New Energy Solutions Optimised for Islands



# D7.4: Report from the Regional Workshops (round 1)

Authors: R2M Solution, SINLOC, RINA-C, ZABALA, CIRCE, CERTH, E.ON, WOLF THEISS, DELOITTE, HAEE



## **Technical references**

Project Acronym	NESOI
Project Title	New Energy Solutions Optimized for Islands
Project Coordinator	Andrea Martinez, SINLOC, <u>nesoi@sinloc.com</u>
Project Duration	October 2019 - September 2023

Deliverable No.	D7.4 Report from the Regional Workshops round 1
Dissemination level*	Public
Work Package	WP 7 - NESOI coaching for local capacity building
Task	Task 7.2: Capacity Building Regional Workshops
Lead beneficiary	R2M Solution
Contributing beneficiaries	R2M Solution, SINLOC, RINA-C, ZABALA, CIRCE, CERTH, E.ON, WOLF THEISS, DELOITTE, HAEE
Due date of deliverable	30 November 2020
Actual submission date	30 November 2020

Version	Date	Authors	Beneficiary
Initial version	November 2020	Augusta Clérisse, Sophie Dourlens-Quaranta, Carola Bosio, based on contents prepared by all partners	R2M Solution
Contribution about communication activities	November 2020	Diana Prsancová, Gustavo Jacomelli	ZABALA
Contribution to contents in six	November 2020	Andrea Martinez, Cristina Boaretto, Roberta Bassan, Alessandra Montanelli	SINLOC
languages		Giulia Carbonari, Mario Cortese, Omar Caboni, Sara Momi, Sara Ruffini, Thomas Messervey Nikolaos Nikolopoulos, Avraam Kartalidis, Petros	R2M Solution CERTH
		Almpanis Stefano Barberis, Francesco Peccianti, Giorgio	RINA-C
		Bonvicini	DELOITTE
		Cristina Gordo, Jesús Rubio Conde	HAEE
		Spyros Papaefthimiou, Alexia Timotheou Saša Jovicić, Matea Lažeta, Ana Slovenec,	WOLF THEISS
		LukaTadić-Colić	CIRCE
_		Felipe Del Busto, Lola Mainar, Victor Ballestín, Alfonso Juan	
Quality control	November 2020	Roberta Bassan	SINLOC





## Table of contents

L	ist of	Figures	.4
L	ist of	Tables	.5
1	Inti	roduction	.6
	1.1 1.2	Background information about the EU Islands Facility NESOI	
2	NES	SOI's Capacity Building Webinars	.9
	2.1 2.2 2.3 2.4	Strategy used to deliver 17 Capacity building webinars in 6 different language Webinars VOLUME 1	10 16
3	NES	SOI's one-to-one on-demand support	28
4	Cor	mmunication activities for webinars	29
	langua 4.2	Before the webinars: comprehensive communication campaign in multipages	29 ng
_	•	ience for people (islands)	
C	Cor	nclusions	
	5.1 5.2	Main findings from the NESOI Capacity Buildings Webinars	



## **List of Figures**

Figure 1. NESOI Capacity building webinars' non-linear application of Design Thin	king 7
Figure 2. How NESOI WP7 is using YouTube for a more humanized promotion of our	ur
virtual workshops	8
Figure 3. NESOI contact database, contact details	9
Figure 4. NESOI contact database, crossing data with survey and webinars partici	
Figure 5. NESOI one-to-one on-demand contact feeding NESOI FAQ online	28
Figure 6. Sample of visual images created to promote NESOI webinars	
Figure 7. Screenshots of the social media campaign	30
Figure 8. Examples of social media posts by partners and sister projects	30
Figure 9. Screenshots of NESOI newsletter	
Figure 10. Screenshots of partners' websites	
Figure 11. NESOI respondent's Assistance contact by language	
Figure 12. The NESOI YouTube experience to cope with the COVID crisis webinar	
	•



## **List of Tables**

Table 1. Data for international webinar VOL 1	10
Table 2. Data for Italian webinar VOL 1	11
Table 3. Data for Spanish webinar VOL 1	12
Table 4. Data for Greek webinar VOL 1	13
Table 5. Data for French webinar VOL 1	14
Table 6. Data for Croatian webinar VOL 1	15
Table 7. Data for International webinar VOL 2	16
Table 8. Data for the Italian one-to-one strategy webinar VOL 2	17
Table 9. Data for the Spanish webinar VOL 2	18
Table 10. Data for the Greek webinar VOL 2	19
Table 11. Data for the French webinar VOL 2	20
Table 12. Data for the Croatian webinar VOL 2	21
Table 13. Data for the International webinar VOL 3	22
Table 14. Data for the Italian webinar VOL 3	23
Table 15. Data for the Spanish webinar VOL 3	24
Table 16. Data for the Greek webinar VOL 3	25
Table 17. Data for the French webinar VOL 3	26
Table 18. Data for the Croatian webinar VOL 3	27



