LIFE-2024-CET-HEATPUMPS

Supporting the roll-out of high-quality heat pump installations

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LIFE-2024-CET-HEATPUMPS

Scope A:
Alternative business and delivery models (buildings)

Scope B:
Collaboration between industrial sectors and industrial heat pump technology providers

Important notes:

- Proposals should address one of the two scopes above
- Proposals must be submitted by at least 3 applicants (beneficiaries; not affiliated entities) from 3 different eligible countries
- Proposals requesting a contribution from the EU of up to EUR 1,75 million would allow the specific objectives to be addressed appropriately
- For upskilling and reskilling interventions for HP professionals see LIFE-2024-CET-BUILDSKILLS
Scope A:

Alternative business and delivery models (buildings)
Scope A: Alternative business and delivery models

What is required:

*Develop, demonstrate, upscale and/or replicate alternative business and/or heat delivery models to stimulate large-scale demand for heat pumps in existing buildings*

Tackling a specific market barrier:

Significantly reduce or spread over several years the initial costs for product acquisition and installation

Key expected impacts:

- New installations triggered
- Improved knowledge for key stakeholders
- New customers benefitting from alternative business and delivery models

Disclaimer: Not legally binding
Scope A: Alternative business and delivery models

In doing so, proposals should:

**Focus**
- at least on *space heating*; (water heating and space cooling possible in addition)
- any type of buildings, although *multi-apartment* and *commercial buildings* are especially encouraged

**Ensure**
- *high quality* installations
- selected buildings suitable and ready for HPs
- heating needs and HP size properly evaluated

**Demonstrate**
- the proposed approaches have the *potential* in specific contexts to be *effective and replicable*
Scope A: Alternative business and delivery models

Further requirements to be taken into account:

- Heat pumps should be designed and installed by professionals with relevant qualifications and skills
- Involve all relevant stakeholders necessary
  - if not directly involved, their support should be demonstrated in the proposal
  - proposals may put in place new or strengthen existing strategic partnerships
- Build on experiences and lessons learned from other relevant projects and programmes

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Scope B:
Collaboration between industrial sectors and industrial heat pump technology providers
Scope B: Collaboration between industrial sectors and industrial heat pump technology providers

What is required:

Establish concrete collaboration between industrial sectors/sub-sectors with heat pump manufacturers and providers to optimise and integrate industrial heat pump solutions in industrial processes

Objective:

Move from custom-built project by project approach for each specific industrial plant and process, to more streamlined, standardised, turn-key solutions for industrial sector(s) and/or processes with similar energy needs

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# Scope B: Collaboration between industrial sectors and industrial heat pump technology providers

## Users:

Specific industrial sectors could survey their sector’s processes to define an ‘average’ process and reassess its operational energy needs in a most cost-effective way with technology suppliers to effectively design sustainable energy solutions.

## Providers:

Manufacturers and providers of industrial heat pumps could optimise and standardise their existing technological offer, products and solutions to meet the industrial sector needs.

**Activities should also include:**

- the **creation and exchange of knowledge** including guidelines on how to deploy the solutions
- the **development and validation of business models**

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Scope B: Collaboration between industrial sectors and industrial heat pump technology providers

Further requirements to be taken into account:

Ensure dissemination and replication of the proposed approaches

*Including advising and building capacity*

Identify and map possible *synergies with relevant funding instruments*

To help build, disseminate, and exploit knowledge and results

Focus on existing technologies already available on the market

Activities aiming at technological and first deployment on the market, including for products at TRL8, not in scope

Note: Involvement of the relevant user sector(s) and of technology provider representatives is recommended for effective market acceptance and implementation.
Expected impacts
Expected impacts (for both scopes)

The indicators for both scopes include:

- Number of new installations of heat pumps triggered by the action (including commitments).
- Number of key actors along the value chains with improved skills/knowledge during the action.
- Number of new customers benefitting from alternative business and delivery models.
- Number of standardised solutions to implement heat pumps in industrial processes.
- Natural gas savings triggered by the project (in million cubic meters/year), where appropriate.

Proposals should also quantify their impacts related to the following common indicators for the LIFE Clean Energy Transition subprogramme:

- Investments in sustainable energy (energy efficiency and renewables) triggered by the project (cumulative, in million Euro).
- Energy savings triggered by the project (in GWh/year).
- Renewable energy generation triggered by the project (in GWh/year).
- Reduction of greenhouse gases emissions (in tCO2-eq/year).

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Question and Answers
Thank you