



# Developing a successful project proposal: A coordinator's perspective

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# NOVICE Features



<http://www.novice-project.eu/>

- H2020-EE-2016-CSA / EE25: Development and roll-out of innovative energy efficiency services
- New Buildings Energy Renovation Business Models incorporating dual energy services (NOVICE)
- 3 years duration
- 9 partners
- €2m Budget



Horizon 2020  
European Union funding  
for Research & Innovation

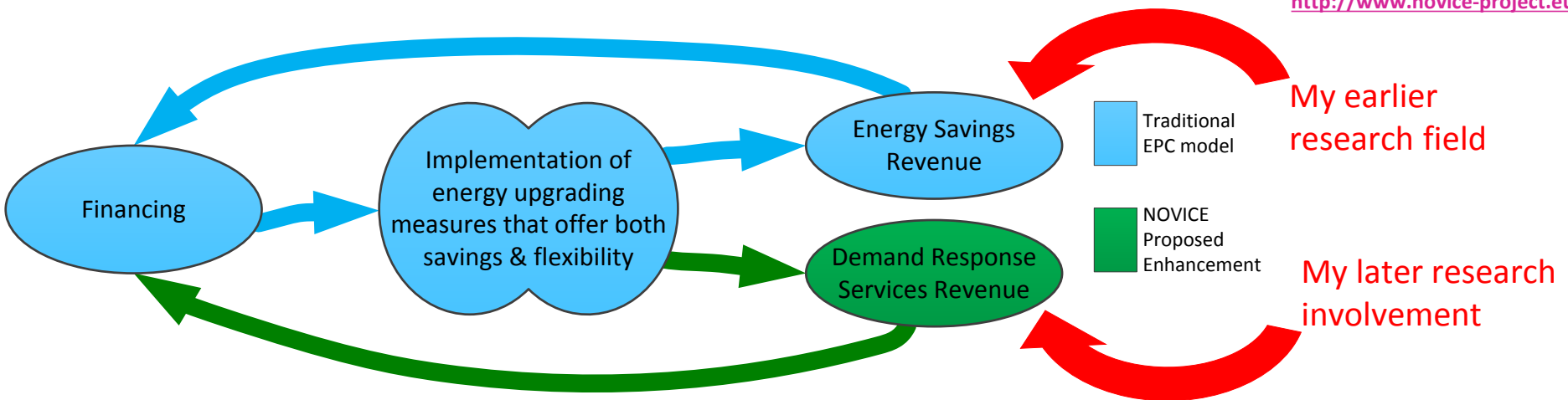
The project has received funding from the European Union's Horizon 2020 research and innovation program under grant agreement No 732189

# NOVICE in a nutshell – An idea is born

The aim of the NOVICE project is the development and demonstration of an innovative business model for Energy Service Companies (ESCOs) that will provide energy savings to buildings and demand response (DR) services to the grid after renovating buildings or blocks of buildings.