## 1 Introduction

## 1.1 Background information about the EU Islands Facility NESOI

The EU Islands Facility NESOI (New Energy Solutions Optimised for Islands) is a four-year Horizon 2020 project funded under call topic LC-SC3-ES8-2019 (European Islands Facility -Unlock financing for energy transitions and supporting islands to develop investment concepts)1. It began on 1 October 2019 and will finish on 30 September 2023 and is made up of a multi-disciplinary consortium consisting of 10 partners from 7 EU member states. It has a total budget of €10M which approximately €3M are dedicated to a cascade funding mechanism to provide direct financial support to EU Islands. Coupled to consortium capacity building activities, the facility, open to a community of 2400 EU islands, aims to fund 60 successful energy transition projects, mobilizing more than €100mln of investment to significantly reduce CO<sub>2</sub> and GHG emissions by 2023.

In short, the European Islands Facility NESOI has three key objectives:

- 1. **Promote and facilitate investments** processes for energy transition in the islands,
- 2. Facilitate the decentralization of energy systems,
- 3. Contribute to EU policies and the achievement of 2030 targets.

## 1.2 NESOI's Capacity Building Workshops and webinars: A citizen-centred approach

The main purpose of NESOI's first series of Capacity Building Workshops were:

- To assist Local Authorities' staff in understanding their readiness for NESOI by informing how to check their current status on energy transition projects in order to better target NESOI's resources.
- To inform Local Authorities about NESOI's open calls: How it is going to happen, when it is going to happen and how projects can apply.
- To serve as a project development template that allows respondents (islands) to identify the gaps in their planning.

According to the Grant Agreement, the target for the totality of Capacity Building and Coaching activities (Rounds 1 and 2 together) are:

- To run 12 capacity building workshops,
- To run 10 collective webinars to coach islands 'staff, with translations in 6 languages,





• with a total of 1,000 attendees.

The **final goal** of workshops and webinars is to support islands in **applying and succeeding** to NESOI's technical and grant support.

Due to the COVID 19 pandemic, we had to replace the Capacity Building Workshops of the first call with webinars. We have made the most to maintain a high level of interactivity with our audience despite this situation.

To compensate the fact that that physical interactions have not been possible for most of the year 2020, we have decided to invest big efforts on delivering more webinars and having more one-to-one personalized support. As per today, we have delivered:

17 virtual capacity building webinars instead of 6 workshops, and have reached 520 attendees

As already implemented in <u>D7.2</u>: Report from the survey to collect islands' needs, NESOI continues to use Design Thinking (a human centred methodology (Stanford d.school)) as a strategy and, with our very own approach called "Citizen Centred Design", in order to promote quality network, make connection between people, interact and make our virtual activities feel as close as possible to people.

Figure 1 illustrates how we are actually using Design Thinking (our Citizen Centred Design) in a non-linear way to guarantee that we are attentive to the different outcomes coming from our Capacity Building webinars.



Figure 1. NESOI Capacity building webinars' non-linear application of Design Thinking

Below there are some examples of how empathy, being the heart of NESOI approach, generated different needs and actions:

- The need to do personalized and humanized posts in a "virtual not distant" effort.
- Constant efforts in the interactions with the European Commission, with Public Authorities, with Municipalities, with Public companies and islands associations to learn early, test again and reach NESOI's objective: To have at least 30 good projects selected for the first round of calls.





 The creation of the "One to one on demand support" consisting in replying to all the questions, individually, after each one of our 17 already delivered webinars in 6 different languages.

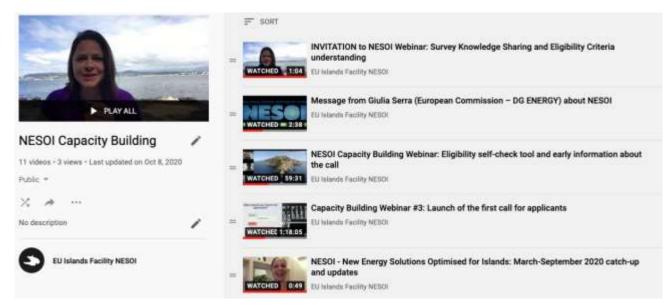


Figure 2. How NESOI WP7 is using YouTube for a more humanized promotion of our virtual workshops.



