Słowenia / <http://www.sgg.si/>

Linki:

twitter / <https://twitter.com/hashtag/smart4nzeb>

linkedin / <https://www.linkedin.com/company/smart4nzeb/>

facebook (lider projektu) / <https://www.facebook.com/ClusterPronZEB/>

UWAGA!

tymczasowy adres korespondencyjny i adres biura projektu:

ul. Lipowa 32, 15-427 Białystok



Figure 6 Screenshot of SMART4NZE B pRO-nZEB Website Page



PRILOŽNOSTI, KI JIH OMOGOČA SODELOVANJE V GROZDU

Aktualno

V okviru razpisa za strateška partnerstva za odličnost grozdov, ki se izvaja v okviru programa COSME, smo Slovenski gradbeni grozd in partnerskimi grozdi iz Romunije, Poljske in Srbije začeli izvajati projekt z naslovom "Strengthening clusters Management Activities and Running Trans-national for Implementation of nearly Zero Energy Buildings SMART4NZE". Dvoletni projekt se nanaša na skoraj nič energetske stavbe v smislu dviga kompetenc sodelujočih pri projektiranju, gradnji in uporabi in širitve trga za takšne stavbe v sodelujočih državah.

Glavni cilj projekta SMART4NZE je povečati konkurenčnost in podpreti 577 mikro, malih in srednjih podjetij, dejavnih v sektorjih gradbeništva, energetske učinkovitosti in obnovljivih virov energije s krepitvijo 5 reprezentativnih grozdov kot gonila inovacij v srednji in vzhodni Evropi (Poljska, Romunija, Srbija in Slovenija).

Projekt omogoča mednarodne izmenjave in strateška partnerstva s poudarkom na izmenjavi izkušenj med različnimi praksami, veščinami, politikami, cilji in stopnjo angažiranosti, v povezavi s skoraj nič energijskimi stavbami (nZEB).

V okviru projekta bo veliko priložnosti za člane grozda, na primer:

- možnost bivanja v tujini v drugi sodelujoči državi (do enega meseca), da bi pridobili ustrezna znanja na različnih področjih, ki jih partnerski grozdi nudijo;
- izpopolnjevanje poslovnih idej / načrtov;
- razširitev mreže stikov;
- pridobivanje znanja o tujih trgih in olajšanje dostopa do njih;
- razvoj potencialnih novih čezmejnih poslovnih priložnosti in partnerstev in druge v okviru projekta določene možnosti.

PODROBNEJŠI CILJI PROJEKTA SMART4NZE SO:

- 1) Krepitev odličnosti upravljanja z grozdi v petih reprezentativnih grozdih iz Srednje in Vzhodne Evrope skozi izboljšanje veščin upraviteljev grozdov, certificiranje odličnosti upravljanja grozdov ter razvoj in inovacijske strategije za zagotavljanje storitev visoke kakovosti za njihova povezana MSP;
- 2) Spodbujanje inovacij poslovnega modela, veščin trženja in prodaje tako za sodelujoče menedžerje grozdov kot za povezana MSP;
- 3) Povečati konkurenčnost in podpreti povečanje 577 MSP na področju gradbeništva, energetske učinkovitosti in obnovljivih virov z izboljšanimi in prilagojenimi storitvami, ki jih grozdi ponujajo glede na njihove specifične potrebe;
- 4) Določanje strateškega in trajnostnega partnerstva v EU z oblikovanjem strategije partnerstva in skupnega sodelovanja, kot je na primer ustvarjanje mreže komplementarnih partnerjev za sodelovanje MSP iz različnih držav na mednarodnem trgu, z načrtovano udeležbo 55 deležnikov v programu ClusterXchange;
- 5) Gradnja sinergij in vrednostnih verig med tremi ključnimi sektorji: gradbeništvo, energetska učinkovitost in obnovljivi viri energije za olajšanje učinkovitega izvajanja nZEB;
- 6) Izvajanje informacijske in komunikacijske kampanje za promocijo koncepta skoraj nič energijskih stavb (nZEB);
- 7) Večja prepoznavnost grozdov, združevanje in s tem tudi število MSP v sodelujočih grozdih.

Za več informacij o članstvu v grozdu in priložnostih, ki ga nudi, nas pokličite na:

041 350 164 (Andro Goblon) ali 041 770 482 (Vladimir Gumilar)

The very first European Strategic Cluster Partnerships for Excellence

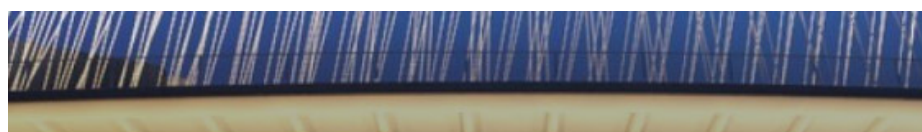


On behalf of the Clusters Team of the DG GROW, we would like to say

CONGRATULATIONS to the very first European Strategic Cluster Partnerships for Excellence (ESCP-4X)!

We are thrilled to announce the launch of the 13 European Strategic Cluster Partnerships for Excellence (ESCP-4X) selected under the last call for proposals of the European Cluster Excellence Programme (COS-CLUSTER-2018-03-02). The ESCP-4X partnerships gather 69 cluster organisations from 21 EU and COSME participating countries, congratulations to them!

Figure 7 Screenshot of SMART4NZE PRO-nZEB Website Page



SMART4NZEBC



[ESCP flyer srpski](#)

[SMART4NZEBC FLYER draft-Srpski](#)

[SMART4NZEBC-BROCHURE-ONLINE_CQ](#)

[Attended webinars, conferences, workshops](#)

<http://dundjer.co.rs/wp-content/uploads/2020/07/0.pdf>

Smart4nzeb

U sklopu poziva na strateško partnerstvo za izvrsnost klastera, koji se sprovodi u okviru programa COSME, građevinski klaster DUNDJER i partnerski klasteri iz Rumunjske, Poljske i Slovenije započeli su s provedbom projekta pod nazivom „**Jačanje aktivnosti upravljanja klasterima i pokretanje transnacionalnih zemalja za sprovođenje Near Zero Energy Buildings SMART4NZEBC**“.

Dvogodišnji projekt odnosi se na gotovo nula energetske zgrade u smislu povećanja kompetencija onih koji su uključeni u projektovanje, izgradnju i upotrebu i širenje tržišta za takve zgrade u zemljama učesnicama.

Glavni cilj projekta SMART4NZEBC je povećati konkurentnost i podržati 577 mikro, malih i srednjih preduzeća koja su aktivna u sektoru građevine, energetske efikasnosti i obnovljivih izvora energije jačanjem 5 reprezentativnih klastera kao pokretača inovacija u srednjoj i istočnoj Evropi (Poljska, Rumunija, Srbija i Slovenija).

Projekt olakšava međunarodnu razmenu i strateška partnerstva sa naglaskom na razmenu iskustava između različitih praksi, veština, politika, ciljeva i nivoa angažovanosti, u kombinaciji sa energetskim zgradama sa približno nula potrošnjom energije (nZEB).

Projekt će pružiti brojne mogućnosti za članove klastera, na primer:

- mogućnost boravka u inostranstvu u drugoj zemlji učesnici (do mesec dana) kako bi se stekla relevantna znanja iz različitih područja koja nude partnerski klasteri;
- usavršavanje poslovnih ideja / planova;
- širenje mreže kontakata;
- sticanje znanja i olakšavanje pristupa stranim tržištima;
- razvoj potencijalnih novih prekograničnih poslovnih mogućnosti i partnerstava specifičnih za projekt.

Figure 8 Screenshot of SMART4NZEBC pRO-nZEB Website Page

E-mails and Newsletters

E-mails were sent to different types of stakeholders – this was done directly, as well as through partners' newsletter systems. The targets foreseen initially in terms of entities engaged through the communication and dissemination activities were clearly surpassed through this means of communication alone. Newsletters sent out by PRO-Akademia reached 2893 recipients and those from PSDiK 8100, while those submitted at national level to the different target groups by pRO-nZEB (Romania), SGG (Slovenia) and DUDNJER (Serbia) were beyond initial ambitions in terms of recipients.

International Networking Event

General information

About the event

The SMART4NZEB project team organized an online International Dissemination & Networking event meant to facilitate an exchange of experiences between relevant actors in the fields of construction, energy efficiency and energy from renewable sources. The official name of the event was "Supporting nZEB deployment in Europe – the experience of EU-funded projects".

For this, several EU funded initiatives dealing with nearly Zero Energy Buildings have been invited to present their work and take part in open discussion sessions – this was facilitated by RIC PRO-Akademia (Poland). Furthermore, all partners invited relevant stakeholders from their respective countries (Poland, Romania, Slovenia and Serbia) and partners from other international projects.

The event took place online, using the ZOOM platform, on the 21st of October 2021, between 10:00hrs and 14:00hrs CEST.

International Networking Event

Date: 21 October 2021
Time: 10:00hrs CEST
Place: on-line, via ZOOM

Supporting nZEB deployment in Europe - the experience of EU-funded projects

Agenda

Time (CEST)	Activity
10:00-11:55	SESSION 1: New approaches to the nZEB renovation
10:00	Welcome
10:10	Getting the Market Ready for nZEB implementation - SMART4NZEB and other EU actions for National development. Horia Petran, pRO nZEB Cluster Coordinator
10:35	ReCO2ST: Residential Buildings Retrofit to nZEB with optimum cost, health, comfort and environmental quality. Professor Maria Kolokotroni, Brunel University London
11:00	The HAPPEN Project as an effective approach to boost deep renovation of buildings in the Mediterranean area towards the nZEB standard. Results and Outcomes. Giulia De Aloysio - Certimac
11:25	Discussion
11:55	Coffee break
12:10-14:00	SESSION 2: Training as a tool fostering the nZEB deployment
12:10	The role of the training as a support for a more sustainable construction sector – experience from Spain. Esther Rodríguez, Fundación Laboral de la Construcción, Construye2020_Plus project
12:35	The role of EPC for nZEB deployment in Bulgaria. Stanislav Andreev, EnEffect
13:00	Supporting NZEB and sustainable building progress in Slovenia in LIFE IP CARE4CLIMATE project. dr. Marjana Šijanec Zavrl, Building and Civil Engineering Institute ZRMK, Slovenia
13:25	Discussion
13:55	Closing discussion

ABOUT
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WHO IS JOINING?
The event will bring together participants representing organisations from the **European Union**, with speakers showcasing several EU funded projects that relate to nearly Zero Energy Buildings.

REGISTER NOW

Write us up at info@smart4nzeb.eu | Follow us on [facebook](https://www.facebook.com/smart4nzeb) | Follow us on [linkedin](https://www.linkedin.com/company/smart4nzeb) | Follow us on [twitter](https://twitter.com/smart4nzeb) | Follow us on [youtube](https://www.youtube.com/channel/UC...)

Research and Innovation Centre PRO-AKADEMIA | PSDiK POLSKIE STOWARZYSZENIE DORADZCZE I KONSULTINGOWE | SGGCCS SLOVENSKI GRAJENI GROD | CLUSTER pRO nZEB | DUNDER

Figure 9 Poster promoting the SMART4NZEB International Dissemination & Networking

Promotion, Dissemination, and Reach

The event was promoted on project partners websites and social media. Any interested party willing to learn more about nZEB initiatives within the European Union or simply to make new contacts was able to register and participate in the event. The event was also promoted among recipients of newsletters distributed by RIC and PSDiK.

The screenshot shows the PRO-nZEB website with a navigation bar at the top containing links for 'About us', 'Despre noi', 'Membri', 'Legislație', 'Proiecte', 'Noutăți și Evenimente', 'Newsletter', and 'Contact'. The main content area features a large banner for an 'International Networking Event' titled 'Supporting nZEB deployment in Europe - the experience of EU-funded projects'. The event is scheduled for 21 October 2021 at 10:00hrs CEST, held online via Zoom. The banner includes a QR code for registration and a list of speakers and topics. Below the banner, there is a section titled 'International Networking Event under SMART4NZEB - How do international R&D projects support the development of nearly-zero energy buildings? [ENG] - 21 October 2021'. This section provides details about the event's organization by PRO-Akademia, a registration link, and more information on PRO-Akademia. A note from PRO-Akademia discusses the challenges of implementing nZEBs in the EU and the role of R&D projects. The right sidebar contains a search bar, a 'Cum devin membru?' section with a registration form, and a 'Proiecte' section listing various projects like 'Congregate', 'The nZEB Roadshow', 'SMART4NZEB - Strengthening clusters...', 'Fit-to-NZEB - Scheme de instruire inovative...', and 'Train-to-NZEB - Centre de consultanta si formare profesionala...'. A button labeled 'Află mai multe' is located at the bottom of the sidebar.

Figure 10 Event announcement on PRO-nZEB website

News

How do international R&D projects support the development of nearly-zero energy buildings?

30-09-2021

Since 1st January 2021, all new buildings in the European Union must meet standards of nearly zero-energy buildings (nZEB). In addition, each of the EU Member States is required to develop a long-term renovation plan of existing buildings and modernize its building stock on regular basis. However, despite the legal obligation, the development of the nZEB market faces many obstacles in the EU. These are both of technical and financial nature, as well as result from insufficient knowledge about modern technologies and their potential of application in the construction sector. For many years the European Union has been trying to overcome these barriers, inter alia, by financing R&D projects that address challenges related to the deployment of the nZEB standard in the EU.

What are the challenges of implementing nZEBs in different EU regions? What solutions developed within EU-funded projects effectively support the development of nZEBs? What training is available for professionals and technicians interested in working in the nZEB industry? These and other questions will be answered by the speakers during the free-of-charge webinar "Supporting the nZEB deployment in Europe - the experience of EU-funded projects", organized as part of the SMART4NZE project.

- **What:** webinar "Supporting the nZEB deployment in Europe – the experience of EU-funded projects" (Agenda)
- **When:** 21.10.2021, 10:00 - 14:00 CEST
- **Where:** online - you will receive a confirmation of the registration with the connection link a few days before the event
- **How:** register now!



Slovenski gradbeni grozd - Construction Cluster of Slovenia
560 followers
3w • Edited •

V okviru evropskega strateškega partnerstva grozdov za odličnost na področju skoraj nič energijskih stavb se začelja dogodek, na katerem bodo predstavljeni dosežki EU projektov na področju energetske učinkovitost stavb.

Še vedno se lahko prijavite in se dogodka udeležite: <https://lnkd.in/d246HDpU>

#smart4nzeb #ESCP4X #collaboration #nzeb #networking

International Circular Construction Cluster SMART4nZEB Cluster pRO-nZEB
Andrei-Laurențiu Popescu Biljana Avramovic Djordje Djordjevic
ICBUILD Vladimir Gumilar Saso Turnsek Janez Brščec Janez Rihter Primož Zorec
Cogreen, hemp building solutions Damjana Gruden Adam Krajewski Katarzyna Korczak Horia Petran Ciprian Nanu

See translation

SMART4nZEB
148 followers
1mo •

International Networking Event!

We invite all those who are interested in high performance buildings, international projects and in making new contacts to register and participate in our next international networking event that will take place next Thursday, on the 21st of October, starting with 10:00hrs CET.

Registration link: <https://lnkd.in/d246HDpU>

Please do not hesitate to contact us in case you have any questions.

#smart4nzeb #energyefficiency #nzeb #clusters #clusters_eu #networking #projects #innovation

Katarzyna Korczak Adam Krajewski Vladimir Gumilar Andro Goblon Biljana Avramovic Djordje Djordjevic Ciprian Nanu Horia Petran Andrei-Laurențiu Popescu



Figure 11 Event announcement on PRO-Akademia website & on social media

Registrants

As a result of the promotion efforts, 106 individuals, from different organisations, have registered for the International Dissemination & Networking event.

Table 1 International Dissemination & Networking event registrants

Full name	Institution	Type of institution	Country
Registrant 1	Rockwool Romania	Large company	Romania
Registrant 2	Nzebshop.ro	SME (Micro / Small / Medium -sized enterprise)	Romania
Registrant 3	Building and civil engineerig institute ZRMK	SME (Micro / Small / Medium -sized enterprise)	Slovenia
Registrant 4	INCD URBAN-INCERC	Research & Education	Romania
Registrant 5	EnEffect	NGO	Bulgaria
Registrant 6	Certimac Materials Energy Innovation	Research & Education	Italy
Registrant 7	Brunel University London	Research & Education	United Kingdom
Registrant 8	AViTeM	Public Authority	France
Registrant 9	Centrum Badań i Innowacji pro-Akademia	Research & Education	Poland
Registrant 10	National Technical University of Athens	Research & Education	Greece
Registrant 11	pRO-nZEB	Cluster	Romania
Registrant 12	Arcadis	Large company	Romania
Registrant 13	Tanari Arhitect	SME (Micro / Small / Medium -sized enterprise)	Romania
Registrant 14	Business Development Group SRL	SME (Micro / Small / Medium -sized enterprise)	Romania
Registrant 15	SYNERGI	NGO	Denmark
Registrant 16	Construction Cluster of Slovenia	cluster	Slovenia
Registrant 17	Huygen	SME (Micro / Small / Medium -sized enterprise)	The Netherlands
Registrant 18	CONSTRUCTION CLUSTER OF SLOVENIA	Business network	SLOVENIA
Registrant 19	Urząd Miejski w Błoniu	Public Authority	Poland
Registrant 20	RÖFIX	Large company	Croatia
Registrant 21	Minergia d.o.o.	SME (Micro / Small / Medium -sized enterprise)	Slovenia
Registrant 22	UTCB	Research & Education	Romania
Registrant 23	Pilskie TBS sp. z o.o.	construction housing, property management	Poland
Registrant 24	pRO-nZEB Cluster Association	Business network	Romania
Registrant 25	Rihter d.o.o.	SME (Micro / Small / Medium -sized enterprise)	Slovenia
Registrant 26	Construction Cluster Dundjer	Business network	Serbia
Registrant 27	Faculty of Civil Engineering and Architecture, University of Nis	Research & Education	Serbia
Registrant 28	Center for Permanent Education Nis	SME (Micro / Small / Medium -sized enterprise)	Serbia
Registrant 29	Sargan Engineering Nis	SME (Micro / Small / Medium -sized enterprise)	Serbia
Registrant 30	ArchEnergy Cluster	Business network	Hungary
Registrant 31	UTCB	Research & Education	Romania
Registrant 32	VAGRES ENGINEERING Nis	SME (Micro / Small / Medium -sized enterprise)	Serbia
Registrant 33	IRC ALFATEC Nis	Research & Education	Serbia
Registrant 34	Faculty of Civil Engineering Nis	Research & Education	Serbia

Registrant 35	VAGRES ENGINEERING Nis	SME (Micro / Small / Medium -sized enterprise)	Serbia
Registrant 36	Faculty of Civil Engineering Nis	Research & Education	Serbia
Registrant 37	Faculty of Civil Engineering Nis	Research & Education	Serbia
Registrant 38	Faculty of Civil Engineering Nis	Research & Education	Serbia
Registrant 39	Cambridge Code 1, Nis	SME (Micro / Small / Medium -sized enterprise)	Serbia
Registrant 40	SWG&M Belgrade	SME (Micro / Small / Medium -sized enterprise)	Serbia
Registrant 41	VAGRES ENGINEERING Nis	SME (Micro / Small / Medium -sized enterprise)	Serbia
Registrant 42	Cambridge Code 2 Nis	SME (Micro / Small / Medium -sized enterprise)	Serbia
Registrant 43	Deltaelektronik Nis	SME (Micro / Small / Medium -sized enterprise)	Serbia
Registrant 44	Primaria Timisoara	Public Authority	Romania
Registrant 45	IRC ALFATEC Nis	Research & Education	Serbia
Registrant 46	GRAMONT ENGINEERING Nis	SME (Micro / Small / Medium -sized enterprise)	Serbia
Registrant 47	VAGRES ENGINEERING Nis	SME (Micro / Small / Medium -sized enterprise)	Serbia
Registrant 48	VIKING	SME (Micro / Small / Medium -sized enterprise)	Poland
Registrant 49	Faculty of Mechanical Engineering Nis	Research & Education	Serbia
Registrant 50	City Of Nis	Public Authority	Serbia
Registrant 51	Faculty of Civil Engineering Nis	Research & Education	Serbia
Registrant 52	VAGRES ENGINEERING Nis	SME (Micro / Small / Medium -sized enterprise)	Serbia
Registrant 53	Highschool Knjazevac	Research & Education	Serbia
Registrant 54	VAGRES ENGINEERING Nis	SME (Micro / Small / Medium -sized enterprise)	Serbia
Registrant 55	ATREIDES Nis	SME (Micro / Small / Medium -sized enterprise)	Serbia
Registrant 56	Faculty of Occupational Safety Nis	Research & Education	Serbia
Registrant 57	Faculty of Civil Engineering Nis	Research & Education	Serbia
Registrant 58	Municipality of Niska Banja	Public Authority	Serbia
Registrant 59	Faculty of Mechanical Engineering Nis	Research & Education	Serbia
Registrant 60	PSG ENGINEERING Nis	SME (Micro / Small / Medium -sized enterprise)	Serbia
Registrant 61	VAGRES ENGINEERING Nis	SME (Micro / Small / Medium -sized enterprise)	Serbia
Registrant 62	Faculty of Civil Engineering Nis	Research & Education	Serbia
Registrant 63	Faculty of Mechanical Engineering Nis	Research & Education	Serbia
Registrant 64	TRION Niska banja	SME (Micro / Small / Medium -sized enterprise)	Serbia
Registrant 65	NASUMICA Nis	SME (Micro / Small / Medium -sized enterprise)	Serbia
Registrant 66	SWG&M Belgrade	SME (Micro / Small / Medium -sized enterprise)	Serbia
Registrant 67	GRAMONT ENGINEERING Nis	SME (Micro / Small / Medium -sized enterprise)	Serbia
Registrant 68	Faculty of Civil Engineering Nis	Research & Education	Serbia
Registrant 69	Faculty of Sciences and Mathematics Nis	Research & Education	Serbia
Registrant 70	Faculty of Sciences and Mathematics Nis	Research & Education	Serbia
Registrant 71	MB INZENJERING Knjazevac	SME (Micro / Small / Medium -sized enterprise)	Serbia
Registrant 72	Faculty of Electronic Engineering Nis	Research & Education	Serbia

Registrant 73	AG TIM Nis	SME (Micro / Small / Medium -sized enterprise)	Serbia
Registrant 74	ALUMING Nis	SME (Micro / Small / Medium -sized enterprise)	Serbia
Registrant 75	Design bureau ARSOV BORIS Nis	SME (Micro / Small / Medium -sized enterprise)	Serbia
Registrant 76	BALKAN Crna Trava	Business network	Serbia
Registrant 77	ARGO Vranje	SME (Micro / Small / Medium -sized enterprise)	Serbia
Registrant 78	STALIBPROJEKT Nis	SME (Micro / Small / Medium -sized enterprise)	Serbia
Registrant 79	KAPAPROJEKT Nis	SME (Micro / Small / Medium -sized enterprise)	Serbia
Registrant 80	ABR Nis	SME (Micro / Small / Medium -sized enterprise)	Serbia
Registrant 81	SAMPION GRADNJA Nis	SME (Micro / Small / Medium -sized enterprise)	Serbia
Registrant 82	SARGAN ENGINEERING Nis	SME (Micro / Small / Medium -sized enterprise)	Serbia
Registrant 83	VARING IZGRADNJA Nis	SME (Micro / Small / Medium -sized enterprise)	Serbia
Registrant 84	QETICS	NGO	Romania
Registrant 85	UTCB	Research & Education	Romania
Registrant 86	DNC CALINA S.R.L.	SME (Micro / Small / Medium -sized enterprise)	Romania
Registrant 87	CIVILIS SRL	SME (Micro / Small / Medium -sized enterprise)	Romania
Registrant 88	Technical University of Cluj-Napoca	Research & Education	Romania
Registrant 89	TRANDAFIR C STERE AUDITOR ENERGETIC PT CLADIRI	SME (Micro / Small / Medium -sized enterprise)	ROMANIA
Registrant 90	Clustor pRO-nZEB	Research & Education	Romania
Registrant 91	SunE- Asociatia Patronală Surse Noi de Energie	NGO	Romania
Registrant 92	A+house	SME (Micro / Small / Medium -sized enterprise)	Poland
Registrant 93	IRI UL	Research & Education	Slovenia
Registrant 94	NORD CONFOREST SA	SME (Micro / Small / Medium -sized enterprise)	ROMANIA
Registrant 95	Technical University of Cluj-Napoca	Research & Education	Romania
Registrant 96	VIKING DOORS AND WINDOWS	SME (Micro / Small / Medium -sized enterprise)	POLAND
Registrant 97	Gramint d.o.o.	SME (Micro / Small / Medium -sized enterprise)	Slovenia
Registrant 98	Subcarpathia Engineering	SME (Micro / Small / Medium -sized enterprise)	Romania
Registrant 99	Urząd Miejski w Przemyślu	Public Authority	Poland
Registrant 100	PPTT	NGO	Romania
Registrant 101	Alukönigstahl	SME (Micro / Small / Medium -sized enterprise)	Romania
Registrant 102	CPG-Europe	Business network	Romania
Registrant 103	ORTOSIL SRL	SME (Micro / Small / Medium -sized enterprise)	ROMANIA
Registrant 104	KADRA Tech	SME (Micro / Small / Medium -sized enterprise)	Romania
Registrant 105	ADD Technology	SME (Micro / Small / Medium -sized enterprise)	Republica Moldova
Registrant 106	Certimac	Research & Education	Italy

Participants

The SMART4NZEB International Dissemination & Networking event brought together 72 participants from 13 countries – Romania (26), Poland (15), Serbia (14), Slovenia (8), Austria (1), Bulgaria (1), Burkina Faso (1), France (1), Italy (1), Mexico (1), Moldova (1), Spain (1), United Kingdom (1).

These participants were representing either organisations – Business Networks (3), Clusters (6), Large Companies (2), Non-Governmental Organisations (3), Public Authorities (4), Research & Education Institutions (14), SMEs (15), or joined as sole experts or building / household owners (12) interested in the topic of nearly Zero Energy Buildings, as shown in the table below.

Table 2 International Dissemination & Networking event participation

No.	Organisation	Type of Organisation	Country	No. of participants
1	ADD Technology	SME (Micro / Small / Medium - sized enterprise)	Moldova	1
2	Association of Buildings Energy Auditors	NGO	Romania	1
3	AVITeM	Public Authority	France	1
4	Brunel University London	Research & Education	United Kingdom	1
5	Building and civil engineering institute ZRMK	Research & Education	Slovenia	1
6	Business Development Group SRL	SME (Micro / Small / Medium - sized enterprise)	Romania	1
7	Celynx AG	Large Company	Romania	1
8	Center for Permanent Education Nis	Research & Education	Serbia	1
9	Certimac	Research & Education	Italy	1
10	CIVILIS	SME (Micro / Small / Medium - sized enterprise)	Romania	1
11	CMC Foundation	NGO	Romania	1
12	CPG-Europe	Business network	Romania	1
13	DNC CALINA S.R.L.	SME (Micro / Small / Medium - sized enterprise)	Romania	1
14	Dundjer	Cluster	Serbia	2
15	Eneffect	NGO	Bulgaria	1
16	Faculty of Civil Engineering Maribor	Research & Education	Slovenia	1
17	Faculty of Occupational Safety Nis	Research & Education	Serbia	1
18	Faculty of Sciences and Mathematics Nis	Research & Education	Serbia	1
19	Fundacion Laboral de la Construccion	Research & Education	Spain	1
20	GRAMONT ENGINEERING Nis	SME (Micro / Small / Medium - sized enterprise)	Serbia	1
21	Highschool Knjazevac	Research & Education	Serbia	1
22	pRO-nZEB	Cluster	Romania	2
23	IRC ALFATEC Nis	SME (Micro / Small / Medium - sized enterprise)	Serbia	1
24	IRI UL	Research & Education	Slovenia	1
25	ITC Cluster of Colima	Cluster	Mexico	1
26	Jožef Stefan Institute - Energy Efficiency Centre	Research & Education	Slovenia	1
27	KADRA Tech	Large Company	Romania	1
28	MDE Innenausbau GmbH	SME (Micro / Small / Medium - sized enterprise)	Austria	1

29	Norwegian Refugee Council - WASH Shelter	Public Authority	Burkina Faso	1
30	Olaff Energy Solutions	SME (Micro / Small / Medium - sized enterprise)	Poland	1
31	Pilskie TBS sp. z o.o.	SME (Micro / Small / Medium - sized enterprise)	Poland	1
32	PPTT (Patronatul Producatorilor de Tamplarie Termoizolanta)	Business network	Romania	1
33	PSDiK	Cluster	Poland	1
34	QETICS	Business network	Romania	1
35	RIC PRO-Akademia	Cluster	Poland	7
36	SAMPION GRADNJA Nis	SME (Micro / Small / Medium - sized enterprise)	Serbia	1
37	SARGAN ENGINEERING Nis	SME (Micro / Small / Medium - sized enterprise)	Serbia	2
38	SGG - Construction Cluster of Slovenia	Cluster	Slovenia	2
39	Subcarpathia Engineering	SME (Micro / Small / Medium - sized enterprise)	Romania	1
40	Tanari Arhitect	SME (Micro / Small / Medium - sized enterprise)	Romania	1
41	Technical University of Civil Engineering in Bucharest	Research & Education	Romania	3
42	Technical University of Cluj-Napoca	Research & Education	Romania	2
43	UNION PROJEKT d.o.o	SME (Micro / Small / Medium - sized enterprise)	Slovenia	1
44	University of Architecture and Urbanism "Ion Mincu"	Research & Education	Romania	1
45	Urząd Miejski w Błoni	Public authority	Poland	1
46	Urząd Miejski w Przemyślu	Public authority	Poland	1
47	VAGRES ENGINEERING Nis	SME (Micro / Small / Medium - sized enterprise)	Serbia	1
48	Other Stakeholders (Experts, Building / Household Owners etc.)	N/A	Romania, Slovenia, Poland, Serbia	12
Total				72

Main sessions

The event consisted of two main sessions, one in which speakers presented projects that support the implementation of nearly Zero Energy Buildings (nZEB) in general and one in which results of projects having a higher focus on upskilling of professionals dealing with nZEB were disseminated.

