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# Toolkit (incl. matchmaking system) for Transition Super-Lab Implementation

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| Responsible Author(s): Paola Astegiano | |
| | |
| Responsible Co-Author(s): | |
| | |
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## Abstract

This deliverable represents the first release of D4.3 and it includes a presentation of the type of tools to be included in the toolkit (Open Matchmaker and Transitioncamp); a description of other useful tools (Bespoke Social Cafè and B2B Rotation); a first attempt to match these tools with the steps of the roadmap; the next steps and the differences with the second release due at M24.

## Project Partners

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# Executive Summary

This deliverable is dedicated to the presentation of the Transition Super-Lab Toolkit as part of the activities included in T4.2 *Development of Transition Super-Lab Toolkit*. This task includes: (i) the development of an innovative toolkit (i.e. offline and online matchmaking mechanism); (ii) the alignment between the tools included in the toolkit and the phase/activities of the roadmap; (iii) the activities to link the toolkit with the TRANSFORMER Hub.

The main objective of the toolkit is to support the development and the implementation of the Transition Super-Labs (TSL). The idea is to enable significant up-scaling of the TSLs by setting up and operating a set of tools able to attract different interests of public authorities, enterprises, financers, investors and other related communities such as researchers and civil society. By offering an array of well-crafted tools, the toolkit seeks to bridge gaps and align interests, fostering collaborative environments that stimulate innovation, sustainability, and positive socio-economic impacts. The scope of the toolkit is presented in Chapter 1 while Chapter 2 includes all the details of the type of tools proposed to the TSLs. This section provides in-depth insights into the diverse range of tools available to the Transition Super-Labs, illustrating how they can be applied to facilitate various aspects of their operations. From innovative financial mechanisms to knowledge-sharing platforms, to engagement strategies, each tool is thoughtfully curated to empower the TSLs to achieve their objectives effectively.

Chapter 3 is dedicated to the dialogue with the TSLs leaders. Recognizing that each TSL operates in a unique local context with distinct challenges and opportunities, this section emphasizes the importance of developing context-based tools. The toolkit's flexibility allows for tailoring specific tools to suit the individual requirements and characteristics of each TSL, ensuring optimal utilization and maximum impact.

In Chapter 4, the report establishes the crucial link between the Toolkit and the Transition Super-Lab Roadmap. It is strategically designed to complement and support the different phases of the Roadmap, seamlessly integrating with the overarching vision and objectives of the Transition Super-Labs.

This deliverable ends in Chapter 5 with conclusions, highlighting the difference between the two releases of this deliverable and thus including the next steps. It also emphasizes the connection with the other tasks of the project (e.g Task 4.1, Task 4.3, Task 5.3).

# Chapter 1: The scope of the toolkit

One of the main objectives of Task 4.2 is to develop an innovative and millennial minded toolkit (created using specific techniques, procedures and systematic approach) to support the development and the implementation of the Transition Super-Labs (TSL). The idea is to enable significant up-scaling of the TSLs by setting up and operating a set of tools able to attract different interests of public authorities, enterprise, financers, investors and other related communities such as researchers and civil society.

In order to define the most useful tools, the lessons learned from the Coalition Building process included in D3.1 *Recommendations for Transition Super-Lab coalitions building, empowering of vulnerable and marginalised groups, and vision process* have used as a reference (e.g. lack of specific strategy for civil society engagement; difficult in reaching out marginalised groups; etc.).

