



PANTERA

Pan European Technology Energy Research Approach

Work Package 2

[Select an element pls.]

Deliverable 2.1

Report on stakeholder's identification and interaction

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Abbreviations

<i>JRC</i>	Joint Research Centre
<i>R&I</i>	Research and Innovation
<i>SME</i>	Small Medium Enterprise
DSO	Distribution System Operator

Executive Summary

This deliverable reports the results of the activities performed within the PANTERA project task 2.1 “*Stakeholder identification and interaction*”. The aim of this task is to contact and interact with stakeholders from the energy, and more in particular from the smart grid field (research organizations, utilities, industry associations, academia) that belong to the “targeted” project countries. These are the 15 European countries that, according to the JRC report “*Smart grid projects outlook 2017*” [1] are spending less funds in R&I in the energy domain considering per capita values. The PANTERA members started the process of contacting stakeholders by sending to the available contacts in that region a questionnaire. This questionnaire is aimed at collecting a feedback about the involvement in EU level activities and projects and about which are the main barriers and gaps that limit R&I activities in the different countries and also hinder the full integration of all EU member countries in the R&I field.

People from different organizations replied to the questionnaire, approximately half of them from industry, DSOs and industry associations, the remaining part of replies comes from research organizations and academia. Most of the respondents have already participated in EU projects, but approximately 20% of them declare that their organization is not taking part in EU level initiatives at the moment.

Considering the overall replies to the questionnaire a couple of important considerations for the PANTERA project emerge. Many repliers stated that the networking and access to reliable information and data is of key importance to enhance the R&I activities and especially to deeper the integration at EU level. In this respect, it is important to mention that two of the PANTERA activities (organising workshops and building a knowledge sharing platform) are fully aligned in view of covering these needs.

The process of contacting stakeholders will continue throughout the PANTERA project timeline and especially in coincidence of the workshops organization. It should be mentioned that in this deliverable only the first results of this process are reported.

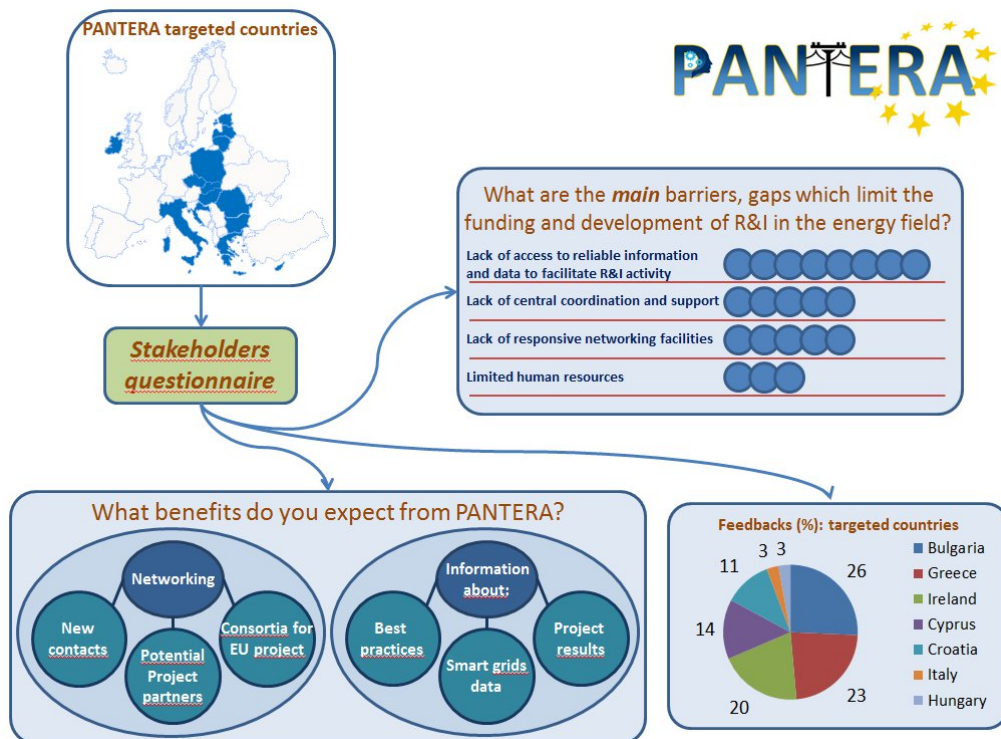


Figure 1: PANTERA stakeholders questionnaire summary infographic

1 Introduction and scope of the document

This report describes the work carried out within the task 2.1 of the PANTERA project Work Package 2 (WP2 - Pan-European R&I community). More in detail task 2.1 aims at identifying and contacting possible stakeholders in the field of smart grids, storage and local energy systems in all EU member states with a special focus on the countries that are currently less involved in EU level initiatives and projects.

1.1 Purpose of the Document

This deliverable is intended to report and analyse the stakeholders identification and interaction process put in place by the PANTERA project. More in detail this report, through the analysis of the replies received to a dedicated questionnaire, that would be described later in Chapter 2.2, proposes some preliminary analysis and hints that could be useful for the continuation of the work in order to reach all the PANTERA project objectives.

This deliverable is intended for both the public and for PANTERA members. The general public, if interested in the topics analysed, could gain an insight about the involvement of the different EU countries in EU level initiatives and about the main gaps and challenging that are limiting a deeper integration in the R&I smart grid field among EU member states. Instead PANTERA members would find in the deliverable the information to continue and improve the project activities in order to reach the project promised results.

It is worth to mention that the results reported in this deliverable will be also presented at PANTERA workshops in order to give to the stakeholders a tangible feedback of how the information they provided by replying to the questionnaire has been used and so enhancing the trust in the project.

2 Approach

The approach followed to contact and engage PANTERA stakeholders is in line with what has been discussed within WP6 and reported in deliverable D6.2 "*Stakeholder consultation plans*", more in detail task 2.1 focused on getting feedback to a questionnaire as described in the following.

In order to address at best the WP objectives a stakeholders database was created. Each PANTERA partner was asked to insert its contacts within funding agencies, standardisation bodies, research centres and academia, etc., mainly from the "targeted countries", that could become stakeholders for the project. It was then prepared a letter (reported in appendix 1) to contact each of them. This letter briefly describes the project, proposes to become a PANTERA stakeholder and asks to give a first feedback to the project by answering to a short questionnaire. This questionnaire, described in section 2.2, has been prepared in order to gather information about the stakeholders involvement in EU level activities and about the main gaps and challenges they see as limiting factors to a deeper integration among different EU countries in the R&I smart grid field.