Agenda	
Time (CEST)	Activity
10:00-11:55 SESSION 1: New approaches to the nZEB renovation	
10:00	Welcome
10:10	Getting the Market Ready for nZEB implementation - SMART4NZEB and other EU actions for National development. Horia Petran, pRO nZEB Cluster Coordinator
10:35	ReCO2ST: Residential Buildings Retrofit to nZEB with optimum cost, health, comfort and environmental quality. Professor Maria Kolokotroni, Brunel University London
11:00	The HAPPEN Project as an effective approach to boost deep renovation of buildings in the Mediterranean area towards the nZEB standard. Results and Outcomes. Giulia De Aloysio - Certimac
11:25	Discussion
11:55	Coffee break
12:10-14:00 SESSION 2: Training as a tool fostering the nZEB deployment	
12:10	The role of the training as a support for a more sustainable construction sector – experience from Spain. Esther Rodriguez, Fundación Laboral de la Construcción, Construye2020_Plus project
12:35	The role of EPC for nZEB deployment in Bulgaria. Stanislav Andreev, EnEffect
13:00	Supporting NZEB and sustainable building progress in Slovenia in LIFE IP CARE4CLIMATE project. dr. Marjana Šijanec Zavrl, Building and Civil Engineering Institute ZRMK, Slovenia
13:25	Discussion

Presentation 1 – Getting the Market Ready for nZEB implementation – SMART4NZEB and other EU actions for National development





Supporting nZEB deployment in Europe
– the experience of EU-funded projects

International Networking Event | 21 October 2021



Getting the Market Ready for nZEB implementation - SMART4NZEB and other EU actions for National development

Horia Petran

Cluster Pro-nZEB
INCD URBAN-INCERC
The Building Knowledge Hub – Romania
Bucharest, Sos. Pantelimon 266 | www.incd.ro



Presentation 2 – ReCO2ST: Residential Buildings Retrofit to nZEB with optimum cost, health, comfort, and environmental quality



ReCO2ST: Residential Buildings Retrofit to nZEB with optimum cost, health, comfort and environmental quality

Professor Maria Kolokotroni
Brunel University London
Mechanical and Aerospace Engineering
Institute of Energy Futures
Director: Resource Efficient Future Cities Research Centre



1

Presentation 3 – The HAPPEN Project as an effective approach to boost deep renovation of buildings in the Mediterranean area towards the nZEB standard. Results and Outcomes

The logo for the HAPPEN project, featuring a stylized house with a sun and a leaf, followed by the text 'HAPPEN MedZEB certified'.

Supporting nZEB deployment in Europe
The experience of EU-funded projects
21/10/2021

The HAPPEN Project as an effective approach to boost deep renovation of buildings in the Mediterranean area towards the nZEB standard. Results and Outcomes

Giulia De Aloysio – Project Manager
Luca Laghi CTO at Certimac

The logo for Certimac, with the text 'certificazione materiali per costruzioni' below it.

This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 785072

Presentation 4 – The role of training as a support for a more sustainable sector – experience from Spain



The slide is titled "PARTNERSHIP" and lists several organizations and their roles in the construction sector. The slide is divided into five main sections, each with a logo and a description of the organization's role.

- 1. FONTSOCIETAT PROGRAMME:** A small thumbnail of the presentation slide.
- 2. FONTSOCIETAT PROGRAMME:** A small thumbnail of the presentation slide.
- 3. PARTNERSHIP:** A small thumbnail of the presentation slide.
- 4. MAIN RESULTS:** A small thumbnail of the presentation slide.
- 5. MAIN RESULTS:** A small thumbnail of the presentation slide.

The main content of the slide is as follows:

- FUNDACIÓN LABORAL DE LA CONSTRUCCIÓN:** Paritarian entity for the qualification of construction sector
- INSTITUTO NACIONAL DE LAS CALIFICACIONES:** National Institute for Qualifications
- CSIC:** Construction Research entity (Ministry of Science)
- Fundación Estatal para la Formación en el Empleo:** Management of national budget for non-formal training
- circce:** Construction Research entity
- IRTIC:** Tecnological partner (University)



The role of EPC for nZEB deployment in Bulgaria

Supporting nZEB deployment in Europe – the experience of EU-funded projects

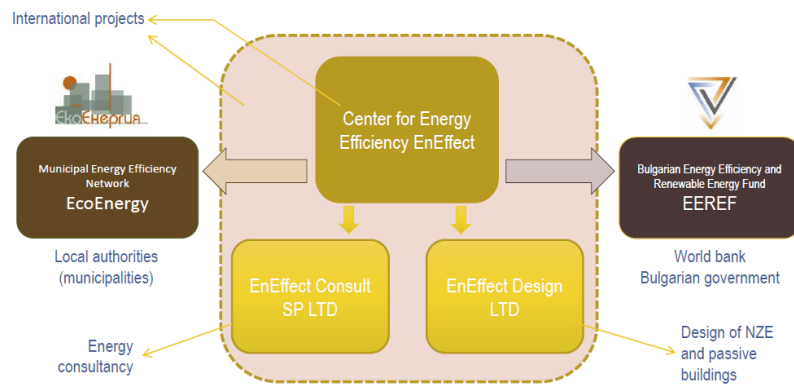
21 OCTOBER 2021



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EnEffect, Center for Energy Efficiency



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Presentation 6 – Supporting nZEB and sustainable building progress in Slovenia in LIFE IP CARE4CLIMATE project.

CARE 4CLIMATE

REPUBLICA SLOVENIJA
MINISTRSTVO ZA OKOLJE IN PROSTOR

Supporting NZEB and sustainable building progress in Slovenia in LIFE IP CARE4CLIMATE project

Marjana Šijanec Zavrl,
Building and Civil Engineering Institute ZRMK

21 October, 2021

SMART 4NZEB

Supporting nZEB deployment in Europe
– the experience of EU-funded projects

CARE 4CLIMATE

REPUBLICA SLOVENIJA
MINISTRSTVO ZA OKOLJE IN PROSTOR

LIFE IP CARE4CLIMATE

LIFE IP CARE4CLIMATE is an integrated project that, through awareness-raising, education and training of key stakeholders, encourages the implementation of policies & measures (in OP GHG, NEEAP, NECP, LTRS)

and helps Slovenia meet its greenhouse gas emission reduction targets by 2020 and 2030.

(2019 – 2026)

www.care4climate.si

The LIFE IP CARE4CLIMATE (LIFE17 IPC/SI/000007) project is an integrated project, co-financed by the European LIFE programme, the Climate Change Fund and other partners.

REPUBLIC OF SLOVENIA
MINISTRY OF INFRASTRUCTURE

UNIVERZA V MARIBORU

IPOP

IJS

ZRMK INSTITUT

UMANO TERA

d'agency

ZAG

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SOČINSKI INŠTITUT SLOVENIJE
SOCIOLOGICAL INSTITUTE OF SLOVENIA

Open discussions

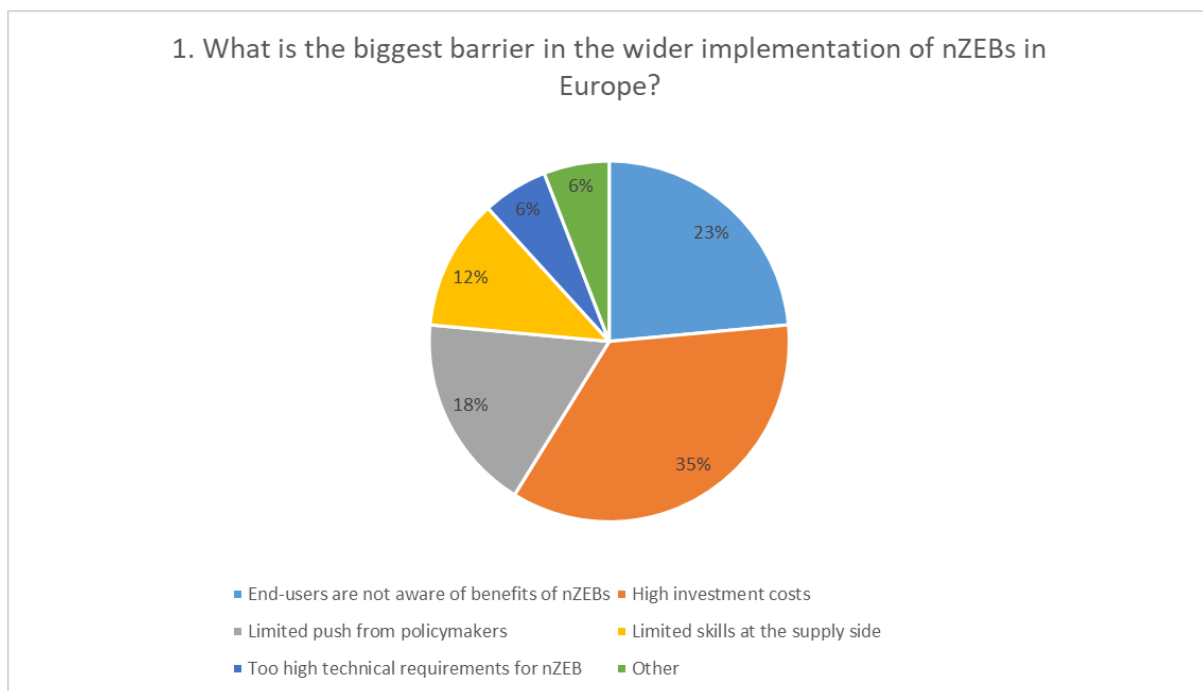
During the event, in both main sessions, participants were asked several questions related to nZEB deployment within the EU (challenges and what to do).

The open discussion session was driven mainly by the answers received during polling.

The questions and results for each of them is shown further in this sub-subchapter.

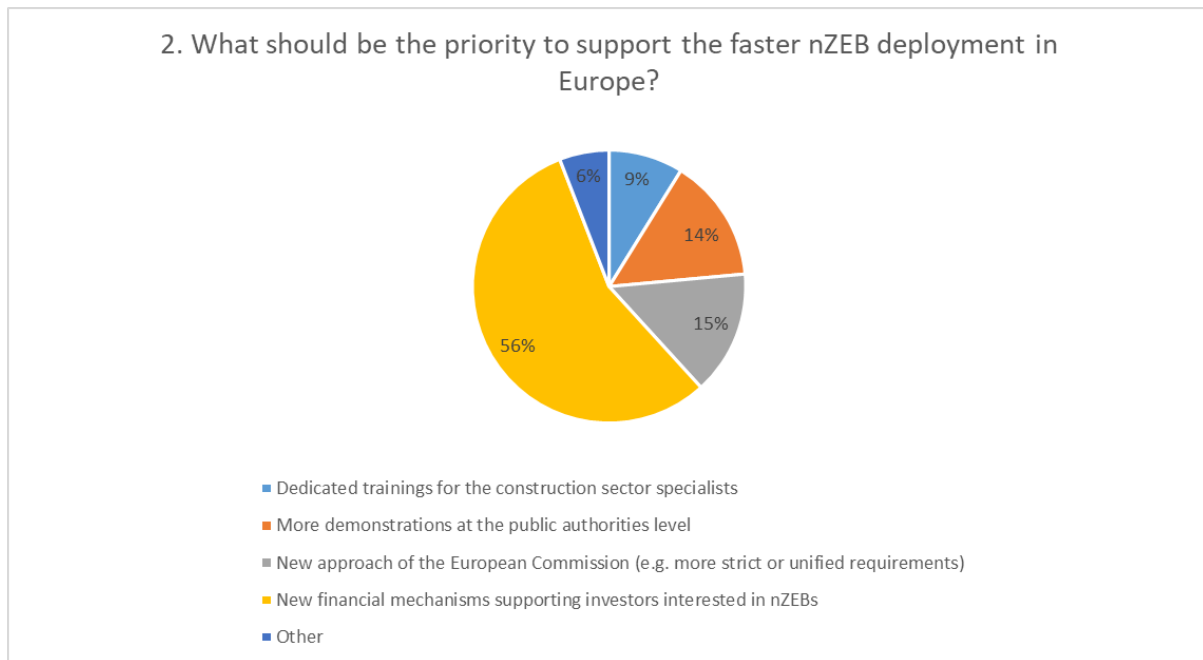
Session 1 Questions (Single choice)	Votes
1. What is the biggest barrier in the wider implementation of nZEBs in Europe?	
End-users are not aware of benefits of nZEBs	8
High investment costs	12
Limited push from policymakers	6
Limited skills at the supply side	4
Too high technical requirements for nZEB	2
Other	2

Total number of answers: 34



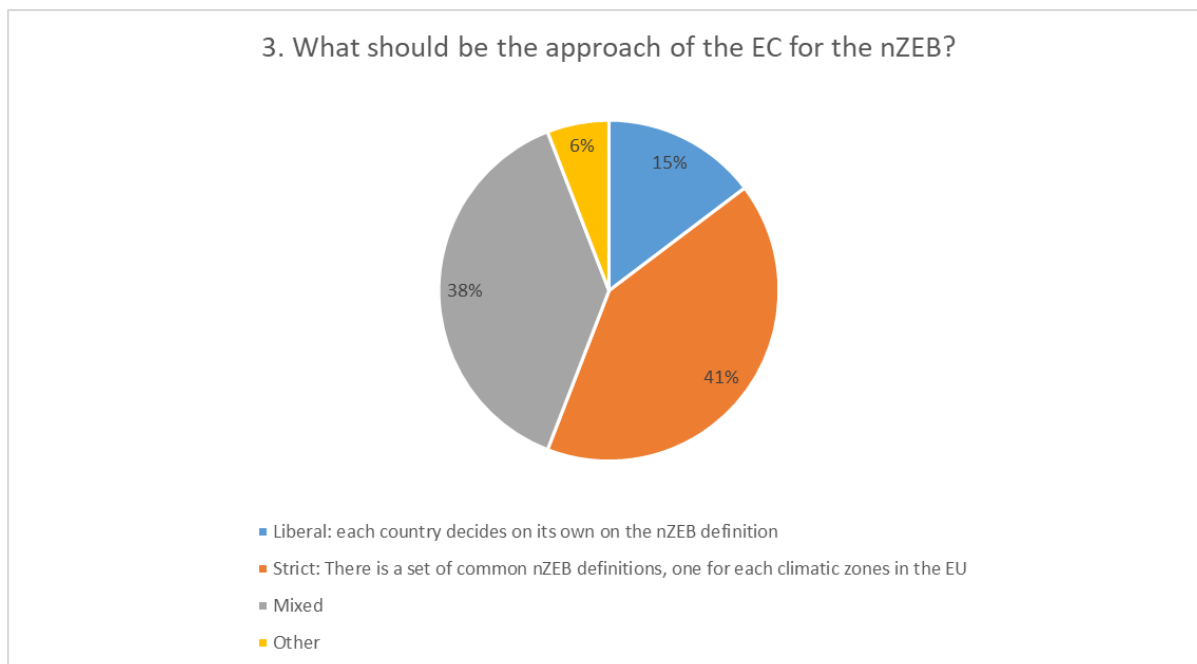
Session 1 Questions (Single choice)	Votes
2. What should be the priority to support the faster nZEB deployment in Europe?	
Dedicated trainings for the construction sector specialists	3
More demonstrations at the public authorities level	5
New approach of the European Commission (e.g. more strict or unified requirements)	5
New financial mechanisms supporting investors interested in nZEBs	19
Other	2

Total number of answers: 34



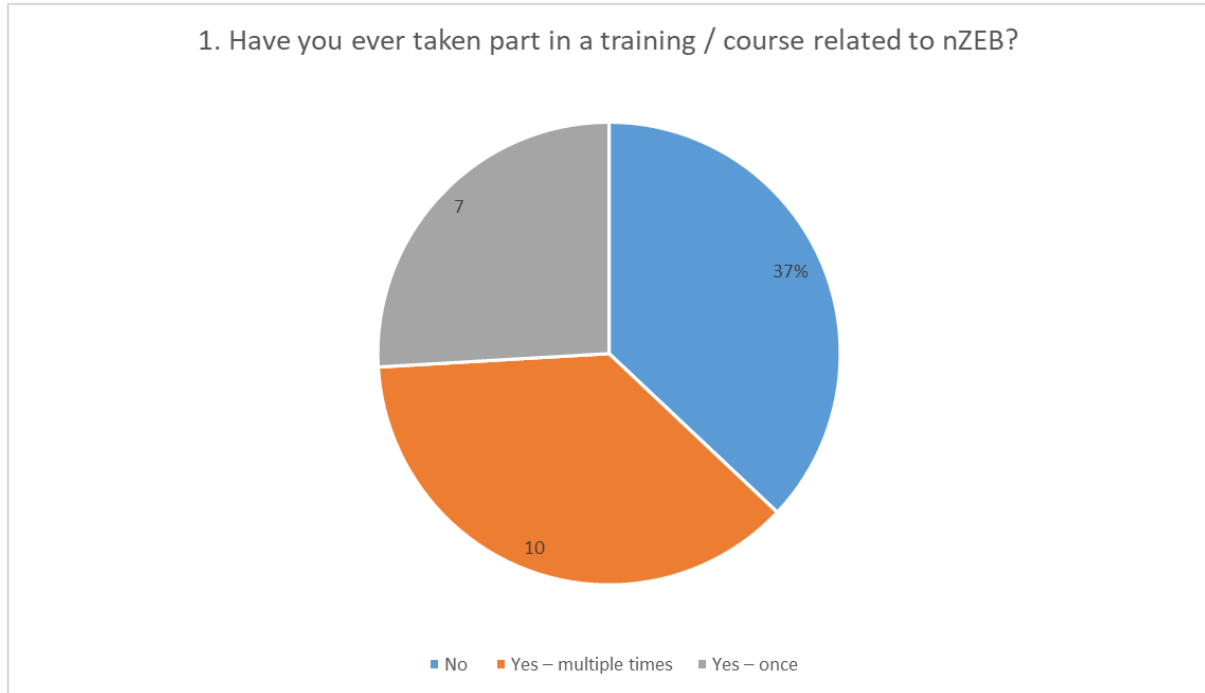
Session 1 Questions (Single choice)	Votes
3.What should be the approach of the EC for the nZEB?	
Liberal: each country decides on its own on the nZEB definition	5
Strict: There is a set of common nZEB definitions, one for each climatic zones in the EU	14
Mixed	13
Other	2

Total number of answers: 34



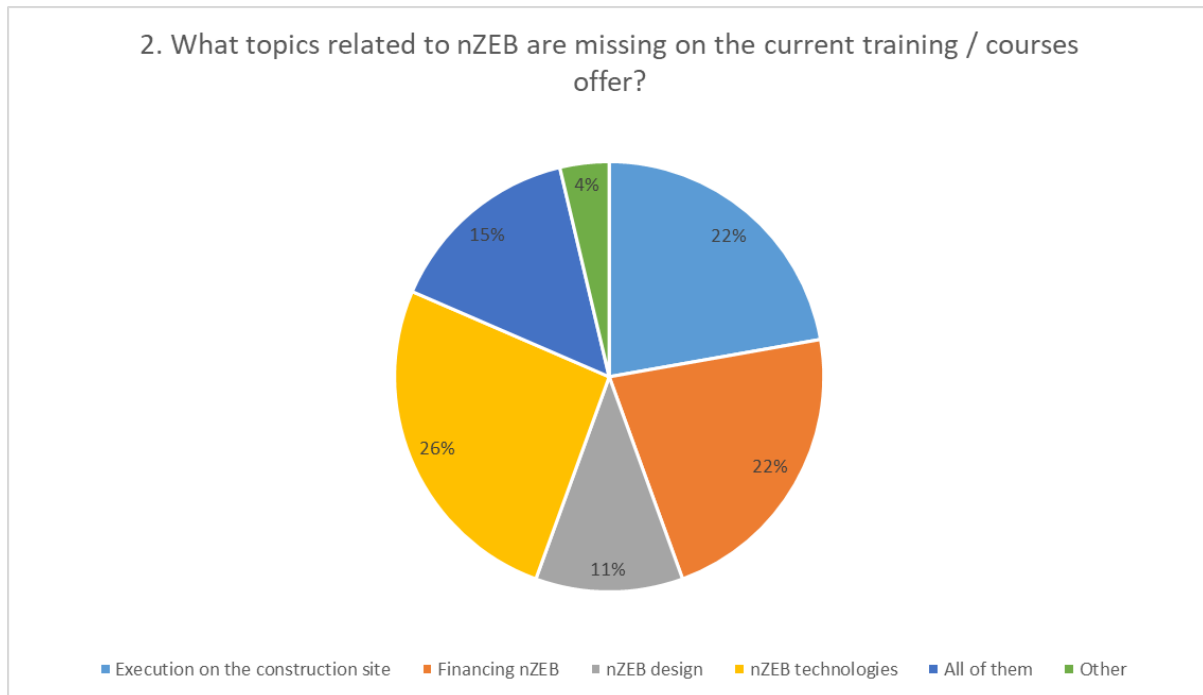
Session 2 Questions (Single choice)	Votes
1. Have you ever taken part in a training / course related to nZEB?	
No	10
Yes – multiple times	10
Yes – once	7

Total number of answers: 27



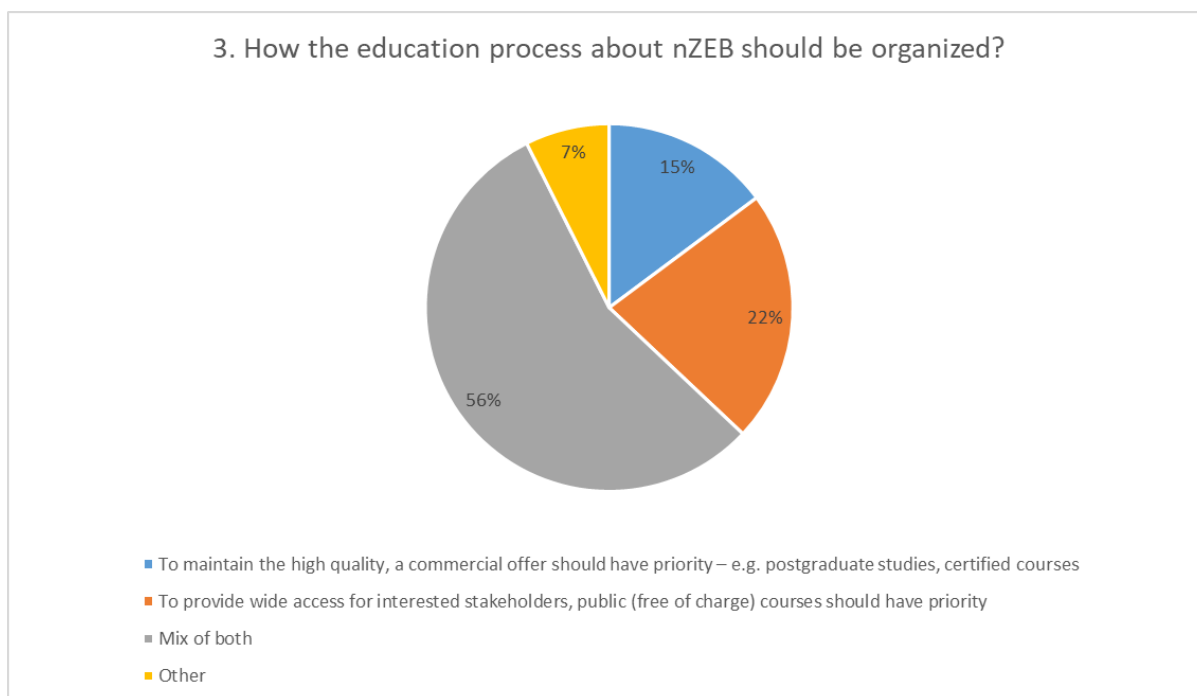
Session 2 Questions (Single choice)	Votes
2. What topics related to nZEB are missing on the current training / courses offer?	
Execution on the construction site	6
Financing nZEB	6
nZEB design	3
nZEB technologies	7
All of them	4
Other	1

Total number of answers: 27



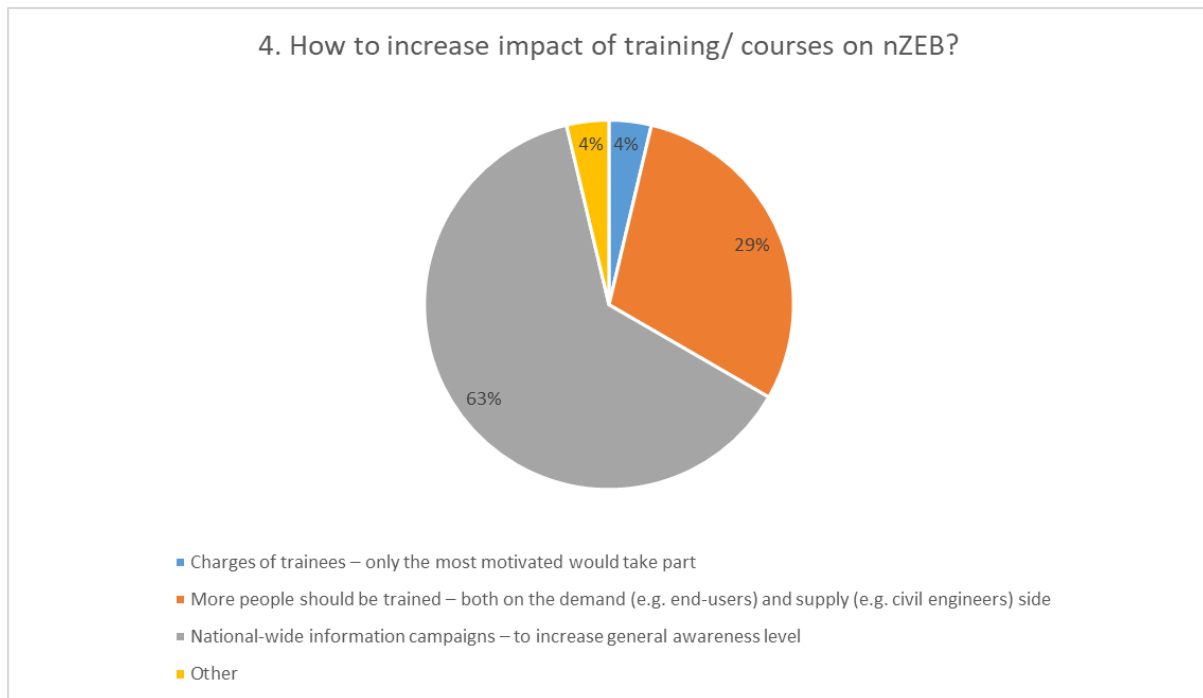
Session 2 Questions (Single choice)	Votes
3. How the education process about nZEB should be organized?	
To maintain the high quality, a commercial offer should have priority – e.g. postgraduate studies, certified courses	4
To provide wide access for interested stakeholders, public (free of charge) courses should have priority	6
Mix of both	15
Other	2

Total number of answers: 27

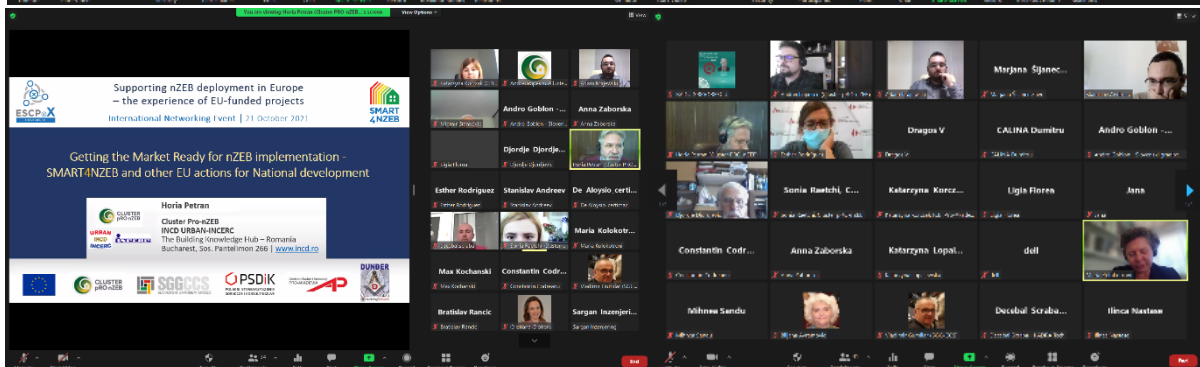
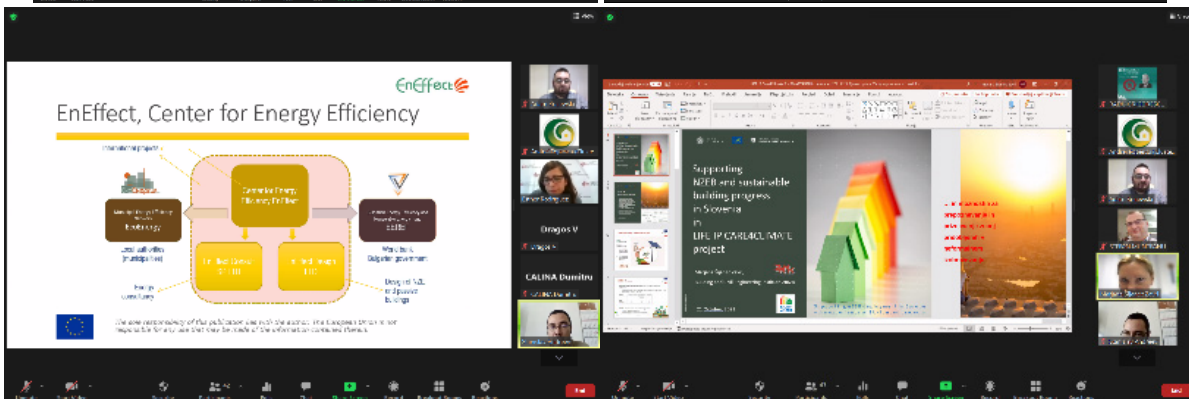
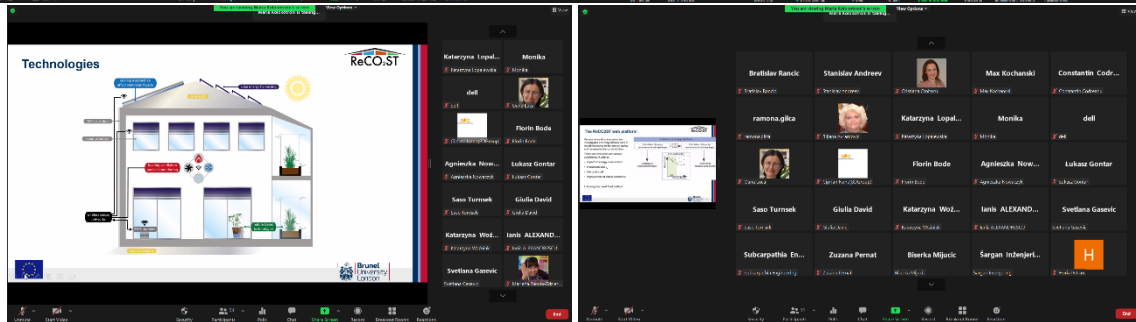
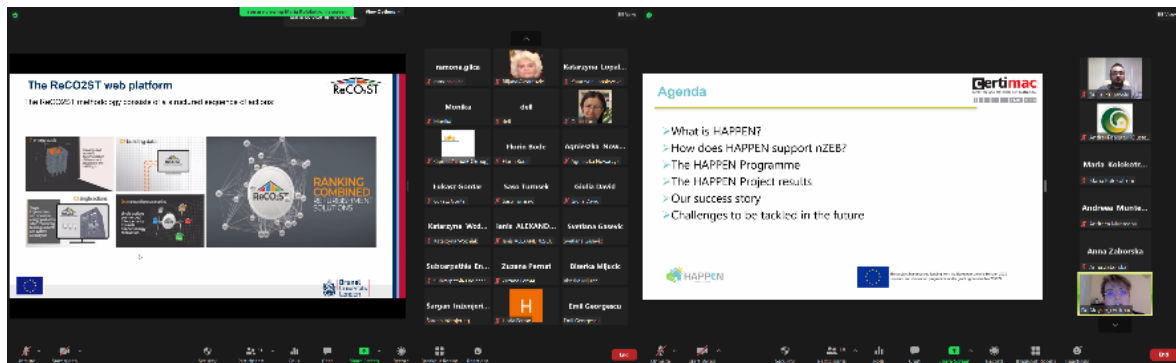


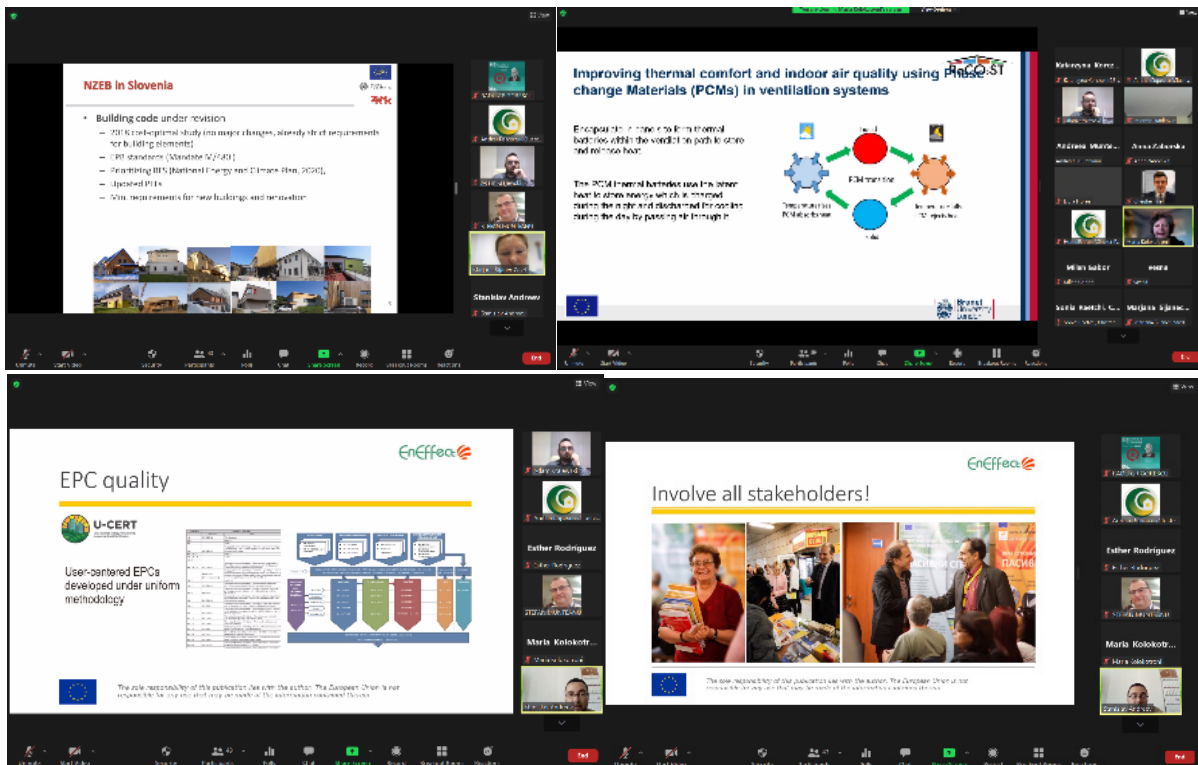
Session 2 Questions (Single choice)	Votes
4. How to increase impact of training/ courses on nZEB?	
Charges of trainees – only the most motivated would take part	1
More people should be trained – both on the demand (e.g. end-users) and supply (e.g. civil engineers) side	8
National-wide information campaigns – to increase general awareness level	17
Other	1

Total number of answers: 27



Screenshots taken during the event





Conclusions

The International Dissemination & Networking event, which was organized by the SMART4NZEB consortium on the 21st of October 2021, brought together professionals and various stakeholders active in sectors related to nearly Zero Energy Buildings (nZEB), such as construction industry, energy efficiency and energy from renewable sources.