The toolkit will be strongly related to the different phases of the roadmap, namely:

- Phase 1: Strengthening local transition capacities
  - Step 1: Determine the transition framework
  - Step 2: Build a stakeholder coalition
  - Step 3: Co-define a common vision
  - Step 4: Build scenarios & transition pathways
- Phase 2: Gearing the transition capacity
  - Step 5: Co-define pilot use cases
  - Step 6: Examine the feasibility of the pilot use-cases
  - Step 7: Strengthen stakeholder engagement and governance
- Phase 3: Accelerating the transition through innovation
  - Step 8: Co-define innovative actions
  - Step 9: Creating & implementing an action plan
- Phase 4: Scaling-up transition
  - Step 10: Monitor & Assess the regional transition
  - Step 11: Maximise transition impact

For a detailed description of the different phases of the roadmap, refer to *D4.1 Super-Lab Roadmap – version 1* and *D4.2 Super-Lab Roadmap – version 2.*

The objective of this activity is to try assigning to each step mentioned above one or more types of tools but also to understand where a possible lack is present: in some of the steps listed no one of the tools presented may appropriately fit. These tools will be then tested and implemented in the different TSLs. Below, a summary of the direct output of Task 4.2 *Development of Transition Super-Lab Toolkit*:

- **Milestone 12 Toolkit mock-up – *Due at M13*.** It includes a preliminary list of types of tools to be associated with each phase of the roadmap and the implementation of the matchmaking tool. This Milestone is part of this deliverable. At the submission stage of this deliverable, the matchmaking tool link can be reached only by the members of the Consortium.
- **Deliverable 4.3 Toolkits (incl. matchmaking system) for Transition Super-Lab Roadmap implementation – *First Release M13*.** It includes the full list of types of tools, with their characteristics, presented to the TSLs. It also contains the description of the iterative dialogue with the TSLs.
- **Deliverable 4.3 Toolkits (incl. matchmaking system) for Transition Super-Lab Roadmap implementation – *Second Release M24*.** It will include the full final list of the tools agreed with TSL and the implementation of these tools at the TSLs premises.

# Chapter 2: Tools included in the toolkit

This section provides in-depth insights into the diverse range of tools that will be available to the Transition Super-Labs (Open Matchmaker and Transitioncamp) and supplementary tools that might be of additional interest for them (Bespoke Social Cafè and B2B Rotation), illustrating how they can be applied to facilitate various aspects of their operations. From innovative financial mechanisms to knowledge-sharing platforms, to engagement strategies, each tool is thoughtfully proposed to empower the TSLs to achieve their objectives effectively.

## Open Matchmaker

Event matchmaking services play a pivotal role in ensuring seamless organization and effective networking opportunities for attendees. These services serve as a digital bridge, allowing participants to connect with one another even before the event commences, fostering meaningful connections, and extending collaboration well beyond the event's conclusion. These services stay accessible before and after the event took place to allow participants to start the interaction before the event and to continue it after the event based on additional information acquired during the event itself (e.g. a specific company and/or participant working on a relevant topic not recognized before). One of the primary benefits of event matchmaking services lies in their ability to enable attendees to get to know each other before the actual event takes place. Through the creation of personalized profiles, attendees can showcase their professional background, areas of expertise, and interests. This pre-event interaction allows individuals to explore potential connections, identify like-minded peers, and seek out relevant networking opportunities that align with their objectives. Once the event begins, the matchmaking service continues to be a helpful resource. Attendees can utilize the platform to find and connect with others who share similar professions or possess complementary interests. This streamlined approach to networking enhances the event experience by facilitating targeted interactions, maximizing the value of every meeting, and ensuring that attendees make the most of their time during the event.

The matchmaking service acts as a facilitator, bringing together individuals who might not have naturally crossed paths during the event. By suggesting potential matches based on shared interests and professional backgrounds, it broadens participants' horizons and encourages diverse cross-sectorial connections. This diversity of connections opens doors to fresh perspectives, collaborations, and partnerships that could lead to innovative projects or ventures. Moreover, event matchmaking services play a critical role in fostering post-event follow-ups and continued engagement. After the event has concluded, participants can maintain contact with their newfound connections through the platform. This seamless transition from event to post-event networking allows collaborations to flourish beyond the event's timeframe, enabling ongoing communication, knowledge exchange, and potential joint cross sectorial initiatives.