The different PANTERA partners were then in charge to send the above mentioned letter to the proposed stakeholders. This process has been started and will continue for the whole duration of the project. It's a very important activity for the overall success of the project and will continuously be enhanced thanks to the feedbacks received. This reports focuses on what has been done so far and tries to derive some recommendations for the continuation of this process.

The described approach was developed considering what has been discussed within WP6 and reported in the deliverable D6.2, more in detail task 2.1 focused its effort on the "consultation" phase.

2.1 PANTERA targeted countries

PANTERA effort in contacting stakeholders is focused on 15 EU countries that are spending less funds in R&I in the energy domain considering per capita values. These countries are derived from the JRC report "Smart grid projects outlook 2017" [1]. In figure 1 these countries are listed and visual maps of them is proposed.

The stakeholder involvement process, especially considering the "targeted countries" has started, but is still in a development phase. Is worth noting that the stakeholder contacting process is deeply related to workshops organization. So far PANTERA have just organised one workshop in Bulgaria (July 2019), so it is expected that the stakeholders involvement will significantly grow together with the organization of workshops in the different targeted countries.

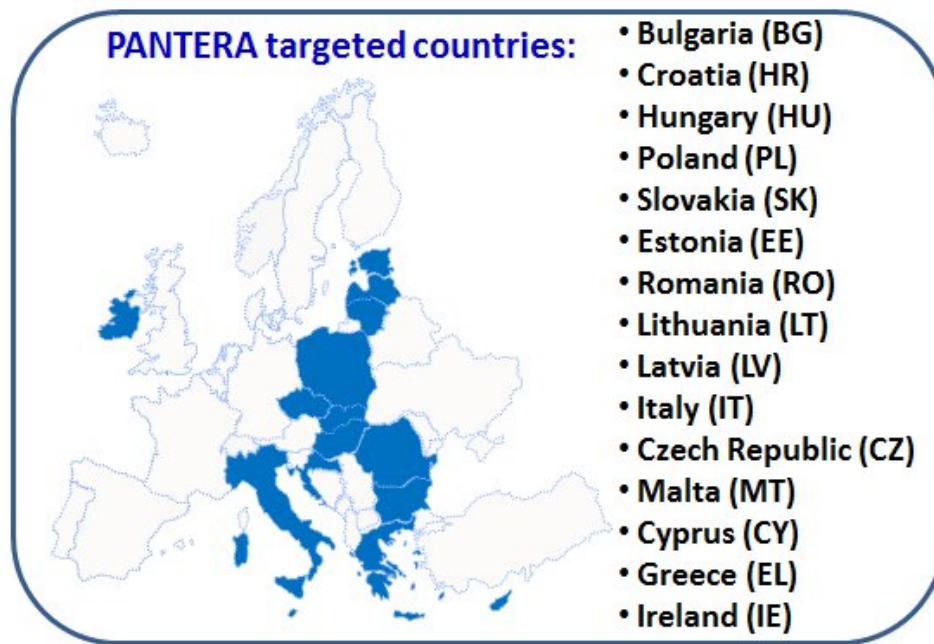


Figure 1: PANTERA targeted countries

2.2 PANTERA questionnaire

Within WP2, PANTERA members have developed a questionnaire (reported in appendix 2) to be sent to the project stakeholders in order to get relevant information, especially related to their involvement in EU level initiatives, their willingness to be deeper involved and support the PANTERA in finding the main gaps and challenges that according to them are limiting a better EU level R&I integration.

The questionnaire, that is also accessible through the PANTERA website (<http://pantera-platform.eu/stakeholders/>), is structured as follows:

- a few basic questions intended to get basic data about the stakeholder that is replying to the questionnaire
- a set of questions aimed at understanding at which level the person who is answering and his/her organization is involved in EU level activities. There are questions about the known initiatives and if the company of the stakeholder is involved in some of them or has already participate to some EU projects
- a key question that is asking the “main barriers, gaps and challenges that according to the person who is replying hinder or limit the funding and development of R&I activities in his/her country”
- questions about the willingness to be more involved in PANTERA activities
- a question about what kind of benefits the stakeholder is expecting from being in contact with the PANTERA project
- suggestions of additional stakeholders for the PANTERA project

The received answers to the questionnaire are analysed in the following chapter of this deliverable in order to get useful conclusions for the continuation of the PANTERA project.



Stakeholder questionnaire

PANTERA is an EU project that aims to set-up an European Forum composed by R&I policy makers, R&I actors and experts in the field of smart grids, storage and local energy systems that is representative of the EU-28 member states. For more information please visit: www.pantera-platform.eu

1. PANTERA project consortium will manage the data provided through this form in compliance with the GDPR, for purposes related only to contract execution as provided by Art. 6b of the GDPR. For more information please visit www.pantera-platform.eu, you will find the "PANTERA Privacy Policy" under Resources->GDPR.

In order to proceed with the questionnaire you need to confirm you read and understood PANTERA Privacy Policy. *

☐ Yes, I read and understood

☐ No, do not continue

2. Country *

Inserisci la risposta

3. Your organization/company name *

Inserisci la risposta

Figure 2: PANTERA stakeholders questionnaire available at <http://pantera-platform.eu/stakeholders/>

3 Stakeholders questionnaire feedbacks

Here we analyse the replies received so far to the PANTERA stakeholders questionnaire described in the previous chapter. As already pointed out these are only preliminary results since the stakeholder contacting and involvement process will last for the overall duration of the PANTERA project. Nevertheless the analysis of these first results is important in order to derive preliminary considerations especially in view of the continuation of the activities within PANTERA.

By the end of September 2019 we received 50 replies to the questionnaire. The following graphs (figure 3 and figure 4) report the percentage of responders from the different countries. In figure 3 we can see a graph of the overall replies, considering also the ones from people that are not from targeted countries, where as figure 4 shows the percentage of replies coming from the targeted country only.

As it can be seen we still did not have receive replies from all the targeted countries, but this is related to the fact that contacting stakeholders is strictly connected to the workshop organization, in fact we have received the highest number of replies from Bulgaria, where the first PANTERA workshop has been organised (Sofia, July 2019) and from Ireland that would be the place of the second PANTERA workshop to be organised in December 2019.