Two sessions were allocated for presentations on various EU funded projects that support innovation and the deployment of nZEB in Europe, with speakers from Romania, United Kingdom, England, Italy, Spain, Bulgaria, and Slovenia.

During the presentation sessions, the audience was surveyed on various issues related to nZEB. The results of this polling exercise facilitated the Open Discussions session of the event and better understand the local and international context. Even more, the answers received during polling, together with the outcome of the Open Discussions session, will help the SMART4NZEB project partners to better identify elements for their future Strategies and Action Plans.

Altogether, during all sessions, the event brought in 72 participants, 60 of them representing 47 organisations and 12 of them being individual professionals or interested parties. These participants came from 13 countries to share their own experience and knowledge in terms of nZEB and energy efficiency, disseminate and discuss local and international challenges and initiatives, make new contacts, and overall, better connect in view of potential future common and coordinated actions for a sustained nZEB deployment throughout the European Union.

National Workshops

FIRST NATIONAL WORKSHOP IN ROMANIA

General Details on the Event

The pRO-nZEB team organized, within the SMART4NZEB project, an online workshop to communicate and disseminate about project achievements and goals, and to facilitate an exchange of experiences between relevant actors in the fields of construction, energy efficiency and energy from renewable sources.

Strengthening clusters Management Activities and Running Trans-national for implementation of nearly Zero Energy Buildings

SMART 4nZEB

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WORKSHOP NAȚIONAL
19 MAI 2021, 10:00-13:00, on-line
CONNECT LEARN SHARE

AGENDĂ EVENIMENT

10:00-10:10	Cuvânt deschidere (10')	
10:10-10:50	Sesiune I – Prezentări din partea Clusterului pRO-nZEB (40') Prezentare I – Proiectul SMART4nZEB. (15')	Andrei POPESCU (director proiect SMART4nZEB)
	Prezentare II – Stadiul implementării conceptului nZEB în România - Contribuția Clusterului pRO-nZEB - proiecte de referință, viziune (25')	Dr. Ing. Horia PETRAN (președinte pRO-nZEB)
10:50-11:40	Sesiune II – Prezentări din partea membrilor pRO-nZEB (60') Prezentare I – Implementarea nZEB în România: probleme și rezolvări (25')	Prof. Dr. Ing. Emilia-Cerna MLADIN (Președinte AAECR)
	Prezentare II – Integrarea surselor regenerabile și conștientizarea în privința conceptul nZEB (25')	Timea FARKAS (Research Engineer din partea UTCN/Servelect)
11:40-11:50	Pauză 10 minute	
11:50-12:50	Sesiune III – Sesiune de consultări; Întrebări și răspunsuri - direct și transmise în prealabil și / sau în chat (60')	
12:50-13:00	Concluzii; Activități următoare în Proiectul SMART4nZEB; Închiderea atelierului de lucru (10')	

Notă: Cei interesați să participe la acest eveniment pot completa formularul de participare ce poate fi găsit pe site-ul www.pro-nzeb.ro > Noutăți și Evenimente > "Workshop Național în cadrul proiectului SMART4nZEB – 19 mai 2021", urmând ca noi să revenim cu detalii legate de modul în care participanții se pot conecta la eveniment.

<https://www.pro-nzeb.ro/articol-pro-nzeb/workshop-national-in-cadrul-proiectului-smart4nzeb-19-mai-2021/>

Proiectul SMART4nZEB este cofinanțat prin programul COSME al Uniunii Europene, prin Contractul de Grant nr. 874425.
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CLUSTER pRO nZEB

Figure 12 First National Workshop in Romania, Agenda (Romanian)

The screenshot shows the website for the first national workshop in Romania. The main content area features the event title, date (19 May 2021, 10:00-13:00), and a list of speakers including representatives from the pRO-nZEB Cluster, SBBCCS, PSDIK, and MATEK. A sidebar on the right contains a search bar, a 'Cum devin membru?' section, a 'Proiecte' section with links to 'The nZEB Roadshow', 'SMART4nZEB - Strengthening clusters Management Activities and Running Trans-national for implementation of nearly Zero Energy Buildings', 'Fit-to-nZEB - Scheme de instruire inovative pentru renovarea clădirilor la nivel nZEB', and 'Train-to-nZEB - Centre de consultanță și formare profesională în nZEB'. The 'Membri' section lists the 'Asociația Auditorilor Energetici pentru Clădiri din România (AAECR)' and 'Universitatea Tehnică de Construcții București'.

Figure 13 First National Workshop in Romania, Event Page on pro-nzeb.ro website (Romanian)

The event took place online, using the ZOOM platform, on the 19th of May 2021, between 10:00hrs and 13:00hrs Bucharest time, and included:

- Session I – presentations by pRO-nZEB, in which (i) the SMART4nZEB project and activities were presented to the attendees by the Project Director - Andrei Popescu, and (ii) projects that were, are currently, or will be, implemented by the pRO-nZEB Cluster and / or its partners, and are relevant for the nearly Zero Energy Buildings (nZEB) market, were presented by the pRO-nZEB President, Mr. Dr Eng. Horia Petran;
- Session II – presentations by pRO-nZEB members, in which other projects relevant for the nZEB market were disseminated by (i) Prof Dr Eng, Emilia-Cerna Mladin, president of the "Romanian Association of Energy Auditors for Buildings" (AAECR) and (ii) Timea Farkas, Research Engineer at the "Technical University of Cluj-Napoca" and "Servelect";
- Session III – consultations, in which the current technical and legislative context relevant to the nZEB market was openly discussed with all participants. This session included polls in which participants were asked by the pRO-nZEB team different questions related to the nZEB market, while professionals attending the event were able to ask the pRO-nZEB team different questions related to nZEB, or express their opinions on the matter of nZEB, through ZOOM chat or even verbally.

Full information on the agenda, presentations and the recording of the main sessions (Romanian language) can also be found by accessing the following link: <https://www.pro-nzeb.ro/articol-pro-nzeb/workshop-national-in-cadrul-proiectului-smart4nzeb-19-mai-2021/>

Images from the Event

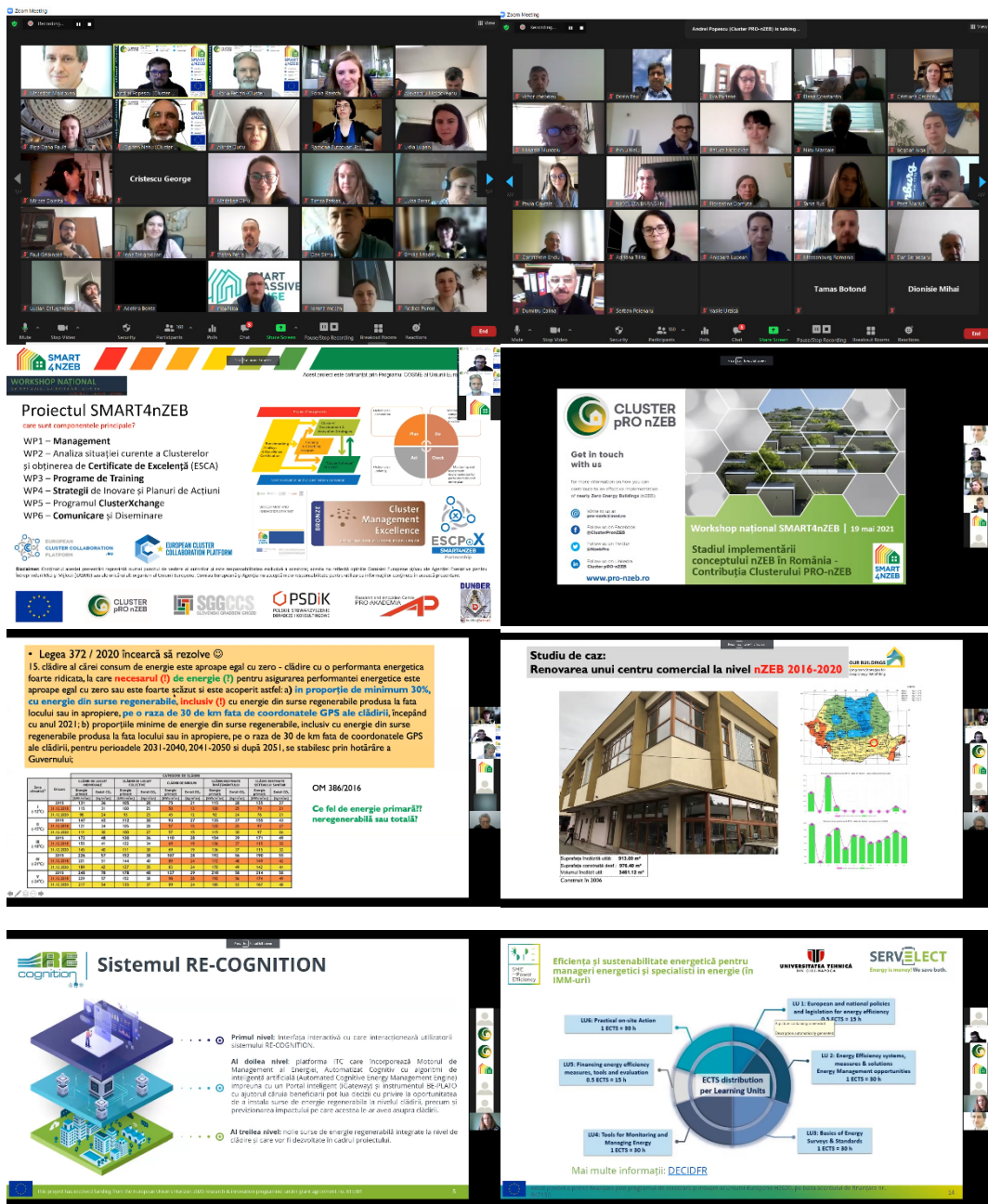
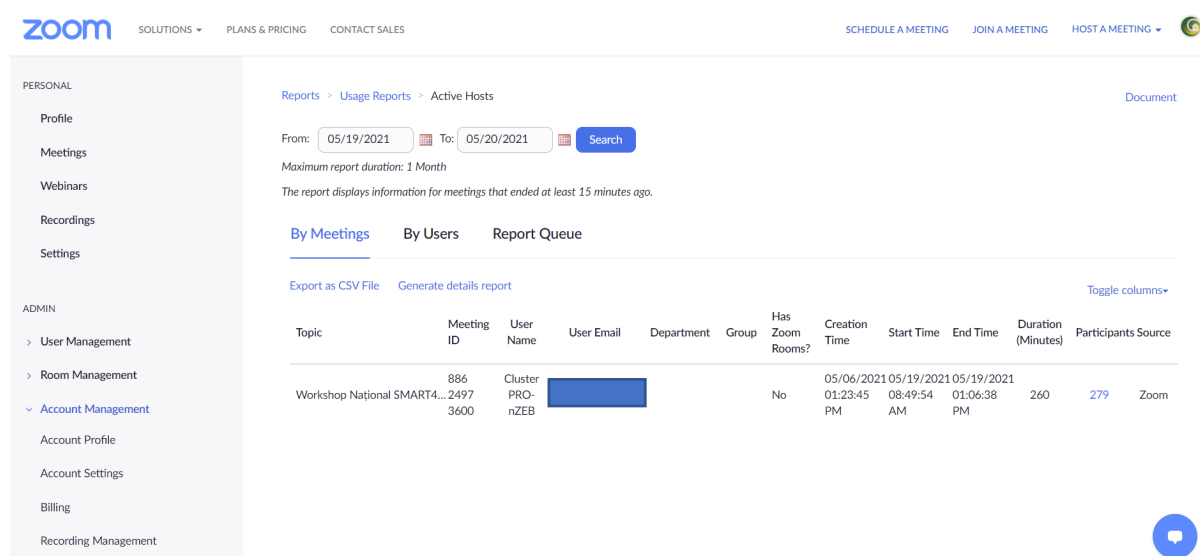


Figure 14 First National Workshop in Romania, images from the event (screenshots)

Promotion, Dissemination, and Reach

The first National Workshop organized under the SMART4nZEB project in Romania – 19 May 2021, brought, during the live sessions, more than 200 participants (including 129 participants representing SMEs or large companies; 18 from Research & Education Institutions; 10 from NGOs / Professionals Associations; 28 from Public Authorities; 20 experts in the construction, energy efficiency and energy from renewable sources sectors) from private and public organisations, active or having an interest in domains relevant for the nZEB market.



zoom SOLUTIONS PLANS & PRICING CONTACT SALES SCHEDULE A MEETING JOIN A MEETING HOST A MEETING

PERSONAL Profile Meetings Webinars Recordings Settings

ADMIN > User Management > Room Management > Account Management Account Profile Account Settings Billing Recording Management

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From: 05/19/2021 To: 05/20/2021 Search

Maximum report duration: 1 Month
The report displays information for meetings that ended at least 15 minutes ago.

By Meetings By Users Report Queue

Export as CSV File Generate details report Toggle columns

Topic	Meeting ID	User Name	User Email	Department	Group	Has Zoom Rooms?	Creation Time	Start Time	End Time	Duration (Minutes)	Participants	Source
Workshop National SMART4nZEB	886 3600	Cluster PRO-nZEB	[REDACTED]			No	05/06/2021 01:23:45 PM	05/19/2021 08:49:54 AM	05/19/2021 01:06:38 PM	260	279	Zoom

Figure 15 First National Workshop in Romania, Zoom usage report

In fact, 309 unique registrations were recorded on the pro-nzeb.ro website through a registration form, while on Facebook, 1418 people responded to the event and 53,397 people were reached by it on this social media platform alone. The event was also promoted on Twitter and LinkedIn. Apart from promoting the event on social media, direct invitations were issued to various stakeholders from public and private institutions. The project flyer was also provided in the e-mails submitted when inviting different stakeholders or when the ZOOM meeting details were provided to those who have officially registered on the pro-nzeb.ro website.

The National Workshop was also promoted on social media groups of professionals that are activating in sectors related to nearly Zero Energy Buildings and high-performance buildings in general.

In the end, all who registered (and not only) had access to the SMART4nZEB flyer, the recording of the event, and presentations given during the event – the recording of the event is available on youtube: <https://youtu.be/nXPQjx0Xzq4>

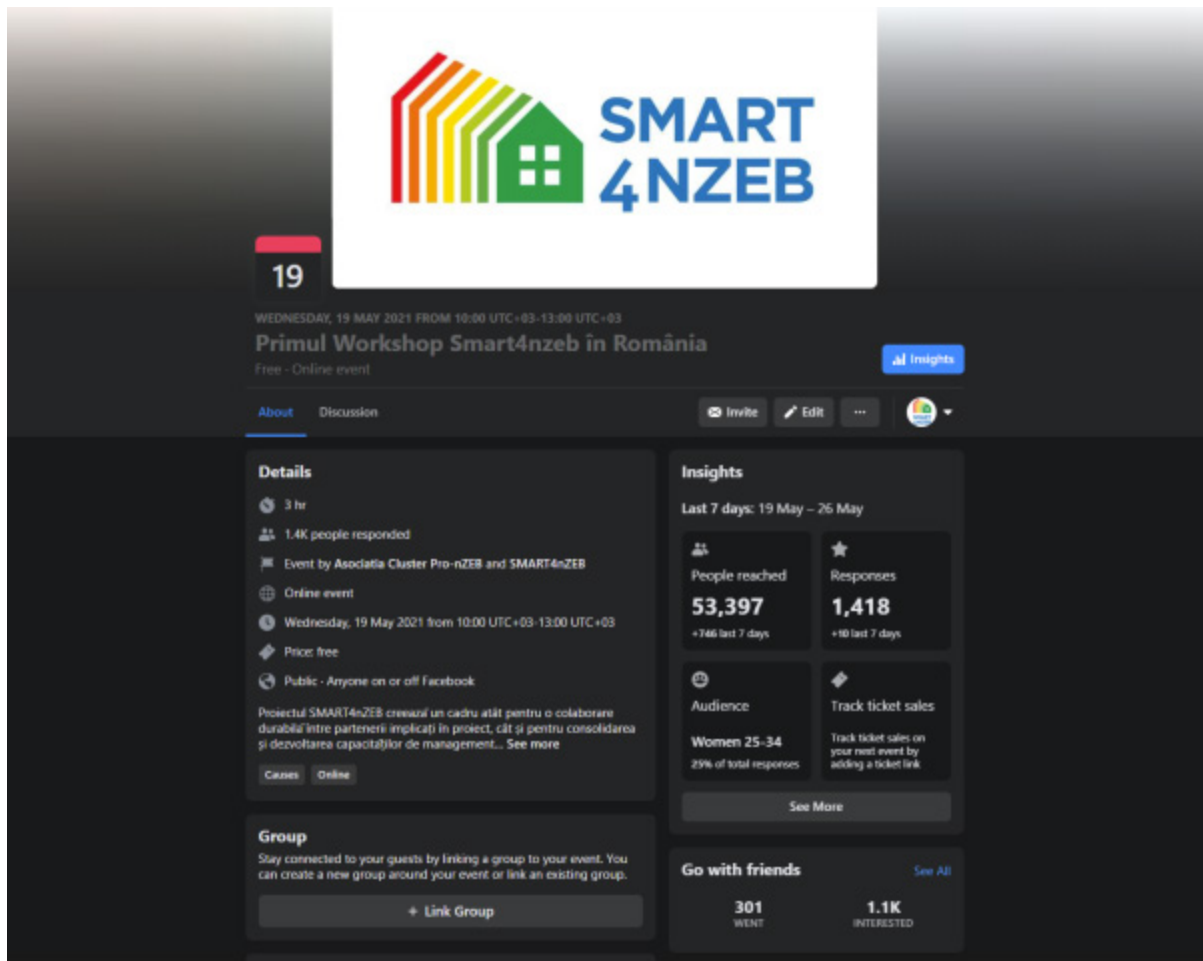


Figure 16 First National Workshop in Romania, Facebook event page insights

After the event, a press release was issued and published on <https://matek.ro/>

Link to the press release: <https://matek.ro/primul-workshop-national-in-cadrul-proiectului-smart4nzeb-organizat-de-cluster-pro-nzeb/>

Based on the information provided by those who registered for the event through the form available on the pro-nzeb.ro website, the following general distribution can be concluded regarding entities that reacted to the communication and dissemination activities:

No. of registrants	Organisations info
218 registrants from different businesses	Businesses (mainly SMEs, companies and freelance experts), active mainly, but not only, in: <ul style="list-style-type: none"> ● construction industry ● energy efficiency ● research, development & innovation ● education ● other

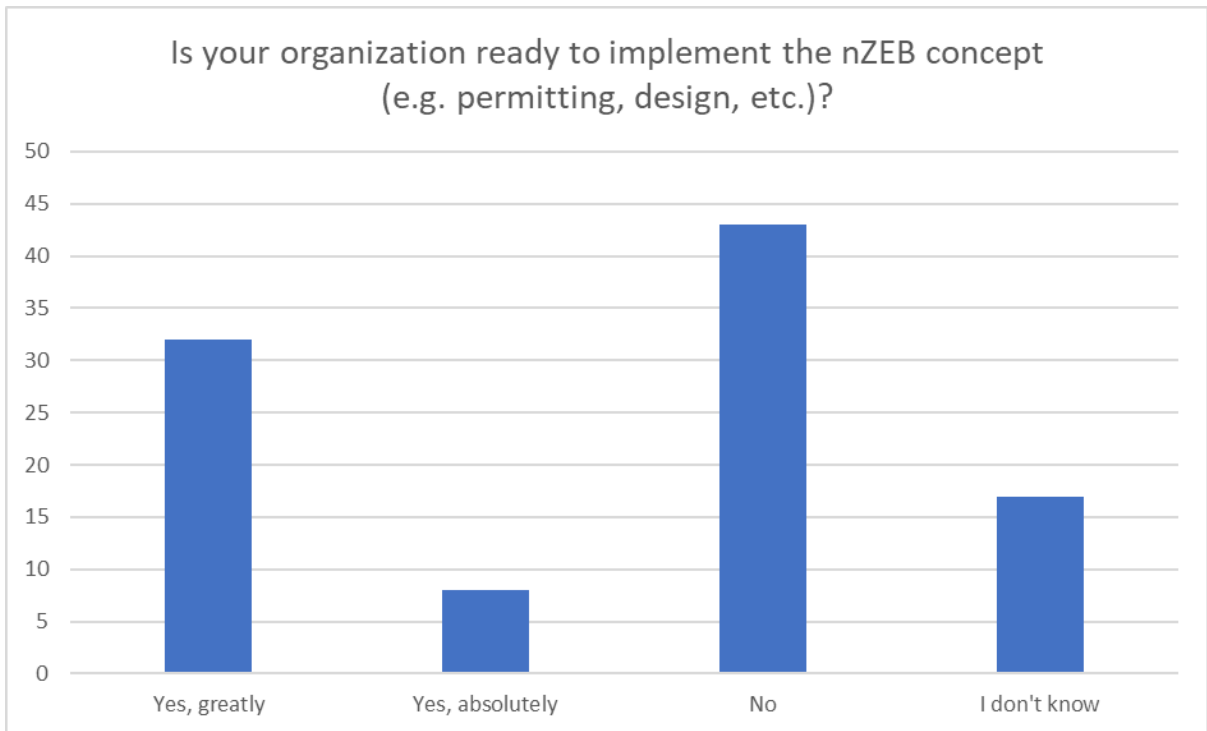
<p>30 registrants, from 8 Universities and 2 RDI Organisations</p>	<p>Research and Education</p> <ul style="list-style-type: none"> ● Technical University of Civil Engineering Bucharest ● Technical University of Cluj-Napoca ● "Gh Asachi" Technical University of Iași ● The Faculty of Civil Engineering and Building Services from Iași ● "Ion Mincu" University of Architecture and Urban Planning ● Technical University of Moldova ● The Polytechnic University of Timisoara ● Transylvania University of Brașov ● Institute for Energy - Institutul de Energetică ● BPIE – Buildings Performance Institute Europe ● Students from other institutions, which were not mentioned in the registration form
<p>48 registrants, from 5 Governmental Organisations, 32 County, Municipalities, and Townhalls Authorities</p>	<p>Public Authorities</p> <p>National Agencies & Related (Governmental Organisations):</p> <ul style="list-style-type: none"> ● Agency for Energy Efficiency ● EUSDR ● Sustainable Development Department of the Romanian Government ● Regional Development Agency – ADR – North-East ● Regional Development Agency – ADR – South-Muntenia <p>Public Authorities:</p> <ul style="list-style-type: none"> ● Counties, Municipalities and Townhalls
<p>13 registrants, from 10 NGOs</p>	<p>Non-Governmental Organisations (Business networks & representative associations)</p> <ul style="list-style-type: none"> ● AIDA – Association for Intercommunity Public Transportation in Romania ● Romanian Banks Association ● APMCR – Association of Construction Materials Producers in Romania ● Association of Municipalities in Romania ● ASRO – National Standardisation Body in Romania ● CIROM – Patronage Organisation of Producers of Cement and other Mineral Products in Romania ● ESCOROM – Association of Energy Service Organisations in Romania

	<ul style="list-style-type: none"> • HABITAT – League of Property Owners Associations • QETICS – “ETICS” Thermal Insulation Quality Group • RoGBC – Romania Green Building Council
TOTAL 309 registrants.	

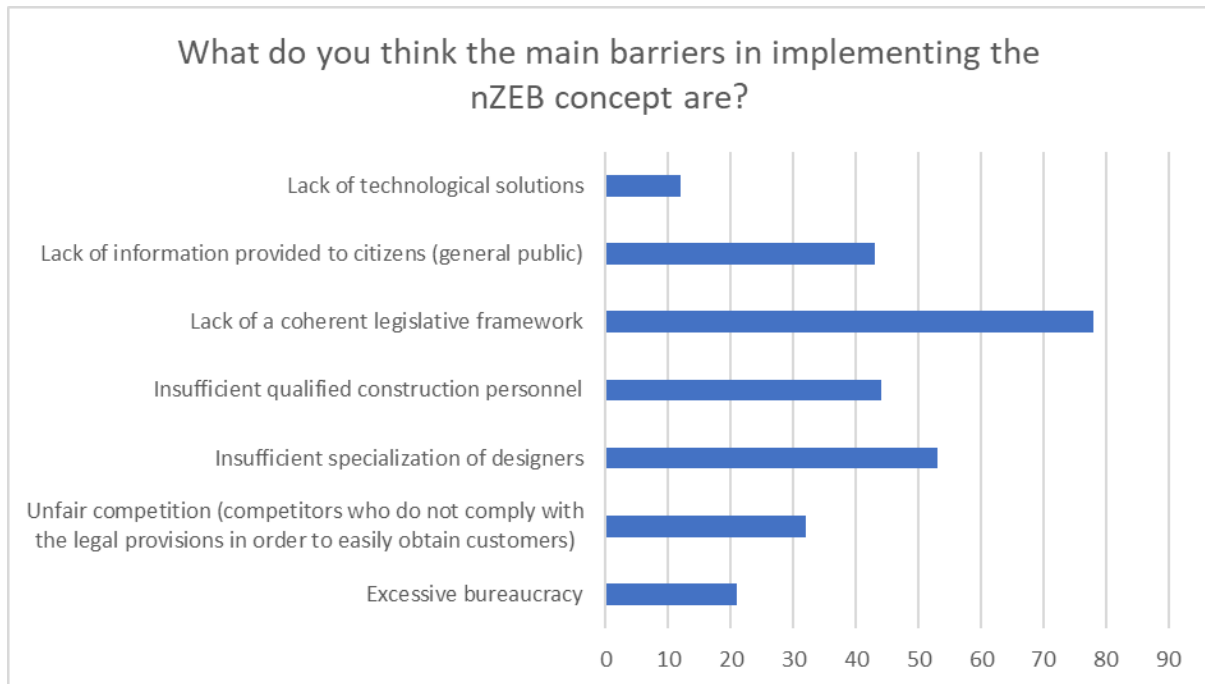
Conclusions

The first National Workshop in Romania was a great opportunity for organisations activating in nZEB related sectors to have access to technical and legal insights that emerge from the new provisions for nearly Zero Energy Buildings. Also, the event included a public consultations session when an effective interaction between different stakeholders was possible. Attendees were able to ask questions for which the pRO-nZEB team tried to find the best possible answers, while, on the other hand, the pRO-nZEB team conducted a survey among participants, by means of ZOOM polls, to find out more about the interests and challenges of the attendees, as follows.

