



MAINSTREAM BIO

MAINSTREAMING SMALL-SCALE BIO-BASED
SOLUTIONS ACROSS RURAL EUROPE

D3.1

Report on engagement of multi-actor
partnerships, capacity building, networking
and innovation support - initial version

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AUTHORS (Organisation)	Alberto Álvarez, Ana Casillas González, Beatriz Deltoro Bernardes & Irene Paredes (INNV), Verónica Benavente (PROC), Petros Kafkias (DRAXIS), Liselotte Puggaard (FBCD), Leonidas Parodos (QPLAN)
REVIEWERS	Verónica Benavente (PROC)
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ABBREVIATIONS

AUP	AGRAREN UNIVERSITET - PLOVDIV
BG	Bulgaria
DE	Denmark
DRAXIS	DRAXIS ENVIRONMENTAL SA
DSS	Decision Support System
ES	Spain
EU	European Union
FBCD	FBCD AS
GA	Grant Agreement
IE	Ireland
INNV	EURIZON SL
IUNG	INSTYTUT UPRAWY NAWOZENIA I GLEBOZNAWSTWA, PANSTWOWY INSTYTUT BADAWCZY
KAM	Key Account Manager
MAP	Multi-Actor Partnership
MIP	Multi-actor Innovation Platform
MTU	MUNSTER TECHNOLOGICAL UNIVERSITY
NL	The Netherlands
PL	Poland
PROC	RISE PROCESSUM AB
Q-PLAN	Q-PLAN INTERNATIONAL ADVISORS PC
R&D	Research and Development
SE	Sweden
WHITE	WHITE RESEARCH SPRL
WP	Work Package
WR	STICHTING WAGENINGEN RESEARCH

Executive Summary

MainstreamBIO is a HORIZON EUROPE's Coordination and Support Actions project funded by the European Union under Grant Agreement 101059420. This project sets out to contribute towards supporting the deployment of small-scale bio-based solutions into the mainstream across seven focal rural regions of Europe.

This document presents the report on the “engagement of multi-actor partnerships, capacity building, networking and innovation support” formulated as Deliverable (D3.1). This deliverable comprises the actions and work performed under 4 different tasks from the Working Package 3:

- **Task 3.1:** *Engagement of multi-actor partnerships and elaboration of tailored innovation support roadmaps.* The first Open Call was launched in June 2023 (M10) and completed at the end of October 2023 (M14). 36 applications asking for a total of 102 services were received by the 7 regional Open Calls. The second Open Call is underway and will close in September 2024 (M25).
- **Task 3.2:** *Delivery of capacity building to regional actors to identify innovative bio-based business models.* 7 capacity-building workshops (one for each MIP) to showcase and get feedback on the first version of the digital toolkit were all performed in the first half of 2024, with the participation of 160 attendants in total.
- **Task 3.3:** *Delivery of innovation support services to enhance the market uptake of small-scale bio-based solutions.* The service provision of the 1st Innovation Round started in November 2023 (M15) and finished mostly in June-July 2024 (M22-23), being the last reports delivered on August 2024 (M24). In summary, 27 cases were supported in the first innovation round, providing 35 services in total.
- **Task 3.4:** *Organisation of networking and demo days to showcase the deployment of solutions.* The first round of networking events (one for each MIP) to showcase the deployment of solutions and to catalyse connections between the supported multi-actor partnerships and suitable partners is an ongoing task. Some of the networking events were already performed while others are planned for M25. The results and conclusions coming from the performance of these events will be shown in “D3.3 Report on engagement of multi-actor partnerships, capacity building, networking and innovation support - final version”, to be delivered on M36, with the update on actions from this and the other mentioned tasks (Second Open Call, Second innovation round and results from the two sets of networking events).

Meanwhile, Task 3.5 is associated with D3.2, which seeks to enhance bioeconomy education through an educational and practical campaign.

1. Introduction

The current report presents the process and first results of the implementation of *Task 3.1: Engagement of multi-actor partnerships and elaboration of tailored innovation support roadmaps* (M8-M24), *Task 3.2 Delivery of capacity building to regional actors to identify innovative bio-based business models* (M8-M28), *Task 3.3 Delivery of innovation support services to enhance the market uptake of small-scale bio-based solutions* (M14-M36) and *Task 3.4 Organisation of networking and demo days to showcase the deployment of solutions* (M22-M36). This deliverable presents the work of the MainstreamBIO partners in the previously mentioned tasks until Month 24 (August 2024).

Another deliverable, “D3.3 Report on engagement of multi-actor partnerships, capacity building, networking and innovation support - final version”, will be submitted by Innovarum at the end of the project (M36, August 2025), to update and report on the continuation of these activities.

Deliverable D3.1 report is structured into 7 distinct sections as follows:

- **Chapter 1** provides introductory information about the project and Deliverable 3.1, outlining its objectives and context.
- **Chapter 2** presents the process for the launch of the First Open Call, as well as the evaluation and distribution of applications, and the preparation of the Second Open Call.
- **Chapter 3** describes the First innovation round, with a summary of each service provided and the aftermath and lessons learnt to apply in the Second innovation round.
- **Chapter 4** presents the organisation and performance of the capacity-building workshops in each focus area, highlighting key findings and feedback from the in-person events.
- **Chapter 5** provides information about the organisation of Networking events.
- **Chapter 6** offers the main conclusions of the report.
- **Annexes** include the report annexes, such as Terms of References and Guidelines for the organisation of the Open Calls, the capacity-building workshop and the networking event.