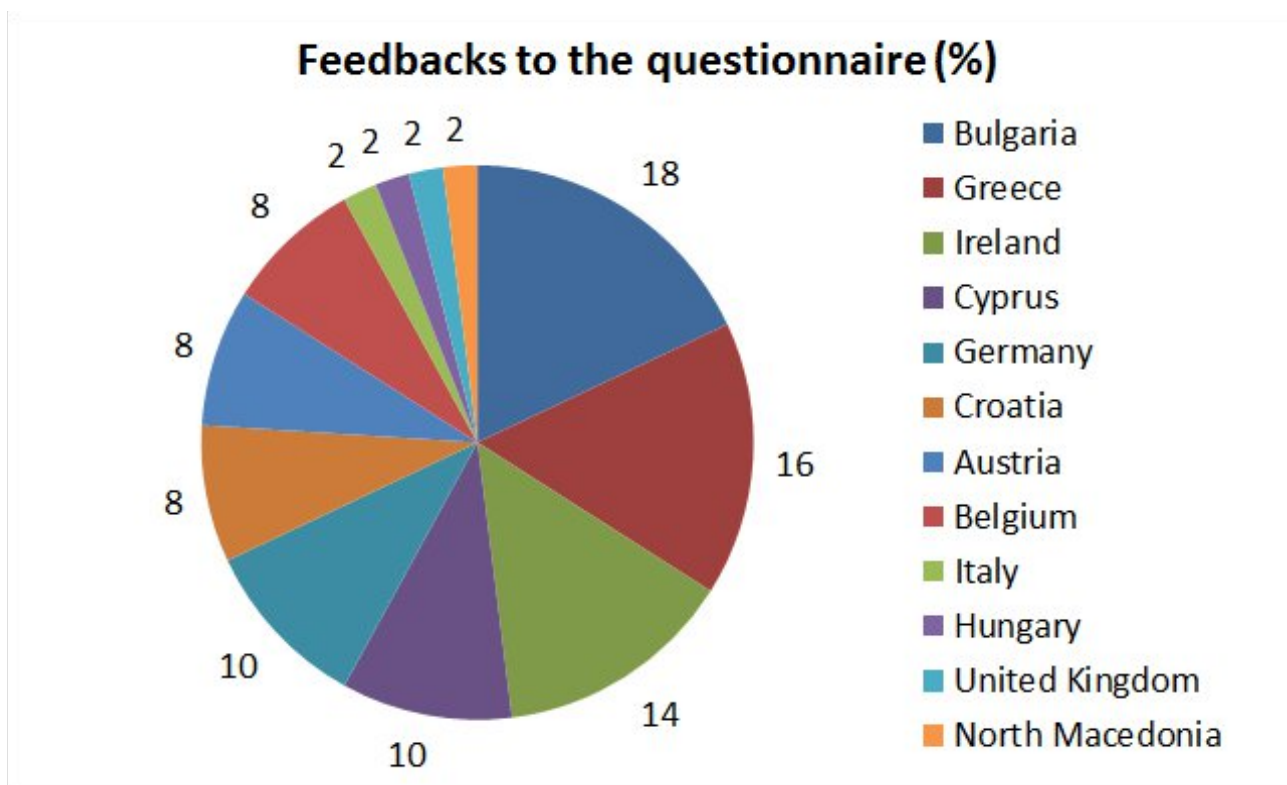


Figure 3: Feedbacks to the PANTERA stakeholders questionnaire - percentage (all countries - 50 replies)

Feedbacks to the questionnaire (%): targeted countries

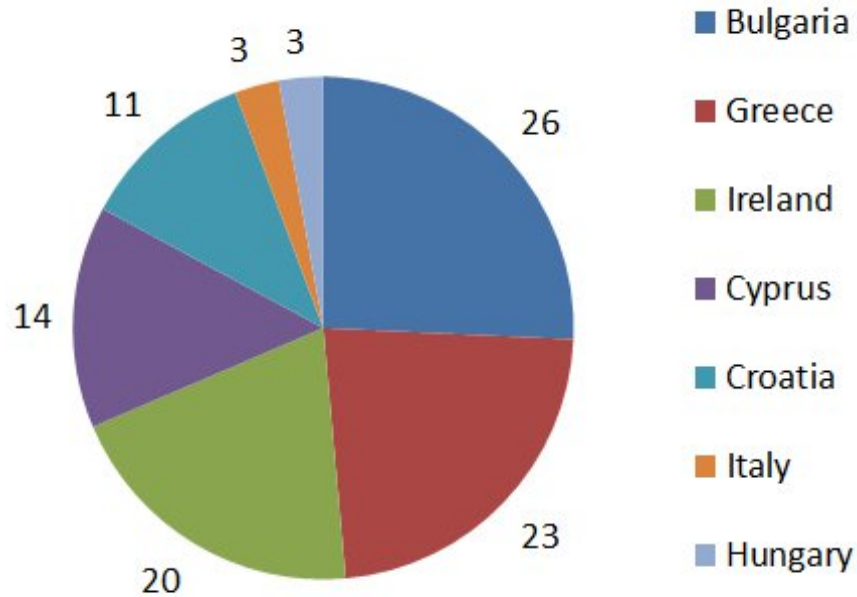


Figure 4: Feedbacks to the PANTERA stakeholders questionnaire percentage (targeted countries - 35 replies)

In figure 5 we can see a graph that reports the percentage of the type of organization to which the persons who have replied belong to. The same in figure 6, but considering only the replies from PANTERA targeted countries.