The first question in poll (anonymous replies, single answer possible)



The second question in poll (anonymous replies, multiple answers possible – maximum 4 responses received)



The public consultations session provided insights on the challenges and opportunities related to the nZEB sector, as a short exercise of market exploration. This will play an important role in further developing the Strategy and Action Plan for the pRO-nZEB cluster, and the outcome of this session proves that there is a lot of work to be done in all sectors related to the domain of high-performance buildings, on all sides – public authorities have to improve the legal framework and assure the rule of law (e.g. relates to unfair competition issues repeatedly posed by different organizations), while businesses need a more consistent approach in training their own personnel for a higher market competitiveness and readiness in view of new requirements for nearly Zero Energy Buildings.

Overall, the first National Workshop was a successful event, which brought many experts from many different organizations to discuss, among other, about best practices in the field of nZEB, projects, achievements, challenges, solutions to issues that are being face and opportunities for SMEs.

SECOND NATIONAL WORKSHOP IN ROMANIA

General Details on the Event

The pRO-nZEB team organized, within the SMART4NZEB project, a second online workshop to promote project activities, achievements and goals, and facilitate an exchange of experiences between relevant actors in the fields of construction, energy efficiency and energy from renewable sources.



**Strengthening clusters
Management
Activities and
Running
Trans-national for
implementation of
nearly Zero Energy
Buildings**



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WORKSHOP NAȚIONAL

11 noiembrie 2021, 14:00-17:00, on-line

CONNECT LEARN SHARE

AGENDĂ EVENIMENT

14:00-14:10	Cuvânt deschidere (10')
14:10-14:50	Sesiune I – Prezentări din partea Clusterului pRO-nZEB (40')
	Prezentare I – Proiectul SMART4nZEB. (15') Andrei Popescu (director proiect SMART4nZEB)
	Prezentare II – Stadiul implementării conceptului nZEB în România - Contribuția Clusterului pRO-nZEB - proiecte de referință, viziune (25') Dr. Ing. Horia Petran (președinte pRO-nZEB)
14:50-15:50	Sesiune II – Prezentări din partea invitaților (60')
	Prezentare I – Școli la standarde nZEB în sectorul 6, primul proiect pilot dezvoltat de o autoritate publică locală (30') Raluca Teodosiu (TUD Group) Lucian Dubălaru (Primăria Sectorului 6)
	Prezentare II – Studii de caz - implementare concept nZEB (30') Ancuța Măgurean (UTCN / AAECR)
15:50-16:00	Pauză 10 minute
16:00-16:50	Sesiune III – Sesiune de consultări; Întrebări și răspunsuri - direct și transmise în prealabil și / sau în chat (50')
16:50-17:00	Concluzii; Activități următoare în Proiectul SMART4nZEB; Închiderea atelierului de lucru (10')

Notă: Cei interesați să participe la acest eveniment pot completa formularul de participare ce poate fi găsit pe site-ul www.pro-nzeb.ro > Noutăți și Evenimente > "Workshop Național în cadrul proiectului SMART4nZEB – 11 noiembrie 2021", urmând ca noi să revenim cu detalii legate de modul în care participanții se pot conecta la eveniment.

<https://www.pro-nzeb.ro/articol-pro-nzeb/workshop-national-in-cadrul-proiectului-smart4nzeb-11-noiembrie-2021/>

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Figure 17 Second National Workshop in Romania, Agenda (Romanian)

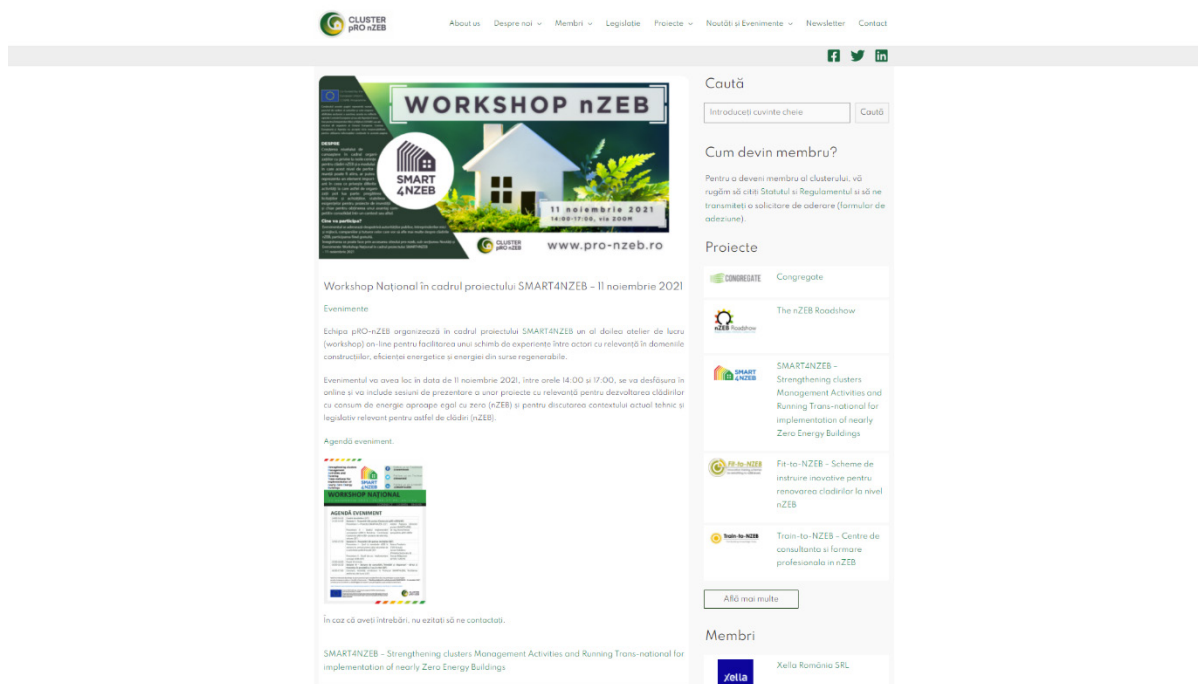


Figure 18 Second National Workshop in Romania, Event Page on pro-nzeb.ro website (Romanian)

The event took place online, using the ZOOM platform, on the 11th of November 2021, between 14:00hrs and 17:00hrs Bucharest time, and included:

- Session I – presentations by pRO-nZEB, in which (i) the SMART4nZEB project and activities were presented to the attendees by the Project Director - Andrei Popescu, and (ii) projects that were, are currently, or will be, implemented by the pRO-nZEB Cluster and / or its partners, and are relevant for the nearly Zero Energy Buildings (nZEB) market, were presented by the pRO-nZEB President, Mr. Dr Eng. Horia Petran;
- Session II – presentations by speakers, in which several best practice examples in the field of nZEB were presented by (i) Ms. Raluca Teodosiu, from TUD Group and Mr. Lucian Dubălaru from Bucharest’s District 5 – pilot projects related to schools rehabilitated / designed at nZEB levels and (ii) Ms. Ancuța Măgurean, from Technical University of Cluj-Napoca (UTCN) and “Romanian Association of Energy Auditors for Buildings” (AAECR) - ;
- Session III – consultations, in which the current technical and legislative context relevant to the nZEB market was openly discussed with all participants. This session included polls in which participants were asked by the pRO-nZEB team different questions related to the nZEB market, while professionals attending the event were able to ask the pRO-nZEB team different questions related to nZEB, or express their opinions on the matter of nZEB, through ZOOM chat or even verbally.

Full information on the agenda, presentations and the recording of the main sessions (Romanian language) can also be found by accessing the following link: <https://www.pro-nzeb.ro/articol-pro-nzeb/workshop-national-in-cadrul-proiectului-smart4nzeb-11-noiembrie-2021/>

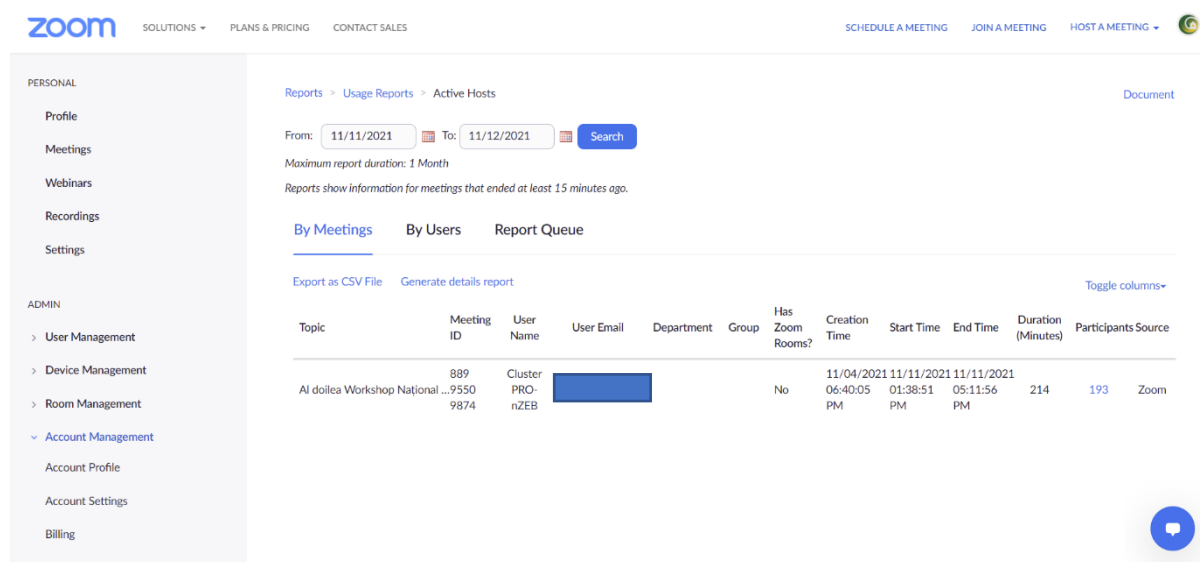
Images from the Event



Figure 19 Second National Workshop in Romania, images from the event (screenshots)

Promotion, Dissemination, and Reach

The second National Workshop organized under the SMART4nZEB project in Romania – 11 November 2021, brought more than 150 participants from private and public organizations, including some freelancers active in domains relevant to the nZEB market.



The screenshot shows the Zoom web interface for 'Active Hosts' reports. The report is filtered for the period from 11/11/2021 to 11/12/2021. The table below displays the details of a meeting titled 'Al doilea Workshop National ...'.

Topic	Meeting ID	User Name	User Email	Department	Group	Has Zoom Rooms?	Creation Time	Start Time	End Time	Duration (Minutes)	Participants	Source
Al doilea Workshop National ...	889 9550 9874	Cluster PRO-nZEB	[REDACTED]			No	11/04/2021 06:40:05 PM	11/11/2021 01:38:51 PM	11/11/2021 05:11:56 PM	214	193	Zoom

Figure 20 Second National Workshop in Romania, Zoom usage report

Even if 124 unique registrations were made on the pro-nzeb.ro website, more than 150 people participated in the event, given the fact that the link to Zoom was made public on social media and on the pro-nzeb website. On Facebook, 237 people responded to the event and 10,345 people were reached by it on this social media platform alone. The event was also promoted on Twitter and LinkedIn. Apart from promoting the event on social media, direct invitations were issued to various stakeholders through the newsletter system, reaching 276 stakeholders, among which 5 central public authorities (Ministries: Economy, Regional Development, Energy, Environment, The Environment Fund Administration), 8 regional development agencies, 121 local public authorities (counties and townhalls), 22 business networks and representative associations, 14 research & education institutions, and 62 companies (other than SMEs).

The second National Workshop was also promoted on social media groups of professionals that are activating in sectors related to nearly Zero Energy Buildings and high-performance buildings in general.

The recording of the event is available on youtube: <https://youtu.be/7zA74udlko8>

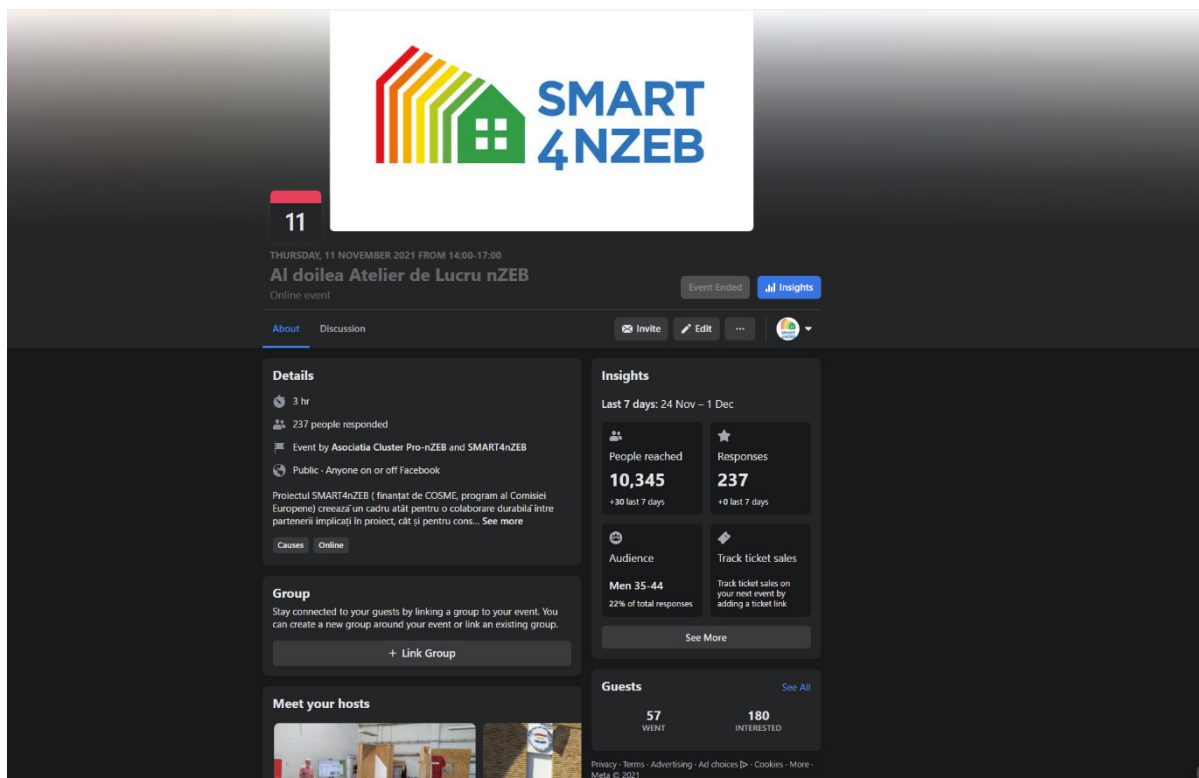


Figure 21 Second National Workshop in Romania, Facebook event page insights

Based on the information provided by those who registered for the event on the pro-nzeb.ro website, the following general distribution can be concluded regarding entities that have reacted to the communication and dissemination efforts:

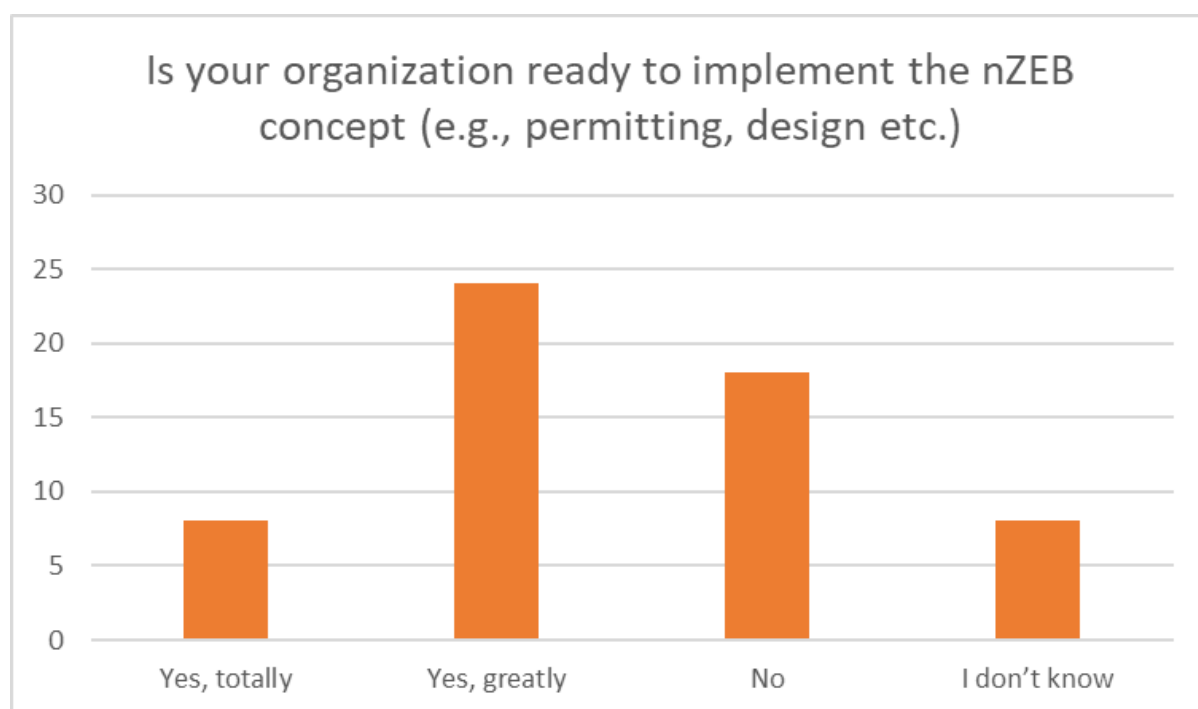
No. of registrants	Organisations info
84 registrants from different businesses	Businesses (mainly SMEs, companies and freelance experts), active mainly, but not only, in: <ul style="list-style-type: none"> ● construction industry ● energy efficiency ● research, development & innovation ● education ● other
15 registrants, from 6 Universities	Research and Education <ul style="list-style-type: none"> ● Technical University of Civil Engineering Bucharest ● Technical University of Cluj-Napoca ● "Gh Asachi" Technical University of Iași ● "Ion Mincu" University of Architecture and Urban Planning ● Technical University of Moldova

	<ul style="list-style-type: none"> • The Polytechnic University of Timisoara
18 registrants from Public Authorities	<p>Public Authorities (local)</p> <ul style="list-style-type: none"> • Botoşani • Râmnicu Vâlcea • Bistriţa • Valea Doftanei • Zalău • Arad • Tulcea • Jud. Alba • District 6 of Bucharest <p>Regional Development Agencies</p> <ul style="list-style-type: none"> • ADR SV Oltenia • ADR NE
7 registrants, from 5 NGOs	<p>Non-Governmental Organisations (Business networks & representative associations)</p> <ul style="list-style-type: none"> • CIROM – Patronage Organisation of Producers of Cement and other Mineral Products in Romania • QETICS – “ETICS” Thermal Insulation Quality Group • RoGBC – Romania Green Building Council • AIIR – ASSOCIATION OF INSTALLATION ENGINEERS FROM ROMANIA • AAECR – ASSOCIATION OF BUILDING ENERGY AUDITORS FROM ROMANIA
TOTAL	
124 registrants.	

Conclusions

The second National Workshop in Romania was a great opportunity for organisations activating in nZEB related sectors to have access to several best practices examples related to nearly Zero Energy Buildings projects. Also, as the event included a public consultations session when an effective interaction between different experts was possible. Attendees were able to ask questions for which the pRO-nZEB team and invited speakers tried to find the best possible answers, while, on the other hand, the pRO-nZEB team conducted a survey among participants, by means of ZOOM polls, to find out more about the interests and challenges of the attendees, as is further presented.

1. Is your organization ready to implement the nZEB concept (e.g., permitting, design etc.)?	
Yes, totally	8
Yes, greatly	24
No	18
I don't know	8
Total	58 respondents



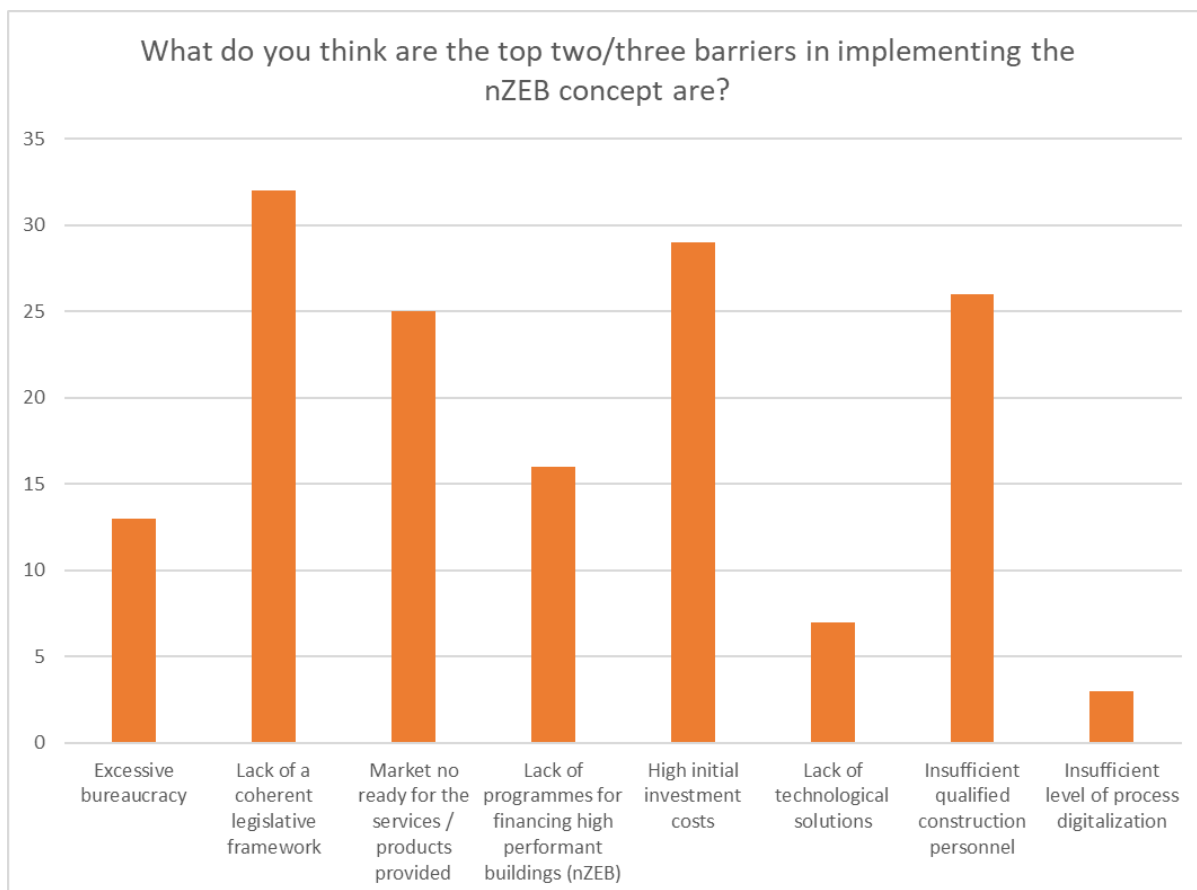
2. What are the top three training topics you would be mostly interested in?	
Nature-based solutions / green infrastructure for buildings and cities	33
New business models	14

High energy performance in buildings (incl. nZEB)	43
Solutions for energy from renewable sources	40
Circular economy and sustainability	27
Contracts management	4
Writing project proposals for obtaining financing	13
Total	56 respondents

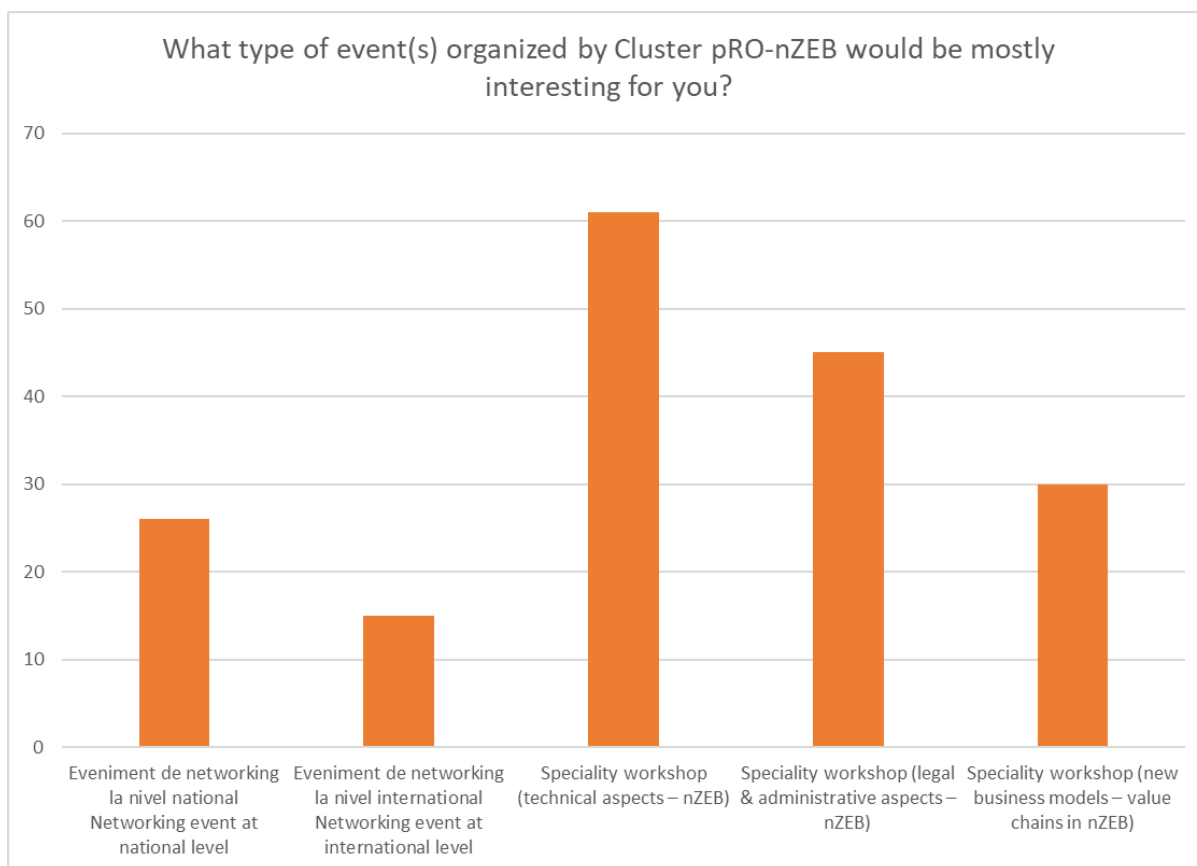


3. What do you think are the top two/three barriers in implementing the nZEB concept are?	
Excessive bureaucracy	13
Lack of a coherent legislative framework	32
Market no ready for the services / products provided	25
Lack of programmes for financing high performant buildings (nZEB)	16
High initial investment costs	29
Lack of technological solutions	7
Insufficient qualified construction personnel	26

Insufficient level of process digitalization	3
Unfair competition (competitors who do not comply with the legal provisions in order to easily obtain customers)	19
Total	53 respondents



4. What type of event(s) organized by Cluster pRO-nZEB would be mostly interesting for you?	
Eveniment de networking la nivel national Networking event at national level	26
Eveniment de networking la nivel international Networking event at international level	15
Speciality workshop (technical aspects – nZEB)	61
Speciality workshop (legal & administrative aspects – nZEB)	45
Speciality workshop (new business models – value chains in nZEB)	30
Total	69 respondents



The public consultations session provided insights on the challenges and opportunities related to the nZEB sector, as a short exercise of market exploration. This will play an important role in further developing the Strategy and Action Plan for the pRO-nZEB cluster, and the outcome of this session proves that there is a lot of work to be done in all sectors related to the domain of high-performance buildings, on all sides – public authorities have to improve the legal framework and assure that the law is applied (e.g. relates to unfair competition issues repeatedly posed by different organizations), while businesses need a more consistent approach in training their own personnel for a higher market competitiveness and readiness in view of new requirements for nearly Zero Energy Buildings.

Overall, the second National Workshop was a successful event, which brought many experts from many different organizations to share best practices and discuss about projects, achievements, challenges, and opportunities related to the nZEB market.

FIRST NATIONAL WORKSHOP IN POLAND

General Details on the Event

The RIC Pro-Akademia team organized, within the SMART4NZEB project, an online workshop to promote the nZEB concept and solutions of Polish institutions that support the improvement of energy efficiency in the building sector.

The event took place online, using the Microsoft Teams platform, on the 26th of November 2021, between 9:00 and 11:00 CET. The event was held in Polish. The following agenda was used:

Start	End	Who	What
09:00	09:05	Ewa Kochańska, PhD Research and Innovation Centre Pro-Akademia	Welcome
09:05	09:15	Arkadiusz Węglarz, PhD Warsaw University of Technology	The current emission level of the buildings sector in Poland - challenges and opportunities
09:15	09:40	prof. Arkadiusz Kwiecień, Cracow University of Technology / FlexAndRobust Systems	Strengthening the structures of damaged buildings under renovation - the MEZeroE project experiences
09:40	10:05	Aleksandra Luks, Mazovia Energy Agency	Low-temperature heat sources in the modernized distributed heating systems - experiences of the RELaTED project
10:05	10:30	Katarzyna Korczak, Research and Innovation Centre Pro-Akademia	International cooperation of clusters for nearly zero-energy buildings - experiences of the SMART4NZEB project
10:30	11:00	Moderator: Ewa Kochańska, PhD Research and Innovation Centre Pro-Akademia	Panel discussion: How to reduce the emissivity of buildings in Poland? How can the solutions of the Polish innovators help?