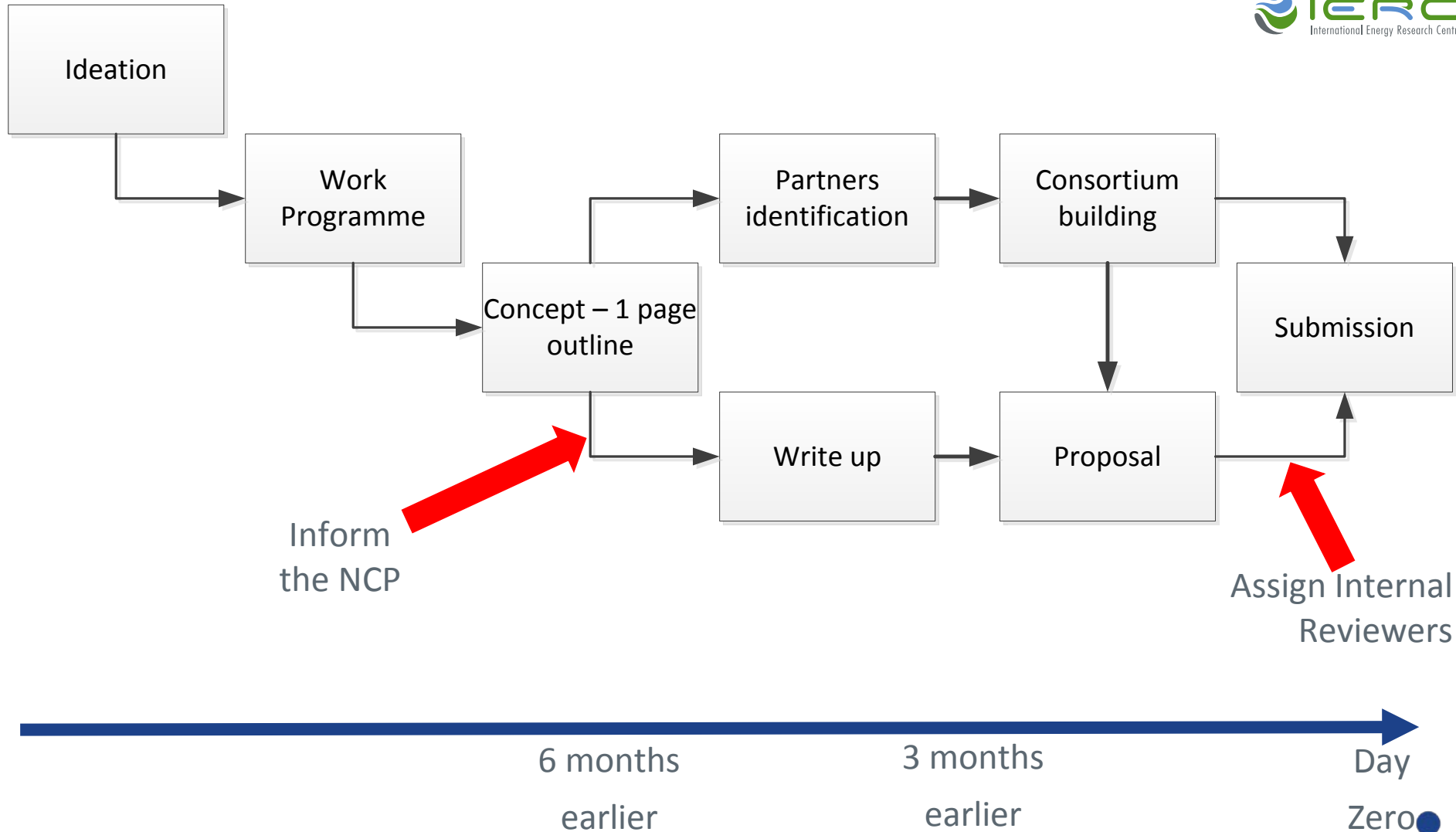
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