## 2 NESOI's Capacity Building Webinars

## 2.1 Strategy used to deliver 17 Capacity building webinars in 6 different languages

The webinars were structured along 3 main volumes, in 6 different languages: Croatian, French, Spanish, Greek, Italian and English.

Each international Webinar (in English) was followed by national webinars, organized by NESOI's partners with slides entirely translated to national languages and presentations also done in each one of our 5 national languages (Croatian, French, Spanish, Greek and Italian).

A contact database was created from the participants in the capacity building webinars and in the initial survey (see D7.2: Report from the survey to collect islands' needs), allowing us to cross the following information:

- Contact details.
- And the participation of each stakeholder within the survey and also in each one
  of the Capacity Building Webinars already delivered.



Figure 3. NESOI contact database, contact details

SURVEY					P	ARTICIP/	ation in	ITO CAPA	CITY BU	IILDING	WEBINA	RS (FIRS	T ROUN	D)				
Answer survey	First international webinar 18/06/20	Greek webinar 22/04/2020	French webinar 07/07/2020	Italian webinar 14/07/2020	Greek webinar 15/07/2020	Spanish webinar 16/07/2020	Croatian webinar 22/07/2020	Second international webinar 30/07/20; -	Spanish webinar 18/09/2020	Croatian webinar 20/08/2020	Greek webinar 31/08/2030	French webinar 08/09/2020	Third international webinar 28/09/20	Italian webinar 08/10/2020	Greek webinar 13/10/2020	Spanish webinar 15/10/2020	French webinar 18/10/2020	Croatian webinar 22/10/2020
	×							×		×			×					
	x							×					×					
	X							×					X					
	×		×	X				×					×	×				
×	x						×	×					×					
	X							X					X					
	×							×					×					
	×							×				×	×				×	
	X							×					×					
	X							×					×					
×	×							×					×					
×	×							×								×		
	x							×										
	×							×										
	×							×										
	×							×										
	×							×										
×	×							×			×							
×	×		×					×										
	×												×					
	×												×					
	×												×					
	×												×					
	×												×					
	×				×						×		×		×			
	x												×					
	X			X									×	×				
	×												×					
	×												×					

Figure 4. NESOI contact database, crossing data with survey and webinars participation





## 2.2 Webinars VOLUME 1

## 2.2.1 NESOI International Webinar VOL 1

Table 1. Data for international webinar VOL 1

Date	18/06/2020
Title	First NESOI capacity building webinar: Results of the survey and eligibility criteria
YouTube video	Link to NESOI YouTube channel
Presentation	<u>Link to NESOI website</u>
Number of attendees	97
Number of questions asked	12 questions replied individually online and, via email after the session.
Agenda	CONTENTS
	A Brief Introduction to the NESOI Facility
	Numbers and Stories (NESOI survey's results)
	NESOI Technical Assistance and Funding Mechanism
	What are the Eligibility Criteria to benefit from NESOI's specific project structuring Technical Assistance?
	Next Steps and Q&A



## 2.2.2 Italian Webinar VOL 1

Table 2. Data for Italian webinar VOL 1

Date	14/07/2020							
Title		NESOI Capacity Building Webinar ITA_ assistenza tecnica per la transizione energetica delle isole italiane.						
YouTube video	Link to NE	ESOI YouTube channel						
Presentation	Link to NE	SOI website						
Number of attendees	76	76						
Number of questions asked	15 questions replied individually online and, via email after the session.							
Agenda		AGENDA						
	11.00	Benvenuto e discorso di apertura Andrea Martinez (Sinloc)						
	11.10	Il contributo di NESOI alle policy europee Giulia Serra (Commissione Europea, Officer DG Ener)						
	11.20	La piattaforma NESOI e prime evidenze emerse dalla mappatura  Andrea Martinez (Sinloc)						
	11.30	11.30 L'offerta di Assistenza Tecnica NESOI e il meccanismo di finanziamento Cristina Boaretto (Sinioc)						
	11.40	11.40 Domande e risposte						
	12.00 Criteri di ammissione al primo bando di selezione  Giorgio Banvicini (RINA-C)							
	12.10	Conclusioni Giulia Carbonari (R2M Solution)						
	12.20	Domande e risposte						