Figure 22 Agenda of the first national workshop in Poland

Images from the Event

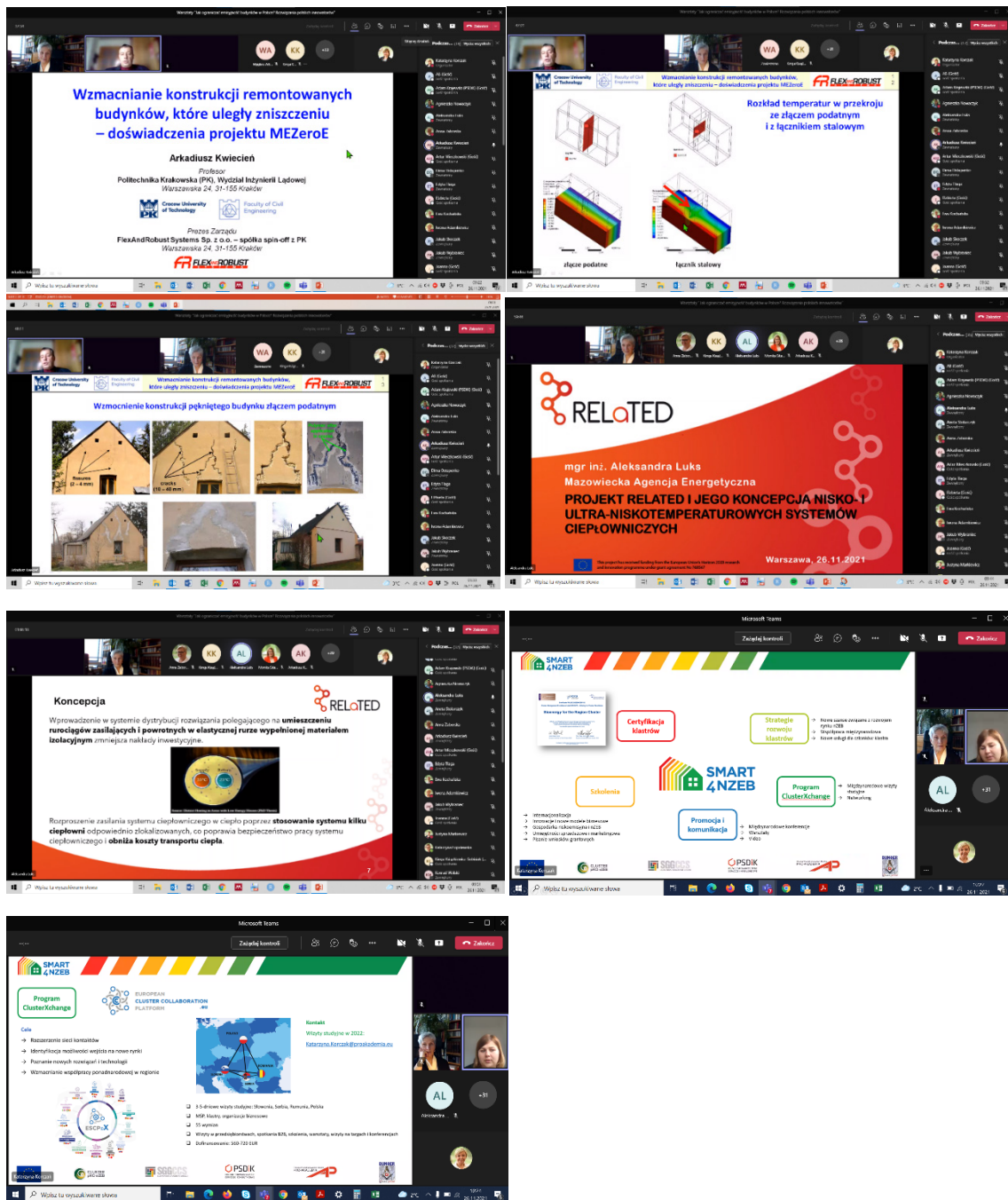


Figure 23 Print screens taken during the workshop

Promotion, Dissemination, and Reach

The first National Workshop organized under the SMART4nZEB project in Poland – 26 November 2021, brought 43 participants representing SMEs, public authorities, business networks and research and education institutions.

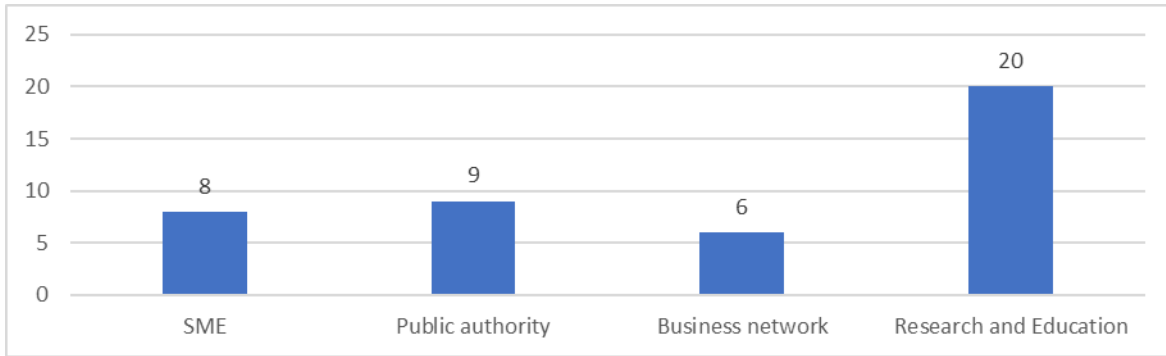


Figure 24 Distribution of participants across institution types

In fact, 50 unique registrations were made on the RIC website. The event was promoted mainly through a newsletter, which was sent to 2893 recipients. The invitation to the workshop was also put on the main site on the RIC website and on the LinkedIn profile. Additionally, some stakeholders were invited through direct contact. To take part in the workshop, a prior registration was required. All registered stakeholders received as a response, a few days before the event, a link to the meeting. Additionally, 30 minutes before the event started the reminder was sent.

The screenshot shows the website page for the workshop titled "Jak ograniczać emisyjność budynków w Polsce?". The page includes the following information:

- Date:** 17-11-2021
- Topic:** Chcesz poznać najbardziej obiecujące rozwiązania polskich jednostek naukowych i przedsiębiorstw, które mają potencjał istotnego ograniczenia emisyjności budynków? Weź udział w warsztatach SMART4NZE w dn. **26.11.2021 (piątek), godz. 09:00 – 11:00**, podczas których przedstawiciele Politechniki Warszawskiej, Politechniki Krakowskiej, Mazowieckiej Agencji Energetycznej i CBI Pro-Akademia opowiedzą o innowacjach, nad którymi pracują.
- Participants:** Na warsztaty zapraszamy przedstawicieli przedsiębiorstw, instytutów badawczych, uczelni, organizacji pozarządowych i jednostek samorządowego i wszystkie osoby, które chcą aktywnie działać na rzecz ograniczania emisyjności polskiego sektora budynków i ciepłownictwa.
- Workshop Goals:**
 - zaprezentowanie najbardziej obiecujących projektów i rozwiązań, które mają potencjał istotnego ograniczenia emisyjności krajowego budownictwa
 - zamięrowanie dyskusji na temat możliwości współpracy pomiędzy polskimi podmiotami, zaangażowanymi w różne obszary ograniczania emisji w sektorze budowlanym, takie jak modernizacja budynków, ciepłownictwo i efektywność energetyczna.
- Agenda:** Agenda wydarzenia jest dostępna [tutaj](#).
- Registration:** Zarejestruj się poprzez formularz zgłoszeniowy [tutaj](#).
- Funding:** Dzięki dofinansowaniu z Unii Europejskiej i Ministerstwa Edukacji i Nauki, udział w wydarzeniu jest bezpłatny.
- Invitation:** Serdecznie zapraszamy!

The page also features logos for the European Union and the Ministry of Education and Science, and mentions that the project is funded by the European Union through the COSME program and the Ministry of Education and Science.

Figure 25 Information about the workshop on RIC's website







Warsztat krajowy SMART4NZE w Polsce:

Jak ograniczać emisyjność budynków w Polsce? Rozwiązania polskich innowatorów

26.11.2021, 09:00-11:00, online

Start	Koniec	Prelegent	Temat
09:00	09:05	dr Ewa Kocharńska, Centrum Badań i Innowacji Pro-Akademia	Powitanie
09:05	09:15	dr inż. Arkadiusz Węglarz, Politechnika Warszawska	Aktualny stan emisyjności sektora budynków w Polsce – wyzwania i szanse
09:15	09:40	prof. dr hab. inż. Arkadiusz Kwiecień, Politechnika Krakowska / FlexAndRobust Systems	Wzmacnianie konstrukcji remontowanych budynków, które uległy zniszczeniu – doświadczenia projektu MEZeroE
09:40	10:05	Aleksandra Luks, Mazowiecka Agencja Energetyczna	Niskotemperaturowe źródła ciepła w modernizacjach systemów ciepłowniczych – doświadczenia projektu RELaTED
10:05	10:30	Katarzyna Korczak, Centrum Badań i Innowacji Pro-Akademia	Współpraca międzynarodowa klastrów na rzecz budynków o niemal zerowym zużyciu energii – doświadczenia projektu SMART4NZE
10:30	11:00	Moderator: dr Ewa Kocharńska, Centrum Badań i Innowacji Pro-Akademia	Dyskusja panelowa: Jak ograniczać emisyjność budynków w Polsce? Jak rozwiązania polskich innowatorów mogą w tym pomóc?

Uwaga: Po każdej prezentacji przewidziano 10 minut na zadawanie pytań i dyskusję.

Zarejestruj się:
<https://www.proakademia.eu/webinar-26-11-2021/>





Projekt SMART4NZE został dofinansowany
przez Unię Europejską w ramach programu COSME
oraz przez Ministerstwo Edukacji i Nauki RP.









Figure 16

Figure 26 Poster promoting the workshop

Number of stakeholders reached during the workshop:

- SMEs – 8
- Policy Makers – 9 (municipalities)
- Business networks & representative associations – 6
- Research & Education – 20
- Market (companies other than SMEs): 0

Based on the information provided by those who registered for the event on the RIC website, and on the research undertaken by the RIC team with regard to registered companies and other stakeholder specifics (i.e. form of organisation, number of employees and turnover), the following general distribution can be concluded with regard to entities that have been reached by the communication and dissemination activities:

No. of registrants	Type of organisations & fields of activity, as indicated by registrants
--------------------	---

5 registrants, from 5 businesses (4 SMEs, 1 large enterprises)	Companies, active mainly, but not only, in: <ul style="list-style-type: none"> • construction materials (2 businesses, including 1 SME representing also a University) • energy efficiency (3 businesses)
22 registrants, from 2 Universities, 2 RDI Organisations and 1 technical high school	Research and Education <ul style="list-style-type: none"> • Warsaw University of Technology (1 registrant) • Cracow University of Technology (1 registrant – also representing a SME) • Research and Innovation Centre Pro-Akademia (8 registrants) • Laboratório Nacional de Energia e Geologia (1 registrant) • Technical high school no. 3 in Lodz (11 registrants)
19 registrants, from 17 Municipalities	Municipalities and Townhalls (19 registrants from 17 municipalities and townhall authorities)
5 registrants from 3 Business support organisations	Non-Governmental Organisations (Business networks & representative associations) <ul style="list-style-type: none"> • Polish Construction Cluster (1 registrant) • Mazovia Energy Agency (1 registrant) • B4R Cluster (3 registrants)
TOTAL	
50 registrants from 30 different organisations.	

Conclusions

The first National Workshop in Poland was an opportunity to learn about challenges that the Polish construction sector is currently facing and will be in the next few years. These challenges are mainly linked to the insufficient energy performance of the existing building stock, low awareness level related to the benefits of the nZEB standard, and rising climate and energy policy targets. During the workshop, representatives of Polish organisations implementing H2020 projects presented the most promising projects and solutions that have the potential to significantly reduce the emission intensity of the domestic construction industry. During the open discussion, session participants could talk about the possibility of cooperation between Polish entities involved in various areas of reducing emissions in the construction sector, such as modernization of buildings, heating, and energy efficiency. Several topics have been covered: adaptation of existing buildings not only to more stringent energy performance requirements but also climate change and weather disasters that will become more frequent in the future, with the climate change progressing. Also, the future of energy-efficient and climate-friendly heating sources was discussed. Finally, the role of training and awareness building was raised, with a discussion about the topics that are specifically needed on the Polish market.

SECOND NATIONAL WORKSHOP IN POLAND

General Details on the Event

The PSDiK team organized, within the SMART4NZEB project, an online workshop to promote the nZEB concept and solutions of Polish institutions that support the improvement of energy efficiency in the building sector.

The event took place online, using the Microsoft Teams platform, on the 26th of November 2021, between 12:00 and 14:00 CET. The following agenda was used:

time	person	topic
12:00 - 12:10	Mariusz Wasilewski General Director PKB	<i>welcome</i>
12:10 - 12:40	Anna Moskwa Vice president PCC	<i>Digitization of the construction process, the future of BIM technology in Poland</i>
12:40 - 13:00	Adam Krajewski Director of PCC International Office	Internationalization of the offer of Polish enterprises in the era of climate change
13:00 - 13:30	Katarzyna Korczak Pro-Akademia	International cooperation of clusters for nearly zero-energy buildings - experiences of the SMART4NZEB project
13:30 - 14:00	Adam Krajewski Director of PCC International Office	<i>discussion and summary</i>

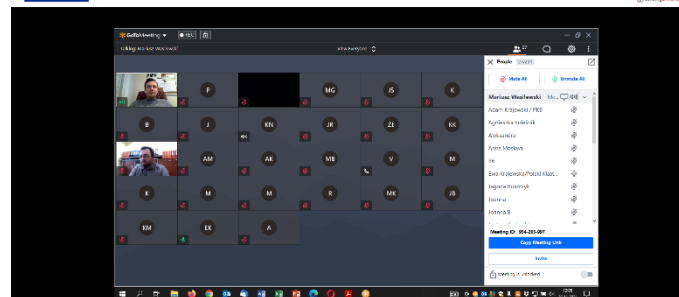
Figure 27 Agenda of the second national workshop in Poland

Images from the Event

This Project Report was funded by the European Union's COSME Programme.

Cyfryzacja budownictwa a rozwiązania blisko zero-energetyczne warsztat krajowy

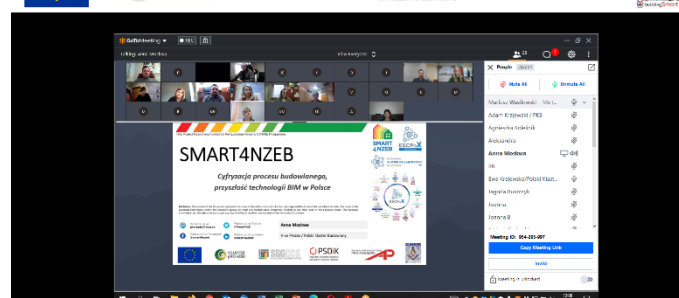
czas	prelegent	temat
12:00 - 12:10	Mariusz Wasilewski Dyrektor Generalny PKB	powitanie
12:10 - 12:40	Anna Moskwa Wiceprezes PKB	Cyfryzacja procesu budowlanego, przyszłość technologii BIM w Polsce
12:40 - 13:00	Adam Krajewski Dyrektor Biura PKB ds. Kontraktów Zagranicznych	Internacjonalizacja oferty polskich przedsiębiorstw w dobie zmian klimatycznych
13:00 - 13:30	Katarzyna Korczak Centrum Badań i Innowacji Pro-Akademia	Współpraca międzynarodowa klastrów na rzecz budynków o niemal zerowym zużyciu energii - doświadczenia projektu
13:30 - 14:00	Adam Krajewski Dyrektor Biura PKB ds. Kontraktów Zagranicznych	dyskusja i podsumowanie



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Cyfryzacja budownictwa a rozwiązania blisko zero-energetyczne warsztat krajowy

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Cyfryzacja budownictwa a rozwiązania blisko zero-energetyczne warsztaty krajowe



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Cyfryzacja budownictwa a rozwiązania blisko zero-energetyczne warsztaty krajowe



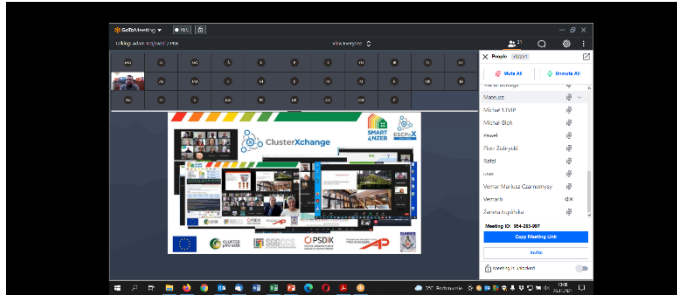
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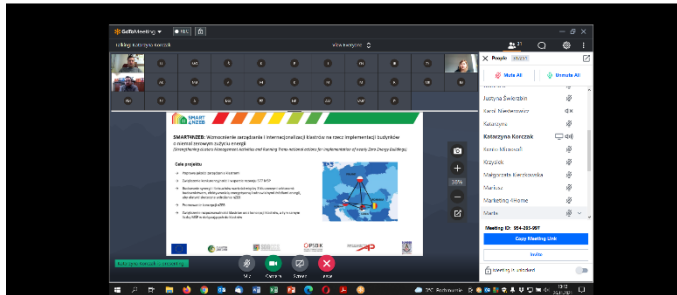




Figure 28 Print screens taken during the workshop

Promotion, Dissemination, and Reach

The second National Workshop organized under the SMART4nZEB project in Poland – 26 November 2021, brought 27 participants representing SMEs, big enterprises and education institutions.

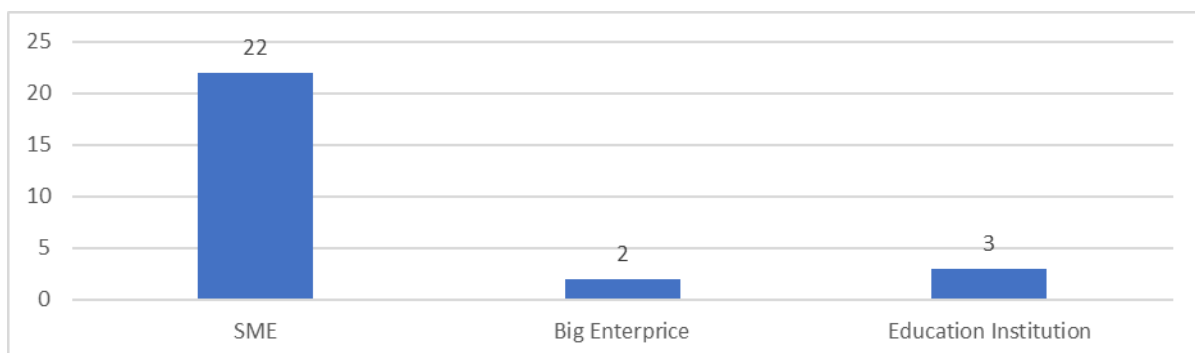


Figure 29 Distribution of participants across institution types

The event was promoted mainly through clusters web page and a newsletter, which was successfully sent to 8100 recipients on 19th November 2021. Additionally, some stakeholders were invited through direct contact. Additionally, 30 minutes before the event start the reminder was sent.

Zapraszamy na warsztat krajowy SMART4NZEB w Polsce! - Wiadomość (HTML)


Plik Wiadomość Pomoc Powiedz mi, co chcesz zrobić

Usuń Archiwizuj Odpowiedz Odpowiedz wszystkim Prześlij dalej Przenoszenie Tagi Edytowanie Czytaj na głos Powiększ

pt. 19.11.2021 12:46
 Polski Klaster Budowlany <info@budowlanyklaster.pl>
 Zapraszamy na warsztat krajowy SMART4NZEB w Polsce!

Do a.krajewski@polskiestowarzyszenie.pl




Ta wiadomość została przesłana dalej: 25.11.2021 13:13.
 W przypadku problemów ze sposobem wyświetlania tej wiadomości kliknij tutaj, aby wyświetlić ją w przeglądarce sieci web.



Polski Klaster Budowlany
Krajowy Klaster Kluczowy

Newsletter
19.11.2021

Cyfryzacja budownictwa a rozwiązania budownictwa blisko zero-energetycznego 26.11.2021

Szanowni Państwo,

zapraszamy do udziału w krajowych warsztatach Polskiego Klastra Budowlanego w związku z realizowanym projektem Smart4nZEB. Główna tematyka spotkania będzie poświęcona budownictwu blisko zero-energetycznemu. W niedługim czasie zostaną zorganizowane wizyty studyjne w partnerskich klastrach w Serbii, Słowenii i Rumunii – podczas spotkania zostaną omówione szczegóły planowanych wyjazdów.

Cyfryzacja budownictwa a rozwiązania budownictwa blisko zero-energetycznego!
26.11.2021, 12:00-14:00
Warsztaty on-line! Rejestracja online: <https://forms.gle/bDzgYgeaKB3NWwd1A>

POBIERZ AGENDĘ

Polski Klaster Budowlany
 biuro@budowlanyklaster.pl

Aby zrezygnować z subskrypcji kliknij na link: [Usuń](#)

Figure 30 Newsletter sent to promote the workshop

Number of stakeholders reached during the workshop:

- SMEs – 22
- Big enterprises – 2
- Education institutions – 3

Conclusions

During the second national Workshop in Poland the main topic was the future of the Polish construction industry considering new technologies and climate change. During the first presentation, the Vicepresident of PSDiK (coordinator of Polish Construction Cluster) Anna Moskwa described advantages of BIM technology as well as general necessity to educate in mentioned technology especially because of law changes that are to be implemented in Poland. It was described what type of training was recognized by the cluster as the most important ones for the Polish construction industry (internal surveys).

Second topic was presented by Adam Krajewski on internationalization of clusters considering climate changes. Presentation focused on most advanced products and technologies that are within the circular economy and nZEB concepts and experiences on its internationalization gained by cluster members.

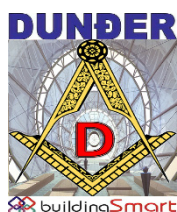
Third presentation was strictly on the Smart4nZEB projects. Katarzyna Korczak from Research and Innovation Centre Pro-Akademia presented main activities performed within the project. She focused on benefits for SMEs participating in the ClusterXchange scheme related to the knowledge exchange and new market opportunities.

After the presentations a discussion was held. Most of the questions considered more information on a few of the topics mentioned during presentations, but mostly future plans and initiatives that might be started to continue popularizing the nZEB concept during or after Smart4nZEB project comes to the end.

FIRST NATIONAL WORKSHOP IN SERBIA

General Details on the Event

The Construction cluster Dundjer has organized, on 17 June 2021, a first workshop about SMART4NZEB project achievements and goals, in the fields of circular economy, energy efficiency and dual education.



WORKSHOP **CIRCULAR ECONOMY, DUAL EDUCATION AND ENERGY EFFICIENCY IN CONSTRUCTION**



Date 17. June 2021.

Time 10h – 13h

Place Faculty of Civil Engineering and Architecture Niš, **first floor,**
Aleksandra Medvedeva 14

CIRCULAR ECONOMY – ENERGY EFFICIENCY – DUAL EDUCATION		
10:00-11:00	Circular economy in water resources management	Prof. Dr Dragan Milićević , Faculty of Civil Engineering and Architecture Niš
11:00-12:00	Energy efficient architecture - design principles	Prof. Dr Miomir Vasov , Faculty of Civil Engineering and Architecture Niš
12:00-13:00	Dual education and know-how transfer on the example of the Erasmus + project GAF Nis	Prof. Dr Milan Gocić , Faculty of Civil Engineering and Architecture Niš

Images of the event













LINKS TO PRESENTATIONS FROM NATIONAL WORKSHOP II, HELD AT 17.06.2021.

<https://www.youtube.com/watch?v=inZJOYjjP-c>

<https://www.youtube.com/watch?v=6gD5jt-rABE>

<https://www.youtube.com/watch?v=RjCpewQFpVc>

ATTENDANCE LIST

Name	Company	Type of Organisation	Field of expertise
Attendee 1	TRION HIDROCONSULTING N. Banja	SME	Agency for consulting and design in construction
Attendee 2	TRION HIDROCONSULTING N. Banja	SME	Agency for consulting and design in construction
Attendee 3	Center for Permanent Education Nis	SME	Educational center
Attendee 4	Faculty of Civil Engineering and Architecture, University of Nis	Academic Institution	Research & education
Attendee 5	Construction cluster Dundjer Nis	Cluster	Business association in Construction sector
Attendee 6	Faculty of Civil Engineering and Architecture, University of Nis	Academic Institution	Research & education
Attendee 7	Faculty of Mechanical Engineering, University of Nis	Academic Institution	Research & education
Attendee 8	Faculty of Civil Engineering and Architecture, University of Nis	Academic Institution	Research & education
Attendee 9	Faculty of Mechanical Engineering, University of Nis	Academic Institution	Research & education
Attendee 10	Faculty of Civil Engineering and Architecture, University of Nis	Academic Institution	Research & education
Attendee 11	Argo Consult Beograd	SME	Agency for consulting in construction
Attendee 12	Faculty of Civil Engineering and Architecture, University of Nis	Academic Institution	Research & education
Attendee 13	Faculty of Civil Engineering and Architecture, University of Nis	Academic Institution	Research & education

Attendee 14	Faculty of Mechanical Engineering, University of Nis	Academic Institution	Research & education
Attendee 15	University Union, Nikola Tesla Belgrade	Academic Institution	Research & education
Attendee 16	Faculty of Civil Engineering and Architecture, University of Nis	Academic Institution	Research & education
Attendee 17	Faculty of Civil Engineering and Architecture, University of Nis	Academic Institution	Research & education
Attendee 18	Faculty of Civil Engineering and Architecture, University of Nis	Academic Institution	Research & education
Attendee 19	Faculty of Mechanical Engineering, University of Nis	Academic Institution	Research & education
Attendee 20	Faculty of Mechanical Engineering, University of Nis	Academic Institution	Research & education
Attendee 21	Faculty of Mechanical Engineering, University of Nis	Academic Institution	Research & education

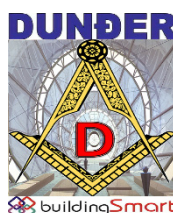
Conclusions

The first national workshop in Serbia reunited experts from Serbian Academic Institutions and SMEs, to discuss, among other, about the SMART4NZEB project, local challenges and future perspectives for implementing nZEB standards and circular economy in Serbia, through dual education means.

SECOND NATIONAL WORKSHOP IN SERBIA

General Details on the Event

The Construction cluster Dundjer has organized, on 01 December 2021, a second online workshop about SMART4NZEB project achievements and goals, in the fields of circular economy, energy efficiency and digitalization in construction.



WORKSHOP **CIRCULAR ECONOMY, DIGITALIZATION AND ENERGY EFFICIENCY IN CONSTRUCTION**



Date **01. December 2021.**

Time **09:30h – 20:00h**

09:30-10:00	Registration of participants	
10:00-11:00	Innovations in the water sector and introduction of best EU practices	Prof. Dr Milan Gocić , Faculty of Civil Engineering and Architecture Niš
11:00-12:00	Improving the energy efficiency of the space under the roof by using advanced materials	Prof. Dr Dragan Kostić , Faculty of Civil Engineering and Architecture Niš
12:00-13:00	Support for the internationalization of the circular economy in the construction sector	Mr. Sci Vladimir Gumilar , Slovenski Gradbeni Grozd, Ljubljana, Slovenija
13:00-14:00	B R E A K	
14:00-15:00	Using rainwater as a resource in the circular economy	Prof. Dr Dragan Milićević , Faculty of Civil Engineering and Architecture Niš
15:00-16:00	Application of software for calculation of energy savings in construction	Prof. Dr Zoran Jovanović , Faculty of Electronic Niš

16:00-17:00	Small hydropower plants – pro et contra	Dipl. Ing. Građ. Saša Živković, Trion Hydroconsalting N. Banja
17:00-18:00	Management of construction projects in country and abroad	Mr. Sci Boban Veličković, Construction Directorate Serbia Beograd
18:00-19:00	Digitalization – BIM	Prof. Dr Đorđe Đorđević, Faculty of Civil Engineering and Architecture Niš
19:00-20:00	Awarding virtuel certificates	Biljana Avramovic, Construction cluster Dundjer

The screenshot shows the Zoom web interface for managing a meeting. The left sidebar includes 'PERSONAL' (Profile, Meetings, Webinars, Recordings, Settings) and 'ADMIN' (User Management, Device Management, Room Management, Account Management, Advanced). The main content area is titled 'My Meetings > Manage "Dundjer Workshop Smart4Nzeb"'. It displays the following details:

- Topic:** Dundjer Workshop Smart4Nzeb
- Time:** Dec 1, 2021 09:00 Belgrade, Bratislava, Ljubljana
- Add to:** Google Calendar, Outlook Calendar (ics), Yahoo Calendar
- Meeting ID:** 831 3570 1145
- Security:** Passcode 397186, Hide, Waiting Room, Require authentication to join
- Invite Link:** <https://us02web.zoom.us/j/83135701145?pwd=VEJrb1ZlVXpzeWinSkJQSVdwaGxyUT09> Copy Invitation
- Video:** Host (On), Participant (On)

The screenshot shows the Zoom web interface for a recording. The left sidebar is similar to the previous screenshot, with 'Recordings' highlighted. The main content area is titled 'Recordings > Dundjer Workshop Smart4Nzeb'. It displays the following details:

- Recording Title:** Dundjer Workshop Smart4Nzeb
- Time:** Dec 1, 2021 07:55 Belgrade, Bratislava, Ljubljana ID: 831 3570 1145
- Stats:** 1 total views · 9 total downloads Recording Analytics
- Recording 1:** 3 files 191 MB
- Actions:** Download, Copy shareable link
- Recording Content:**
 - Shared screen with speaker view (139 MB)
 - Audio only (52 MB)
 - Chat file (254 MB)

The screenshot shows the Zoom interface with a sidebar on the left containing 'Advanced', 'Attend Live Training', 'Video Tutorials', and 'Knowledge Base'. The main content area displays two recordings:

- Recording 2**: 3 files, 124 MB. Includes: Shared screen with speaker view (81 MB), Audio only (42 MB), and Chat file (78 B).
- Recording 3**: 3 files, 303 MB. Includes: Shared screen with speaker view (266 MB), Audio only (37 MB), and Chat file (131 B).

LINKS TO PRESENTATIONS FROM NATIONAL WORKSHOP II, HELD AT 01.12.2021.

[dipl.ing.gradj. Sasa Zivkovic at Workshop II Dundjer](#)

[Mr. Sci. Vladimir Gumilar at Workshop II Dundjer](#)

[Prof dr Zoran Jovanovic](#)

[Prof dr Milan Gocic Workshop II Dundjer](#)

[Prof dr Dragan Milicevic at Workshop II Dundjer](#)

[Prof dr Dragan Kostic Workshop II Dundjer](#)

[Mr. Sci. Boban Velickovic Workshop II Dundjer](#)

The screenshot shows the Zoom interface with a sidebar on the left. The main content area displays two recordings:

- Recording 4**: 2 files, 23 MB. Includes: Shared screen with speaker view (22 MB) and Audio only (824 KB).
- Recording 5**: 2 files, 316 MB. Includes: Shared screen with speaker view (220 MB) and Audio only (95 MB).