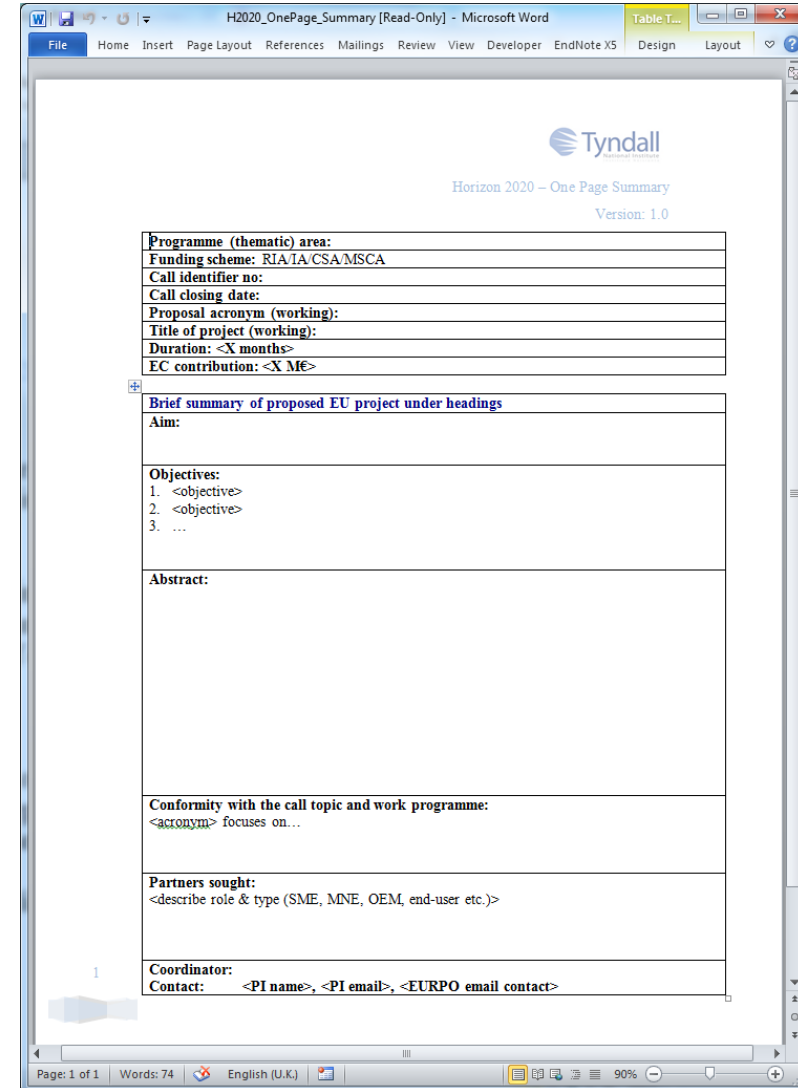
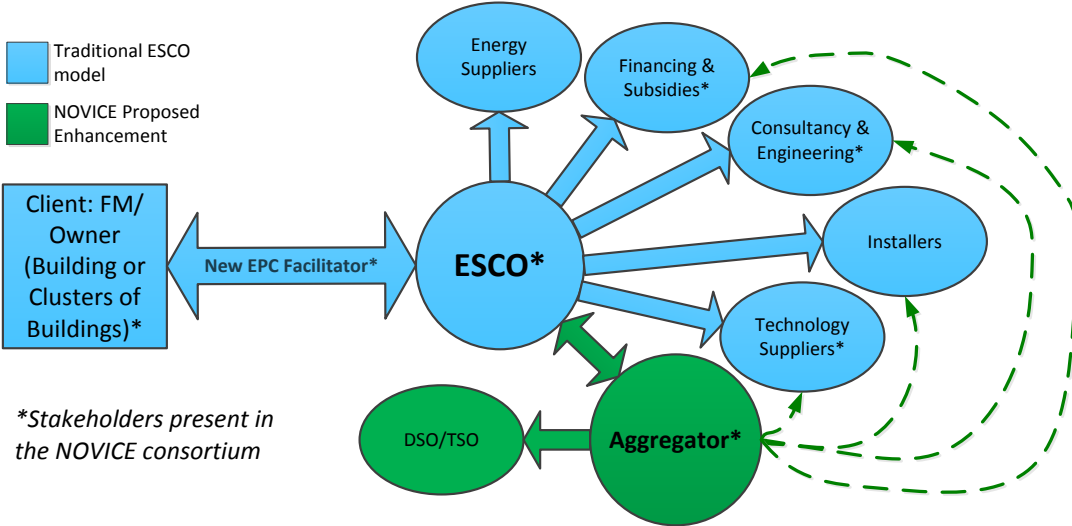
## H2020-EE-2016-CSA / EE25:

