

Successful projects: GreenMotril

Jorge Rueda R&D Manager



Cuerva – Who are we?

We are a family-owned company founded in 1939 in Granada (Spain) with a long and proven track record in the energy sector

We have been living in the future for more than 80 years, focusing on innovation and searching for new and better ways of understanding and working with energy: we think, create and launch tools and technologies that ensure the transition to a new and better energy consumption model.

Key figures

6

Countries

+180

Employees

+20

People in
product and
innovation

6

Business
units

C*

We are active in all service areas of the electrical sector:

Renewable
energy
generation

Electric
energy
distribution

Energy
commercialization

Construction
and industrial
services

Energy
services

Energy
digitalization

GreenMotril: Development and operation of a green energy community in the Port of Motril

Innovation Fund Small-Scale 2021



Budget: 7,2 M€ with a 60% European funding

Planning:

2022-2024 - Engineering & Design phase

2025-2026 - Construction phase

2027-2030 - Operation phase

Challenges: Self-managed energy community to decarbonize the Port of Motril

- Deployment of a PV plant of 2,5 MW and an Energy Storage System (2,5 MW/4MWh)
- Smart Microgrid operation and. management
- Minimize energy dependence with the external network
- Energy Balance and flexible industrial consumers
- OPS connection to the microgrid
- First port able to work on island mode, covering ancillary services

Challenging aspects for application

01

Strategic Project for your entity

- A strong and doable Business Plan.
- Strong stakeholders inside your entity.

02

Innovation and technical feasibility

- Robust feasibility study, including technical aspects.
- Identify innovative but doable solutions.
- CHG Emissions Potential.

03

Select the correct schedule for your project

- Select the correct timing for your financial close.
- Identify key milestones and deliverables associated.





Timing for a good proposal and advices for other SMEs intending to apply

Our experience – At least 5 months of preparation before the deadline

1. Identify your **main challenges and approach for the project**, selecting your partners.
2. **Start with a first BM** of the project/solution.
3. Count with **strong stakeholders inside your company**, this must be a **strategic project**.
4. Start working on the **feasibility study**, focusing on the **technical feasibility**.
5. Identify the **Innovation Potential**.
6. **Define a WBS**, including WPs, Deliverables and Milestones.
7. Don't forget about the **GHG Emmission Avoidance Potential**.
8. **Refine the BM and the proposal**.

From a SME to a SME – Some tips for the proposal and execution

1. Don't want to have a WBS from the first step, **previously define your partners and the technology**, start with a first version of the feasibility study.
2. This is **not an R&D project**, **take care with the maturity of the solutions**.
3. Work on a **strong Business Model**, take care about financial in the proposal.