## 2.2.3 Spanish Webinar VOL 1

Table 3. Data for Spanish webinar VOL 1

Date	16/07/2020
Title	Resultados preliminaries de cuestionarios NESOI
YouTube video	Could not record the session due to technical issues
Presentation	Link to NESOI website
Number of attendees	30
Number of questions asked	1 question replied individually online and, via email after the session.
Agenda	CONTENIDOS  Breve introducción a NESOI  Resultados preliminaries de cuestionarios NESOI  Criterios de elegibilidad para ser beneficiario de la asistencia técnica para estructuración de proyectos específicos  Próximos pasos / preguntas y respuestas





## 2.2.4 Greek Webinar VOL 1

Table 4. Data for Greek webinar VOL 1

Date	15/07/2020
Title	NESOI: 1ο διαδικτυακό σεμινάριο για την ανάπτυξη ικανοτήτων: Αποτελέσματα ερωτηματολογίου και κριτήρια επιλεξιμότητας.
YouTube video	Link to NESOI YouTube channel
Presentation	Link to NESOI website
Number of attendees	26
Number of questions asked	14 questions replied individually online and, via email after the session.
Agenda	Περιεχόμενα Σύντομη εισαγωγή στο Μηχανισμό του ΝΕSΟΙ Τι λένε οι αριθμοί (Αποτελέσματα ερωτηματολογίων) Τεχνική βοήθεια και μηχανισμός χρηματοδότησης Ποια είναι τα Κριτήρια Επιλεξιμότητας για να ωφεληθεί μια υποψήφια πρόταση από τη βοήθεια του NESOI Επόμενα βήματα και ερωτήσεις/απαντήσεις
	NESOI 2



## 2.2.5 French Webinar VOL 1

Table 5. Data for French webinar VOL 1

Date	07/07/2020
Title	Webinaire de renforcement des connaissances NESOI: Résultats de l'enquête et critères d'éligibilité
YouTube video	Link to NESOI YouTube channel
Presentation	<u>Link to NESOI website</u>
Number of attendees	5
Number of questions asked	4 questions replied individually online and, via email after the session.
Agenda	Une brève introduction au dispositif de renforcement de connaissances NESOI - The EU Island Facility  Chiffres et histoires : quelques résultats de l'enquête NESOI  Présentation de l'assistance technique et du mécanisme de financement de NESOI  Présentation des critères d'éligibilité pour bénéficier de l'assistance technique de NESOI  Questions et Réponses





## 2.2.6 Croatian Webinar VOL 1

Table 6. Data for Croatian webinar VOL 1

Date	15/07/2020
Title	Drugi NESOI webinar za izgradnju kapaciteta: Predstavljanje alata za samoprovjeru prihvatljivosti i obavijesti o prvom pozivu.
YouTube video	Link to NESOI YouTube channel
Presentation	<u>Link to NESOI website</u>
Number of attendees	15
Number of questions asked	3 questions replied individually online and, via email after the session.
Agenda	Sadržaj  Kratak uvod u NESOI projekt  Preliminarne informacije o prvom pozivu na podnošenje projektnih prijedloga  Kriteriji prihvatljivosti i ocjenjivanja - Kako će se postupak odvijati?  Alat za samoprovjeru prihvatljivosti - Kako može biti koristan podnositeljima prijava?  Sljedeći koraci i Q&A



## 2.3 Webinars VOLUME 2

## 2.3.1 NESOI International Webinar VOL 2

Table 7. Data for International webinar VOL 2

Date	30/07/2020
Title	NESOI Capacity Building Webinar: Presentation of the Eligibility self-check tool and early information about NESOI's first call.
YouTube video	Link to NESOI YouTube channel
Presentation	Link to NESOI website
Number of attendees	50
Number of questions asked	22 questions replied individually online and, via email after the session.
Agenda	Contents  • A brief introduction to the NESOI Facility - R2M  • Early information on how the NESOI call is structured - ZABALA  • Eligibility criteria and Evaluation criteria - How is it going to happen? - RINA  • Eligibility self-check tool: What is in it for applicants? - CIRCE  Time for interaction Questions and Answers - All, SINLOC

Storytelling document:
Recap of first and second webinars and preparation for third webinar

NESOI past webinars summary and catch-up to help get prepared for what is NEXT!

New Energy Solutions Optimised for Islands

EUROPEAN ISLANDS FACILITY





## 2.3.2 NESOI Italian Webinar VOL 2

In the first Italian webinar the NESOI team has succeeded in reaching a very large number of stakeholders (76) with a very positive feedback. Therefore, it was decided to invest time organizing one to one calls with potential applicants.