The process of using event matchmaking services is straightforward. Attendees create their profiles, providing relevant information about themselves, their expertise, and their preferences for potential connections. The platform then suggests suitable matches based on these profiles, empowering attendees to send requests for meetings or connect directly with those who align with their networking goals. However, it also allows to connect people with different languages and with different objectives, which increase the possibility to have unforeseen issues connected with the matchmaking services compared to the standard approach. Together with these networking issues, the challenges of implementing a matchmaking tool, such as the required resources for implementation and maintenance, as well as the necessity to achieve critical mass of users, cannot be ignored. For all these reasons, this tool will be not only be tested but also critically evaluated in terms of usability, validity and adaptability.

In order to satisfy these requirements different providers have been contacted to understand which one could provide the most adaptable solution to the project needs and the preferred choice was b2match because of its large experience with other European projects and initiatives[1][2][3] but also for its user friendliness and the type of functionalities it could allow.

## b2match

It is an event networking platform that empowers connections. It allows to organize:

- **in-person events**: Elevating networking event experience with AI-powered profile recommender, personalized agenda builder, mobile event app, check-in app and more. It creates an efficient and engaging networking event that builds collaboration.
- **virtual events**: Reach a global audience with a highly interactive online networking platform, help participants connect with a fully integrated video meeting solution, and create an immersive event experience as exciting as attending in person.

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[1] https://www.b2match.com/explore/eit-urban-mobility-innovation-days2023
[2] https://alice-brokerage-event-horizon-europe.b2match.io/
[3] https://horizon-europe.b2match.io/home

- ▪ <u>hybrid events</u>: Combine the excitement of in-person events and the global reach of virtual events by organizing hybrid events without geographical limitations. Simple event setup. AI-driven, intuitive matchmaking and meeting management

The b2match platform is being released for internal use in M13, in parallel with the release of this document. The platform will be shortly published online but could undergo to further improvements that will be detailed in the upcoming deliverables (D4.3 second release and D5.4).

## Transitioncamp

The Transitioncamp serves as an open day event, bringing together all the stakeholders of the Transition Super-Lab (TSL) in a collaborative setting. The primary purpose of this gathering is to facilitate effective communication and foster a common understanding of the TSL approach among the various parties involved. One crucial aspect of the Transitioncamp is that it is conducted in the local language, ensuring that everyone can participate comfortably and express themselves clearly. By organizing the Transitioncamp in the local language, the TSL aims to bridge any potential language barriers and create an inclusive environment. This linguistic alignment plays a pivotal role in aligning the objectives of the TSL with the stakeholders. It allows for seamless interactions, encourages active participation, and ensures that all ideas and perspectives are heard and understood.

Based on each TSL pathways, the Transitioncamp can be useful during different phases of the roadmap (refer to Chapter 4 for full details). For instance, at initial stage, the Transitioncamp serves as a tool for stakeholders to gain a comprehensive understanding of the TSL's objectives, its scope, and the expected outcomes. During the Transitioncamp, stakeholders have the opportunity to engage with one another, exchange insights, and collectively define the objectives of the TSL. By aligning their goals and aspirations, the stakeholders can develop a shared vision and work towards a common purpose. This alignment is crucial for the success of the Transition Super-Lab, as it establishes a foundation of cooperation and collaboration among all involved parties. At a later stage can be useful to: (i) deepening the knowledge developed at beginning, which means diving into specific aspects of the TSL and thus help the stakeholders in getting a more nuanced understanding; (ii) refining objectives since normally objectives of a project can evolve as it progresses; (iii) developing a concrete strategies and action plans to reach those objectives; (iv) tackling specific challenges that have arisen since stakeholders' initial involvement; (v) fostering the networking opportunities initiated at the early stage.

Through presentations, "game-storming" techniques and interactive sessions, participants can delve into the details of the project, ask questions, and provide valuable input. This open dialogue helps to refine the objectives and ensures that they are well-defined, achievable, and aligned with the needs and expectations of the stakeholders.