Feedbacks per organization type (%)

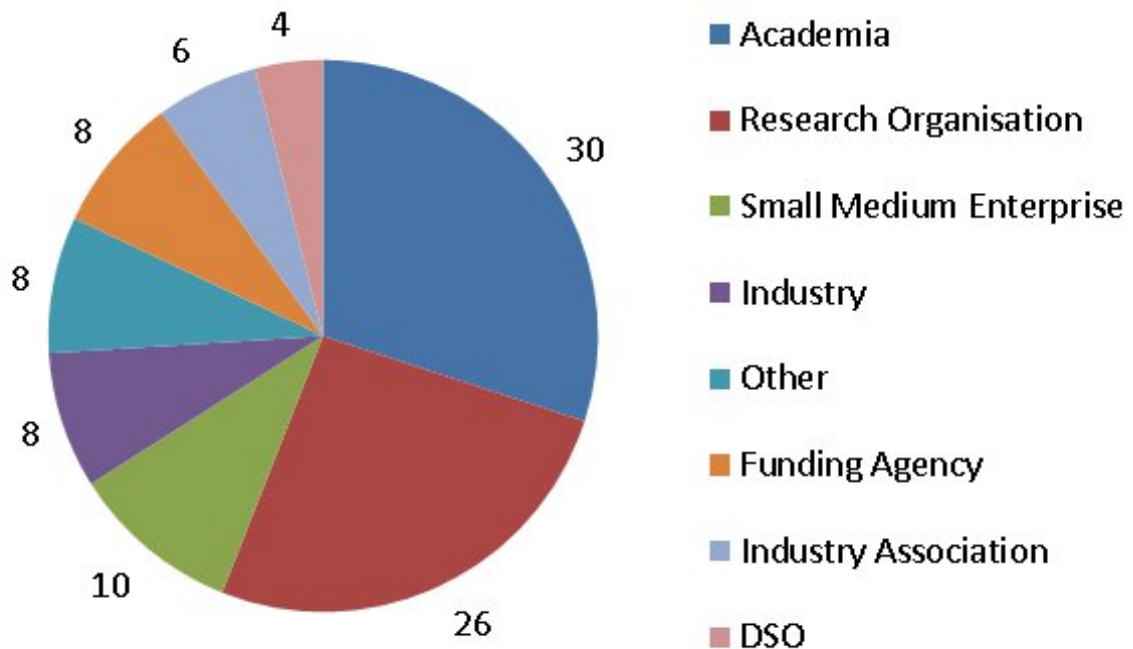


Figure 5: Type of organization to which the persons who have replied belong to - percentage (all countries - 50 replies)

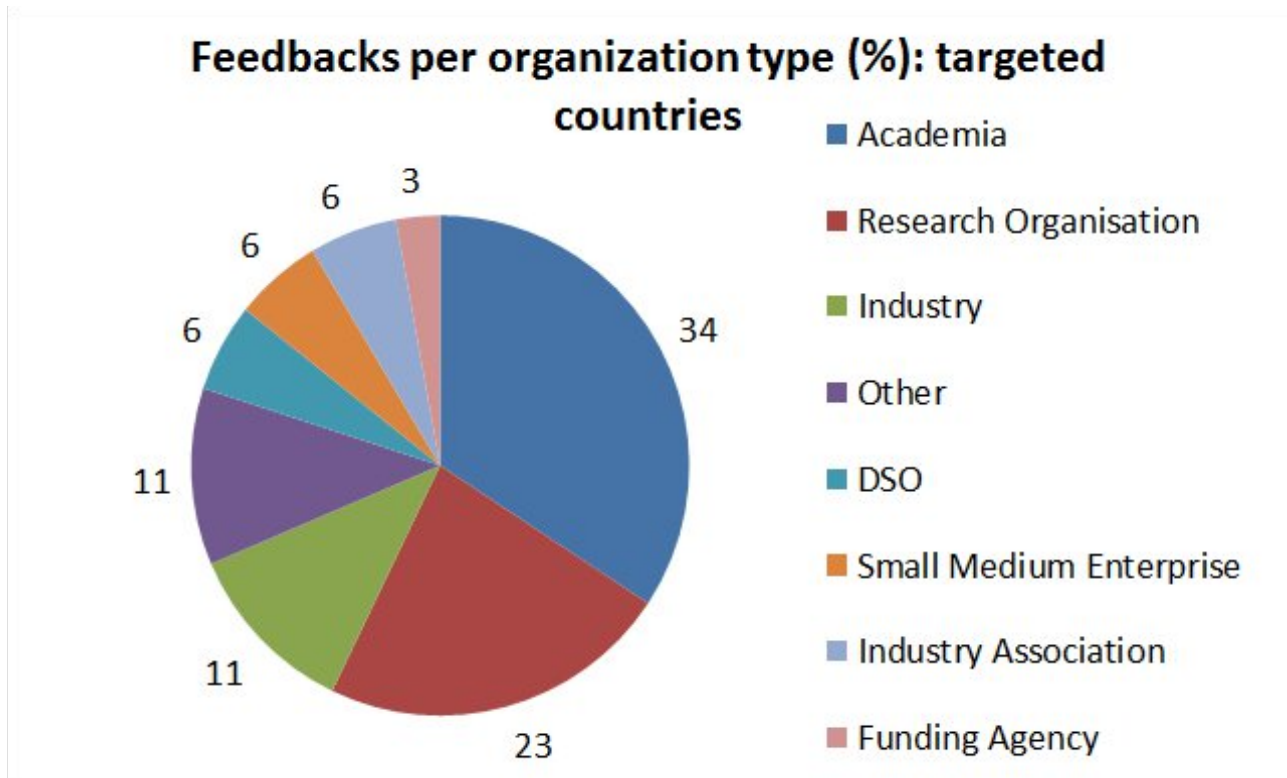


Figure 6: Type of organization to which the persons who have replied belong to - percentage (targeted countries - 35 replies)

Analysing the graph in figure 6, it can be seen that a good percentage of replies comes from academia and research organizations, but a not negligible part comes also from industry (Small Medium Enterprise (SME), industry, industry associations, DSOs). These categories of replies are the most valuable for the PANTERA project, and would be the focusing point during the future project implementation.