Table 8. Data for the Italian one-to-one strategy webinar VOL 2

Date	From 24/08/2020 to 02/10/2020
	Around 30
Number of people contacted	
Insights	Mostly technical questions related to the eligibility criteria and application rules



## 2.3.3 Spanish Webinar VOL 2

Table 9. Data for the Spanish webinar VOL 2

Date	16/09/2020
Title	Webinar de formación sobre NESOI VOL. 2: Presentación de la herramienta de autoevaluación e información preliminar sobre la primera convocatoria de NESOI
YouTube video	Link to NESOI YouTube channel
Presentation	Link to NESOI website
Number of attendees	16
Number of questions asked	1 question replied individually online and, via email after the session.
Agenda	Contenidos  Breve introducción a NESOI.  Información preliminar sobre la estructura de la 1ª convocatoria de NESOI.  Criterios de elegibilidad y criterios de evaluación.  Herramienta de auto-evaluación para comprobar elegibilidad.  Ruegos y preguntas.



## 2.3.4 Greek Webinar VOL 2

Table 10. Data for the Greek webinar VOL 2

Date	31/08/2020
Title	NESOI: 2ο διαδικτυακό σεμινάριο για την ανάπτυξη ικανοτήτων. Παρουσίαση του εργαλείου ελέγχου επιλεξιμότητας και πληροφορίες σχετικά με την 1η πρόσκληση ενδιαφέροντος του NESOI
YouTube video	Link to NESOI YouTube channel
Presentation	Link to NESOI website
Number of attendees	30
Number of questions asked	6 questions replied individually online.
Agenda	Περιεχόμενα  • Σύντομη εισαγωγή στο Μηχανισμό του ΝΕSΟΙ  • Πληροφορίες σχετικά με τη δομή του ΝΕSΟΙ  • Κριτήρια επιλεξιμότητας και αξιολόγησης  • Εργαλεία αυτό-αξιολόγησης  • Ερωτήσεις και απαντήσεις



## 2.3.5 French Webinar VOL 2

Table 11. Data for the French webinar VOL 2

Date	08/09/2020
Title	Webinaire de renforcement des connaissances NESOI: Critères d'éligibilité et premières informations concernant la structure du premier appel à candidatures.
YouTube video	Link to NESOI YouTube channel
Presentation	Link to NESOI website
Number of attendees	3
Number of questions asked	1
Agenda	CONTENU  Informations préliminaires sur la structure de l'appel à candidatures NESOI  Critères d'éligibilité et critères d'évaluation: Comment cela va-t-il se passer ?  Présentation de l'outil d'auto-vérification de l'éligibilité pour NESOI  Session de Questions et Réponses



## 2.3.6 Croatian Webinar VOL 2

Table 12. Data for the Croatian webinar VOL 2

Date	22/07/2020
Title	Prvi NESOI webinar za izgradnju kapaciteta: Rezultati ankete i kriteriji prihvatljivosti
YouTube video	Link to NESOI YouTube channel
Presentation	Link to NESOI website
Number of attendees	8
Number of questions asked	14 question replied individually online and, via email after the session.
Agenda	below
	Sadržaj  • Kratak uvod u NESOI projekt  • Rezultati NESOI ankete: brojke i priče  • NESOI mehanizmi tehničke podrške i financiranja  • Kriteriji prihvatljivosti za korištenje NESOI tehničke podrške  • Sljedeći koraci i Q&A



## 2.4 Webinars VOLUME 3

## 2.4.1 NESOI International Webinar VOL 3

Table 13. Data for the International webinar VOL 3

Date	28/09/2020
Title	NESOI Capacity Building Webinar for the first open call.
YouTube video	Link to NESOI YouTube channel
Presentation	Link to NESOI website
Number of attendees	76
Number of questions asked	31 questions replied individually online and, via email after the session.
Agenda	below
	Contents  • Welcome by NESOI coordinator (Andrea Martinez, SINLOC)
	Introductory words by the European Commission (Giulia Serra, DG ENER)
	Early information about the first NESOI open call (Jaume Cot, ZABALA)
	The NESOI Self-Check Analysis for Eligibility (Lola Mainar, CIRCE)
	The selection criteria for the projects to be supported by NESOI (Giorgio Bonvicini, RINA CONSULTING)
	Presentation of NESOI helpdesk (Gustavo Jacomelli, ZABALA)
	Interaction with the audience via Q&A, moderated by Andrea Martinez, SINLOC (NESOI coordinator)
	MESON 2