▶

Recording 6 ✎

2 files 174 MB

[Download](#) [Copy shareable link](#) 🗑

The recording includes the files listed below:

- Shared screen with speaker view 133 MB
- Audio only 40 MB

▶

Recording 7 ✎

2 files 155 MB

[Download](#) [Copy shareable link](#) 🗑

The recording includes the files listed below:

- Shared screen with speaker view 118 MB
- Audio only 36 MB

▶

Recording 8 ✎

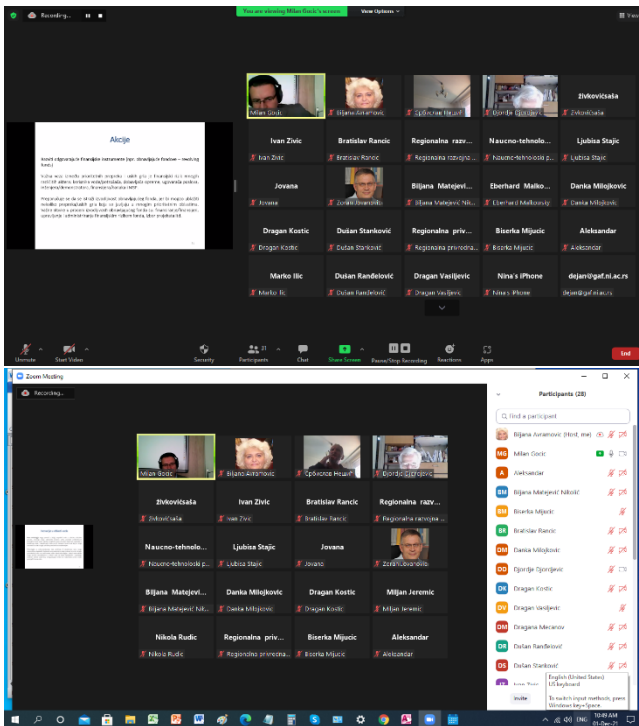
2 files 480 MB

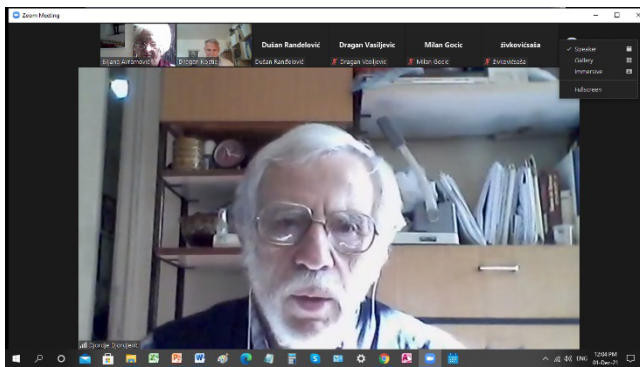
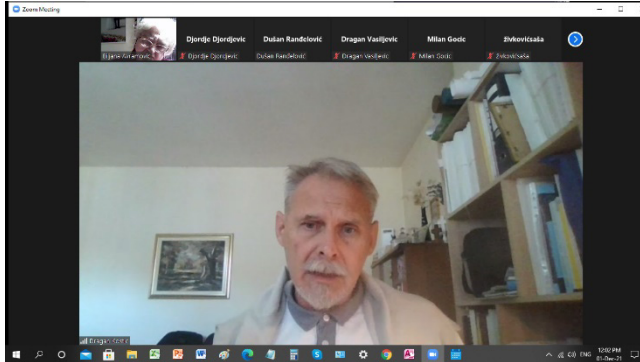
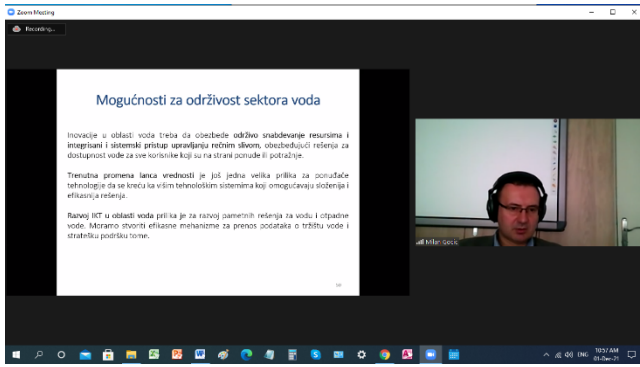
[Download](#) [Copy shareable link](#) 🗑

The recording includes the files listed below:

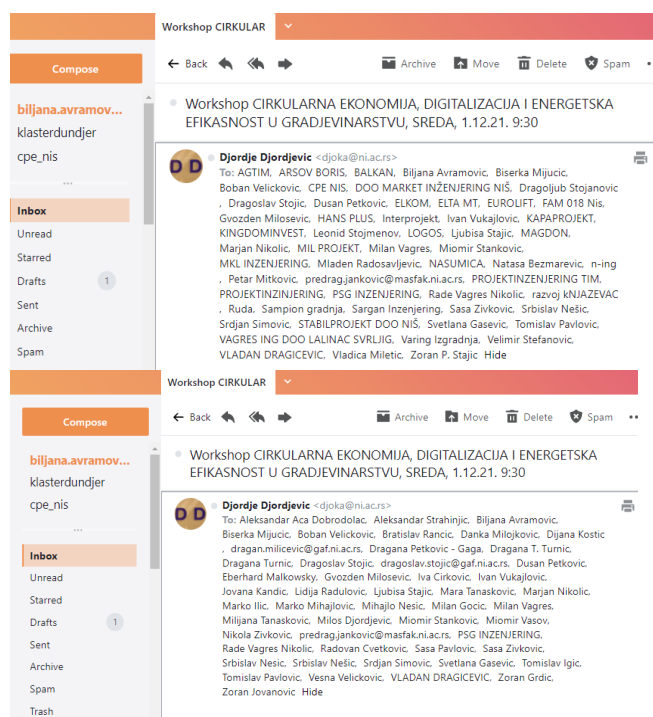
- Shared screen with speaker view 417 MB
- Audio only 64 MB

Images of the Event





Promotion, Dissemination, and Reach



Representative	Organisation	Organisation Type	Country
Attendee 1	Faculty of Civil Engineering and Architecture, University of Nis	Research & education	Serbia
Attendee 2	Construction cluster Dundjer Nis	Cluster	Serbia
Attendee 3	TRION HIDROCONSULTING N. Banja	SME	Serbia
Attendee 4	HANS PLUS Nis	SME	Serbia
Attendee 5	Center for Permanent Education Nis	SME	Serbia
Attendee 6	Faculty of Civil Engineering and Architecture, University of Nis	Research & education	Serbia
Attendee 7	Slovenski gradbeni grozd, Slovenia	Cluster	Slovenia
Attendee 8	Faculty of Electronic Engineering, University of Nis	Research & education	Serbia

Attendee 9	Faculty of Sciences and Mathematics, University of Nis	Research & education	Serbia
Attendee 10	ABR Nis	SME	Serbia
Attendee 11	Faculty of Civil Engineering and Architecture, University of Nis	Research & education	Serbia
Attendee 12	Argo Consult Beograd	SME	Serbia
Attendee 13	Faculty of Mechanical Engineering, University of Nis	Research & education	Serbia
Attendee 14	ABR Nis	SME	Serbia
Attendee 15	Faculty of Civil Engineering and Architecture, University of Nis	Research & Education	Serbia
Attendee 16	Scientific-technological park Nis	Technology Centre	Serbia
Attendee 17	Regional Development Agency Nis	Regional Development Agency	Serbia
Attendee 18	Regional Chambre of Commerce Nis	Chambre of Commerce	Serbia
Attendee 19	University Singidunum Beograd	Research & education	Serbia
Attendee 20	University UNION Nikola Tesla Belgrade	Research & education	Serbia
Attendee 21	Faculty of Mechanical Engineering Nis	Research & education	Serbia
Attendee 22	MB Engineering Knjazevac	SME	Serbia
Attendee 23	Cambridge Code 2	SME	Serbia
Attendee 24	MB INZENJERING Knjazevac	SME	Serbia
Attendee 25	Highschool Knjazevac	Educational institution	Serbia
Attendee 26	R&D&I center ALFATEC Nis	Research & education	Serbia
Attendee 27	Gramont-Engineering Nis	SME	Serbia
Attendee 28	Gramont-Engineering Nis	SME	Serbia

Attendee 29	R&D&I center ALFATEC Nis	Research & education	Serbia
Attendee 30	Nasumica	SME	Serbia
Attendee 31	CONSTRUCTION LAB BEOGRAD	SME	Serbia
Attendee 32	United Nation Development Program	Scaling-up Support Organisation	Serbia
Attendee 33	Faculty of Civil Engineering and Architecture, University of Nis	Research & Education	Serbia
Attendee 34	Sargan Engineering Nis	SME	Serbia
Attendee 35	R&D&I center ALFATEC Nis	Research & education	Serbia
Attendee 36	Faculty of Civil Engineering and Architecture, University of Nis	Research & Education	Serbia
Attendee 37	Faculty of Civil Engineering and Architecture, University of Nis	Research & Education	Serbia
Attendee 38	Faculty of Architecture Belgrade	Research & Education	Serbia
Attendee 39	Nasumica	SME	Serbia
Attendee 40	City of Nis	Municipality	Serbia
Attendee 41	SAMPION GRADNJA Nis	SME	Serbia

Conclusions

The second national workshop in Serbia reunited experts from Serbian Academic Institutions and SMEs, to discuss, among other, about the SMART4NZEB project, local and regional challenges in terms of energy efficiency, circular economy and digitalization.

FIRST NATIONAL WORKSHOP IN SLOVENIA

General Details on the Event

The Slovenski gradbeni grozd (Construction Cluster of Slovenia) organized, within the SMART4NZEB project, an online workshop to communicate and disseminate about project achievements and goals, and to facilitate an exchange of experiences between relevant actors in the field of nearly zero energy building and renovation. The title of the workshop was **“Green policies, regulatory changes and business practices in the field of NZEB”**.



**Delavnica v okviru projekta SMART4NZEB:
skoraj nič energijska gradnja in prenova**

**Zelene politike, spremembe regulative in
poslovne prakse na področju SNEGiP**

Thursday, July 1, 2021 at 12:00 PM

Figure 31 First National Workshop in Slovenia. Event information in Eventbrite email. (Slovenian)

The event took place online, using the ZOOM platform, on the 1st of July 2021, between 12:00hrs and 15:00hrs CET, and included:

12:00 - 12:15 Introductory speech, mag. Vladimir Gumilar, director of the Slovenian Construction Cluster

12:15 - 12:45 Presentation of the potentials of cooperation within the European Strategic Partnership for Cluster Excellence in Near-Zero Energy Buildings, Horia Petran, Director, Cluster PRONZEB, Romania and Project Manager SMART4NZEB, European Strategic Cluster Partnership for Excellence in Every Zero Energy Buildings

12:45 - 13:30 New energy efficiency of new in old buildings: presentation of innovations in the field of regulations in connection with the design and renovation of the building, Saša Galonja, Ministry of the Environment and Proctor, Head of the Spatial Planning and Construction Department

13:30 - 14:00 From the green agreement to recovery plans and needs - the importance of almost zero energy construction and mag. Vladimir Gumilar, director of the Slovenian Construction Cluster

14:00 - 14:50 Good practices and challenges - discussion with guests and participants

14:50 - 15:00 Closing thoughts and presentation of further activities of the project, mag. Vladimir Gumilar, director of the Slovenian Construction Cluster

Full information on the agenda can be found by accessing the following link:
<https://www.eventbrite.com/e/zelene-politike-spremembe-regulative-in-poslovne-prakse-na-podrocju-snegip-tickets-161091670523>

The screenshot shows an Eventbrite event page. At the top left, there are logos for SMART4NZEB, ESCP4X Partnership, and SGGCCS (SLOVENSKI GRADBENI GROZD CONSTRUCTION CLUSTER OF SLOVENIA). To the right of the SGGCCS logo is the text 'Sofinancirano s programom Evropske unije: COSME'. Below the logos is the event title: 'Delavnica v okviru projekta SMART4NZEB: skoraj nič energijska gradnja in prenova'. On the right side, there is a date 'JUL 01', the event description 'Zelene politike, spremembe regulative in poslovne prakse na področju SNEGiP', and the organizer 'by Slovenski gradbeni grozd - GIZ' with '97 followers' and a 'Following' button. At the bottom left, there is a heart icon, 'Sales Ended', and a 'Details' button.

Skoraj nič energijska gradnja in prenova v zelenih politikah, spremembah regulative in poslovnih praksah.

Date and time

Thu, July 1, 2021
12:00 PM - 3:00 PM CEST

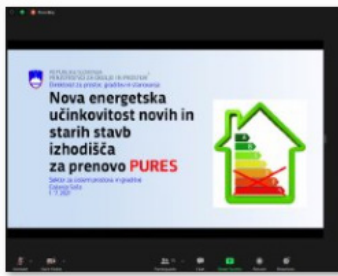
Figure 32 First National Workshop in Slovenia, Event Page on Eventbrite website (Slovenian)

The recording of the workshop can be found by accessing the You Tube link:
<https://www.youtube.com/watch?v=AwCPgoTYLX4&t=1404s>

The screenshot shows a YouTube video player. The search bar contains 'slovenski gradbeni grozd - giz'. The video player shows a slide with the SMART4NZEB logo and text: 'This Project Report was funded by the European Union's COSME Programme. SMART4NZEB Strengthening clusters Management Activities and Running Trans-national for implementation of nearly Zero Energy Buildings. Zelene politike, spremembe regulative in poslovne prakse na področju SNEGiP. Nacionalna delavnica v okviru projekta SMART4NZEB: skoraj nič energijska gradnja in prenova'. Below the slide are social media links for Twitter (@Smart4nZ) and LinkedIn (SMART4nZEB). At the bottom of the slide are logos for CLUSTER PRO nZEB, SGGCCS, PSDiK, and PRO-AKADEMIA. The video player shows a play button, a progress bar at 0:51 / 2:38:15, and a volume icon. Below the video player, the video title is 'Zelene politike, spremembe regulative in poslovne prakse na področju SNEGiP', with '11 ogledov · 2. Jul. 2021', '1' like, 'NI MI VŠEČ', 'DELI', 'SHRANI', and a menu icon. At the bottom, the channel name is 'Slovenski gradbeni grozd - GIZ' with '13 naročnikov' and a 'NAROČENI STE' button.

Figure 33 First National Workshop in Slovenia, Recordings on You Tube (Slovenian)

Images from the Event



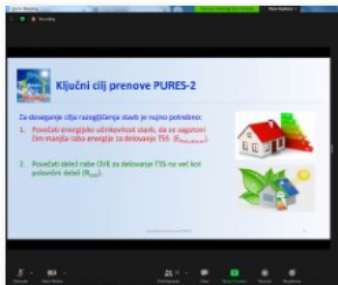
s4n16



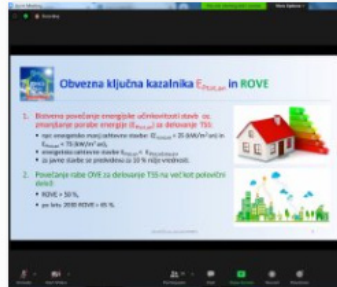
s4n17



s4n18



s4n19



s4n20



s4n21



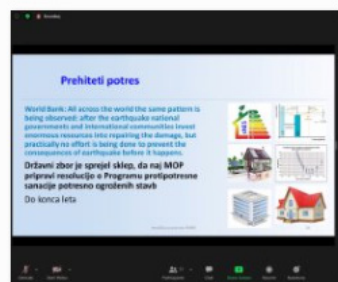
s4n22



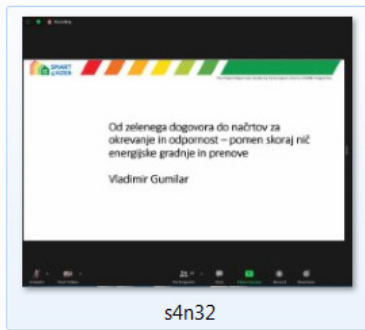
s4n23



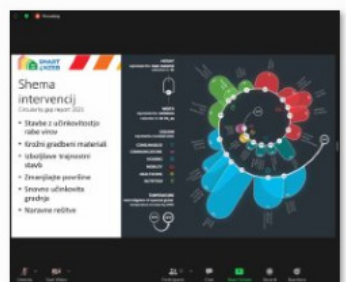
s4n24



s4n31



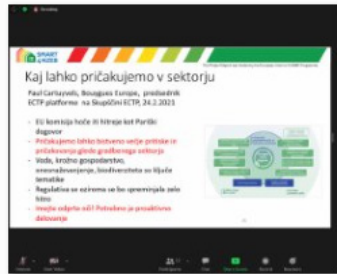
s4n32



s4n33



s4n34



s4n35



s4n36

Figure 34 First National Workshop in Slovenia, images from the event (screenshots)

Promotion, Dissemination, and Reach

The first National Workshop organized under the SMART4nZEB project in Slovenia – 01 July 2021, brought together 15 participants (among them were 11 participants representing SMEs or large companies; 3 from NGOs / Professionals Associations; 1 from Public Authorities;) from private and public organisations, active or having an interest in domains relevant for the nZEB market.

The National Workshop was promoted on Slovenski gradbeni grozd (Construction Cluster of Slovenia) social media.



Figure 35 First National Workshop in Slovenia, Promotion on LinkedIn
<https://www.linkedin.com/feed/update/urn:li:activity:6815169425428283392>

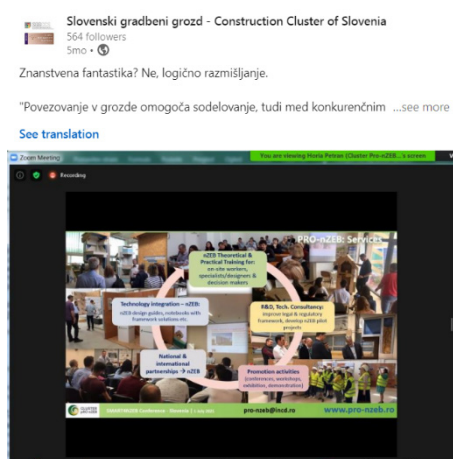


Figure 36 First National Workshop in Slovenia, Promotion on LinkedIn
<https://www.linkedin.com/feed/update/urn:li:activity:6816316688003407873>



Figure 37 First National Workshop in Slovenia, Promotion on Twitter
https://twitter.com/sgg_ccs/status/1409838433456037890

The promotion of the workshop was carried out also through e-mailing (CCS News) and direct sending of invitations to the addresses of associations of architects and civil engineers and technicians.

Conclusions

The first National Workshop in Slovenia was a small, but important step to mobilise thenZEB stakeholders. The workshop is recorded and uploaded on YouTube channel and therefore can be viewed multiple times in any time. Parts of the workshop, especially the session about the new energy regulations can be reproduced and used for additional posting and awareness raising of stakeholders. Overall, the first National Workshop was a successful event, which brought together experts from many different organizations to discuss, among other, about the regulations and best practices in the field of nZEB, as well as challenges and opportunities for SMEs.

SECOND NATIONAL WORKSHOP IN SLOVENIA

General Details on the Event

The Slovenski gradbeni grozd (Construction Cluster of Slovenia) organized, within the SMART4NZEB project, an online workshop to communicate and disseminate about project achievements and goals, and to facilitate an exchange of experiences between relevant actors in the field of nearly zero energy building and renovation.

The second national workshop was combined with Slovenian national REDay 2021. Slovenski gradbeni grozd (Construction Cluster of Slovenia) is a national partner for Slovenia in the Renovate Europe¹ campaign, which is a political communications campaign with the ambition to reduce the energy demand of the EU building stock by 80% by 2050 through legislation and ambitious renovation programmes. Accelerating the rate of renovation is a key tool in the fight against climate change, and will deliver major benefits for people, their quality of life, and the economy.

¹ <https://www.renovate-europe.eu/>

The workshop was organized as a combined event to save time for both organizers and participants, which would be mostly the same at both events, as well as the contents of both events overlap or are complementary.

The title of the workshop was **“Almost NZEB construction and renovation - why, what and how”**.



Potenciali mednarodnega sodelovanja na področju skoraj nič energijske gradnje in prenove

Skoraj nič energijska gradnja in prenova - zakaj, kaj in kako

🕒 Thursday, November 4, 2021 from 9:00 AM to 1:00 PM (CET)

Figure 38 Second National Workshop in Slovenia. Event information in Eventbrite email. (Slovenian)

The event took place online, using the ZOOM platform, on the 4th of November 2021, between 9:00hrs and 13:00hrs CET, and included:

9:00 - 9:15 Introductory speech, Vladimir Gumilar, director of the Slovenian Construction Cluster

9:15 - 10:00 Presentation of the potential for cooperation within the European Strategic Partnership for Cluster Excellence in Nearly Zero Energy Buildings (Presentation of the potential for cooperation within the European Strategic Cluster Partnership for Excellence in the field of Nearly Zero Energy Buildings), Horia Petran, Director, Cluster PRONZEB, Romania and Project Manager SMART4NZEB, European Strategic Cluster Partnership for Excellence in Almost Zero Energy Buildings

10:00 - 10:30 Tenth anniversary of the Renovate Europe campaign: an opportunity to assess the progress made in the last decade in renovation and a look into the future of what remains to be done (The 10th Anniversary of the Campaign: an opportunity to take stock of progress made over the last decade for renovation and to look ahead at what still needs to be done), Adrian M Joyce, Secretary General of EuroACE and Director of the Renovate Europe Campaign

10:30 - 11:00 Renovate2Recover study: how transformative are the National Recovery Plans for buildings (Renovate2Recover study: how transformational are the National Recovery Plans for buildings), Vilislava Ivanova, E3G

11:00 - 11:15 Rest

11:15 - 11:45 Support to NZEB and the progress of sustainable construction in Slovenia in the case of the LIFE IP CARE4CLIMATE project (Support to NZEB and the progress of sustainable construction in Slovenia in the case of the LIFE IP CARE4CLIMATE project), dr. Marjana Šijanec ZavrI, Civil Engineering Institute ZRMK

11:45 - 12:45 Connection between BIM and BEM for a quick assessment of the energy needs of a building (Connection between BIM and BEM for a quick assessment of the energy needs of a building), Gorazd Rajh, PILON AEC d.o.o.

12:45 - 13:00 Questions and answers and closing of the event, moderated by Vladimir Gumilar, director of the Slovenian Construction Cluster

In addition, Nena Dokuzov, one of the authors of the National Recovery and Resilience Program, then joined the discussion from Lisbon, where she was on a business trip and invited us to cooperation.

Full information on the agenda can be found by accessing the following link: <https://www.eventbrite.com/e/skoraj-nic-energijska-gradnja-in-prenova-zakaj-kaj-in-kako-tickets-198989341477>

The screenshot shows an Eventbrite event page. At the top, there are two orange circular logos: 'RENOVATE EUROPE NATIONAL PARTNER EVENT REDay2021' and 'SMART4nZEB 2.nd national conference Slovenia', separated by a plus sign. Below the logos is the event title in bold: 'Potenciali mednarodnega sodelovanja na področju skoraj nič energijske gradnje in prenove'. To the right, there is a grey box with the date 'NOV 04', the event title, the organizer 'by Slovenski gradbeni grozd - GIZ', and '97 followers' with a 'Following' button. Below this, it says 'Free'. At the bottom of the event card, there is a heart icon, 'Sales Ended', and a 'Details' button. Below the event card, there is a description: 'Združena sta dva dogodka, slovenski dogodek v okviru kampanje Renovate Europe in 2. nacionalna delavnica v okviru projekta SMART4nZEB.' and the date and time: 'Thu, November 4, 2021 9:00 AM - 1:00 PM CET' with an 'Add to calendar' link.

Figure 39 Second National Workshop in Slovenia, Event Page on Eventbrite website (Slovenian)

The recording of the workshop can be found by accessing the You Tube link: <https://www.youtube.com/watch?v=z396tMy0ljU> (part 1)



Figure 40 Second National Workshop in Slovenia, Recordings on You Tube, Part 1 (Slovenian)

<https://www.youtube.com/watch?v=z396tMy0ljU> (part 2)

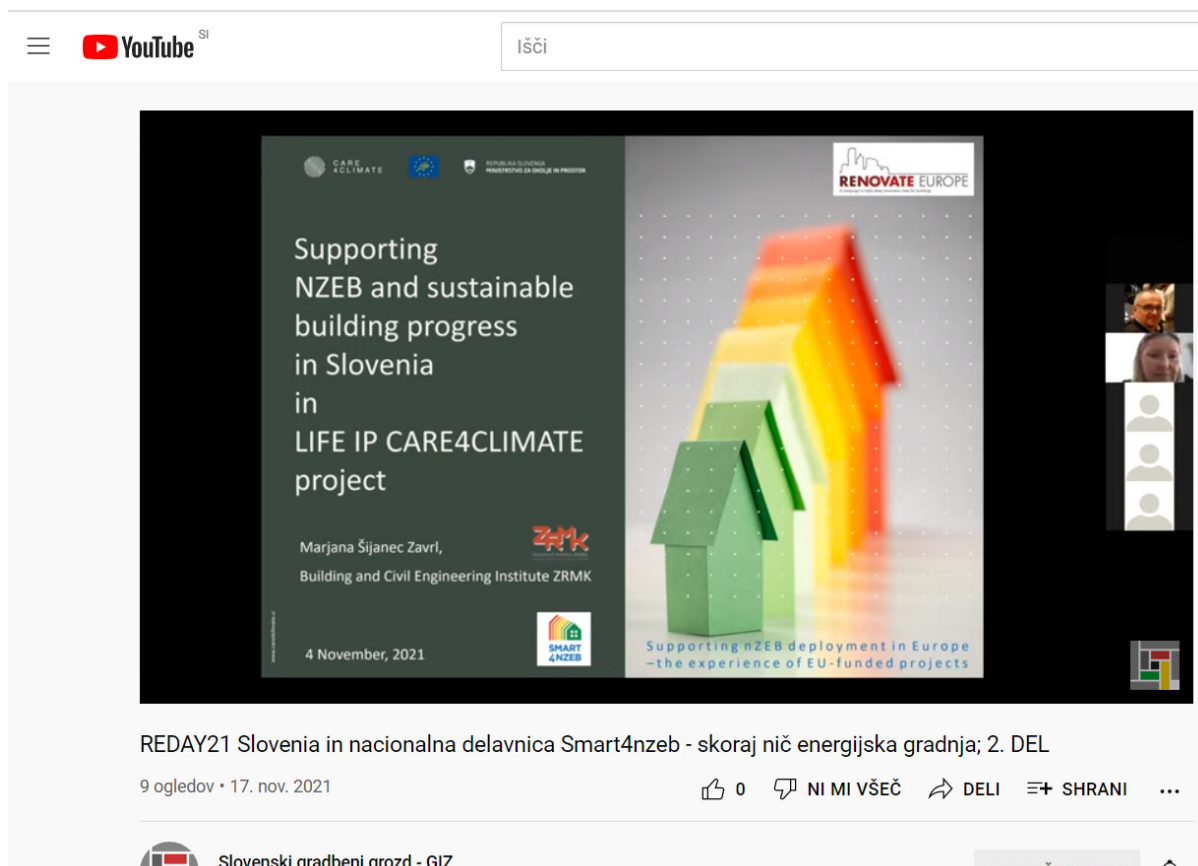
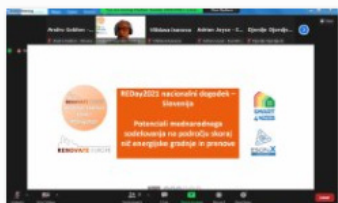
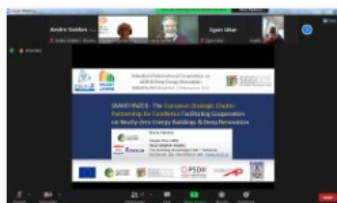


Figure 41 Second National Workshop in Slovenia, Recordings on You Tube, Part 2 (Slovenian)

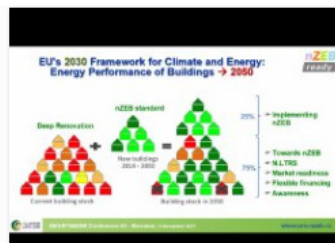
Images from the Event



red1



red2



red3



red4



red5



red6



red7



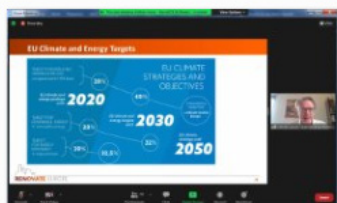
red8



red9



red10



red11



red12

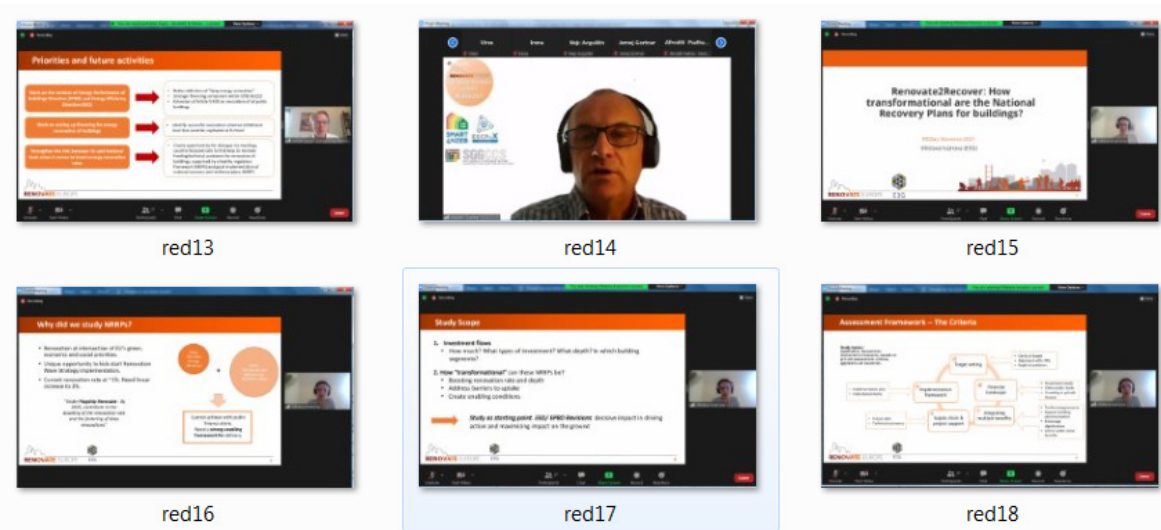


Figure 42 Second National Workshop in Slovenia, images from the event (screenshots)



Promotion, Dissemination, and Reach

The second National Workshop organized under the SMART4nZEB project in Slovenia – 04 November 2021, brought together 29 participants (among them were 17 participants representing SMEs or large companies; 9 from NGOs / Professionals Associations; 2 Research and 1 from Public Authorities;) from private and public organisations, active or having an interest in domains relevant for the nZEB market.

The National Workshop was promoted on Slovenski gradbeni grozd (Construction Cluster of Slovenia) social media.



Figure 43 Second National Workshop in Slovenia, Promotion on LinkedIn <https://www.linkedin.com/feed/update/urn:li:activity:6858799654486777856>

 Slovenski gradbeni grozd - Construction Cluster of Slovenia
564 followers
1mo • Edited • 

Ta četrtek, 4. 11., organiziramo spletni dogodek, ki se nanaša na skoraj nič energijsko gradnjo in prenavo.

