

Partnering Opportunity

Profile status : Published

Research Development Request

H2020-Fast Track to Innovation (FTI): Solar process heating as a service, end user sought for demonstration plant for solar process heating

Summary

A German SME looks for an industrial end-user requiring process heat. The heat will be provided by a demonstration plant for solar process heating with concentrating solar thermal collectors installed at the partner's site. The partner can be from the food & beverage, chemical, textile or metal sector. The project aims at collecting reliable performance data necessary to further develop the market for solar process heating. Partnership will be a research agreement in the frame of an FTI project.

Creation Date	13 July 2020
Last Update	16 July 2020
Expiration Date	01 September 2020
Reference	RDDE20200713001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/8245ec72-2287-4fb5-8e9e-8c0ae4761d92

Details

Description

A German SME and solution provider specialized on turn-key solutions for solar process heating and is planning to submit a proposal under the Fast Track to Innovation (FTI) call. Industrial process heat is responsible for around 10% of the total energy demand. A major share of that demand can be covered by solar process heating with concentrating solar thermal collectors. While the technology has already been successfully applied in relevant environments (TRL 6) the market develops slowly. This is mainly

because industry requires heat-as-a-service contracts where a third party covers the investment costs. Energy Service Companies can take this role with the business innovation “Solar Process Heating as a Service”. Yet, as by today no bankable data (long term, third party monitored performance data of collectors under third party operations) are available the Energy Service Companies (ESCOs) or other investors ask for high risk premiums which hamper market uptake (Business Readiness Level BRL 4). Within this Fast-Track-to-Innovation project a demonstration plant for solar process heating with concentrating solar thermal collectors will be installed at an industrial end-user and operated by a third party. A renown research institute will undertake long term (12 months) performance data measurements, evaluate the data and make it available to investors.

Project consortium consists of 4 parties.

- A) Technology supplier (Project leader) private sector
- B) ESCO (interest confirmed) private sector
- C) R&D institute (interest confirmed) public sector
- D) Industrial end-user (required)

Thus, the German SME is looking for an industrial end-user meeting the following requirements:

- 1) Sector: Food & Beverage, Chemical, Textile, Metal
- 2) Requirement: Process heat demand (steam, hot water, thermal oil) of more than 5,000 MWh/a
- 3) Operation: At least 280 days per year
- 4) Space: Available roof (concrete) or ground space of at least 3500 m²
- 5.) Commitment: Willingness to engage in a long-term heat-purchase-agreement (8 to 12 years) whereas solar heat will be below fossil heat (cash-flow positive from the very beginning)
- 6.) Contribution: Allow third party measurements on site (no process data will be published, only data on performance of solar thermal collector system)
- 7.) Financial standing: Reasonable financial status in order that ESCO can engage in long term contract.
- 8.) Country: EU or eligible for participation in EU projects

Deadline for expression of interest: 1 September 2020

Call deadline 27 October 2020

Call budget: 33 million €

Project budget: 2,7 million €

Project duration: 36 months

<https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/opportunities/topic-details/eic-fti-2018-2020>

Keywords

Technology

04001001	Heat storage
04002004	Furnace and boiler technologies
04005005	Solar/Thermal energy
04007001	Energy management
10002013	Clean Production / Green Technologies

Market

06003001	Solar/thermal energy
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06006002

Metering and monitoring

06010003

Energy for Industry

09008004

Other utilities and related firms

Network Contact

Issuing Partner

ZACHODNIOPOMORSKI UNIWERSYTET TECHNOLOGICZNY W SZCZECINIE

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Open for EOI: **Yes**

Dissemination

Relevant sector groups

Intelligent Energy

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

0

Already Engaged in Trans-National Cooperation

No

Languages Spoken

English
German
French
Portuguese
Spanish

Client Country

Germany

Partner Sought

Type and Role of Partner Sought

Type of partner sought: Medium to large industrial company
Specific area of activity of the partner: Food & Beverage, Chemical, Textile, Metal
Tasks to be performed by the partner: Consuming process heat and ensuring real commercial systems for performance testing. Allowing third party research institute to undertake long-term measurements of collector field performance.

Type and Size of Partner Sought

SME 11-50,SME <10,251-500,SME 51-250,>500

Type of Partnership Considered

Research cooperation agreement

Program - Call

Framework Program

H2020

Call title and identifier

Call identifier: EIC-FTI-2018-2020
Call: Fast Track To Innovation

Submission and evaluation scheme

Call with multiple cut-off dates
Innovation action

Anticipated Project Budget

€ 2,7 million

Coordinator required

No

Acronym

Solar Process Heating as a Service by an Energy Service Company

Duration

144 days

Deadline for EOI

01 Sep 2020

Deadline of the Call

27 Oct 2020

Weblink to the call

<https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/opportunities/topic-details/eic-fti-2018-2020>

Attachments