## 2.4.2 Italian Webinar VOL 3

Table 14. Data for the Italian webinar VOL 3

Date	08/10/2020
Title	NESOI Capacity Building Webinar: istruzioni per la candidatura.
YouTube video	Link to NESOI YouTube channel
Presentation	Link to NESOI website
Number of attendees	36
Number of questions asked	2 questions replied individually online and, via email after the session.
Agenda	below
	Contenuti
	Benvenuto dal coordinatore di NESOI (Andrea Martinez, SINLOC)
	Introduzione della Commissione Europea (Giulia Serra, DG ENER)
	Criteri di selezione e modelli di candidatura (Francesco Peccianti, RINA CONSULTING)
	Presentazione del servizio Helpdesk (Sara Ruffini, R2M Solution)
	Q&A, moderato da R2M Solution
	MISOI 2



## 2.4.3 Spanish Webinar VOL 3

Table 15. Data for the Spanish webinar VOL 3

Date	08/10/2020
Title	NESOI Capacity Building Webinar: istruzioni per la candidatura.
YouTube video	Could not be recorded live due to technical problems
Presentation	Link to NESOI website
Number of attendees	6
Number of questions asked	1 question replied via email after the session.
Agenda	below
	Contenidos
	<ul> <li>Información preliminar sobre la primera convocatoria de NESOI.</li> <li>Herramienta de auto-evaluación para comprobar elegibilidad.</li> <li>Criterios de selección de proyectos.</li> <li>Presentación de la herramienta help-desk de NESOI.</li> <li>Cuestiones y preguntas.</li> </ul>
	MESON 2



## 2.4.4 Greek Webinar VOL 3

Table 16. Data for the Greek webinar VOL 3

Date	13/10/2020
Title	NESOI Διαδικτυακό σεμινάριο για την ανάπτυξη ικανοτήτων για την 1η πρόσκληση ενδιαφέροντος.
YouTube video	Link to NESOI YouTube channel
Presentation	Link to NESOI website
Number of attendees	17
Number of questions asked	4 questions replied individually online and, via email after the session.
Agenda	below
	Περιεχόμενα
	<ul> <li>Σύντομη εισαγωγή στο Μηχανισμό του NESOI (Νικόλαος Νικολόπουλος, CERTH/CPERI)</li> </ul>
	<ul> <li>Πληροφορίες σχετικά με την 1η πρόσκληση ενδιαφέροντος (Σπυρίδων Παπαευθυμίου, ΗΑΕΕ)</li> </ul>
	<ul> <li>Εργαλείο ελέγχου επιλεξιμότητας (Αβραάμ Καρταλίδης, CERTH/CPERI)</li> </ul>
	<ul> <li>Κριτήρια επιλογής έργων (Νικόλαος Νικολόπουλος, CERTH/CPERI)</li> </ul>
	Παρουσίαση το NESOI helpdesk (Κωνσταντίνος Κωστόπουλος, CERTH/ITI)
	• Ερωτήσεις και Απαντήσεις
	MESO!
	10000



## 2.4.5 French Webinar VOL 3

Table 17. Data for the French webinar VOL 3

Date	16/10/2020
Title	Webinaire NESOI : Troisième webinaire sur le renforcement des capacités et annonce de l'appel à candidatures en octobre.
YouTube video	Link to NESOI YouTube channel
Presentation	<u>Link to NESOI website</u>
Number of attendees	5
Number of questions asked	1 question replied online and, via email after the session.
Agenda	below
	Contenu
	Une brève introduction au dispositif de renforcement de connaissances NESOI - The EU Island Facility (Augusta Severino Clérisse)
	<ul> <li>Informations préliminaires sur le premier appel à projets de NESOI (Augusta Severino Clérisse)</li> </ul>
	<ul> <li>Présentation de l'outil d'auto-vérification de l'éligibilité pour NESOI (Augusta Severino Clérisse)</li> </ul>
	<ul> <li>Les critères de sélection pour les projets soutenus par NESOI (Sophie Dourlens- Quaranta)</li> </ul>
	Présentation de l'Helpdesk NESOI (Carola Bosio)
	Session de Questions et Réponses (Carola, Sophie & Augusta)
	NESOS 2



## 2.4.6 Croatian Webinar VOL 3

Table 18. Data for the Croatian webinar VOL 3

Date	21/10/2020
Title	NESOI Webinar za prvi otvoreni poziv za izgradnju kapaciteta
YouTube video	Link to NESOI YouTube channel
Presentation	Link to NESOI website
Number of attendees	14
Number of questions asked	2 questions replied individually online and, via email after the session.
Agenda	below
	Preliminarne informacije o prvom otvorenom pozivu NESOI  NESOI analiza za samoprovjeru prihvatljivosti projekta  Selekcijski kriteriji u odabiru projekata koji će dobiti potporu NESOI-ja  Predstavljanje NESOI Službe za pomoć  Interakcija s publikom - Q&A



## 3 NESOI's one-to-one on-demand support

NESOI's one-to-one on-demand support was also done in 6 different languages, with a section dedicated to NESOI's partners questions, allowing us to promote consortium alignment regarding NESOI's strategy at every step along the way.