Chapter 3 of this document is entirely dedicated to the interaction (i.e. meeting, questionnaire) with the TSLs leaders to concretely define objectives and structure of the Transitioncamp. It is of high importance to consider the needs of each TSL in defining the content of each Transitioncamp.

## Bespoke social café

One of the additional tools that each TSL might decide to implement is the *Bespoke Social Café* which serves as a unique and tailored brokerage event, providing an opportunity for cross-sectoral innovators to come together and share their business ideas with representatives from other sectors. This event aims to foster collaboration, exchange knowledge, and identify potential opportunities for twinning and partnering among diverse industries.

The term "bespoke" implies that the social café is customized and specifically designed to meet the needs and interests of the participants. It offers a relaxed and informal setting, conducive to open conversations and networking. This atmosphere encourages innovators to showcase their business ideas, highlighting their unique approaches, products, or services. During the social café, innovators from various sectors have the opportunity to present their ideas to a diverse audience. By sharing their concepts, they can gain valuable feedback, insights, and perspectives from professionals and experts from other sectors. This cross-pollination of ideas and knowledge can spark new thinking, inspire innovative solutions, and foster creative collaborations that may not have been possible within a single sector.

One of the primary objectives of the social café is to facilitate twinning and partnering opportunities. Through discussions, interactions, and networking, participants can identify synergies and complementary aspects between their respective business ideas. They can explore avenues for collaboration, such as joint ventures, partnerships, or sharing resources, which can lead to mutually beneficial outcomes and enhanced innovation. Moreover, the social café serves as a tool for building relationships and creating networks across sectors. Participants can connect with like-minded individuals, potential investors, industry experts, and other key stakeholders who can contribute to the growth and development of their business ideas. These connections can open doors to new markets, funding opportunities, mentorship, and valuable partnerships that can fuel the success of their ventures.

## B2B Rotation with financers officers

A second additional tool that might be implemented by the TSLs is the *B2B rotation with financial officers*, which is an awarded contest and represents a unique opportunity for businesses to engage in a face-to-face matchmaking session with funding and financing experts. This event (full day or half day depending on the final content) is specifically designed to facilitate meaningful connections between entrepreneurs and financial professionals, enabling them to explore potential collaborations and secure the necessary resources for their ventures. The contest aspect of the B2B rotation adds an element of competitiveness and recognition, encouraging businesses to showcase their innovative ideas and solutions. By being awarded the opportunity to participate in this rotation, selected companies gain valuable visibility and a chance to present their projects directly to financial officers who have expertise in funding and financing.

The B2B rotation involves a combination of physical and virtual interactions. It is organized in a manner that allows participants to engage in face-to-face meetings, either in person or through video conferencing, ensuring flexibility and accessibility for all involved parties. This hybrid format enables businesses from different locations to connect and benefit from the expertise of financial officers,

regardless of geographical constraints. During the rotation, businesses are provided with a designated amount of time to present their projects, outline their funding requirements, and discuss their business models with the financial officers. This allows entrepreneurs to receive personalized feedback, guidance, and insights from professionals who specialize in funding and financing. It also provides an opportunity for financial officers to assess the potential of the presented projects and explore potential avenues for investment or financial support.

The B2B rotation aims to create a conducive environment for collaboration and partnership-building between businesses and financial experts. It encourages in-depth discussions, allows for the exchange of ideas and perspectives, and provides a platform for entrepreneurs to gain valuable insights into the financial aspects of their ventures. Moreover, the rotation offers financial officers the chance to identifypromising investment opportunities and establish connections with innovative businesses that align with them. By facilitating direct interactions between businesses and financial officers, the B2B rotation might help in bridging the gap between funding needs and available financial resources. It provides a mean for businesses to showcase their potential and secure the necessary funding to fuel their growth and innovation.

# Chapter 3: Iteration with the TSLs

At the stage of the submission of this deliverable, the Open Matchmaker has been developed in its first version and the Transitioncamp has been approved by the TLSs. This chapter contains the description of the process that led to the Transitioncamp approach approval.

