



How to develop Large Scale DE projects?

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General comments & recommendations

JTI & Implication plan

- To much focus on technology push – more focus on creating early market pull
- Activities for motivating OEM and existing industry to join activities/projects
- Get SME's and regional actors involved in the JTI body
- Create Region Associations that can make possible translational collaboration
- EU H2FC information portal (multiple language)
 - Securing expectation management
 - Public outreach & education
- Activities on non-technical-barriers needed and very important
- National/Local/Region as a parameter on the “Action Portfolio”
 - They should contribute with financing projects, awareness, early purchase, market mechanisms etc.



How to develop Large Scale DE projects?

Bottom-up meets Top-down

EU



6) Accomplish JTI!

JTI pay xx% to RTD/Demonstration and EU get industry, energy supply security & harmony

National



5) Satisfy National strategies!

National pay xx% to RTD/Demonstration and get industry, energy supply security & harmony

Academia



4) Address R/D challenges!

Provide knowledge to solve R/D challenges

Local/Region



3) Satisfy Local/Region interests!

Local/region pay xx% to RTD/Demonstration and get societal progress & environment

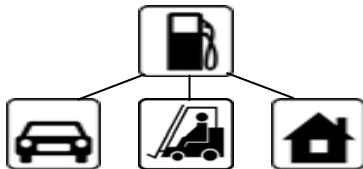
Industry



2) Business minded approach!

Industry pay xx% for RTD/Demonstration and aims for delivering the value proposition

End users



1) Define Value proposition!