*“Proposals aiming at developing, demonstrating and standardising **new types of energy efficiency services and business models** in all sectors which could better monetise the multiple benefits of energy efficiency. Supporting the **further development of energy performance contracting or similar methods based on monetisation of energy savings and other benefits by new types of actors** (e.g. industry, facility managers, construction companies, social housing operators, or other actors) and/or in new market segments.”*

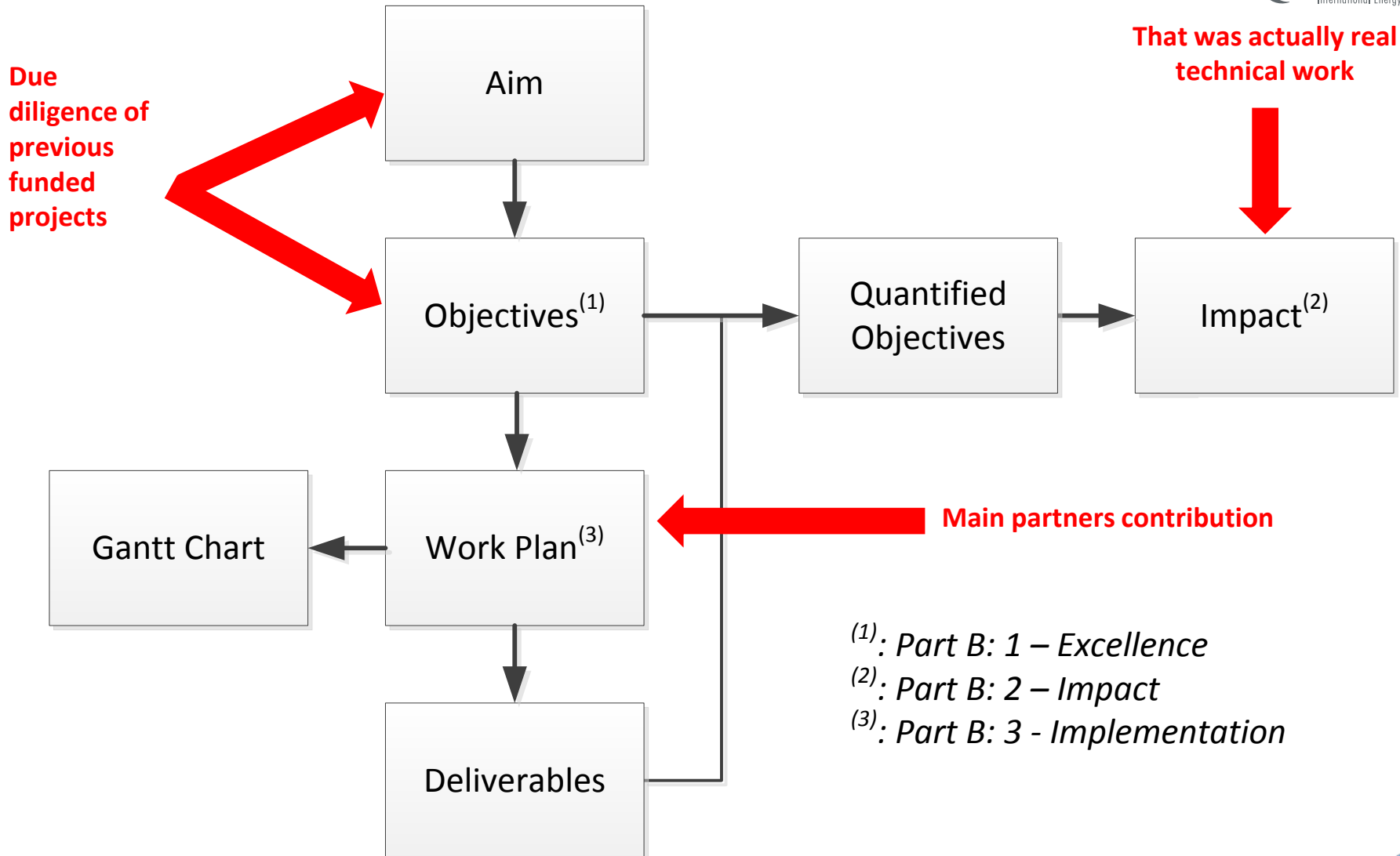
# Ideation to Submission



# Conceptualisation & Consortium building

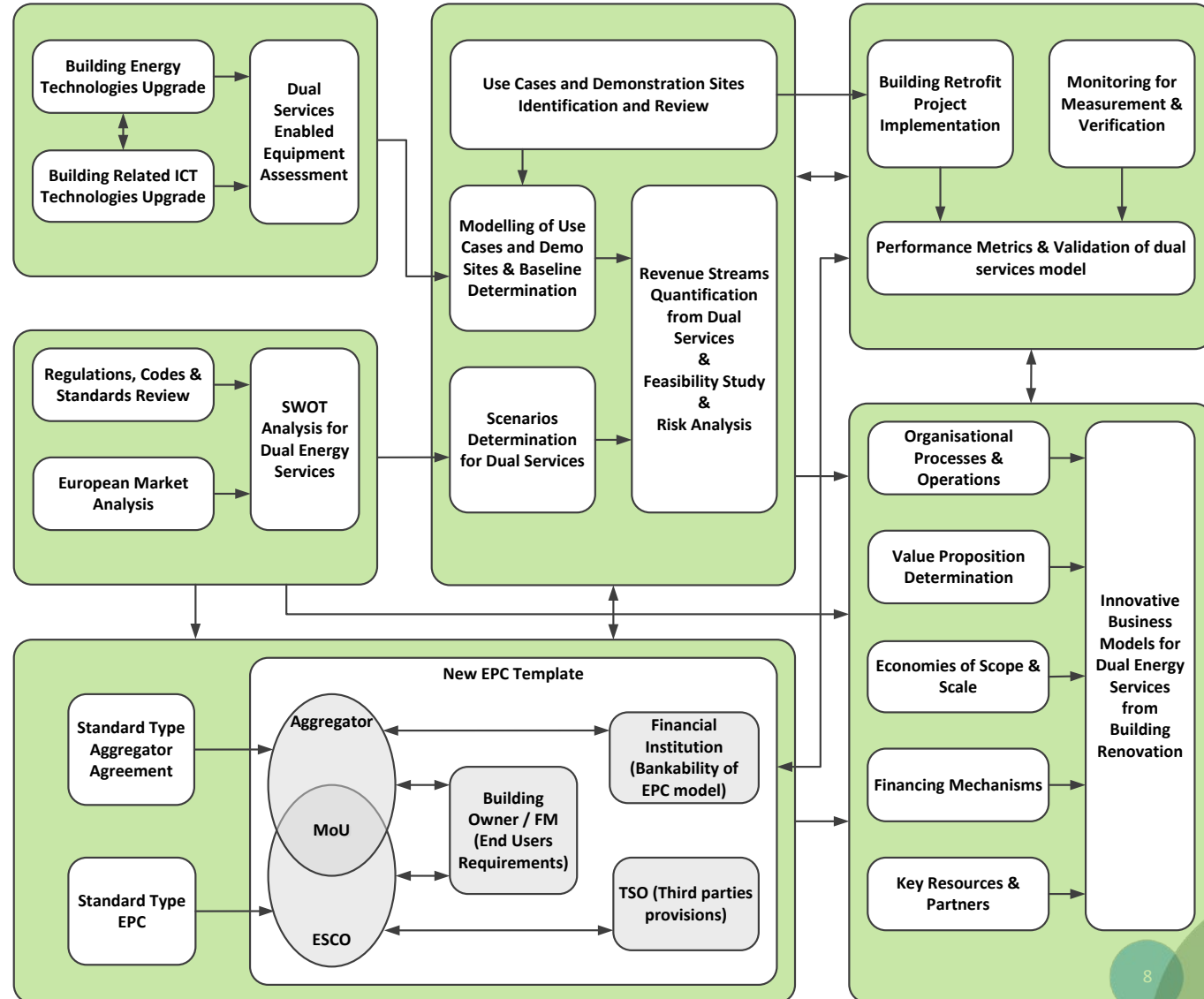


# The write up – Flesh to the bones



# Work Planning – The conceptual work plan

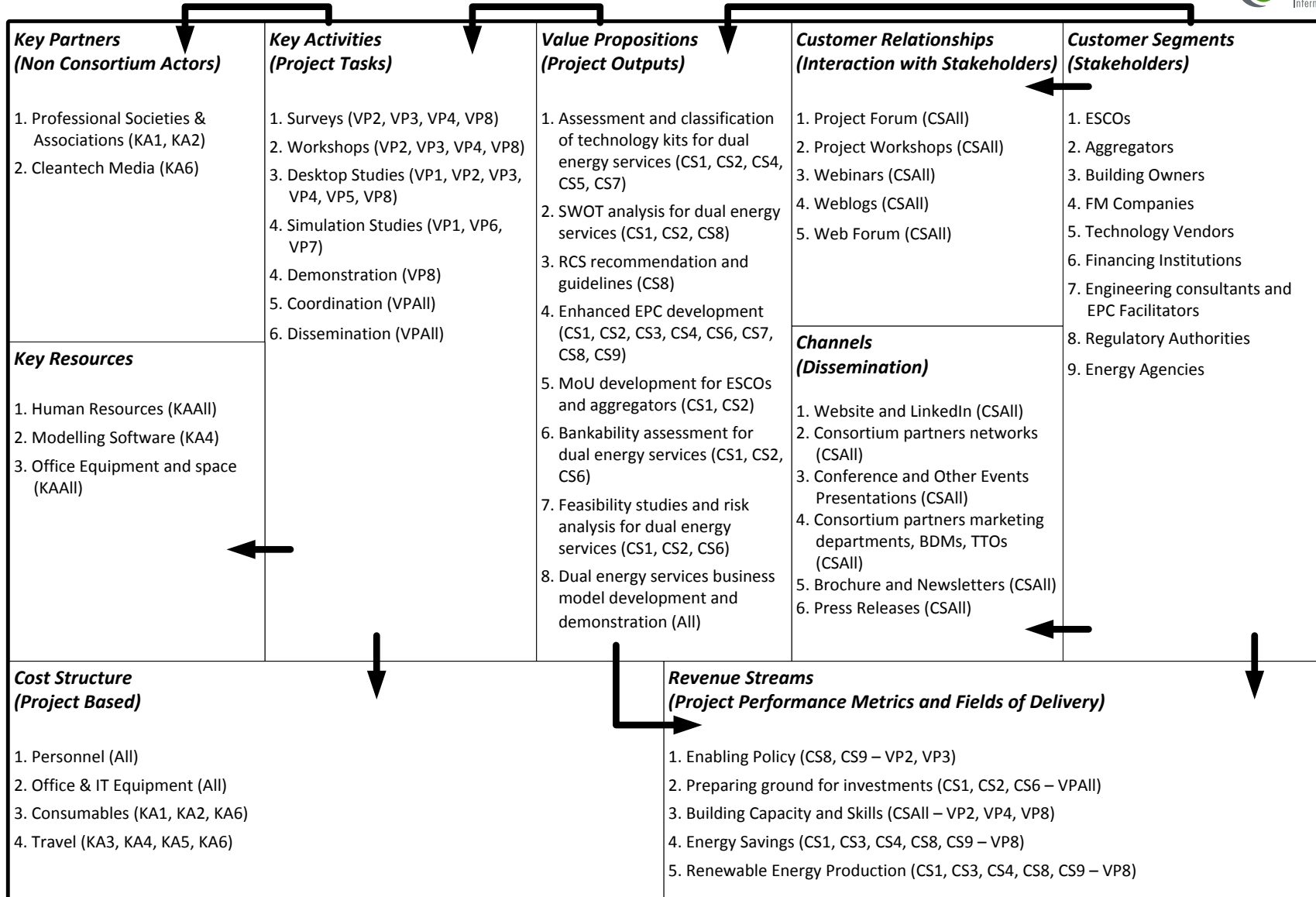
- Gives the sense of timeflow
- Outlines WPs, Tasks and deliverables
- Lets everybody know what has to be done



*If you cannot draw it, you don't understand it.*



# The Project's Business Model



# The submission

“There is nothing more powerful than an idea whose time has come.”

— Victor Hugo

“Only a fool learns from his own mistakes. The wise man learns from the mistakes of others.”

— Otto von Bismarck

“Ever tried. Ever failed. No matter. Try Again. Fail again. Fail better.”

— Samuel Beckett





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