Considering the different local specificities of each TSL, the Transitioncamp will be tailored according to TSLs' needs. For this reason, a couple of iterations with the TSL leaders have been already settled. This showed the importance to tailor at least the in-person event accordingly to the context characteristics of each TSL. The Transitioncamp will be structured with a common approach valid for each TSL but then the content of the event will be specifically tailored based on the requests of the TSLs. The common part contains information related to: structure of the agenda, logistics arrangements, evaluation feedback and consortium partners to include in the organization.

In order to i define the specificalities of each TSL, a questionnaire has been prepared and delivered to the TSL leaders. The questionnaire included the following information:

**Event Objectives:**

- What would you like to be the main goals and objectives of the Transitioncamp?
- What specific outcomes do you hope to achieve from this event?
- How do you envision the Transitioncamp contributing to the broader TRANSFORMER project?

**Audience and Participants:**

- Should the Transitioncamp target only the civil society or do you want to involve also specific stakeholders?

- If you would like to involve also specific stakeholders, which specific roles or industries should be represented among the participants?

**Format and Structure:**

- Would you like the Transitioncamp be conducted in-person, virtually or in hybrid format?

**Content and Topics:**

- What are the main themes or topics that you would like to cover during the Transitioncamp?
- How the participants in your opinion could benefit from the Transitioncamp?
- How the TSL in your opinion could benefit from the Transitioncamp?
- Would you like to involve some guest speaker, trainer or facilitator?

**Engagement and interaction?**

- Which type of activities do you think could be organized during the Transitioncamp?

At the submission stage of this deliverable, the results of this interaction are briefly summarised as follows:

- **Event Objectives:** all TSLs have provided a preliminary feedback on the topic they would like to address and which outcomes they hope to achieve during the event.
- **Audience and Participants:** all TSLs have identified which categories of stakeholders they would like to involve
- **Format and Structure:** all TSLs agree in organizing the event in person and in local language.
- **Content and Topics:** It is not well defined yet how both participants and TSLs can benefit from this interaction. All TSLs are aligned on the importance to a guest speaker able to share best practices.
- **Engagement and interaction:** preliminary ideas led to: "game-storming" techniques breaking down in small groups moderate by a facilitator; sharing of best practices and open discussions; evaluation questionnaire related to the event.

The most important result of this iteration is related to the type of audience the Consortium partners from the TSL regions would like to involve. As the advancements in each TSL are at different stages, they are interested to have the presence of different type of stakeholders.

From a further iteration a possible timeline for these events has been also defined (included in the picture below).

| Emilia Romagna | • End 2023 |
| Western Macedonia | • January 2024 |
| BMR | • February/March 2024 |
| Lower Silesia | • February 2024 |

**Figure 1: Timeline for the Transitioncamps**

The content of the Transitioncamp could foresee some changes that will be included in the upcoming deliverables (D4.3 second release and D5.4).