In total, 125 questions are listed in this database and have been addressed one by one.

This database was used until the end of the "webinar season" to feed NESOI's Frequently Asked Questions (FAQ) on the project website: https://www.nesoi.eu/content/faq.

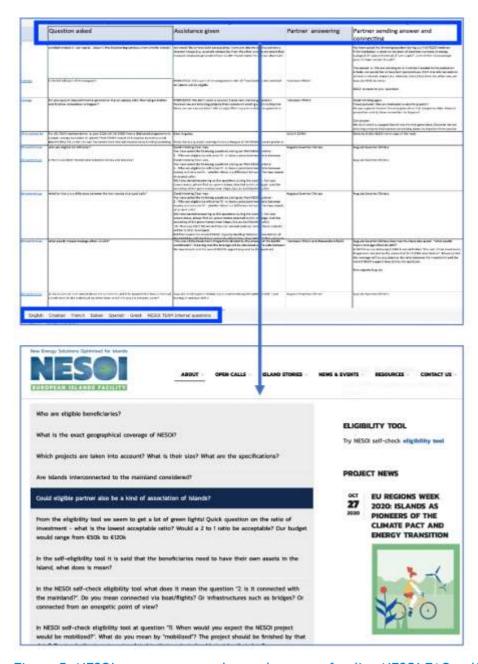


Figure 5. NESOI one-to-one on-demand contact feeding NESOI FAQ online





## 4 Communication activities for webinars

## 4.1 Before the webinars: comprehensive communication campaign in multiple languages

## 4.1.1 Social media campaign

A social media campaign was created to support the promotion of the workshops. Figure 6 presents an overview of the visual images created to promote NESOI webinars.









Figure 6. Sample of visual images created to promote NESOI webinars

Figure 7 shows some samples of the social media campaign.









#### Figure 7. Screenshots of the social media campaign

The social media campaign was shared via partners' social media accounts and other EU projects, as illustrated by Figure 8.









Figure 8. Examples of social media posts by partners and sister projects



## 4.1.2 Promotion through other web channels

On the NESOI website, several articles were published. Here is an overview in a chronological order:

- 1. <u>NESOI CAPACITY BUILDING WEBINAR: KNOWLEDGE SHARING FROM THE SURVEY</u> RESULTS AND UNDERSTANDING OF ELIGIBILITY CRITERIA
- 2. <u>INTERNATIONAL NESOI WEBINAR VOL. #2: ELIGIBILITY SELF-CHECK TOOL AND EARLY INFORMATION ABOUT NESOI'S FIRST CALL</u>
- 3. <u>REGISTER FOR THE NESOI REGIONAL CAPACITY BUILDING WEBINARS IN LOCAL LANGUAGES!</u>
- 4. DID YOU MISS THE REGIONAL CAPACITY BUILDING WEBINARS?

Moreover, the webinars were promoted in the NESOI newsletter October 2020 edition:

## **NESOI stories** Register to and watch the **NESOI** Regional Capacity **Building Webinars in Local** Languages! The European Islands Facility NESOI facilitates the decentralization of en ergy systems which contributes to EU policy in achieving 2030 climate targets. To reach NESOI's objectives a survey on European islands was conducted to understand and identify islands' energy challenges, projects readiness, and assistance requirements to fine tune NESOI's Technical Assistance solutions. The webinars provide useful insights into the survey findings in several languages.

Figure 9. Screenshots of NESOI newsletter

The campaign was supported on websites of the consortium partners and on Cordis Wire.







Figure 10. Screenshots of partners' websites





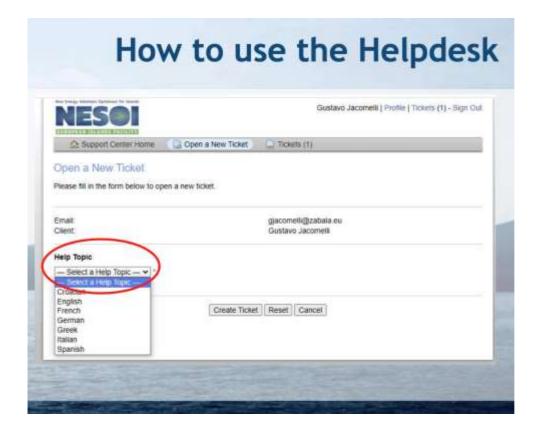
#### 4.1.3 Individual contacts

Promotion of national e-mails and phone numbers were posted in NESOI's website, social media channels: LinkedIn and Twitter and also in our newsletter.