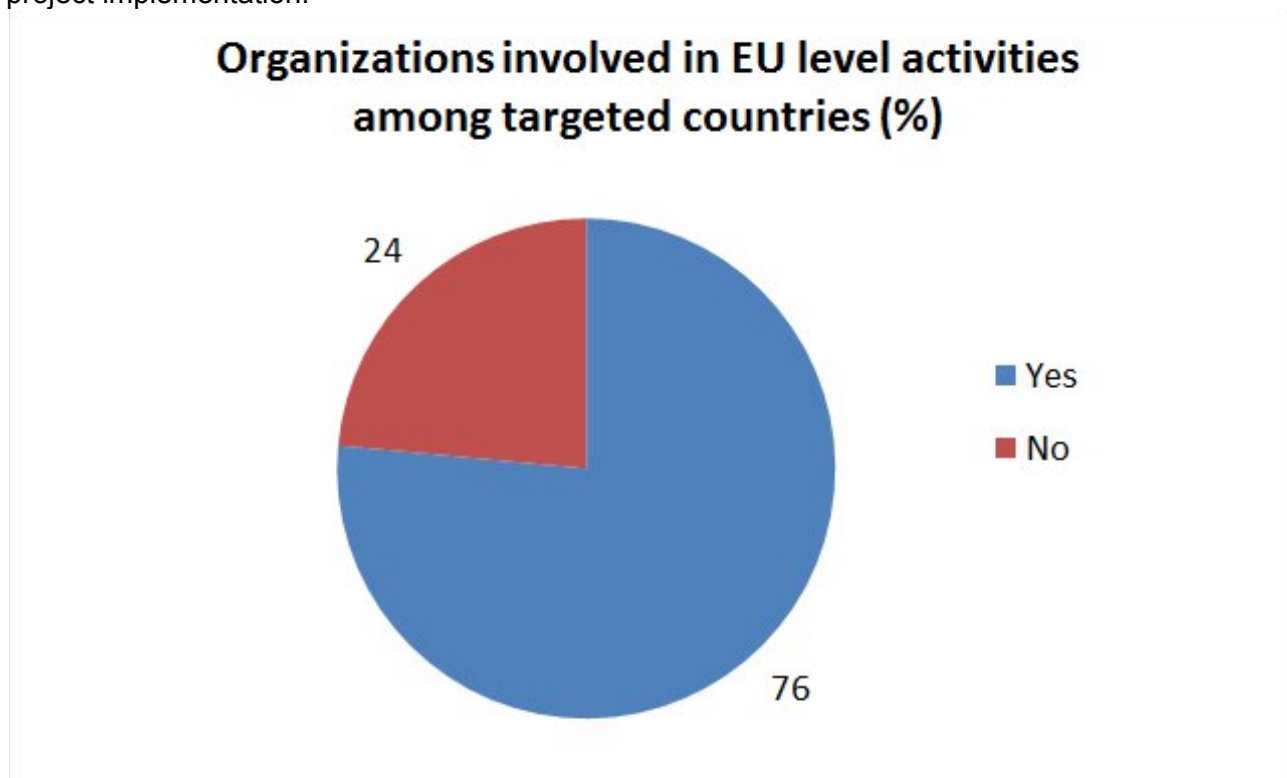


Figure 7: Percentage of organizations involved in EU level initiatives - percentage (targeted countries - 35 replies)

Figure 7 reports the percentage of organizations that are involved in EU level initiatives among the ones that have replied to the questionnaire. It's important to note that more than 20% of the replies comes from persons that work for institutions that are not involved in EU level initiatives such as EERA, ETIP-SNET, EURELECTRIC, etc. For the PANTERA project these contacts are the most important ones since we believe that the involvement in EU level activities it's very important to enhance the pan-EU cooperation within the R&I field

Figure 8 and 9 also report (in percentage) the replies to the question: "What are the main barriers and gaps in your country which limits the development of R&I activities in the energy field?" for the target countries alone and for the replies coming from the other countries, respectively.

The answer to this question is very important for the next PANTERA activities since one of the goals of the project is to understand what is actually limiting the R&I activities development. In order to have comparable results the answer to this question was made by a multiple choice menu where more than one option could be selected among the following ones:

- lack of access to reliable information/data to facilitate R&I activity
- lack of responsive networking facilities
- limited human resources
- limited monetary resources
- lack of central coordination and support
- no national policy in support of R&I activity
- no regulatory framework for R&I activities
- other

Since a single user could select more than one option to answer to the question, we choose to show the percentage of each possible reply to be selected. So, by looking at the graph in figure 8 we can see that more than 80% of repliers stated that the lack of access to reliable information and data is actually a barrier for the R&I development in the smart grid sector in their own country. This is an important information for the PANTERA project since this is one of the points that the proposed PANTERA platform is promising to address.

From the graph we can also note that the "lack of central coordination and support" and the "lack of a responsive of networking facilities" are seen as limiting factors approximately by the 50 % of the replies. This could also be an issue that the PANTERA project could help to mitigate. Among the remaining factors the "limited human resources" seems to be the most limiting one.