# Chapter 4: Link with the Transition Super-Lab Roadmap

Within WP4 and specifically in Task 4.1, the development of a Blueprint for a Super-Lab Roadmap is foreseen. Through its steps, the roadmap will provide a structured framework linked to the toolkit (T4.2) and the Knowledge Hub (T4.3) and provide entry points and guidance for different TSL contexts and transition paths, and will include climate-neutral and mission-oriented Key Performance Indicators for each cluster of Super-Labs, broken down into expected policy impacts an financing instruments, with a 2030/50 horizon. For this reason, it becomes fundamental to understand which steps of the roadmap can be covered (or supported) with the different tools included in the toolkit. The definition of the steps of the roadmap is an ongoing process and consequently also this chapter will be revised when the final version of the roadmap and of the toolkit will be ready. At the stage of the submission of the first release of D4.3 (M13), the following scheme of the roadmap process is considered:
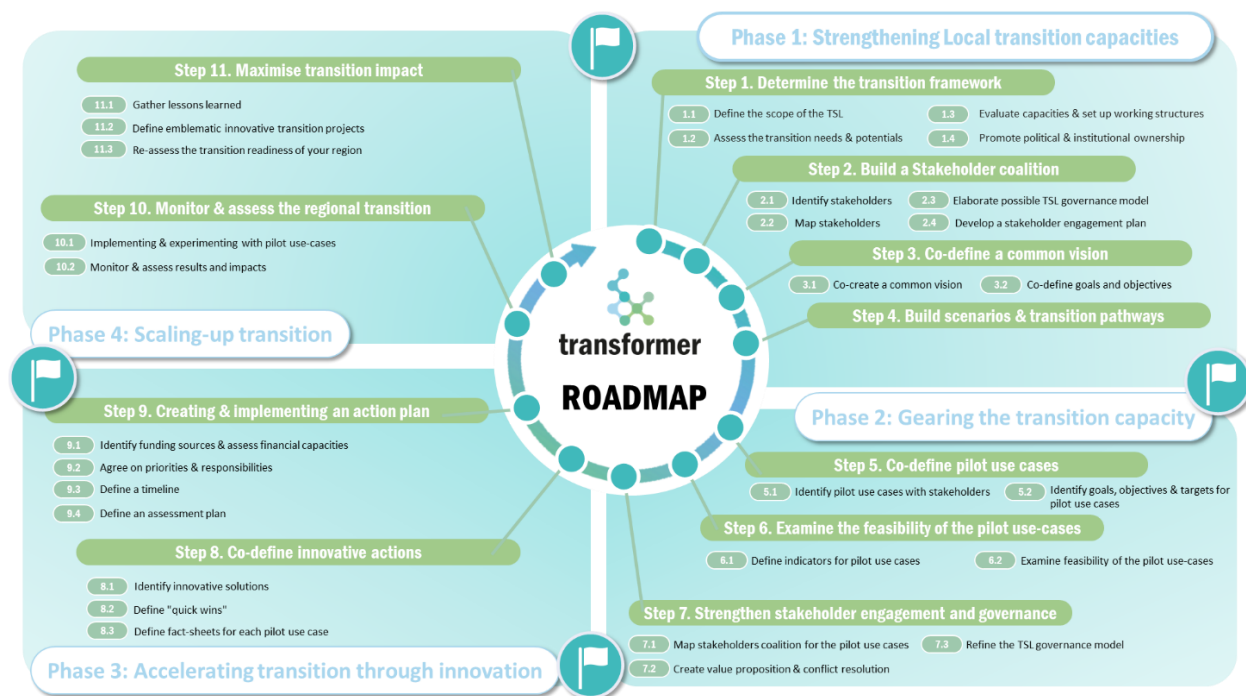
**Figure 2: Steps of the roadmap**

Considering the process illustrated in the figure above and the tools presented in the previous chapter, *the Open Matchmaker* has the potential to enhance local transition capacities. To assess the tool's usefulness in the TSL process, particularly regarding increased engagement with local stakeholders and its capacity to connect innovators with investors, as well as its potential to mobilize funding for accelerating the transition through innovation and scaling it up, it will undergo testing and critical evaluation.

Specifically, it could cover the following steps:

- Phase 1: Strengthening Local transition capacities
  - Step 2: Build a Stakeholder coalition
- Phase 2: Gearing the transition capacity
  - Step 7: Strengthen stakeholder engagement and governance
- Phase 3: Accelerating transition through innovation
  - Step 8: Co-define innovative actions
  - Step 9: Creating & implementing an action plan
- Phase 4: Scaling-up transition
  - Step 11: Maximise transition impact