Dogodek spada v okvir projekta evropskega strateškega partnerstva grozdov za odličnost (na področju skoraj nič energijskih stavb), ki ga izvajamo skupaj s partnerskimi grozdi iz Romunije, Poljske in Srbije (potencialni trgi za ponudnike storitev in izdelkov za potrebe skoraj nič energijskih stavb). V razširjeni obliki pa bo hkrati tudi slovenski nacionalni dogodek v okviru kampanje [#RenovateEvrope](#), v kateri smo nacionalni podporni partner za Slovenijo.

Na dogodku bodo predstavljeni tudi nacionalni načrti za okrevanje in odpornost s poudarkom na energetski prenovi stavb in primerjava le teh med različnimi državami.

Vabimo vas, da informacijo o tem posredujete tistim, za katere menite, da bi jim lahko koristila ali jih zanimala.

Več in prijava: <https://lnkd.in/ePjcmV6>

Janez Rihter Tina Špegelj Rihter d.o.o. Janez Bršec Primož Zorec Cogreen, hemp building solutions Danijel Lisičić JUB Uroš Gantar Marjeta Vide Lutman Vladimir Gumilar Miha Tomšič Zelena Slovenija

Figure 44 First National Workshop in Slovenia, Promotion on LinkedIn
<https://www.linkedin.com/feed/update/urn:li:activity:6861272173445742592>



Slovenski gradbeni grozd @sgg_ccs · Oct 28

👉👉👉 Rezervirajte si čas v četrtek, 4. 11. 2021.

Izvedeli boste kaj je kampanja Renovate Europe in zakaj je pomembna, kako je v nacionalne programe za okrevanje in odpornost vključena energetska sanacija stavb, več pa v programu spodaj:
eventbrite.com/e/skoraj-nic-e...

#REDay2021

RENOVATE EUROPE
NATIONAL PARTNER
EVENT
REDay2021

+

SMART4nZEB 2.nd
national conference
Slovenia

Potenciali mednarodnega sodelovanja na področju skoraj nič energijske gradnje in prenavne

eventbrite.com
Skoraj nič energijska gradnja in prenova - zakaj, kaj in kako
Združena sta dva dogodka, slovenski dogodek v okviru kampanje Renovate Europe in 2. nacionalna delavnica v okviru projekta ...

Figure 45 Second National Workshop in Slovenia, Promotion on Twitter
https://twitter.com/sqg_ccs/status/1453690029532983297

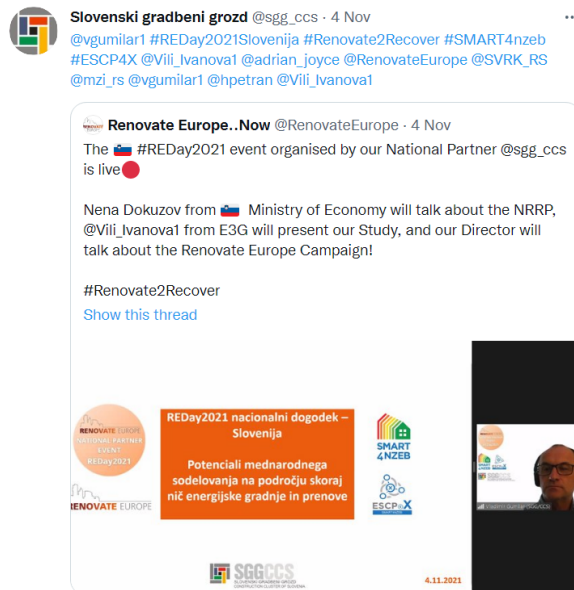


Figure 46 Second National Workshop in Slovenia, Promotion on Twitter https://twitter.com/sqg_ccs/status/1456206838622478339



Figure 47 Second National Workshop in Slovenia, Promotion on Twitter https://twitter.com/sqg_ccs/status/1456208795902808068



Figure 41.

Figure 48 Second National Workshop in Slovenia, Promotion on Twitter
https://twitter.com/sqg_ccs/status/1456210468570386432

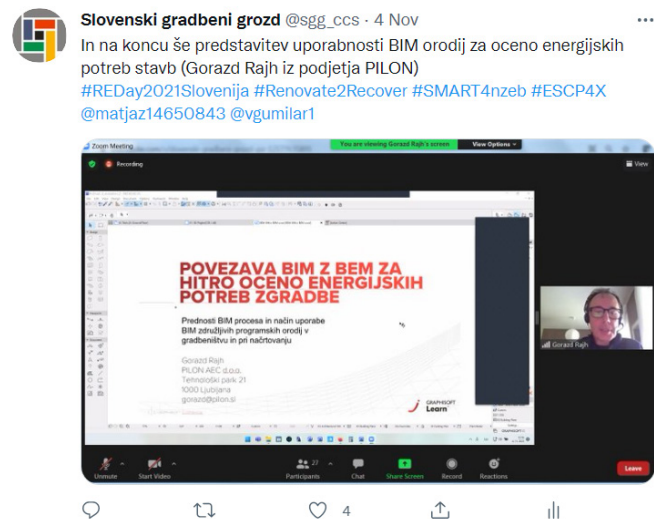


Figure 49 Second National Workshop in Slovenia, Promotion on Twitter
https://twitter.com/sqg_ccs/status/1453690029532983297

The promotion of the workshop was carried out also through e-mailing (CCS News) and direct sending of invitations to the addresses of associations of architects and civil engineers and technicians.

Conclusions

The second National Workshop in Slovenia was another important step to mobilize the stakeholders in nZEB. The workshop is recorded and uploaded on You Tube channel and therefore can be viewed multiple times in any time. Parts of the workshop, especially session about the need for deep energy renovations can be reproduced and used for additional posting and awareness raising of stakeholders. Overall, the second National Workshop was a successful event, which brought together experts from many different organizations to discuss about the challenges and opportunities for NZEB.

Promo Materials

The project was promoted via different means, including printed flyers, brochures, videos etc. Information regarding these types of promotional products can be found below.

Project Flyers

3.1 English



International ClusterXchange - the core activity of the project

ClusterXchange promotes cross-cluster learning, exchange of knowledge and expertise, across project consortium members. The short-term exchanges support cluster excellence capacity-building by:

- ▢ providing on-the-job-training for visiting participants;
- ▢ fostering the sharing of experience and information between the visiting and the host organisation on the obstacles and challenges as well as potential solutions in a pre-identified area;
- ▢ enhancing market access and identification of potential partners.

The schedule for the short-term exchanges in each participating country (Romania, Slovenia, Poland and Serbia) will mix working sessions, B2B meetings and site visits with training and education activities and networking for cluster organisations and their members (especially SMEs).



Get in touch with us

for more information on how you can contribute to an effective implementation of **nearly Zero Energy Buildings (nZEB)**.

- @ Write to us at pro-nzeb@lncd.ro
- f Follow us on Facebook @ [smart4nzeb](#)
- t Follow us on Twitter @ [Smart4nZ](#)
- in Follow us on LinkedIn [SMART4nZEB](#)



Co-funded by the European Union's COSME Programme

The content of this flyer represents the views of the author only and is his/her sole responsibility; it cannot be considered to reflect the views of the European Commission and/or the Executive Agency for Small and Medium-sized Enterprises (EASME) or any other body of the European Union. The European Commission and the Agency do not accept any responsibility for use that may be made of the information it contains.

Strengthening clusters Management Activities and Running Trans-national for implementation of nearly Zero Energy Buildings



- ▢ **Boosting** competitiveness of 577 SMEs
- ▢ **Strengthening** capacity-building of 5 drivers of innovation in CEE
- ▢ **Facilitating** trans-national exchanges and strategic partnerships

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SMART4NZEB

creates a sustainable collaboration, co-learning and capacity building framework between the involved partners - cluster managers, cluster members and relevant stakeholders, representative for the nZEB market in the selected Central and East-European countries.

It strongly supports cluster management excellence and interregional partnerships in order to facilitate the development of competitive products and technological solutions intended for new and existing buildings, which will lead to market penetration of nearly zero energy buildings, related to their production, use and reuse.

The objective is to drive clusters towards innovative and modern organisations being able to address cross-sectoral and cross border collaboration and tackle main environmental, economic, and social challenges of their members.



Partner	Specialization	Construction	Energy Efficiency	Sustainability	Networking/Internationalization	Training
	■	■	■	■	■	■
	■	■	■	■	■	■
	■	■	■	■	■	■



An effective implementation of nearly Zero Energy Buildings (nZEB)

Is possible only based on the synergies and value chains built between the 3 key sectors - construction, energy efficiency (EE) and renewable energy sources (RES).

SMART4NZEB builds this synergy by facilitating strategic and sustainable partnering in the EU and by designing a partnership strategy and joint collaboration activities. A new, innovative business model, better marketing and sales skills, both for participating cluster managers and project managers, will lead to the strengthening of the cluster members management excellence, through the enhancement of cluster managers' skills, Cluster Management Excellence certification and reviewed/new robust development and innovation strategies. Also, it will boost competitiveness and support the scaling-up of 577 SMEs active in construction, energy efficiency and renewable sectors.

In addition, the development and implementation of a communication and dissemination campaign for promotion of the nZEB concept and the exploitation of project results will increase the recognition of clusters, clustering and therefore the number of SMEs in participating clusters.

3.2 Romanian



International ClusterXchange - activitatea principală a proiectului

ClusterXchange promovează învățarea între clustere, schimbul de cunoștințe și experiență între membrii consorțiului de proiect. Schimburile pe termen scurt sprijină consolidarea excelenței clusterelor prin:

- ▢ furnizarea de instruire în mediul de lucru efectiv pentru participanții aflați în vizită;
- ▢ favorizarea schimbului de experiență și informații între organizația care găzduiește și organizația gazdă cu privire la obstacole și provocări, precum și la potențialele soluții într-o zonă identificată în prealabil;
- ▢ îmbunătățirea accesului la piață și identificarea potențialilor parteneri.

Programul pentru schimburile pe termen scurt în fiecare țară participantă la proiect (România, Slovenia, Polonia și Serbia) va combina sesiuni de lucru, întâlniri B2B și vizite de studiu cu activități de training și networking pentru organizațiile de tip cluster și membrii acestora (în special IMM-uri).



Contactați-ne

pentru mai multe informații despre cum puteți contribui la o implementare eficientă a clădirilor cu consum de energie aproape egal cu zero (nZEB).

- @ Scrieți-ne la pro-nzeb@incd.ro
- f Urmăriți-ne pe Facebook @smart4nzeb
- t Urmăriți-ne pe Twitter @Smart4nZ
- in Urmăriți-ne pe LinkedIn SMART4nZEB



Contributul acestui plan reprezintă numai punctul de vedere al autorilor și este responsabilitatea exclusivă a acestora; acesta nu reflectă opiniile Comisiei Europene și/sau ale Agenției Executive pentru Întreprinderi Mici și Mijoci (EASME) sau ale oricărui alt organism al Uniunii Europene. Comisia Europeană și Agenția nu acceptă nicio responsabilitate pentru utilizarea informațiilor conținute în acest plan.

Sprrijinirea Managementului Activităților și Relațiilor Transnaționale între clustere pentru implementarea clădirilor cu consum de energie aproape egal cu zero (nZEB)



- ▢ Creșterea competitivității a 577 de IMM-uri
- ▢ Consolidarea capacității a 5 clustere din Europa Centrală și de Est
- ▢ Facilitarea schimburilor de experiență la nivel transnațional și a parteneriatelor

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SMART4N ZEB

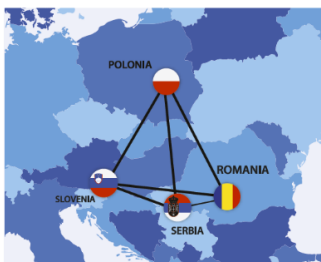
crează un cadru atât pentru o colaborare durabilă și un mediu de co-invitație eficient între partenerii implicați în proiect, cât și pentru consolidarea și dezvoltarea capacităților de management ale acestora, ca beneficiari direcți sau indirecti ai proiectului - manageri de cluster, membri ai clusterelor și părți interesate relevante și reprezentative pentru piața nZEB din țările selectate din Europa Centrală și de Est.

Proiectul susține cu tărie excelența în managementul clusterelor și parteneriatele internaționale pentru a facilita dezvoltarea de produse competitive și soluții tehnologice destinate clădirilor noi și existente, facilitând astfel dezvoltarea pieței pentru clădiri cu consum de energie aproape egal cu zero în regiunile vizate.

Unul dintre principalele obiective ale SMART4N ZEB este acela de a transforma organizațiile beneficiare ale proiectului în clustere inovatoare și moderne, capabile să colaboreze eficient la nivel trans-sectorial și transfrontalier și să abordeze principalele provocări de mediu, economice și sociale în regiunile lor.



Partener	Specializare	Consultanță	Eficiență energetică	Durabilitate	Relaționare/Întreprindere	Inovație



O implementare eficientă a clădirilor cu consum de energie aproape egal cu zero (nZEB)

Este posibilă numai pe baza sinergiilor și a lanțurilor valorice construite între cele 3 sectoare cheie - construcții, eficiență energetică (EE) și energie din surse regenerabile (SRE).

SMART4N ZEB creează această sinergie prin facilitarea unui parteneriat strategic și durabil în UE și prin crearea unei strategii de parteneriat și a activităților de colaborare comune. Un nou model de afaceri inovator și abilități mai bune de marketing și vânzări, atât pentru managerii clusterelor beneficiare ale acțiunii cât și pentru managerii de proiect, vor contribui la consolidarea excelenței în managementul membrilor clusterului, prin îmbunătățirea competențelor managerilor clusterului, recunoașterea la nivel internațional prin obținerea de certificată de tip ESCA (European Secretariat for Cluster Analysis), elaborarea și/sau revizuirea de strategii solide pentru dezvoltare și inovare.

De asemenea, se va stimula competitivitatea și dezvoltarea a 577 de IMM-uri active în sectoarele construcțiilor, eficienței energetice și utilizării surselor regenerabile.

În plus, dezvoltarea și implementarea unei campanii de comunicare și diseminare pentru promovarea conceptului nZEB și exploatarea rezultatelor proiectului vor crește recunoașterea clusterelor, clusteringului și, prin urmare, numărul IMM-urilor din clustere participante.

3.3 Polish



Wymiana międzyklastrowa ClusterXchange - kluczowe działania w ramach projektu

ClusterXchange promuje wymianę wiedzy i doświadczeń między członkami konsorcjum projektu. Wymiany krótkoterminowe wspierają doskonalenie klastra poprzez:

- ▢ zapewnianie praktycznych szkoleń;
- ▢ wspieranie wymiany doświadczeń i informacji pomiędzy między organizacją wizytującą a przyjmującą w zakresie wspólnych wyzwań oraz potencjalnych rozwiązań;
- ▢ zwiększanie dostępu do rynku i identyfikacja potencjalnych partnerów.

Harmonogram krótkoterminowych wymian w krajach reprezentowanych przez uczestników projektu (Rumunia, Słowenia, Polska i Serbia) będzie łączył sesje robocze, spotkania B2B i wizje lokalne z działaniami szkoleniowymi i edukacyjnymi oraz tworzeniem sieci kontaktów dla organizacji klastrowych i ich członków (zwłaszcza MSP).



Skontaktuj się z nami

aby uzyskać więcej informacji na temat skutecznego wdrażania rozwiązań budownictwa o niemal zerowym zużyciu energii (nZEB).

- @ Napisz do nas: proakademia@proakademia.eu
- f Obserwuj nas na Facebooku: [@smart4nzeb](https://www.facebook.com/smart4nzeb)
- t Obserwuj nas na Twitterze: [@smart4nzeb](https://twitter.com/smart4nzeb)
- in Obserwuj nas na LinkedIn: [SMART4nZEB](https://www.linkedin.com/company/smart4nzeb)



Projekt współfinansowany funduszy programu COSME Unii Europejskiej.

Treść tej strony przedstawia wyłącznie poglądy autora i jest jej pełną wyłączną odpowiedzialnością; nie można uznać, że odzwierciedla poglądy Komisji Europejskiej (lub Agencji Wykonawczej ds. Małych i Średnich Przedsiębiorstw (EASME)) lub jakiegokolwiek innego organu Unii Europejskiej. Komisja Europejska i Agencja nie ponoszą żadnej odpowiedzialności za wykorzystanie zawartych w niej informacji.

Wzmocnienie Zarządzania i internacjonalizacji klastrów na rzecz implementacji budownictwa niemal zeroenergetycznego

Strengthening clusters Management Activities and Running Trans-national for implementation of nearly Zero Energy Buildings



- ▢ Podnoszenie kompetencji 557 firm MSP
- ▢ Wzmocnienie budownictwa potencjału 5 czynników stymulujących innowacje w Europie Środkowo-Wschodniej
- ▢ Ułatwienie wymian międzynarodowych i partnerstw strategicznych

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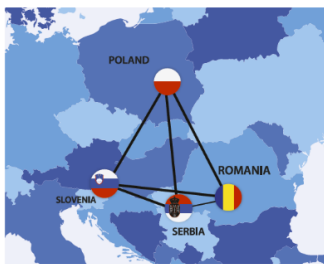


SMART4NZEB

tworzy ramy trwałej współpracy, wspólnego uczenia się i budowania potencjału między zaangażowanymi partnerami - menedżerami klastrów, członkami klastra i odpowiednimi interesariuszami, reprezentującym rynek nZEB w wybranych krajach Europy Środko-Wschodniej. Projekt wspiera doskonalenie zarządzania klastrami i partnerstwami międzyregionalnymi w celu ułatwienia rozwoju konkurencyjnych produktów i rozwiązań technologicznych przeznaczonych dla nowych i istniejących budynków, co doprowadzi do popularyzacji rynku przez budynki o niemal zerowym zużyciu energii, związane z ich produkcją, użytkowaniem i ponownym wykorzystaniem. Celem jest rozwijanie innowacyjnych i nowoczesnych klastrów, które będą w stanie sprostać współpracy międzysektorowej i transgranicznej oraz stawić czoła głównym wyzwaniom środowiskowym, gospodarczym i społecznym.



Partner	Specjalizacja	Budownictwo energooszczędne	Efektywne energooszczędne	Zdobycie rynków	Interaktywne / Interaktywne / Szkolenia
		▢	▢	▢	▢
		▢	▢	▢	▢
		▢	▢	▢	▢



Skuteczne wdrażanie rozwiązań budownictwa o niemal zerowym zużyciu energii (nZEB)

jest możliwe jedynie w oparciu o synergię i łańcuch wartości zbudowane między 3 kluczowymi sektorami - budownictwem, efektywnością energetyczną (EE) i odnawialnymi źródłami energii (OZE).

SMART4NZEB tworzy tę synergię poprzez ułatwienie strategicznego i zrównoważonego partnerstwa w ramach UE oraz poprzez planowanie wspólnych przedsięwzięć i rozwój współpracy. Nowy, innowacyjny model biznesowy oraz lepsze umiejętności marketingowe i sprzedażowe, zarówno dla menedżerów klastrów uczestniczących w projekcie, jak i dla kierowników projektów, pomogą wzmocnić doskonałość w zarządzaniu klastrami. Działania projektu obejmują podniesienie umiejętności menedżerów klastrów, potwierdzenie statusu na arenie międzynarodowej poprzez uzyskanie certyfikatów ESCA (Europejskiego Sekretariatu Analiz Klastrów), opracowanie lub aktualizacja strategii rozwoju i innowacji. Projekt pobudzi również konkurencyjność i rozwój 577 MSP działających w sektorach budownictwa, efektywności energetycznej i odnawialnych źródeł energii.

Dodatkowym działaniem w ramach projektu będzie opracowanie i wdrożenie kampanii komunikacyjnej w celu upowszechnienia koncepcji nZEB, w efekcie czego wykorzystanie wyników projektu zwiększy rozpoznawalność klastrów, a tym samym przyczyni się do zwiększenia liczby MSP w zrzeszonych w klastrach.

3.4 Serbian



Medjunarodna klsterska razmena - ključna aktivnost projekta

ClusterXchange promovise međuklstersko učenje, razmenu znanja i ekspertiza među članovima projektnog konzorcijuma. Putev kratkotrajnih razmena poseta podržava se izvrsnost u izgradnji kapaciteta pomoću:

- ▢ Pružanja obuke na radnom mestu za gostujuće učesnike;
- ▢ podsticanja razmena iskustava i informacija izmedju gostujućih i domaćih organizacija o teškoćama i izazovima kao i potencijalnim rešenjima u pre-definisanim oblastima;
- ▢ poboljšanja pristupa tržištu i identifikacija potencijalnih partnera.

Program kratkih poseta u svakoj zemlji koja učestvuje (Rumunija, Slovenija, Poljska i Srbija) će obuhvatiti radne sednice, B2B sastanke i posete na mestu rada sa obukama i obrazovnim aktivnostima, kao i umrežavanjem za klsterske organizacije i njihove članove (posebno MSP).



Kontaktirajte nas

za više informacija o tome kako možete doprneti efektivnoj primeni principa gradnje sa zgradama koje imaju skoro nultu potrošnju energije

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Sadržaj ovog fajera predstavlja pogled samo autora uz samo njihovu odgovornost, bez reflektovanja pogleda Evropske Komisije i/ili agencije EASME (Executive Agency for Small and Medium-sized Enterprises) ili drugog tela Evropske Unije. Evropska Komisija i Agencija ne preuzimaju nikakvu odgovornost za korišćenje prezentovanih informacija.

Strengthening clusters Management Activities and Running Trans-national for implementation of nearly Zero Energy Buildings



SMART 4 NZEB

- ▢ **Jačanje** konkurentnosti 577 MSP.
- ▢ **Jačanje** kapaciteta 5 pokretača inovativnosti u Srednjoj i Istočnoj Evropi.
- ▢ **Podrška** trans-nacionalnim razmenama i strateškim partnerstvima.

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formira okvir za održivu saradnju, uzajamno učenje izgradnju kapaciteta izmedju uključenih partnera – menadžera klastera, članova klastera i relevantnih donosioca odluka, kao i predstavnika tržišta za nZEB u izabranim zemljama Srednje i Istočne Evrope.

Projekat snažno podržava izvrsnost u klsterskom menadžmentu i medjeregionalna partnerstva sa ciljem da olakša razvoj konkurentnih proizvoda i tehnoloških rešenja namenjenih novim i postojećim zgradama, što će voditi prodoru tržišta zgrada sa potrošnjom energije bliskom nuli, tj. proizvodnji, korišćenju i ponovnom korišćenju.

Cilj je da se klasteri orijentisu ka inovativnim i modernim klsterima koji su sposobni da podrže medjusektorsku i prekograničnu saradnju, uz rešavanje glavnih ekoloških, komercijalnih i socijalnih izazova njihovih članova.



Partner	Specializacije	Gradjevinsko Etkivnost	Obnova	Upravljanje / Inženjering / Inženjering	Trenov



Efektivna primena gradnje zgrada sa potrošnjom energije bliskom nuli (nZEB)

Je moguća samo ako je bazirana na sinergiji i lancima vrednosti izmedju 3 ključna sektora: konstrukciji, energetskej efikasnosti (EE) i obnovljivih izvora energije.

SMART4NZEB gradi ovu sinergiju formiranjem strateškog i održivog partnerstva u EU i definisanjem strategije partnerstva i zajedničkih kolaborativnih aktivnosti. Novi inovativni model poslovanja, bolji marketing i veštine prodaje, kako za menadžere klastera tako i za projektne menadžere, vodiće izvrsnosti menadžmenta članova, pomoću povećanja veština menadžera klastera, sertifikovanjem klsterskog menadžmenta (Cluster Management Excellence certification) i unapredjenim/novim robustnim strategijama razvoja i inovativnosti. Takođe, on će pojačati konkurentnost i rast 577 MSP u oblasti konstrukcija, energetske efikasnosti i obnovljivim izvorima energije. Dodatno, biće razvijena i primenjena kampanja za komunikacije i diseminacije za promociju nZEB koncepta i korišćenje rezultata projekta, što će povećati priznavanje klastera, udruživanje u klasterne, a time i broj MSP u učestvujućim klsterima.

3.5 Slovenian



Mednarodna izmenjava ClusterXchange - ključna aktivnost projekta

Program izmenjav ClusterXchange promovira skupno učenje in izmenjavo znanj med partnerskimi grozdi v projektu. Kratkoročne izmenjave podpirajo krepitev zmogljivosti grozdov na področju odličnosti z:

- ▢ zagotavljanjem usposabljanja na delovnem mestu za gostujoče udeležence;
- ▢ spodbujanjem izmenjave izkušenj in informacij med gostujočimi organizacijami in organizacijo gostiteljico o ovirah in izzivih ter možnih rešitvah na obravnavanem področju (na primer skoraj nič energijskih stavb ali vpejavi krožnega gospodarstva v gradbeni sektorj);

Program izmenjav je predviden za vsako sodelujočo državo v projektu SMART4NZE (Poljska, Romunija, Slovenija, Srbija), na dnevnem redu pa bodo delovna srečanja, B2B srečanja in obiski pri članih gostiteljskega grozda z dejavnostmi usposabljanja in izobraževanja ter mreženjem organizacij grozdov in njihovih članov (zlasti MSP).



Ostanite v stiku z

Za več informacij o tem kako lahko sodelujete v programu izmenjav oz pri implementaciji skoraj nič energijskih stavb:

- @ Pišite nam vladimir.gumilar@sgg.si
- f Povežite se z nami na Facebook [@smart4nzeb](#)
- 🐦 Povežite se z nami na Twitter [@Smart4nZ](#)
- in Povežite se z nami na LinkedIn [SMART4nZEB](#)

Na vseh treh omrežjih lina svoje profile oz. strani tudi Slovenski gradbeni grozdi.



Projekt SMART4NZE se izvaja v okviru programa COSME in sofinanciran s sredstvi Evropske unije.

Vsebine tega telesa predstavljata stališča avtorja in niso njegove očitljive odgovornosti, ni mogoče šteti, da odražata stališča Evropske komisije in / ali izvajalske agencije za mala in srednje velika podjetja (EASME) ali katerega koli drugega organa Evropske unije. Evropska komisija in agencija ne prevzemata nobene odgovornosti za uporabo informacij, ki jih vsebuje.

Krepitev dejavnosti upravljanja inovacijskih grozdov in internacionalizacija grozdov na področju gradnje in prenove skoraj nič energijskih stavb

Strengthening clusters Management Activities and Running Trans-national for implementation of nearly Zero Energy Buildings



- ▢ Spodbujanje konkurenčnosti 577 MSP
- ▢ Krepitev zmogljivosti 5 inovacijskih grozdov iz srednje in vzhodne Evrope
- ▢ Omogočanje nadnacionalnih izmenjav in strateških partnerstev

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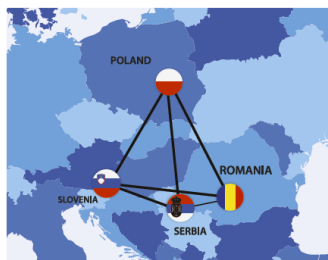


SMART4NZE

ustvarja trajnostni okvir sodelovanja, skupnega učenja in krepitev zmogljivosti med sodelujočimi partnerji - upravitelji grozdov, člani grozdov in ustreznimi deležniki na trgu skoraj nič energijskih stavb v izbranih državah srednje in vzhodne Evrope. Močno podpira odličnost upravljanja grozdov in medregionalna partnerstva, z namenom olajšanja razvoja konkurenčnih izdelkov in tehnoloških rešitev, namenjenih novim in obstoječim stavbam, kar bo privedlo do večjega deleža skoraj nič energijskih stavb na trgu, v povezavi s projektiranjem, gradnjo, uporabo in ponovno uporabo. Cilj je usmeriti grozde v inovativne in sodobne grozde, ki bodo sposobni izvajati medsektorsko in čezmejno sodelovanje ter se spoprijeti z glavnimi okoljskimi, gospodarskimi in socialnimi izzivi svojih članov.



Partner	Specializacija	Gradbeništvo	Učinkovita rabla energije	Trajnostna gradnja	Povečanje in izboljšanje socialne odgovornosti	Usposabljanje
	CLUSTER PRO NZE	▢	▢	▢	▢	▢
	PSDIK	▢	▢	▢	▢	▢
	DUNĐER	▢	▢	▢	▢	▢



Učinkovito izvajanje skoraj nič energijskih stavb (nZEB)

Je mogoče le na podlagi sinergij in vrednostnih verig, ustvarjenih med tremi ključnimi sektorji - gradbeništvo, energetska učinkovitost (EE) in obnovljivi viri energije (OVE).

SMART4NZE gradi to sinergijo s spodbujanjem strateškega in trajnostnega partnerstva v EU ter z oblikovanjem partnerske strategije in skupnih dejavnosti sodelovanja. Nov, inovativen poslovni model, boljše trženje in prodajne veščine tako za sodelujoče menedžerje grozdov kot vodje projektov, bo vodil h krepitevi odličnosti vodenja grozdov z izboljšanjem znanj in kompetenc managerjev grozdov ter s certificiranjem odličnosti upravljanja grozdov in pripravo nove razvojne in inovacijske strategije. Prav tako bo povečal konkurenčnost in podprl uspešnost 577 MSP, dejavnih v gradbeništvo, energetska učinkovitosti in sektorju obnovljivih virov.

Poleg tega bo razvoj in izvajanje komunikacijske kampanje za promocijo koncepta skoraj nič energijskih stavb in izkoriščanje rezultatov projekta povečal prepoznavnost grozdov, s tem pa tudi atraktivnost za MSP, potencialne nove članke grozdov.



**Strengthening clusters
Management
Activities and
Running
Trans-national for
Implementation of
nearly Zero Energy
Buildings**

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 - Training & Coaching Programme
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 - Clusters' development and innovation strategies
 - Networking, communication, dissemination, exploitation of results
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Foreword

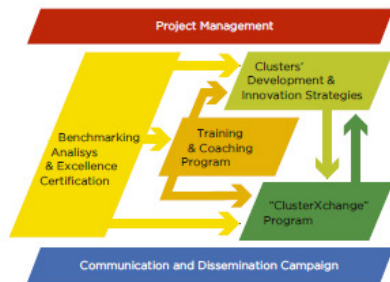
As part of a global common effort to reduce greenhouse gas (GHG) emissions and develop sustainable, energy independent, competitive, eco-friendly, cost-efficient, and cost-effective built environment systems, engineers, architects, and policymakers have engaged themselves in a continuous endeavour to develop new building concepts that would respond to these challenges of today and better prepare our society for tomorrow. One key outcome of this common effort is the concept of nearly Zero-Energy Buildings (nZEB), which stands as one of the main pillars in the wider concept of sustainable building systems.

The SMART4nZEB action aims are (1) to boost the competitiveness and support the scaling-up of 577 SMEs active in construction, energy efficiency and renewable energy sectors through strengthening capacity-building of 5 representative clusters as drivers of innovation in Central and Eastern Europe (Poland, Romania, Serbia and Slovenia) and (2) to facilitate trans-national exchanges and strategic partnerships with a focus on sharing experience between different practices, skills gaps, policies, target goals and level of engagement related to nZEB.