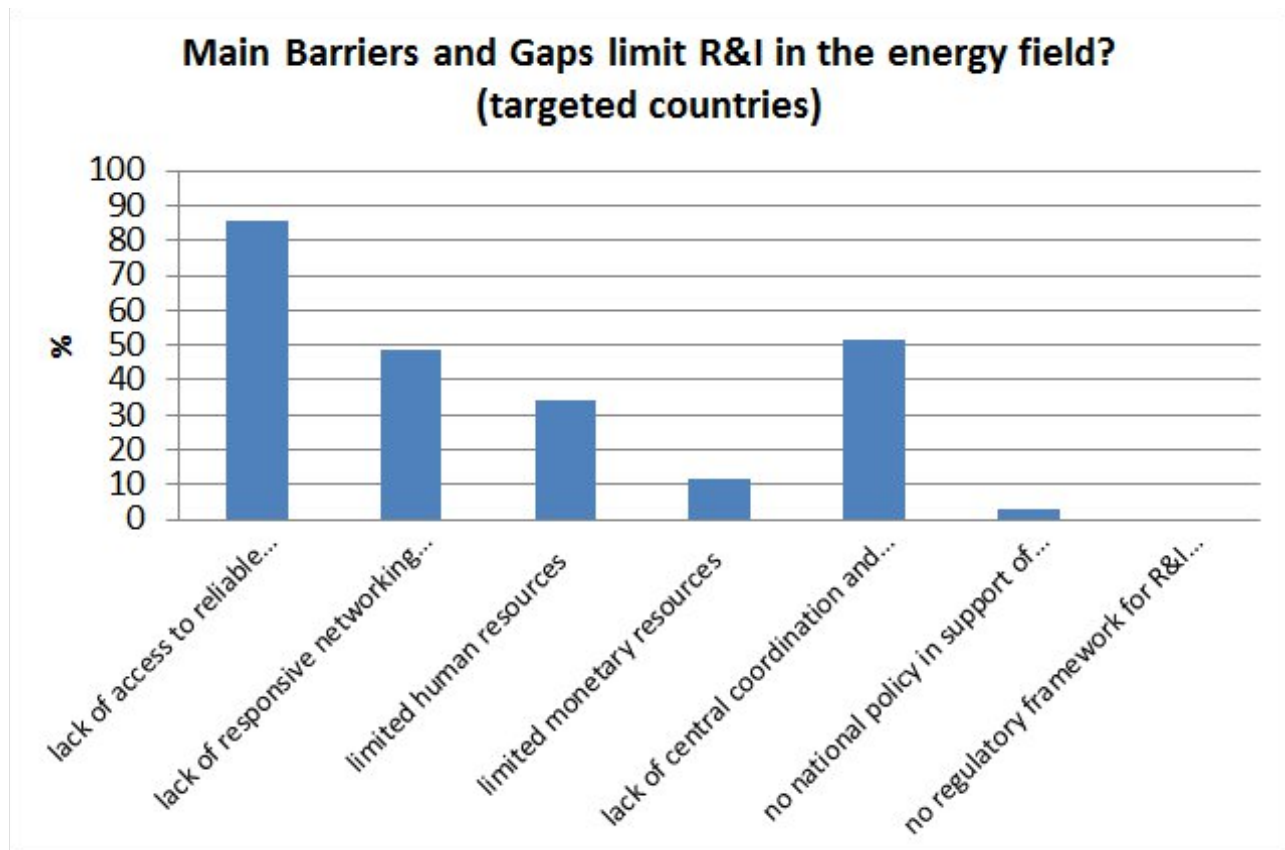


Figure 8: Replies to the question: "What are the main barriers and gaps in your country which limits the development of R&I activities in the energy field?" - percentage (targeted countries - 35 replies)

Due to the importance of the question we choose to show also the graph (in figure 9) of the replies to this question obtained by people that are not coming from the targeted countries. It is interesting to note that in general the replies are signalling less issues (the percentage of all the possible choices are lower if compared to the graph in figure 8). Moreover we can see that the "lacking of central coordination and support" is the issue that comparing results between target countries and the other countries lowered down the most.

The lack of access to reliable information and data is still seen as the most limiting factor by far, but the percentage of replies that signals it as an important issue changes from 80% to 50%.

Finally it is important to mention that this are the opinions of the ones that have replied to the questionnaire, and since we have not get a high amount of feedbacks to the questionnaire the results need to be taken with the due amount of uncertainty. Another issue that could bias the results, especially of the question we just report about is that the reply could depend on the role within the organizations of the repliers. For example a researchers could have a different view of what is actually limit the R&D activities if compared to the director of the same organization. PANTERA project will try to address this issue in the future.

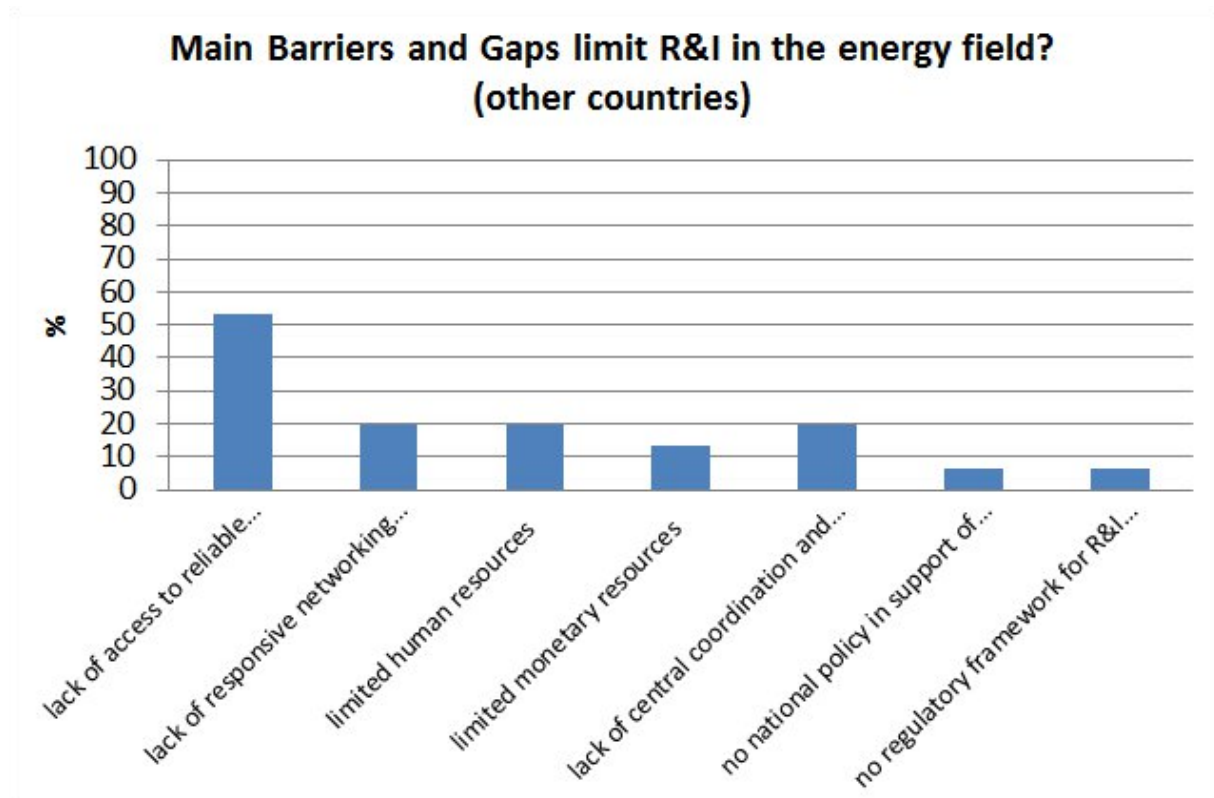


Figure 9: Replies to the question: "What are the main barriers and gaps in your country which limits the development of R&I activities in the energy field?" - percentage (targeted countries - 15 replies)

In figure 10 we show the percentage of organizations that are interested to participate in a PANTERA workshop. We notice that nobody select "no", but the 44% of the replies selected that the possibility would be evaluated. It would be a PANTERA duty to propose engaging workshops in order to maximise the stakeholders participation.

