

REQUEST FOR PROPOSALS

Research Study on:

**Crowdfunding as a new financing tool for
district heating**

Submission deadline: 2 February 2018

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1. Introduction

1.1. Euroheat & Power

Euroheat & Power is the association for combined heat & power and district heating and cooling in Europe and beyond. Euroheat & Power illustrates the advantages of combined heat & power and district heating & cooling, advocates for renewable energy sources uptake and the efficient use of primary energies, promotes and coordinates European wide activities for the benefit of technological innovation, environmental awareness and for the continuing growth of the CHP and DHC industries.

The organization has profound experience in participation in and coordination of European projects, in liaising with European policy-makers, organizing events and managing activities. With its wide network of experts and DHC stakeholders, it is perfectly suited to ensure a wide outreach to project outcomes.

www.euroheat.org

1.2. DHC+ Technology Platform

The DHC+ Technology Platform, a unit of Euroheat & Power, focuses on research and innovation in District Heating, District Cooling. DHC+ Technology Platform's overall objective is to enhance the potential of district heating and cooling to expand, achieve progressive transformation of networks and realize new synergies with kindred technologies. Its role is also to ensure the fulfilment of the sector's research needs by means of project implementation. The DHC+ Technology Platform is a membership organisation formed by a wide range of European stakeholders in district heating and cooling, such as utilities, components manufacturers, national associations, universities, research establishments and consultancies.

www.dhcplus.eu

1.3. TEMPO project

The TEMPO - Temperature Optimisation for Low Temperature District Heating across Europe – project. develops technical innovations that enables district heating networks to operate at lower temperatures. By decreasing the temperature in the systems, it reduces heat losses and allows a higher share of renewable and excess heat to be used as heat sources. The project also develops new business models to boost network competitiveness and attractiveness for stakeholder investment. TEMPO kicked off in October 2017 and will run for four years. It is funded by the European Union's Horizon 2020 Programme for Research and Innovation.

Euroheat and Power will subcontract the service of a researcher or research institution to perform a study on crowdfunding as a new financial tool for district heating within TEMPO as part of WP6.

2. Specification of requirements

1.4. Purpose of the research

The study will be conducted as part of the work package dealing with “Replication – Business models”. This work package will demonstrate and optimise innovative business models for each solution package, developed as part of the TEMPO project. The aim of including this study in this work package is to make an external funding assessment and determine to what extent crowdsourcing can be used as a viable option for business model funding.

1.5. Objectives

The application of crowdfunding to the energy sector has been relatively recent, starting in 2012, mainly used to support energy projects and to a very limited extent energy efficiency projects. Crowdfunding has never been used to date in the context of district heating, thus the investigation is needed to further understand:

- 1) What crowdfunding could deliver for district heating projects
- 2) The evaluation of different crowdfunding models and their strengths and weaknesses for certain applications
- 3) The potential rewards and returns offered
- 4) The forms of engagement and their strengths and weaknesses

1.6. Methods / analytical approach

The form of this study could ideally be a preliminary study, based upon one of the TEMPO pilots, including possible generalizable conclusions for EU-wide application.

1.7. Specifications of report

The study will be documented as a report, plus annexes with sources etc. The report will be a deliverable within the TEMPO project: D6.4 Report: Crowdfunding Study. It is a public deliverable and as such it will be disseminated and made available by the project consortium on the project website (www.tempo-dhc.eu).

The result of the study, the report “D6.4 Report: Crowdfunding Study” will be owned by the EHP.

The report should be made in the format of the TEMPO project (provided by EHP to the awarded bidder).

An outline of the study and final report, detailed research methodology, will be produced by end of March / beginning of April (exact date to be agreed between EHP and the successful bidder) of the researcher for discussion with EHP.

1.8. Responsibilities

The contractor will be responsible for the timely provision of the study and the report in satisfactory form and quality to EHP; for proactively seeking advice from EHP on any issues of technical substance or process as needed to ensure high quality and timely delivery of the products; for liaising appropriately and directly with representatives responsible for the project demo included in the report; for ensuring the provision of original, independent analysis and appropriately-sourced use and referencing of all forms of data.

1.9. Timeline

The timeline schedule is indicated as follows.

- Publication of request of proposals: 12 January 2018
- Proposal to be submitted: 2 February 2018.
- Signature contract: 9 February 2018 (approximate)
- Delivery study: 2 June 2018

Budget is a maximum of 12.950 EUR inclusive of all other costs and expenses, excluding VAT.

1.10. Researcher profile

Ideally, the appointed researcher will have the following profile:

Essential

- Proven experience as a researcher (minimum 5-10 years)
- Proven experience conducting research on crowdfunding (minimum 1-3 years)
- Excellent written skills in English

Desirable

- Experience working with research projects funded by the EU or national institutional research funding
- Experience on crowdfunding in relation to renewable energy sources / energy projects
- Experience on crowdfunding in relation to district heating

3. Instructions for bidding

Bidders are requested to submit requested information and documents outlined in section 4. Bidder's response – Service delivery.

Please submit all requested information and documents via email (no hard copies required) to: Kerstin Eigert at ke@euroheat.org

All proposals will be evaluated by Euroheat and Power.

Timescales

Activity	Date
Request for proposals announced	12 January 2018
Deadline for submissions	2 February 2018
Signature of contract	9 February 2018 (approximate)
Delivery of study	2 June 2018

4. Bidder's response – Service delivery

- Proposal of research study (maximum 2 pages) in English
- Description of the bidder and key person(s) carrying out the study (maximum 2 pages) in English
- CV key person(s) in English
- Proposed all-inclusive fee

5. Bidder's response – Cost proposal

Please provide your proposed cost in the table below.

Daily rate	Proposed number of days	Total cost

6. Evaluation

The appointed company/researcher will be the bidder having the highest score. Three criteria will be evaluated and each criteria can be ranked up to 20 points (maximum score being 60):

- a) Research study proposal
- b) Bidder profile - including CV(s)
- c) Price

It is expected that a decision will be made the latest 5 (five) working days after the deadline for submission. All bidders submitting proposals will be notified of the decision.

According to article 13 in the Grant Agreement, the subcontract will be awarded ensuring the best value for money (according the scoring systems described). EHP will prevent any situation where the impartial and objective selection process and the implementation of the action is compromised for reasons involving economic interest, political or national affinity, family or emotional ties or any other shared interest.

7. Engagement and payment

This study will be carried out as part of the TEMPO project, funded by the European Union's Horizon 2020 Programme for Research and Innovation. As such, it will comply with article 13 – implementation of actions tasks by subcontractors, in grant agreement number 768936.

The successful bidder will be asked to sign an agreement with Euroheat and Power (see annex 1: Draft Template Contract).

A first payment, representing 30% of the total amount will be paid within 30 days after the signature of the contract and receiving the first invoice.

A final payment, representing the remaining 70% of the total amount will be paid within 30 days after receiving the final report and the final invoice.