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RIGHT PILOT REPORT

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0.0 Guide for Partners Completing the Report.

Why?

It is necessary to report the results, findings, outcomes, and learnings of our pilots for project deliverables in a standard format. The template is set out in a way that tries to show the connectivity (green line) between the work packages, how pilots are linked to skills gaps and Smart Specialization Strategies. It also aims to show learnings and results of the pilot activity and how this can shape a discussion on policy outputs for work package 5. Each pilot report will act as a key input into Work package 5.

In addition to this, the pilot reports will provide the basis for communications activity for work package 2. Some or all of the pilot reports will be transferred into stories and presented at events and through media channels. The Communications Group will work with Work package 2 leader to agree a format for the story telling element in due course.

What?

Each partner to complete a pilot report for each pilot in line with the project deliverables. The overall target for readers is 500.

						Of these 4 were active and running in this reporting period. 20200518094...report.xlsx
6 Pilot reports	Report / Strategy	Overall report per pilot in standarised RIGHT format. Target value will depend on which level we decide to report on - per SME or per sector or type or theme for example.	25	0	Not started	Not relevant for this reporting period.
Pilot reports (sub)	Number of Readers	These report will be disseminated through WP2. Some examples will be transformed into stories and presented at events and through media channels.	500	0	Not started	Not relevant in this reporting period

The target for readers is the same as the deliverable for Work package 5 combining both into one exercise is the intention of this report template.

		summary and implications for each participating region.				
Evaluation of project learnings - skills gap and pilots (sub)	Number of Readers	Target group will be project partners and external stakeholders, defined during WP2	500	0	Not started	Not Applicable for this reporting period
2 Dialogue with partners to aggregate findings and results	Exchange of Information Event (Internal)	Project partners will meet to discuss findings and results for analysis to be aggregated in WP5	1	0	Not started	Not Applicable for this reporting period
Dialogue with partners to	Number of participants	workshop for project partners. Documentation of aggregated	30	0	Not started	Not Applicable for this reporting period

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There is a degree of flexibility over the content of the report as outlined on page 1. It is designed to form an input into work package 5 but also to show the link to Work package 3 research, Smart Specialization Strategies as providing space for discussions on opportunities for sustainability, upscaling or knowledge transfer.

Who?

The target groups defined in WP2 of the project are; project partners and external stakeholders. This will vary from pilot to pilot and from region to region who these Key people are…. You will need to think about this when completing the report and tailor it accordingly. The Work Package 5 policy theme matrix will help to determine the most appropriate stakeholders for your region and pilot. The key objective of the report is to demonstrate project results and outcomes, but another key objective is to tell the story of what we have done. The reports could also be used to validate research and learnings, input into policy discussions or as proof of concept for ongoing sustainability of the pilot.

Each beneficiary can decide who completes the pilot report in the same way as they did with the Work package 3 report. In most cases it will be the RIGHT research coordinator, but this may be done by partners if they are more suitably informed for the completion of the report.

When? (31/10/21)

The original Target for completion of pilot reports was the end of Spring 2021, **(30/05/2021**). This was the original target as set out by the project. However, due to the Covid Pandemic most pilots were delayed and are not yet at a point to evaluate the outcome. After consultation with partners and Work package leaders we have decided that these can now be completed by **Autumn 2021 (31/10/21)** It may be the case that pilots are still ongoing at this point but we hope to have enough pilots completed and evaluated to provide the basis for WP5 activity. However, the pilot report template is ready to be used and for the partners that are ready to report are encouraged to do so.

How?

Each beneficiary will be responsible for the completion of the pilot report for their region. Each beneficiary can decide how and who does the report for each pilot. All pilot reports will be hosted on the RIGHT project website. Guidance can be provided by WP4 leaders on demand and where needed or WP2, WP5 where appropriate. As soon as we have a completed report available, we will share with you as an updated guide. This has not been possible to this point as pilots are still underway.

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2.0 Regional/Strategic Context

The pilot served to provide a learning and understanding of how a region can transmission into servicing green energy production an industry which did not previously exist in the region. There was also limited to no knowledge of it within local SMEs. This became an interesting area of study because a local, small marina port (Port of Klintholm) was chosen as the service port for the offshore windmill parks Krieger's Flak (largest of its kind in Scandinavia at the time of writing) and Baltic 2. As the municipality had little to no skills within the offshore service sector, it was essential to upskill local SMEs with thin this and also attract a training institution to the region as to create a knowledge hub for the region.

Business Vordingborg made the evaluation that if local SMEs were not up skilled, they stood to lose out on contracts servicing the offshore wind energy providers so this was of paramount importance. These service contracts would instead go to service providers from other experienced parts of the country and world increasing the knowledge gap and rate of transfer locally. The pilot was relevant in assessing how to establish a qualified and readily available local labour market for the green energy transition. It would do this by establishing a local training center and upskilling some SMEs and asses their participation in the new industry over a period of time. Apart from the "Right" project indicators some additional measures of success were be measured. This would include, the actual start-up of a training center and the up-skilled SMEs' participation in the offshore wind or wind industry in general.