Figure 11. NESOI respondent's Assistance contact by language

The one-to -one on demand support has been replaced by a ticketing System hosted in the NESOI platform and will be available until the end of the project. Participants will be able to ask questions and receive answers in seven languages: English, French, German, Italian, Spanish Greek and Croatian. It has also been strongly promoted in our website newsletter and social media channels.







## 4.2 After the webinars: the use of YouTube and storytelling, a better learning experience for people (islands)

The decision to use YouTube brought us the possibility to easily share information in a "democratic way" so that everyone could have access to content at any time.

Two actions were mostly appreciated by our target audience:

- The creation on playlists by language,
- And the fact that the videos are organized by chapter: promoting a better user experience (less time consuming) to **cope with the "webinar fatigue"** due to the quantity of webinars being offered during this period (COVID sanitary crisis).

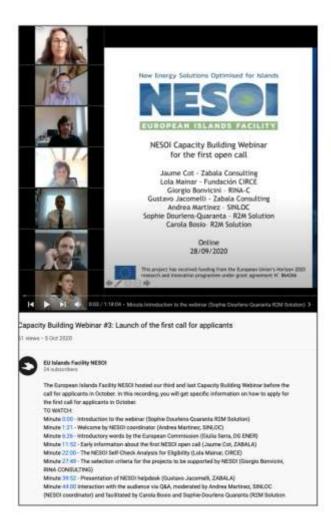




Figure 12. The NESOI YouTube experience to cope with the COVID crisis webinar fatigue





## 5 Conclusions

## 5.1 Main findings from the NESOI Capacity Buildings Webinars

We have learned that many of our local contacts were attending the international sessions and also visualizing our videos and presentations published after each webinar on LinkedIn, YouTube and also sent via email.

For these reasons, the impact of NESOI Capacity Building Webinars goes beyond the audience present at the webinars themselves.

The COVID-19 pandemic has given rise to the use of virtual solutions and events. As a consequence, invitations to participate in webinars are numerous and are generating what's is being called a "webinar fatigue".

WP7 needs to innovate in order to keep NESOI's events attractive and our main challenge is to keep our audience motivated and engaged all along NESOI's lifetime.

Another important learning point refers to the fact that we have to keep NESOI's **information simple and acronym-free**. The vulgarization of technical information is key to make sure that everyone is having the correct understanding of what NESOI stands for and their readiness to benefit from it.

## 5.2 Next steps

WP7 is anticipating the fact the NESOI will have to continue to organize Capacity building activities in a virtual format, due to the COVID 19 pandemic crisis.

We have already started testing different technologies, that:

- Allows great interaction as a group but also gives us the possibility of creating small work groups during a same session,
- Is performing for the delivery of remote individual coaching and,
- Allows an engaging e-learning experience, which will be key for WP7's next steps.

These features will also allow us to promote **citizen engagement** and help us fight against the "webinar fatigue phenomenon".

#### WP7 main focus for the next steps will be in:

1 - Organizing a second series of 6 workshops to be held before the second island selection round.





In addition to the topics already addressed by the first series, these workshops will allow the NESOI partners to present experience feedback from the technical assistance to the first-round selected islands, and to introduce the main features of the new Invest-EU programme (follow up of EFSI - the European Fund for Strategic Investments).

The concept of technology-pairing will also be introduced, as well as state-of-the-art island-specific technical solutions including those developed within H2020 islands projects.

2 - Coaching of islands' staff for the islands having benefited from the NESOI technical assistance (WP4 & WP5), a close coaching to the public authorities' staff and all eligible entities will be organized in the form of collective webinars organized in English with subtitles in local languages and e-Learning sessions.

The collective webinars will be supplemented by individual (remote) coaching in order to ensure that the islands' staff has got increased capacity for developing investible energy transition projects.

3 - Prepare the round 1 coaching material with subtitles in 6 different languages.

Consisting in slides, infographics, videos and other material developed in English with subtitles in local languages, to be communicated to the islands having benefited from the NESOI technical assistance through collective webinars.

4 - Prepare the content for the regional Workshops round 2 in 6 different languages.

It will gather the contents prepared for the first round of Capacity Building workshops, addressing topics such as the experience feedback from the technical assistance to the first-round selected islands, the main features of the new Invest-EU programme, the concept of technology-pairing and the state-of-the-art island-specific technical solutions including those developed within H2020 islands projects.









This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement N° 864266

www.nesoi.eu