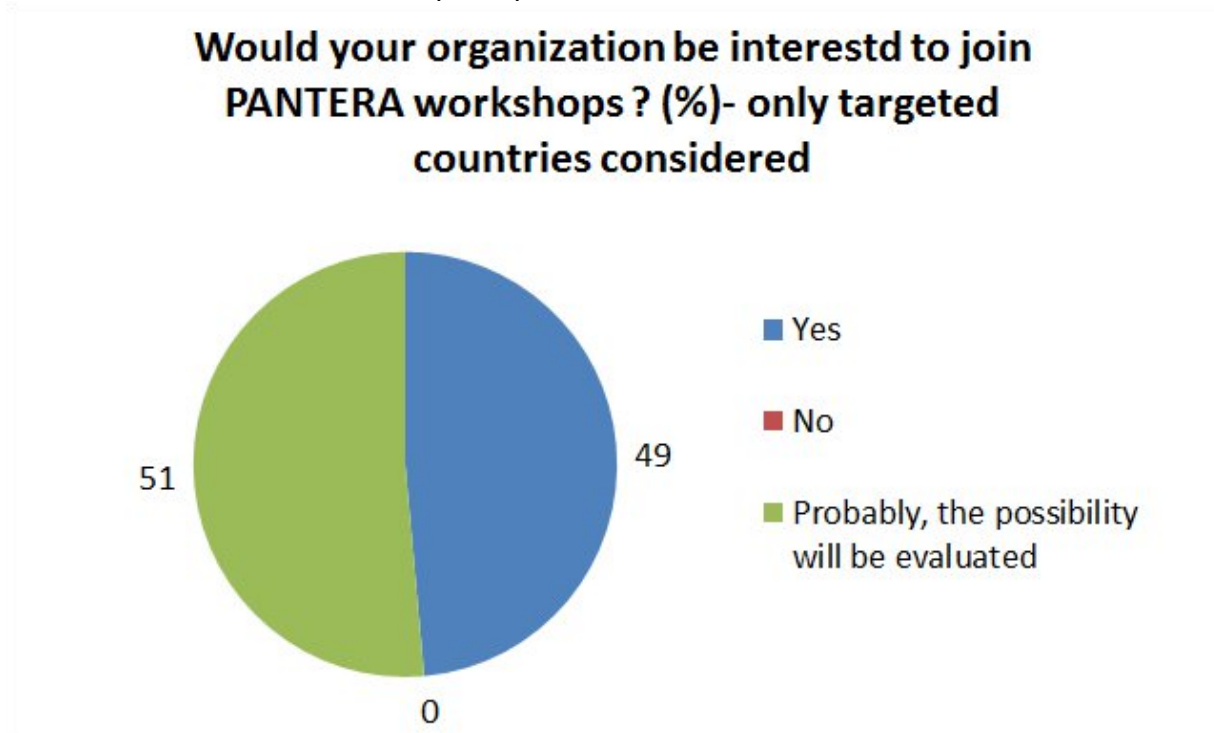


Figure 10: Organizations interested in participating to a PANTERA workshop - percentage (targeted countries - 35 replies)

Finally we report here the replies to the question **“What kind of benefits and/or support do you expect from PANTERA?”**. The answer was open, so we cannot derive a graph of the replies, but we will try to underline some similarities that could be found in several replies. We report here below all the replies, we list the ones coming from the target countries before. It is worth noting that only a part of the ones that replied to the questionnaire actually answered to this question (it was not a mandatory question).

Analysing the obtained replies it turns out that there are some similar thematic that are put forward by several persons. We choose to highlight these similarities with the same text colour in the list of replies reported below. As is can be seen there are two topics, namely:

- Networking (highlighted in red) and
- Information sharing and access to information about smart grid projects (highlighted in green)

that appear in several replies, both coming from targeted countries and from the other ones. This is an important information for the PANTERA project. Through the workshop organization PANTERA will try to address at best the “networking” need, while through the building of the PANTERA knowledge sharing platform will try to address the second highlighted need that raises from the questionnaire replies.

Replies from persons coming from PANTERA targeted countries:

- ❖ Networking with the consortium and stakeholders, identifying new business and research opportunities and new project partners, sharing our projects outcomes on a Pan European level, access to a Pan European level database
- ❖ Help with forming or joining consortia.
- ❖ Access to data from research initiatives for research purposes, model validation. Contacts to potential research collaborators.
- ❖ Access to a pan-European data base with analytical and exploitable information on smart grid projects. Expand the opportunities to be involved in European energy initiatives and funding. Sharing knowledge, enlarge European and regional contacts and building on best practices
- ❖ Information about: best practices in R&D sector, stakeholders contacts, financing opportunities
- ❖ Meeting professionals from the area and cooperation in future EU project proposals.
- ❖ Meetings with potential partners and future participation in various initiatives.
- ❖ Access to Smart Grid research database with information on what is happening in other EU countries and knowledge sharing and collaboration opportunities
- ❖ framework for R&I activities, monetary resources
- ❖ First hand insight into interesting smart grid projects, results, ideas, initiatives
 - networking, potential partnerships
 - learning from others experience (especially in conducting practice oriented projects)
- ❖ Project information and updates, networking events and invitation to H2020 proposals

- ❖ Networking opportunities to help identify and respond to collaboration opportunities
- ❖ Information about updates in smart grids
- ❖ Improve project collaboration
- ❖ Networking, access to networks, knowledge and initiatives
- ❖ Networking, identifying research opportunities and new project partners, participation in project events.
- ❖ Coordination of actions in the design of the business use cases based on the interaction with the stakeholders. A common vision to overcome barriers towards innovation.
- ❖ Networking with organizations within EU active in smart grid projects.
- ❖ Collaboration, exchange of know-how with other R&I actors, contribution in the formation of EU related policies regarding fostering innovation, etc.
- ❖ Information best practice
- ❖ Cross-cutting information about different project initiatives related to themes our organization is working on
- ❖ Exploit the information platform
- ❖ Info regarding smart grid initiative and regulations
- ❖ Insides for R&I, networking

Replies from persons from other countries:

- ❖ Gain awareness on projects, their result, their market, economic, environmental impact; Gain an understanding of the innovation character of the projects.
- ❖ share of results and information
- ❖ more opportunities to meet my professional family
- ❖ (i) Access to an experience and knowledge exchange platform (ii) Networking opportunities (iii) Research dissemination
- ❖ Networking, Access to data base
- ❖ Networking information
- ❖ Networking and understand more about the energy market and new regulations
- ❖ Networking and learning about other experiences
- ❖ Cross-promotion opportunities, networking, new projects

4 Conclusions

This deliverable reports about the first phase of the stakeholders involvement process set up by the PANTERA project. The main aim was to contact and interact with stakeholders in the energy field coming from the countries less involved in EU level activities and that are investing less in the R&I in energy and especially in the smart grid field. The PANTERA project launched the process of contacting stakeholders by means of a specific questionnaire aimed at collecting information and views about the factors that are limiting a deeper integration of EU level activities in the above mentioned fields.

