

One-page expertise description

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Topic(s) of interest:

valorisation of research outcomes, economic impact, open innovation, technology transfer, energy management, waste heat recovery, energy efficiency, energy storage, stakeholder engagement, participatory processes

Headline:

ESSET is a consultancy firm offering services along the following four business lines:

- 1) **ENERGY MANAGEMENT** with a particular emphasis on industrial processes: energy review, ISO 50001, recovery of industrial waste heat, efficient use of energy, etc. We have customers ranging from small SMEs to large companies such as Audi, Brussels Airport etc.
- 2) **STRATEGY & INNOVATION**, with an emphasis on developing strategies for innovation including portfolio and pipeline management, open innovation processes, technology transfer, valorisation of research outcomes, business modelling and planning, coaching of spin-offs etc. Because of the complex and often creative nature of innovation processes, we are used to approach the topic in a participatory way building on more than 15 years of experience in the design and facilitation of interactive group processes (ranging from small scale in-company workshops to large conferences). We have a long track record that includes the facilitation of the reflection processes for the Energy Technology Roadmap 2050 of the International Energy Agency, technology transfer for the Large Research Infrastructure MYRRHA (part of the European ESFRI priority list), business case modelling for innovative services and produces, as well as coaching spin-off companies (pre and post launch). Note that our consultants have been and are involved in several FP7 projects.
- 3) **ENERGY PERFORMANCE CONTRACTING, ESCOs**: our typical focus here is on the analysis of investment case both from an energy as well as from a business case point of view, as well as on facilitating the process of the creation of EPC/ESCO.
- 4) **TECHNOLOGY DEVELOPMENT**: we continuously scan for and assess upcoming energy technologies. In specific cases, we take a licence and create the framework to bring the technology to the market. At present, our portfolio includes 2 innovative technologies: one industrial heat pump (still in development), one highly efficient electric motor (demonstration unit (demo in industrial application) currently being prepared). This business line basically shows our entrepreneurial nature as well as the fact that we really span the range from rather abstract and conceptual thinking to a very pragmatic, hands-on, result driven approach.

Potential contribution:

We can offer the following specific competencies to H2020 consortia:

1) To consortia preparing energy related proposals:

- expertise on energy management, with a particular focus on industrial processes;
- experience in recovery of industrial waste heat
- energy efficiency (preference for industrial processes or settings)

2) To all consortia:

- expertise on achieving **economic impact** through the valorisation of research outcomes (which is a major topic for any H2020 proposal!). We have the track record and credentials to be the partner taking care of the valorisation of H2020 projects in a wide range of domains: translating the research outcomes in viable business models, articulating business cases and even creating the frameworks to initiate business activities.

- expertise on **engaging stakeholders** for decision making processes on complex (societal/technical) matters. This could be helpful either within a consortium (project management, guiding the learning processes within the consortium), or with external stakeholders e.g.

=> participatory group processes (workshops, conferences) to have stakeholders discussing project related challenges, objectives, inputs & outcomes. Note that we have more than 15 years of experience in the design and facilitation of participatory group processes.

=> interactive/participatory business case modelling (valorisation of research outcomes)

Note that we are familiar with several DGs and European as well as international organisations. We are used to offer our services in English, French, Dutch as well as Italian.