Given its potentialities in supporting the coalition building, it is under evaluation the possibility to use this tool also for the follower regions. As these regions embark on their journey towards sustainable development and innovation, forging strong partnerships with diverse stakeholders becomes paramount

to success. The matchmaker tool could act as a supportive platform to facilitate and optimize these critical connections. By utilizing the matchmaker tool, follower regions can identify and engage with potential stakeholders who share a common vision and commitment to sustainable initiatives. The tool's sophisticated algorithms and profiling mechanisms enable regions to pinpoint individuals, organizations, and institutions that align with their specific objectives, making the process of building a stakeholder coalition more targeted and efficient. Through the matchmaker tool, follower regions can initiate meaningful conversations and collaborations with identified stakeholders. This opens up opportunities for knowledge sharing, resource pooling, and joint initiatives that can accelerate progress towards their sustainability objectives. The tool acts as a catalyst for constructive dialogue, encouraging stakeholders to come together, exchange ideas, and collectively address complex challenges. Furthermore, the matchmaker tool helps follower regions diversify their stakeholder coalition, ensuring that all relevant perspectives and expertise are represented. By connecting with stakeholders from various sectors and disciplines, regions can benefit from a rich pool of insights and experiences, enhancing the effectiveness and innovation of their sustainable projects.

The _Transitioncamp_, based on the pathway of each TSL could be more useful during the first phases of the roadmap where there is a need to identify objectives, stakeholders, goals and defining a common vision or at later stage where there is a need to define an action plan and to monitor and assess the results. At the submission stage of this deliverable, all TSLs have already faced the "early-stage interaction" with the stakeholders. For this reason, the connection with Phase 1 and Phase 2 could be more useful for Follower regions while the connection with Phase 3 and Phase 4 is related to the four TSLs.

In summary, the Transitioncamp could support the following steps:

- Phase 1: Strengthening local transition capacities
    - Step1: Determine the transition framework
    - Step 2: Build a Stakeholder coalition
    - Step 3: Co-define a common vision
    - Step 4: Build scenarios & transition pathways
- Phase 2: Gearing the transition capacity
    - Step 5: Co-define pilot use cases
    - Step 6: Examine the feasibility of the pilot use-cases
    - Step 7: Strengthen stakeholder engagement and governance
- Phase 3: Accelerating transition through innovation
    - Step 9: Creating & implementing an action plan
- Phase 4: Scaling-up transition
    - Step 10: Monitor & assess the regional transition
    - Step 11: Maximise transition impact

The *Bespoke Social Café* is more linked towards the final steps of the roadmap where it is possible to gather lesson learned and identifying funding sources. Specifically, it could cover the following steps:

- Phase 3: Accelerating the transition through innovation
    - Step 8: Co-define innovative actions
    - Step 9: Creating & implementing an action plan
- Phase 4: Scaling-up transition
    - Step 11: Maximise transition impact

The *B2B Rotation* tool is also linked to the final phases of the roadmap and specifically to the steps and activities which foresee the involvement of the financial aspects. Specifically, it could cover the following steps:

- Phase 3: Accelerating the transition through innovation
    - Step 8: Co-define innovative actions
    - Step 9: Creating & impl/ementing an action plan
- Phase 4: Scaling-up transition
    - Step 11: Maximise transition impact

In order to make this link clear and easy understandable, below an overview of the match between the tools included in the toolkit and the steps of the roadmap is presented.