The repliers to the questionnaire, half of them coming from industry, DSOs and industry associations and the remaining part from research organizations and academia, highlighted the importance and the need of networking in order to integrate at best at EU level activities in the R&I field. They also stressed the importance of information sharing.

Access to project results, data and other information in the smart grid field is seen as a key factor by a large number of repliers, as reported in this deliverable. In this view the PANTERA activity of organization of workshop inviting different stakeholders from the smart grid field could be very important and a valuable support to reach the goal of integrating at best the R&I field in the energy sector among EU countries. Another important activity foreseen within PANTERA is the set up of a knowledge sharing platform in order to gather at EU level several information about the ongoing projects and key trend in the field. This would reply to the need of enhanced information sharing that emerges from many questionnaire replies.

It is also important to mention that this process of contacting stakeholder will continue through the whole duration of PANTERA and will be especially exploited in coincidence with the workshops organization.

5 References

- [1] Flavia Gangale, Julija Vasiljevska, Catalin Felix Covrig, Anna Mengolini, Gianluca Fulli, "Smart grid projects outlook 2017", Joint Research Centre, 2017

6 Annex

6.1 List of Figures

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6.2 Annex 1 - Stakeholder invitation letter

Dear [Sir],

We would like to inform you about the European project PANTERA since we think that you and your organization could be interested in its activity. PANTERA is an EU H2020 project which aims to strengthen research and innovation activities within the field of smart grids, storage and local energy systems in all EU member states with a special focus on the countries that are currently less involved in EU level initiatives and projects.

PANTERA, in order to reach its objectives, it is determined to:

- **organise workshops** in different areas of the European Union to facilitate the exchange of best practices and information among R&I experts, policy makers, EU level initiatives and all the other relevant R&I actors in the energy sector;
- develop a pan-European multi-functional collaborative **platform** to facilitate the collection of data and results from ongoing smart grids projects and initiatives;
- set up **regional working groups** to deal with the energy transition challenges at regional and EU level through the prism of smart grids.

Some of the benefits for the stakeholders engaging in the above activities will be:

- access to a pan-European data base with analytical and exploitable information on smart grid projects;
- sharing knowledge and building on best practices;
- networking with other EU partners and strengthening scientific leverage

As a first step for your organization as a stakeholder in the field, we would like to kindly invite you to fill in the questionnaire at [this link](#) (accessible also through <http://pantera-platform.eu/stakeholders/>) which will not take more than 5 minutes. The information you will provide would be very valuable for the PANTERA activities and we would be very grateful to you for your reply.

In order to get more information about our activity and how you can get engaged, please visit our web site (<https://pantera-platform.eu/>) and do not hesitate to contact us.

We hope you are interested in our project and you will give us a positive reply.

Thank you in advance for your cooperation.

Best regards

6.3 Annex 2 PANTERA stakeholder questionnaire

<p>1) PANTERA project consortium will manage the data provided through this form in compliance with the GDPR, for purposes related only to contract execution as provided by Art. 6b of the GDPR. For more information please visit www.pantera-platform.eu, you will find the "PANTERA Privacy Policy" under Resources->GDPR. In order to proceed with the questionnaire you need to confirm you read and understood PANTERA Privacy Policy.</p>
<ul style="list-style-type: none"> - Yes, I read and understood - No, do not continue
<p>2) Country</p>
<p>...</p>
<p>3) Your organization/company name</p>
<p>...</p>
<p>4) City</p>
<p>...</p>
<p>5) Main organization/company location (if different from the above indicated city)</p>
<p>...</p>
<p>6) Type of organization/company</p>
<ul style="list-style-type: none"> - DSO - TSO - Research organization - Academia - Regulator - Funding agency - Small medium industry - Industry - Industry association - Standardization body - Other
<p>7) Please specify the "type" of your organization/company</p>
<p>...</p>
<p>8) Your role in your organization/company</p>
<p>...</p>
<p>9) Your name</p>
<p>...</p>
<p>10) Your contact (e-mail address)</p>
<p>...</p>
<p>11) Which EU level or international initiatives/associations do you know about among the following?</p>
<ul style="list-style-type: none"> - ETIP-SNET www.etip-snet.eu - EERA www.eera-set.eu - BRIDGE www.h2020-bridge.eu - ENTSO-E www.entsoe.eu - EURELECTRIC www.eurelectric.org - IEA and its TCPs www.iea.org

12) Is your organization/company involved in EU level initiatives?
<ul style="list-style-type: none"> – Yes – No
13) Please indicate here the EU level initiatives in which your organization/company is involved. Specify also with which role (e.g. partner, coordinator, task leaders, etc.) and in which working group your organization/company is involved, if any.
...
14) Has your organization/company ever participated in EU projects?
...
15) Do you know why your organization/company have never participated in an EU project? Please try to explain.
...
16) Is your Organization willing to be more involved in EU level initiatives and projects?
<ul style="list-style-type: none"> – Yes – No
17) What are the main Barriers, Gaps and Challenges in your country which hinder or limit the funding and development of R&I activities in the energy transition sector (smart grids, flexibility and local energy networks)?
<ul style="list-style-type: none"> – lack of access to reliable information/data to facilitate R&I activity – lack of responsive networking facilities – limited human resources – limited monetary resources – lack of central coordination and support – no national policy in support of R&I activity – no regulatory framework for R&I activities – Other
18) Would you like to be informed about PANTERA activity through newsletters?
<ul style="list-style-type: none"> – Yes – No
19) Would your organization be interested to join PANTERA workshops?
<ul style="list-style-type: none"> – Yes – Probably, the possibility will be evaluated – No
20) What kind of benefits and/or support do you expect from PANTERA?
...
21) Other persons within your organization related to these activities
...