



LIFE-2023-CET-HEATPUMPS

*Boosting heat pump deployment through
alternative models and skilled installers*

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European Climate,
Infrastructure and
Environment
Executive Agency

LIFE-2023-CET-HEATPUMPS

Scope A:

Alternative business and delivery models

Scope B:

Addressing the shortage of skilled installers and professionals for heat pumps

Important notes:

- Proposals should address one of the two scopes above.
- The scope addressed should be clearly specified in the proposal's introduction
- Proposals must be submitted by at least 3 applicants (beneficiaries; not affiliated entities) from 3 different eligible countries



Scope A:

Alternative business and delivery models



Scope A: Alternative business and delivery models

Proposals should:

- Tackle specific market barriers and **develop, demonstrate, upscale and/or replicate alternative business and/or heat delivery models**
- These may include, but are not limited to, any of the following:
 - a) heat as a service;
 - b) Pay-for-Performance (P4P) and
 - c) joint procurement actions

Indicative EU contribution; Up to EUR 1.75 million / project

Thereby:

- **stimulating large-scale demand for heat pumps in existing buildings, while**
 - significantly **reducing** or spreading over several years **investment costs** and
 - **ensuring high-quality** of the installations



Disclaimer: Not legally binding



Scope A: Alternative business and delivery models

In doing so, proposals should ensure:

- that selected buildings are suitable and ready for heat pump installation prior to any installation;
- that building heating needs and heat pump size are properly evaluated;
- the high quality of installations.

To that end, proposals may

- apply innovative methods/tools simplifying processes and assessments.

Note: Proposals should demonstrate the effectiveness and replicability of the proposed approaches



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Scope A: Alternative business and delivery models

Focus of the proposed actions:

- at least on **space heating**
 - *however, this does not preclude considering reversible heat pumps in addition*
- **any type of buildings**
 - *although **multi-apartment and commercial buildings** are especially encouraged*

Note: Synergies of heat pumps with PV installations and/or hybrid renewable heating and cooling systems could also be promoted.



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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**
- **All relevant stakeholders** necessary for the successful implementation of the action **should be involved**;
 - if not directly involved, their support should be demonstrated in the proposal.
- The proposed actions are invited to build on experiences and lessons learned from other relevant projects and programmes



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Impacts + Indicators

Proposals should demonstrate how project results will contribute to expected impacts.

They should

Topic-specific

Activity-specific

Common indicators

1. quantify impacts using the provided **topic-specific indicators** - where relevant.
Not expected to address all listed impacts/ indicators
 2. propose additional indicators which are specific to the proposed activities
(**activity-specific**)
 3. address impacts related to **common indicators** for the LIFE-CET subprogramme.
- Impacts should be quantified for project duration + for 5 years after project end.
 - Proposals should present the starting point and underlying assumptions + establish clear links between activity and impacts.



Expected impacts for Scope A

The indicators for Scopa A include:

- Number of new installations triggered by the action, including measures to ensure quality and performance for the end user
- Number of users and stakeholders benefitting from alternative model set-up and test during the action
- Number of commitments for replication of alternative models 5 years after the action
- Investments in sustainable energy (energy efficiency and renewables) triggered by the project (cumulative, in million Euro)
- Primary energy savings triggered by the project (in GWh/year)
- Renewable energy generation triggered by the project (in GWh/year)

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

- GHG savings triggered by the project (in GWh/year)



Scope B:

Addressing the shortage of
skilled installers and
professionals for heat pumps



Background: BUILD UP Skills



2011-2012

Initial analysis and strategy (National Platforms and Roadmaps)

2012-2013

Training + qualification (national)

2014-2018

Training + qualification (national + EU)

2019-2020

Demand-side measures (procurement, campaigns...)

2021

Updating the strategy

2022

Strategy + training interventions

90 projects funded since 2011

> 54 million Euros of EU funding support

14 European exchange meetings organised

30 National Roadmaps for upskilling developed



Scope B: Addressing the shortage of skilled installers and professionals for HPs

Indicative EU contribution; Up to EUR 1.5 million / project

Proposals should:

- **significantly increase the number of skilled heat pump installers and other relevant professionals**
 - *Thereby reducing the growing gaps in certain markets*
- build on relevant projects, programmes, and initiatives



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Scope B: Addressing the shortage of skilled installers and professionals for HPs

To that end, proposals to undertake one or more of the following:

- Identify profiles and set up **actions to attract and reskill professionals from other sectors** with skills transferable to the HP sector
- Identify and quantify skills and workforce gaps at the local/regional/national level and/or build on existing solid **gap analyses and set up actions** (e.g. new or upgraded training/qualification schemes) to
 - *incentivise/facilitate the **upskilling of the workforce**, especially installers;*
 - *strengthen skills for professionals to integrate heat pumps as part of **building renovation projects** and skills for **integrated solutions** (e.g. HP+PV)*
- Support cooperation between trades and/or among national associations and other relevant stakeholders to develop, test, and disseminate widely agreed **EU-wide competencies, content guidelines** for specialised training programmes, and **core training material replicable and adaptable to local contexts**.
- Support the **set-up of state-of-the-art training facilities** for heat pump installers (excl. infrastructure costs)



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Scope B: Addressing the shortage of skilled installers and professionals for HPs

Further indications to be taken into account:

- Plan a testing and validation phase
- The actual and long-term running of the proposed activities is not within the scope of this topic
 - Thus, a key element should be a **strategy ensuring that the proposed activities will be sustained after the end of the project**, linking to available sources of funding at the national and EU level
- Training:
 - include **train-the-trainer activities**
 - provide **details on the actual scope and content** to be developed, e.g. professional profiles and levels in the European Qualification Framework targeted, thematic coverage, duration of the training and validation mechanisms



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Impacts + Indicators

Proposals should demonstrate how project results will contribute to expected impacts.

They should

Topic-specific

Activity-specific

Common indicators

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Not expected to address all listed impacts/ indicators
 2. propose additional indicators which are specific to the proposed activities
(**activity-specific**)
 3. address impacts related to **common indicators** for the LIFE-CET subprogramme.
- Impacts should be quantified for project duration + for 5 years after project end.
 - Proposals should present the starting point and underlying assumptions + establish clear links between activity and impacts.



Expected impacts for Scope B

The indicators for Scopa B include:

- Number of training schemes and actions developed, upgraded and replicated to support re-skilling or upskilling of professionals, based on high-quality gap analyses
- Number of professionals trained
- Number of trainers trained
- Number of stakeholders and organisations endorsing EU-wide competencies and minimum content guidelines and core material for specialised training programmes contents



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).
- Primary 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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4. Question and Answers



Keep in touch with us

Any questions on CET call topics? Email us on:
CINEA-LIFE-CET@ec.europa.eu



https://cinea.ec.europa.eu/life_en



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€99 MILLION AVAILABLE

#EULife23 Call for proposals

Your project fits right here

Clean Energy Transition

Thank you



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