| Phase | Steps | Activities | Tools |
|---|---|---|---|
| **Phase 1: Strengthening local transition capacities** | Step1: Determine the transition framework | 1.1: Define the scope of the TSL | - Transitioncamp |
| | | 1.2: Assess the transition needs & potentials | |
| | | 1.3: Evaluate capacities & set up working structures | |
| | | 1.4: Promote political & institutional ownership | - Transitioncamp |
| | Step 2: Build a Stakeholder coalition | 2.1: Identify stakeholders | - Transitioncamp<br>- Open matchmaker |
| | | 2.2: Map stakeholders | - Transitioncamp<br>- Open matchmaker |
| | | 2.3: Elaborate possible TSL governance model | |
| | | 2.4: Develop a stakeholder engagement plan | |
| | Step 3: Co-define a common vision | 3.1: Co-create a common vision | - Transitioncamp |
| | | 3.2: Co-define goals and objectives | - Transitioncamp |
| | Step 4: Build scenarios & transition pathways | 4.1: Co-identify different scenarios | - Transitioncamp |
| | | 4.2: Select scenario & pathways | - Transitioncamp |
| | | 4.3: Assess the transition readiness of your region | |
| **Phase 2: Gearing the transition capacity** | Step 5: Co-define pilot use cases | 5.1: Identify pilot use cases with stakeholders | - Transitioncamp |
| | | 5.2: Identify golas, objectives & targets for pilot use cases | |
| | Step 6: Examine the feasibility of the pilot use-cases | 6.1: Define indicators for pilot use cases | - Transitioncamp |
| | | 6.2: Examine the feasibility of pilot use-cases | |
| | Step 7: Strengthen stakeholder engagement and governance | 7.1: Map stakeholders coalition for the pilot use cases | - Open matchmaker<br>- Transitioncamp |
| | | 7.2: Create value proposition & conflict resolution | |
| | | 7.3: Refine the TSL governance model | |
| **Phase 3: Accelerating transition through innovation** | Step 8: Co-define innovative actions | 8.1: Identify innovative solutions | - Open matchmaker<br>- Bespoke Social Café<br>- B2B Rotation |
| | | 8.2: Define "quick wins" | |
| | | 8.3: Define fact-sheets for each pilot use case | |
| | Step 9: Creating & implementing an action plan | 9.1: Identify funding sources & assess financial capacities | - Open matchmaker<br>- Bespoke Social Café<br>- B2B Rotation |
| | | 9.2: Agree on priorities & responsibilities | - Open matchmaker<br>- Transitioncamp |
| | | 9.3: Define a timeline | - Transitioncamp |
| | | 9.4: Define an assessment plan | |
| **Phase 4: Scaling-up transition** | Step 10: Monitor & assess the regional transition | 10.1: Implementing & experimenting with pilot use cases | |
| | | 10.2: Monitor & assess results and impacts | - Transitioncamp |
| | Step 11: Maximise transition impact | 11.1: Gather lessons learned | - Bespoke Social Café |
| | | 11.2: Define emblematic innovative transition projects | - Open matchmaker<br>- B2B Rotation |
| | | 11.3: Assess the transition readiness of your region | - Open matchmaker<br>- B2B Rotation<br>- Transitioncamp |

Figure 3: Steps of the roadmap and type of tools

# Chapter 5: Conclusions

At the submission stage, the following activities have been finalised: selection of the type of tools to be included in the toolkit (Open Matchmaker and Transitioncamp); presentation of possible additional tools to be included in the toolkit (Bespoke Social Café and B2B Rotation); several iterations with the TSLs to get feedback mainly on the Open Matchmaker and the Transitioncamp; acquisition of the b2match platform and implementation in its preliminary version for internal use; preparation of a Transitioncamp questionnaire to better define the needs of each TSL; compilation of the questionnaires by the TSL leaders; match between the type of tools and the steps of the roadmap (preliminary version).

The next steps are the following:

- Define a plan for the Transitioncamp implementation
- Organization of the single events
- Improvement of the b2match platform
- Evaluate the possibility to include additional tools in the toolkit (Bespoke Social Café and B2B Rotation)
- Evaluate the possibility to use the b2match platform also for the follower regions
- Evaluate the possibility to use the Transitioncamp also for the follower regions
- Revise the connection between the type of tools and the step of the roadmap

The results of these steps will be included in the second release of D4.3 due at M24.

Finally, the activities described in this deliverable, which are the objectives of T4.2, are also strongly linked with *T5.3 Tools and structures assessment*. In this task, the tools selected will be evaluated in terms of three main pillars: usability, validity and adaptability. The understanding that will be generated by the use of these tools from the TSLs will be included in Knowledge Hub (T4.3).