Results and learnings from the project can serve as tool to be used in other regions experiencing green transition. They explore main challenges and benefits in up skilling SMEs and what support structures could be used to aid in the green transition. This would be expected to extend to regional development the region in the future as it would be expected that SMEs and larger companies requiring to upskill their employees and therefore visit the region more. This would have a positive effect on the general regional economy providing services and products to the increased customer/consumer base from the offshore community.

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3.0 About the Pilot

3.1 DESCRIPTION AND METHODOLOGY

Having understood the regional context and the market gap in offshore[1] and wind knowledge available, Business Vordingborg began building a knowledge base on what would be the future requirements of SMEs and windmill operators in the short to medium term. This was mainly achieved by participating in two Study visits to Esbjerg a city experienced with servicing the offshore industry and where 4/5 of offshore wind capacity implements installed in Europe are shipped from[2]. Here we gathered information on the scale and scope of the offshore wind industry and how training is undertaken. Using this information we were able to build a pilot model that was transferable and simple to implement based on market demand and available labour force.

The next step in the pilot was to identify the potential training providers we would like to operate a training facility in Vordingborg. They had to meet a certain criterion including, experience, portfolio of training and track record. After this was to select SMEs that stood to benefit the most from the training and would have the capacity to participate in the wind industry. They also had to be financially stable such that the time and resources they used during the training would not affect their day to day operation.

The primary stakeholders in the pilot were the SMEs we would hope to get the training as well as the training provider we wish to attract to the region. The secondary stakeholders are the windmill operators in the region who will benefit directly from a qualified job market.

[1] See WP3 Regional Report for the Municipality of Vordingborg
[2] https://portesbjerg.dk/en/business-area/renewables

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3.2 PILOT RESULTS AND OUTPUTS

The pilot showed success for the short term. Both goals of the pilot, upskilling SMEs and attracting a training provider we met.

After several consultations with two of Denmark's largest training providers in the offshore safety industry, Business Vordingborg was able to attract Rely on NuTec to Vordingborg were they opened a training facility in a central part of the town.

Business Vordingborg was able to offer 3 companies 30 offshore certificates. These certifications would allow them to perform various tasks on windmills located both on land and offshore.

To this end the pilot result was positive and met the primary goals as well as meet the project indicators.

3.2 CHALLENGES

The pilot was started in the beginning of an industry transition in the region. This has made it difficult measure effects in the medium to the long term. This goes for both aspects the pilot, the training, and the institution.

In terms of the institution, it is difficult to tell yet the impact it has had on the regional economy in terms of people visiting to get training and all peripheral industry involved.

In terms of SMEs there seems to be significant difficulties in getting them to participate in the industry. The main challenges are as following:

- Difficulty building the right network and contacts in the offshore industry.
- The payment for activities is not competitive compared to the danish market rate and SMEs' competency level.
- There are no guaranteed contracts in the medium to long run making it difficult to invest further resources to offshore while also running a successful business on the side.
- Lack of manpower and resources to fulfil very large contracts. Even if they build a partnership between SMEs the payment is again not competitive.

3.3 DISCUSSIONS

Our original pilot formulation did not consider the formidable challenges of building and supporting a new industry in a smaller community such as Vordingborg Municipality. This has been shown within the response from SMEs where they find the training meaningful and usable, but unfortunately they don't have the contacts to penetrate the industry.

Another poignant issue raised is that of the levels of payment restricting their willingness to participate in the industry. This is something we may have built inadvertently built into the pilot design by selecting only successful SMEs that had thriving businesses instead of other options eg. working with job centers or

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smaller less stable companies. Business Vordingborg would still maintain that this was the best course of action to take as successful SMEs were able to "afford" the manpower and the resources for the pilot with least damage to their bottom line. They were also explicitly informed that participation would not guarantee participation. This does give Vordingborg Erhverv the opportunity to continue engagement with the SMEs and hopefully offer business support in the medium term. It is also a learning process where Business Vordingborg is likely to improve services by providing a more tailor made solution for a specific business environment. The issue of payment and the labour market was something also raised by Steffen Steffensen in the WP3 report for Vordingborg as a hindrance to participation in the offshore wind industry.

4.0 Conclusion

The pilot project achieved its goals. It was also an opportunity to better understand the local labour market, how its changing and how it will look in the future. It highlighted that the green transition could be more difficult for some SMEs. The transition may in some instances have a high investment and opportunity cost and low returns. This is why projects like the Right project are necessary so as to lessen the burden for SMEs whilst also having the chance to influence policy to build better support frameworks for small to medium enterprises.

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