End-user pay xx% for demonstration & later buy value giving products

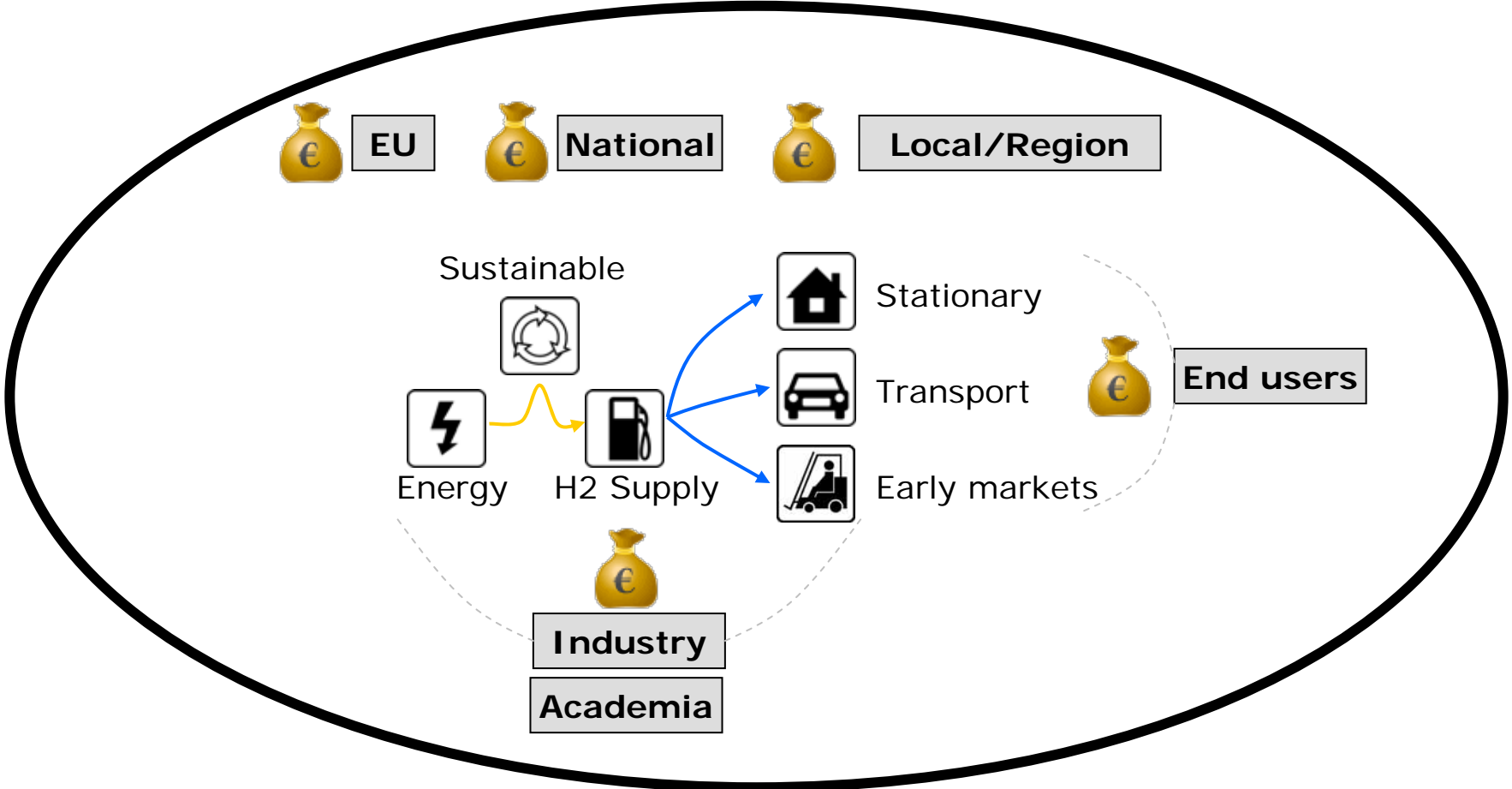




Project set-up

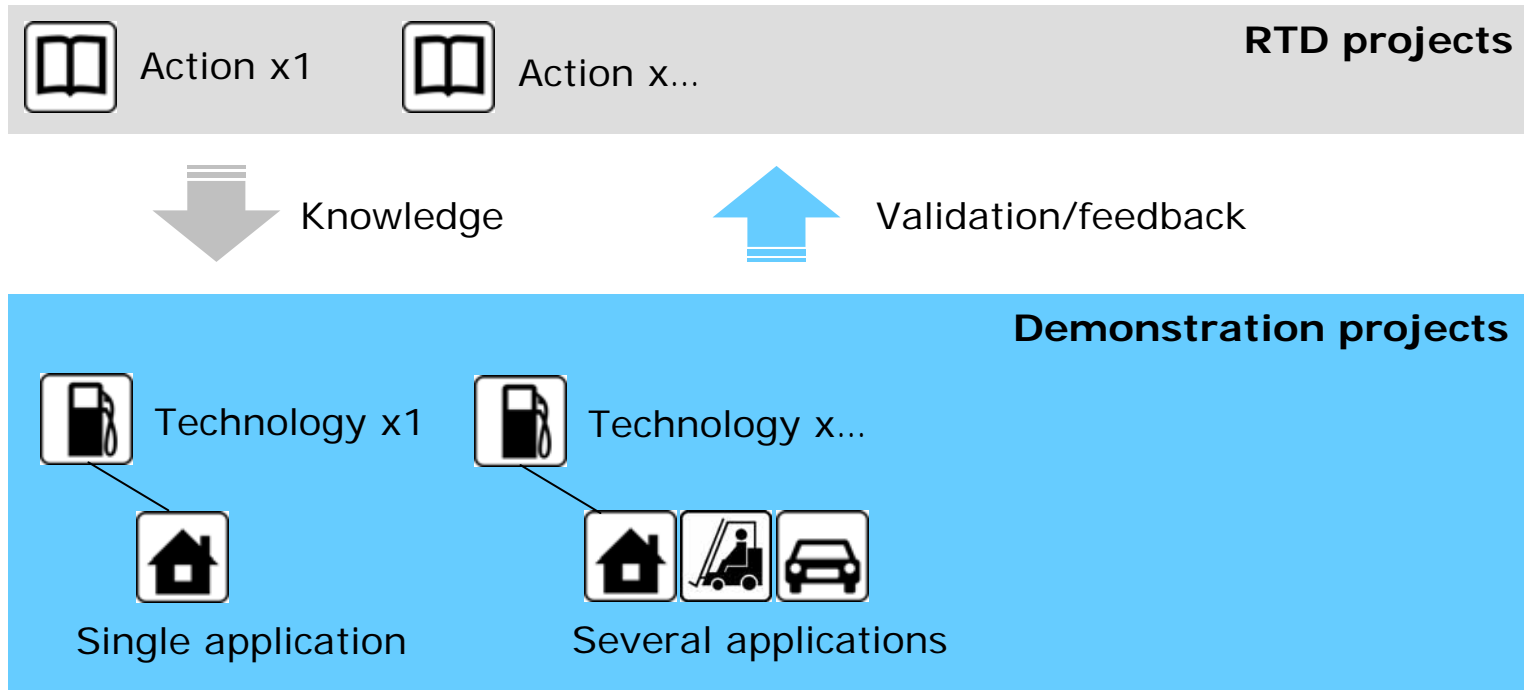
A NODE of actors and activities

Project NODE





RTD & demo in parallel





Getting the “large scale”

Pooling in projects in regions

Regional project portfolio (Lighthouse)



X number of projects

RTD projects



X number of projects

Demonstration projects



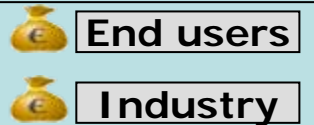
X number of projects



X number of projects



X number of projects



Local/Region



National

Joint
Portfolio
Application



EU

Funding





CASE: SHHP

"Making the Scandinavian Region one of the first regions in Europe where hydrogen is available and used in a network of refuelling stations"

Role

- Trans-national H2 FC network & bridging institution
- Catalyse project co-operation between H2FC applications
- Body for dissemination of information & marketing

Purpose

- Translational Co-operation (B2B, G2G, B2G & B2C)
- Translational Co-ordination (standardisation)
- Pooling Scandinavian H2FC competences
- Qualify the Scandinavian region for a EU LHP

Structure

- 3 National Hydrogen Highway projects
- Each national highway consists of local based NODES

