

## 2017 Demonstrator Call

### URBAN TRANSITIONS THEME – Priority “DEEP RETROFIT” FREQUENTLY ASKED QUESTIONS

#### 1. What is Deep Retrofit?

There is an important gradual difference between regular retrofit and deep retrofit. Deep retrofit is more ambitious than regular retrofit, and aimed at the “nZEB level” (near Zero Energy Building). The term nZEB refers to a building that, calculated over the four seasons, is able to provide for the majority of its own energy needs by generating its own sustainable energy (e.g. solar, wind, heat pump etc.) and by using high insulation. The approach should follow a ‘fabric first’ energy hierarchy reducing demand first.

#### 2. Why is supply chain integration relevant for Deep Retrofit?

Although the current market provides a multitude of individual solutions for regular retrofit (for example: google “solar panel”), Climate-KIC sees a gap in the market in the supply of integrated approaches that deliver an affordable and scalable deep retrofit solution up to nZEB level. This means that owners, builders and/or architects that want to do a deep retrofit, have to piece together individual elements up to nZEB level within the scope of their particular project. This generally results in suboptimal solutions and costly projects. The challenge of Deep Retrofit is not so much how to do design it technically, but how to organize and finance the manufacturing (off site to allow the provision of solutions that address retrofit at scale – in a factory) and delivery process in an affordable, scalable manner. Thus, we are looking for projects that bring an integration of supply chain elements, technology and finance.

#### 3. How is this related to the Building Technologies Accelerator (BTA) Flagship project, that focuses on Deep Retrofit?

The BTA Flagship is part of the Urban Transitions theme. Deep Retrofit on the building level is the main focus of BTA. Once accepted upon applying to this call, Deep Retrofit projects on the building level will be actively introduced into the BTA network and are expected to contribute (contentwise) to ensure maximum synergy with all ongoing BTA activities. For more info on BTA, please refer to <http://bta.climate-kic.org/>.

#### 4. Does it have to be refurbishment, as opposed to new builds?

Yes.

#### 5. What project size are you looking for?

We would generally expect to see Demonstrator projects from 150k-300k per year. Multiannual projects are eligible, however please be advised that within Climate-KIC, funds are decided upon on



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## **6. What scale are you looking for?**

Although we value quality over quantity, a good Demonstrator project always has upscaling potential on a national and international level. This should be reflected in the solution itself (design for scalability) but also in the consortium, preferably having a demand side party on board. We are looking for projects that package hundreds of units rather than projects at a building by building basis. Clever solutions allow the project to happen with minimal disruption to tenants.

## **7. What kind of partners should we involve?**

A good Demonstrator project has a mix of supply and demand, e.g. developers (academic or non-academic), real estate owners/managers and off site manufacturers. Building Information modelling (BIM) will enable the digitising of the solution at scale and allow multiple parties to input into the process and view the solution.

## **8. What type of building are you looking for?**

In this call we aim to have social housing and office-buildings.

## **9. How do I know if my project is on the right track?**

We encourage potential applicants to submit a one-page description of the intended project to the Urban Transitions Theme by the end of March. Although we can never give upfront guarantees about a project's success rate since projects are reviewed by external reviewers, we can indicate whether a proposal is on the right track. During the reviewing process, external reviewers can ask additional questions to projects for clarification purposes. Applicants are advised to ensure that they have the capacity to respond to these questions during the period of 28<sup>th</sup> of April – end of May.

## **10. What are the main criteria for review?**

The main criteria for review are: Climate Relevance, Scalability Potential, Innovation Potential, Clarity of outputs, Robustness of business model, Quality of the plan, Strategic fit, and Value for money. These criteria are explained in the Project Proposal Guideline, please refer to <http://www.climate-kic.org/wp-content/uploads/2017/01/Project-Proposal-Guidelines.pdf>

This document answers questions we have received about Deep Retrofit. For a complete set of information about the UT Demonstrator call, please refer to <http://www.climate-kic.org/calls-for-proposals/>.