Objectives of the SMART4nZEB Project

Main objectives

- Strengthening cluster management excellence of 5 representative clusters in Central and Eastern Europe through enhancement of cluster managers' skills, Cluster Management Excellence certification and reviewed/new development and innovation strategies, in order to provide top quality services for their associated SMEs.
- Strengthening the business model innovation, marketing, and sales skills both for participating cluster managers and linked SMEs.
- Boosting the competitiveness and supporting the scaling-up of 577 SMEs in the construction, energy efficiency and energy from renewable sources sectors through improved and tailored services offered by the clusters based on the specific needs of their members.
- Facilitating strategic and sustainable partnering in the EU by designing a partnership strategy and joint collaboration activities. This includes participation of 55 stakeholders in a ClusterXchange Programme.
- Building up synergies and value chains between three key sectors: construction, energy efficiency, and renewables, in order to facilitate the effective implementation of nZEB.
- Implementing a Communication & Dissemination Campaign for promoting the results and nZEB concept.
- Increasing the recognition of clusters and clustering, leading therefore to an increased number of SMEs participating in Clusters' activities.



The overall objective of the SMART4nZEB project is to strengthen the management excellence of five representative clusters in Central and Eastern Europe through a specific work plan which was designed to respond to the seven specific objectives. This will further allow the five clusters to gain the capacity and premises for providing top quality services and a solid ground for the sustainable development of their associated members, especially SMEs.

Starting from a Benchmarking analysis in which the market complexity and nZEB readiness of each of the SMART4nZEB partnering cluster were assessed, the clusters' management performance was evaluated for obtaining Cluster Management Excellence certification. This allowed all project partners to set the grounds for Clusters' Development and Innovation Strategies, and three years Action Plans. Among other, this process included an important step in which training needs for the clusters' management team and other relevant stakeholders were identified and specific training and coaching programs were developed and provided, this allowing the upskilling of all those who benefited from this scheme.

Above all, the work plan developed under the SMART4nZEB project was designed to facilitate transnational, cross-regional, sectoral and cross-sectoral cooperation between clusters and their members through a tailored ClusterXchange Program. An effective coordination of the project and a strong Communication and Dissemination Campaign supported the creation of a sustainable collaboration between the involved partners and relevant stakeholders that are representative for the nZEB market in all participating countries (Poland, Serbia, Slovenia, and Romania).

What Is nZEB?

- nZEB stands for a building that has a very high energy performance, meaning that it requires a nearly zero or very low amount of energy to function. This energy should be extensively covered from renewable sources and can include renewable energy produced on-site or nearby.
- The European Performance of Buildings Directive requires that all new buildings be nZEBs from the 31st of December 2020. All new publicly owned buildings were already supposed to comply with the nZEB requirements, from the end of 2018 onwards.
- The concept of nZEB and its successful implementation depends on the strength and extensive collaboration between several key market sectors, such as construction, energy efficiency (EE) and energy from renewable sources (RES).



What are Clusters?

Cluster organisations are legal entities that support the strengthening of collaboration, networking, and learning, while acting as innovation support providers. They deliver specialised and customised business support services to stimulate innovation activities, especially in SMEs.

Clusters should be considered as regional ecosystems of related industries and competences featuring a broad array of inter-industry interdependencies. [1]

1 (Delgado, Mercedes/Porter, Michael E./Stern, Scott, 2013: *Defining Clusters of Related Industries*, Working Paper 20375 of the National Bureau of Economic Research. Available at: www.nber.org/papers/w20375.)



What are Innovation Clusters?

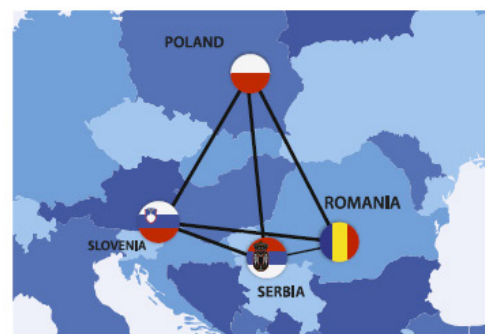
The European Commission is defining innovation clusters as "structures or organised groups of independent parties (such as innovative start-ups; small, medium and large enterprises; as well as research and knowledge dissemination organisations, non-for-profit organisations and other related economic actors) designed to stimulate innovative activity by promoting sharing of facilities and exchange of knowledge and expertise and by contributing effectively to knowledge transfer, networking, information dissemination and collaboration among the undertakings and other organisations in the cluster". [2]

2 (<https://www.clustercollaboration.eu/cluster-organisations>)

What Is the new proposed nZEB partnership cooperation?

SMART4nZEB seeks to create a sustainable collaboration, co-learning and capacity building environment for the involved partners - cluster managers, cluster members and relevant stakeholders that are representative for the nZEB market in the selected Central and East-European countries (Poland, Romania, Serbia, and Slovenia). It has in view to develop the involved clusters management excellence and support interregional partnerships, facilitating therefore the development of competitive products and technological solutions intended for new and existing buildings. This will lead to market penetration of nZEBs. A key objective of the action is to drive clusters towards innovative and modern organisations able to address cross-sectoral and cross border collaboration, and tackle main environmental, economic, and social challenges in their region.

Regional partnership and partners presentation





PRO-Akademia



Research and Innovation Centre Pro-Akademia:

Non-profit research organization founded in 1996, supervised by the Polish Ministry of Science and Higher Education, which:

- established 7 laboratories conducting interdisciplinary industrial research and development works in the field of sustainable energy, transport, and circular economy;
- has implemented over 200 R&D, training and consulting projects within Horizon 2020, European Regional Development Fund, and others
- provides certified research and innovation services for industry (PN-EN ISO 9001:2015)
- won the 2nd place among 993 Polish research organisations in the field of material effects of scientific activity (according to the Ministry of Science and Higher Education 2017).

<http://www.proakademia.eu/en/>

Bioenergy for the Region Cluster:

- Co-operation platform of companies, research institutions, local administration and business support institutions established in 2007.
- The cluster's goal is to work for the development of sustainable bioenergy in Central Poland in the context of the European Commission's policy in the field of energy and climate change.

<http://www.bioenergialaregionu.eu/en/>



PSDIK



The Polish Advisory and Consulting Association (Polskie Stowarzyszenie Doradcze i Konsultingowe) is an association of consulting and financial companies. It provides services

in the field of fundraising/European funds (accessing), as well as knowledge and necessary experience in managing and implementing projects co-financed by the European Union. The flagship project is the Polish Construction Cluster. PSDiK associates over 300 companies operating in the construction industry, with headquarters located throughout the whole country. The cluster includes, among other, general contractors, architects, manufacturers of construction materials and chemicals, manufacturers of joinery, interior designers, furniture and roller shutters producers. Due to the fact that the partners provide such a diverse range of services, PSDiK manages to merge them into prosperous consortia. It is a difficult and very sensible task. However, the effects of cooperation between cluster members are excellent. Moreover, the activity of the Cluster is supported by universities and business environment institutions, which, thanks to R&D activities, help companies develop their innovative potential and achieve a competitive advantage. PSDiK is the largest cluster in Poland.

PSDIK has extensive experience in promoting Polish enterprises on the international arena. For many years, it has been supporting affiliated entities in exporting their products and services by co-financing participation in international fairs and economic missions. Thanks to these activities, many Polish companies have successfully entered foreign markets with their offer.



DUNDER



Construction cluster **Dunder** is founded in 2007, in Nis, as a national cluster, and it gather 6 faculties, 2 R&D centers, 40 SMEs and companies from construction sector, and 2 municipalities. The main goal of the cluster is to strengthen capacity of SMEs and companies from construction sector for EU market through trainings and education in order to make them more competitive.

For that purpose cluster has oriented its activities to R&D, innovation, education, and introduction of ICT in construction process. Cluster has trained over 1000 participants in basic and specific ICT skills, ISO Standards, risk assessment, dual education for deficit construction workers, energy efficiency, ecology, solar energy, renewables, etc. For this achievements cluster was first rewarded with ESCA bronze label for cluster excellence in 2017.

At the international level, with partners from Europe, cluster has participated in several EU projects:

- H2020 COSME PROJECT SMART4nZEB
- FP7 STOREPET
- FP7 OPEN HOUSE
- TEMPUS PROJECT ARWQM
- Adriatic Danubian Clustering (ADC)
- ACQUIS 3
- INOPS-GIFIP project

At national level cluster was rewarded several times for the innovations:

- BIOTOXINOMER - best innovation of the year
- ON LINE ROMAN-SERBIAN DICTIONARY - best innovation of the year
- ISORETEX - best innovation of the year
- SMART LED STREET LIGHTING

In the past few years cluster is focused to energy efficiency and renewable energy sources and has built FIRST SOLAR PV PLANT in Serbia and heating systems based on renewables focusing on zero energy consumption.



PRO-nZEB



PRO-nZEB Cluster is a non-profit association, established in early 2016, with the main objective to promote the nearly zero-energy building concept (nZEB) in Romania.

Since the beginning, pRO-nZEB was engaged in several EU funded project, such as:

- Fit-to-nZEB - „Innovative training schemes for retrofitting to nZEB-levels”, HORIZON 2020 Program, GA # 754059 (15.06.2017-14.06.2019) - partner.
- SMART4nZEB - „Strengthening clusters Management Activities and Running Trans-national for implementation of nearly Zero Energy Buildings”, COSME Program, GA # 874425 (03.02.2020-02.03.2022) - coordinator.
- „The nZEB Roadshow”, HORIZON 2020 Program, GA # 892378 (01.06.2020-30.11.2022) - partner.
- SMAFIN - „Supporting smart financing implementation for energy efficient Balkan Buildings”, HORIZON 2020 Program, GA # 955857 (01.10.2020-30.09.2023) - partner.
- „Engage to Renovate: Communication modelling in support of the national building renovation policies”, contract under preparation within EUKI European Climate Initiative (01.10.2020-31.01.2023) - partner.
- COST ACTION PED-EU-NET (CA19126) - Positive Energy Districts European Network - member of the Management Committee.

The aim of the Pro-nZEB Cluster is to bring together key players from the building materials market, energy from RES, research and development institutions, educational representative organizations, public authorities, professional associations, and other organizations, in order to create and improve collaborative relationships for developing and implementing the concept of nZEB in Romania.



SGG



As a cluster **SGG** exists to help companies, many of which are small and micro and do not have their own development and innovation experts.

SGG is an organization that helps and supports the development of its members on four priority areas:

1. Innovation and new business models
2. Circular economy
3. Digitization
4. International cooperation and internationalization

Innovative, development-oriented companies are more competitive in the market and more resilient to challenging situations such as, for example, the one that occurred in 2020 (the Covid-19 pandemic). By joining SGG, such companies also become more attractive for high-quality staff.

SGG is a fast-growing Cluster, seeking to play a leading role in the transition to circular construction, through a strong involvement in European and global communities of clusters, innovation ecosystems, circular economy activities, economic transformation, including in what concerns the attraction of investment for the development of green and circular construction projects.

This also opens-up new markets and new connections for SGG members through the wide network of partnering clusters.

Main Project Components



Excellence certification



- Obtaining a wide recognition for the partnering Clusters, building up their capacity around common values and enhancing their collaboration perspectives, are key objectives of the SMART4nZEB project.
- The process and related activities having in view these achievements will allow for a better understanding of the market of high-performance buildings, at local, regional level and international level. This will further lead to effective and well-tailored Cluster actions, adapted to the existing context.
- Growing the capacity of the Clusters is a path towards achieving increased strength of their members, as this process opens a door for new opportunities and long-term collaboration between various business sectors, public authorities, and non-governmental organisations, in a shared effort to address common economic and social challenges.
- All five partnering Clusters involved in the SMART4nZEB project were subject to assessment based on benchmarking, and obtained international recognition through Cluster Management Excellence labels.



Training & Coaching Programme



- SMART4nZEB facilitates the training & coaching of Clusters' managers on topics adapted to the needs and interests of each partnering Cluster. The skills gained are essential for increasing Clusters' performance.
- The ClusterXchange programme allows extensively that other stakeholders gain access to trainings on subjects of high interest, such as globalization and internationalization, innovation & new business models, decarbonisation and resource efficiency, cross-sectoral and cross border collaboration.



ClusterXchange



The ClusterXchange Programme aims to promote cross-cluster learning, exchange of knowledge and expertise among the beneficiaries of the action through activities such as twinning, networking, B2B meetings. Other learning activities were and will continue (during project implementation, in on-line or within a "face-to-face" set-up) to be included as well: workshops, site visits, training, and coaching activities, which target both cluster organisations and their members (especially SMEs).

The short-term exchanges are developed and implemented to support cluster excellence capacity building by:

- providing on-the-job-training for visiting participants;
- fostering the sharing of experience and information between visiting organisation and host organisation on the obstacles and challenges as well as potential solutions in pre-identified areas;
- enhancing market access and identification of potential partners for new and established cluster organisations / SMEs / technology centres;
- supporting the networking between participating clusters and clusters from different COSME participating countries;
- sharing of knowledge and experience.



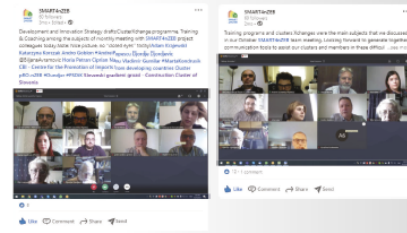
Clusters' development and Innovation strategies

SMART4nZEB allows the partnering clusters to develop individual comprehensive strategies, with a view to support the growth and the competitiveness of their members, as well as a roadmap for the strategy implementation, which will contribute to the up building of synergies and value chains between the 3 key sectors: construction, energy efficiency (EE) and energy from renewable sources (RES).



Networking, communication, dissemination, exploitation of results

Raising the quality of new and renovated buildings is one important pillar in the SMART4nZEB project. One of the main objectives of the partnering clusters is to engage in coordinated communication activities meant to promote the nZEB concept among relevant stakeholders and therefore increase the demand for nZEB in the region.



Get in touch with us

for more information on how you can contribute an effective implementation of **nearly Zero Energy Buildings (nZEB)**.

Write to us at **pro-nzeb@incd.ro**

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This brochure was funded by the European Union's COSME Programme.

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https://www.pro-nzeb.ro/wp-content/uploads/2021/03/20200702-SMART4NZEb-FLYER_REV_AP-FINAL-EN.pdf

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https://www.pro-nzeb.ro/wp-content/uploads/2021/03/SMART4NZEb-BROCHURE-ONLINE_CQ.pdf

The hard copy versions of the SMART4NZEb project brochure & flyers were created to be used during physical events.

Project Power Point Presentation Template

At the beginning of the SMART4NZEB project, a power point project presentation template was prepared and made available to the project consortium (pRO-nZEB, SGG, PSDiK, PRO-Akademia, DUNDJER). This was meant to provide the project partners with the main visual identity (graphical) elements and general setup (as draft example) needed for the various presentations conducted during the implementation of the project. Each partner adapted the template and added or translated the content based on the scope and destination of their presentation (e.g., trainings, workshops, national / international events), while preserving the requirements related to the Visibility of EU Funding and visual identity and consistency of the agreed project communication guidelines.







This Project is funded by the European Union's COSME Programme.

SMART4NZEB

Strengthening clusters Management Activities and Running Trans-national for implementation of nearly Zero Energy Buildings



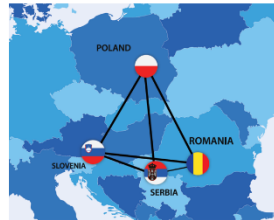
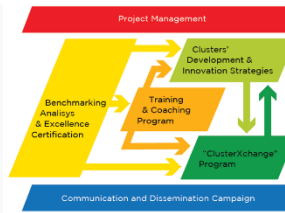
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-  Write to us at pro-nzeb@lncd.ro
-  Follow us on Twitter [@Smart4nZ](https://twitter.com/Smart4nZ)
-  Follow us on Facebook [@smart4nzeb](https://www.facebook.com/smart4nzeb)
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Name	Role & Description / Other Details
------	------------------------------------



Title
 Subtitle
 [Enter text here]



Partner	Specialization	Construction	Energy Efficiency	Sustainability	Networking/Internationalization	Training



Thank you for your attention!

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Role & Description / Other Details

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Project Videos (Short videos / Public videos)

Each project partner prepared short videos to promote & disseminate project objectives, activities and results.

List with the main videos prepared by the SMART4NZEB project partners:

6.1 PRO-Akademia

Video 1 – About the project

https://www.youtube.com/watch?v=ziCO2uSAciM&ab_channel=ProAkademia

Video 2 – About the ClusterXchange programme

https://www.youtube.com/watch?v=NvK6VnBJI7Y&ab_channel=ProAkademia

Video 3 – SMART4NZEB: 3 tips for cutting your energy costs

https://www.youtube.com/watch?v=UDFFpKhJTJQ&ab_channel=ProAkademia

6.2 PSDiK

Video 1 – General project information

https://www.youtube.com/watch?v=yxaGfA8H5uk&ab_channel=PolskiKlasterBudowlany

Video 2 – Energy saving methods

https://www.youtube.com/watch?v=kDQN4Q0TCkc&ab_channel=PolskiKlasterBudowlany

Video 3 – About the ClusterXchange programme

https://www.youtube.com/watch?v=WDKCUCKqauk&ab_channel=PolskiKlasterBudowlany

6.3 pRO-nZEB

All videos (+other info) prepared by pRO-nZEB:

<https://www.pro-nzeb.ro/proiect/smart4nzeb-strengthening-clusters-management-activities-and-running-trans-national-for-implementation-of-nearly-zero-energy-buildings/>

Video 1 – About the SMART4NZEB project

<https://www.linkedin.com/feed/update/urn:li:activity:6762299724277039104>

Video 2 – About the first year of the SMART4NZEB project

<https://www.linkedin.com/feed/update/urn:li:activity:6762073649227853824>

<https://www.facebook.com/smart4nzeb/posts/240934720856135>

Video 3 – Cristiana Croitoru, UTCB (feedback)

https://www.pro-nzeb.ro/proiect/smart4nzeb-strengthening-clusters-management-activities-and-running-trans-national-for-implementation-of-nearly-zero-energy-buildings/s4n_video_003_cristiana_rev0/

Video 4 – Sonia Raetchi, ateliernzeb.ro (feedback)

https://www.pro-nzeb.ro/proiect/smart4nzeb-strengthening-clusters-management-activities-and-running-trans-national-for-implementation-of-nearly-zero-energy-buildings/pro-nzeb_video004_sonia_rev0/

Video 5 – First national workshop in Romania (recording)

<https://youtu.be/nXPQjx0Xzq4?t=8917>

Video 6 – Second national workshop in Romania (recording)

<https://youtu.be/7zA74udlko8>

6.4 SGG

Video 1 - Primoz Zorec, COGREEN (feedback)

https://www.youtube.com/watch?v=fTB48I_IHS4

<https://www.linkedin.com/feed/update/urn:li:activity:6772919540507578368>

<https://www.linkedin.com/feed/update/urn:li:activity:6835496800225423360>

https://www.linkedin.com/posts/vladimircgumilar_smart4nzeb-cxc-video-statement-primoz-zorec-activity-6772918814477737984-PBWN

<https://www.facebook.com/plugins/post.php?href=https%3A%2F%2Fwww.facebook.com%2Fslovenskigradbenigrozd%2Fposts%2F1429390280726416>

https://twitter.com/sgg_ccs/status/1367155796748943367

https://twitter.com/sgg_ccs/status/1374723810822328322

<https://twitter.com/vgumilar1/status/1367154883699347458>

Video 2 - Smart4NZE Presentation of a cluster partnership in the field of almost zero energy construction (project presentation)

<https://youtu.be/3ipxL4DW4nE>

Video 3 - Smart4NZE presentation of ClusterXChange long-distance exchanges

https://youtu.be/g26wxtQU7_M

6.5 DUNDJER

Video 1 - Introduction of cluster Dundjer at SMART4NZEB project

https://www.youtube.com/watch?v=z8WmTEjXVWo&ab_channel=BiljanaAvramovic

Video 2 - Certificates for participants - ClusterXchange

https://www.youtube.com/watch?v=9598310Js64&ab_channel=BiljanaAvramovic

Video 3 - STABILPROJEKT – example of circular construction

https://www.youtube.com/watch?v=i1ZPc8LVI34&ab_channel=BiljanaAvramovic

Video 4 - Belgrade on Waterfront Mr Boban Velickovic

https://www.youtube.com/watch?v=7PZRzPeY8YA&ab_channel=BiljanaAvramovic

Video 5 - VAGRES - ENGINEERING – building material depot

https://www.youtube.com/watch?v=NkLDITn89Qs&ab_channel=BiljanaAvramovic

Video 6 - Vagres City

https://www.youtube.com/watch?v=AO6v7TNzY1Q&ab_channel=BiljanaAvramovic

Video 7 - Vagres City 2

https://www.youtube.com/watch?v=ZNNX5HseXeQ&ab_channel=BiljanaAvramovic

Video 8 - Dundjer presents insulation materials

https://www.youtube.com/watch?v=44YV5ge1jaM&ab_channel=BiljanaAvramovic

Video 9 - Dundjer training center

https://www.youtube.com/watch?v=SWd-9FO9mAA&ab_channel=BiljanaAvramovic

Video 10 - Faculty of Mechanical Engineering Nis

https://www.youtube.com/watch?v=UIxQDVFrUs&ab_channel=BiljanaAvramovic

Video 11 - Mini solar power plant on the roof of the electronic faculty

https://www.youtube.com/watch?v=x61OSTNqDdE&ab_channel=BiljanaAvramovic

Video 12 - MKS device for measuring and optimizing energy consumption

https://www.youtube.com/watch?v=s7hsz8NwrVQ&ab_channel=BiljanaAvramovic

Video 13 - Pistia Banjica

https://www.youtube.com/watch?v=-Q22x8yRg-s&ab_channel=BiljanaAvramovic

Other promo materials (examples)

Based on the visual identity, further promotional materials were prepared to promote the various activities under the SMART4NZEB project. Some examples are further presented.

Virtual Exchange Presentation Page (Example from the first Virtual Exchange)



The image shows a promotional flyer for 'Virtual Exchange Events in January & February 2021'. At the top, there is a colorful diagonal bar and the ClusterXchange logo. The main title is 'VIRTUAL EXCHANGES' in large green letters, with 'EVENTS in JANUARY & FEBRUARY 2021' below it. A dark blue banner at the bottom of the title section contains the text 'CONNECT LEARN SHARE' and social media hashtags: #smart4nzeb, #ESCP-4X, #clusterXchange, #ECCP, #clusters, #nZEB.

Strengthening clusters Management Activities and Running Trans-national for implementation of nearly Zero Energy Buildings

SMART 4 NZEB

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Follow us on Twitter @Smart4nZ
Follow us on LinkedIn SMART4nZEB

VIRTUAL EXCHANGES
EVENTS in JANUARY & FEBRUARY 2021
CONNECT LEARN SHARE
#smart4nzeb #ESCP-4X #clusterXchange #ECCP #clusters #nZEB

ABOUT
The Virtual Exchange event is organized under the ClusterXchange scheme, by the SMART4NZEB partnership. The event seeks to facilitate transnational cooperation, peer learning, networking, and innovation uptake between stakeholders activating in several industry sectors: construction, energy efficiency, and energy from renewable sources.

WHO IS JOINING & WHO CAN YOU MEET?!
SMEs, Research and Education Institutions, Public Authorities, and other stakeholders interested in the spread and implementation of nearly Zero Energy Buildings in Poland, Romania, Serbia, and Slovenia.

WHEN?
Weekly, every MONDAY :: 10:00-14:00hrs CET
from 18 January 2021, until 22 February 2021

Day 1 - 18 January	Day 2 - 25 January	Day 3 - 1 February	Day 4 - 8 February	Day 5 - 15 February	Day 6 - 22 February
Main Topics & Activities: Getting to know each other and learning on how to communicate efficiently - training, workshop	Main Topics & Activities: nearly Zero Energy Buildings - training, B2B meetings, workshop	Main Topics & Activities: Circular Economy - training, B2B meetings, workshop	Main Topics & Activities: Globalization and Internationalization - training, B2B meetings, workshop	Main Topics & Activities: Industry - Competences and Digital Transformation Plan - training, B2B meetings, workshop	Main Topics & Activities: Funding opportunities and how to write project proposals - training, B2B meetings, workshop

WHY SHOULD YOU JOIN?!
You connect with regional stakeholders: expand your network, connect with top experts, build trust, boost your role in the region, find new business opportunities & partners, learn and share experience and knowledge, and many more...
You learn about trending topics: nearly Zero Energy Buildings, Circular Economy, Globalization & Internationalization, Digital Transformation, EU Funding Opportunities and how to access them.
You get recognition and make your voice heard: Participants receive a certificate from the SMART4NZEB consortium and are short listed for receiving financial assistance in view of participation in face-to-face ClusterXchange visits expected to take place in late 2021.
Attendance is for free - all costs are covered by the EU and partnering clusters.

REQUIREMENTS
Participants should be representing organizations (SMEs and public or private scaling-up support organizations - technology centers, research institutes, fab labs, (digital) innovation hubs, creative hubs, resource-efficiency service providers, incubators and accelerators) and comply with certain rules: (1) undertake a registration process @ ClusterXchange IT TOOL; (2) sign a Commitment to Quality; (3) participate in all 6 days Virtual Exchange activities.

LEARN MORE AND REGISTER
Find out more about this event and the advantages of being part of it, by contacting one of the SMART4NZEB partnering Cluster in your country.

POLAND
PRO-Akademia: <https://www.proakademia.eu/>
PSDiK: <https://polskiestowarzyszenia.pl/>

ROMANIA
PRO-nZEB: <https://www.pro-nzeb.ro/>

SERBIA
DUNJER: <https://dunjser.co.rs/>

SLOVENIA
SGG: <https://www.sgg.si/en/>

Learn more about the ClusterXchange programme @ <https://www.clustercollaboration.eu/tags/clusterxchange>

Co-funded by the European Union's COSME Programme

Research and Innovation Centre PRO-AKADEMIA

CLUSTER pRO nZEB

DUNJER

ESCP@X PARTNERSHIP

PSDiK POLSKIE STOWARZYSZENIE GOSKARZEI I KONSULTINGOWE

SGGCCS SLOVENSKI GRADIBENI GROZD

buildingSmart

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ClusterXchange Presentation Page Template (Example from ClusterXchange in Romania & overall)

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WHY SHOULD YOU JOIN?!

You connect with regional stakeholders: expand your network, connect with top experts, build trust, boost your role in the region, find new business opportunities & partners, learn and share experience and knowledge, and much more.

ABOUT

This **ClusterXchange** event is organized under the **SMART4NZE** project (COS-CLUSTER-2018-03-02 European Cluster Excellence Programme).

The event seeks to facilitate transnational cooperation, peer learning, networking, and innovation uptake between stakeholders activating in several industries: **construction, energy efficiency, and energy from renewable sources.**

WHO IS JOINING?!

The event will bring together participants from **Romania, Serbia, Slovenia and Poland** - they will be representing SMEs and public or private scaling-up support organizations - technology centers, research institutes, fab labs, (digital) innovation hubs, creative hubs, resource-efficiency service providers, incubators and accelerators.

ClusterXchange
INTERNATIONAL EVENT
One week in Bucharest, Romania
04-08 July 2022

SMART 4NZE

Logos: EUROPEAN CLUSTER COLLABORATION PLATFORM, Research and Innovation Centre PRO-AKADEMA, CLUSTER PRO nZEB, DUNDER BuildingSmart, PSDiK POLSKIE STOWARZYSZENIE DORADZCIE I KONSULTINGOWE, SGGCCS SLOVENSKI GRAJENSKI GROZD.

Funded by the European Union's COSME Programme

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ClusterXchange
under the SMART4NZE project

Pilot scheme supporting short-term exchanges for connecting Europe's industrial ecosystems.

The #smart4nzeb project helps implement the ClusterXchange scheme

SMART 4NZE

Logos: EUROPEAN CLUSTER COLLABORATION PLATFORM, Research and Innovation Centre PRO-AKADEMA, CLUSTER PRO nZEB, PSDiK POLSKIE STOWARZYSZENIE DORADZCIE I KONSULTINGOWE, SGGCCS SLOVENSKI GRAJENSKI GROZD, DUNDER BuildingSmart.

Performance Indicators

Call Indicator	Achieved (cumulated results)	Target	% of achievement
Number of policy makers reached by the dissemination & networking activities (central and local authorities)	<p>>335</p> <p>TARGETS STATUS:</p> <p>Romania – 121 of 121</p> <p>Central: Ministries of Economy, Regional Development, Energy and Environment</p> <p>Local: 8 Regional Development Agencies, >109 Municipalities</p> <p>Poland – 201 of 201</p> <p>Central: Polish Agency for Enterprise Development, Ministry of Entrepreneurship and Technology</p> <p>Local: 199 municipalities of Central Poland</p> <p>Slovenia – 7 of 7</p> <p>Central: Ministry of Environment and Spatial Planning, Ministry of Economy, ECO FUND – Slovenian Environmental Public Fund</p> <p>Regional: municipalities in Ljubljana, Maribor, Novo mesto and Medvode</p> <p>Serbia – 6 of 6</p> <p>5 municipalities, 1 Regional Development Agency</p>	335	>100%

Call Indicator	Achieved (cumulated results)	Target	% of achievement
Number of other stakeholders reached by the dissemination & networking activities	<p>>247</p> <p>TARGETS STATUS:</p> <p>Romania – 55 of 55</p> <p>Business networks & representative associations: >20 of 20</p> <p>Research & Education: >10 of 10</p> <p>Market (companies other than SMEs): >25 of 25</p> <p>Poland – 46 of 46</p> <p>Business networks & representative associations: >20 of 20</p> <p>Research & Education: >19 of 19</p> <p>Market (companies other than SMEs): >7 of 7</p> <p>Slovenia – 115 of 115</p> <p>Business networks & representative associations: >25 of 25</p> <p>Research & Education: >10 of 10</p> <p>Market (companies other than SMEs): >80 of 80</p> <p>Serbia – 31 of 31</p> <p>Business networks & representative associations: >3 of 3</p>	247	>100%

Call Indicator	Achieved (cumulated results)	Target	% of achievement
	<p>Research & Education: >8 of 8</p> <p>Market (companies other than SMEs): >20 of 20</p>		
Number of participants in the International Dissemination & Networking Event	72	50	>100%
Number of cluster organisations engaged in labelling	5	5	100%
Number of websites which will present the project	6	6	100%
Number of Social Media posts	>500	500	>100%
Number of promo materials (flyers)	>1000	1000	>100%
Number of promo materials (brochures)	>500	500	>100%
Number of promo (short materials videos)	>15	15	>100%
Number of workshops and meetings with cluster members including with regional authorities, European Structural and Investment Funds managing authorities and implementing bodies	8	8	100%