1.1 Context

Despite the potential of small-scale bio-based solutions to advance the bioeconomy in rural areas, its uptake in the regions across Europe is far from straightforward. Considerable investments in research and innovation, business support networks, policy incentives and funding schemes that have been done mainly focus on industrial-scale projects and large-scale biorefineries. Thus, there is a great potential for further developing the bio-based economies in the targeted rural areas through small-scale solutions, in line with the resources and capacities of these regions.

However, there are still many barriers to overcome to facilitate the uptake of rural bioeconomy, such as the limited understanding of bioeconomy; insufficient awareness regarding relevant market opportunities; missing knowledge, lack of skills and/or financial resources to set up sustainable business models; as well as underdeveloped or missing value chains for bio-based products. Consequently, a great amount of the existing practical knowledge on these solutions remains underexploited, along with its potential to drive sustainable and circular transitions.

In this context, MainstreamBIO aims to support the development of small-scale solutions in European rural regions by **bringing together key regional players, supporting their collaboration, exploring opportunities and co-creating solutions to engage rural actors** in the deployment of the bioeconomy, with the final asset of **providing innovation support tailored** to the rural challenges and opportunities of each of the study regions to overcome the above-mentioned barriers. The main solutions developed under MainstreamBIO activities consist of a portfolio of innovation support services to be delivered to multi-actor partnerships and innovators with rural small-scale bioeconomy ideas or projects, as well as a **digital toolkit** to bring together scattered resources and tools that can facilitate the development of the bioeconomy regionally.

1.2 Objectives

The objective of this report is to describe the process towards **the launch and completion of the First Innovation Round, including both the launch of the First Open Call and the provision of the innovation support services**; the **Capacity building workshops about the MainstreamBIO's digital toolkit** performed by each partner; and **the progress in the organisation of networking events** in each focus area. In this Report, we tackle the following MainstreamBIO objectives:

- **Objective 2:** *Co-develop innovation support services and digital tools to build awareness, understanding and capacity to uptake small-scale bio-based solutions in line with market demand and regional specificities.*
 - In section 4, the organisation, activities and achievements of the 7 capacity building workshops to showcase and co-create the [MainstreamBIO digital toolkit](#). Each MIP has organised its workshop, where expert trainers have provided coaching to farmers, producers and local actors, sparking debate to teach better how the toolkit works and how they can benefit from it, as well as how we can enhance the toolkit to fit their interests better.
- **Objective 3:** *Deliver tailored innovation support services to accelerate the deployment of scientific and practical knowledge, introducing bio-based solutions to the market along with marketable products and services.*
 - In section 2, the process of the launching of the 1st Open Call (including the preparation of different materials and a backup list of potential participants), is described in detail. Afterwards, the process of selection, allocation and granting of the services is showcased. The preparation of the 2nd Open call is also included.
 - In section 3, the final provision of the tailored innovation support services is described. The cases selected had signed a Terms of Reference, allowing the inclusion of the results of the Service reports in every information directed to the European Commission, such as this Deliverable. However, personal and confidential data is restricted due to the public nature of D3.1.
- **Objective 5:** *Raise awareness, cluster with relevant initiatives and communicate the project, disseminating its results, while also acting towards their widespread adoption and sustainable exploitation.*
 - In section 5, the preparation and ongoing development of 7 networking events (one for each MIP) is explained. These events relate to objective 5 as they involve key innovation intermediaries within the focal regions, committed to exploring the solutions already achieved within this project through networking activities with the consortium partners and with the participation of some innovation service recipients.

2. Open Calls

Task 3.1 is conducted in two rounds happening in M10-M14 (1st Open Call) and M22-M26 (2nd Open Call), with the main goal being to scout, engage and select the bioeconomy actors to be supported by each regional MIP during the corresponding innovation round. Hence, the main objectives of Task 3.1 are to launch open calls (one call in each MIP region) in each innovation round (two rounds in total), evaluate the applications and distribute among service providers the innovation support services that would be conducted under Task 3.3.

The first call was completed at the end of October 2023 (M14) and is thoroughly described below. The second call is ongoing and will be completed by October 2024 (M26).

Primary sector players, as well as already formed partnerships (small businesses, self-employed people, academia & research institutes, social initiatives), could apply to the open calls to benefit from the MainstreamBIO innovation support services provided by the project partners. A list of the services offered by each project partner is found in Table 1, which are classified as business and technical services. The definitions of the services were included in the “Deliverable 2.3 MainstreamBIO innovation support services – initial version”.

Table 1. List of innovation services offered in the two innovation rounds and corresponding service providers.

	Service name	Service provider
TECHNICAL SERVICES	Project design and development advice	WR
	Scale-up advisory	PROC
	Nutrient management and fertilization	IUNG, AUP
	Technology scouting	WR / KAM of each MIP
	Techno-economic analysis	PROC
BUSINESS SERVICES	Business model design and optimization	INNV, QPLAN
	Market analysis	INNV, QPLAN, PROC
	Business mentoring	INNV, QPLAN, PROC
	Guidance in accessing funding	INNV, QPLAN, PROC
	Matchmaking	KAM of each MIP, INNV, PROC

Accordingly, Task 3.1 is divided into the following subtasks, to be repeated in each innovation round:

- Development of materials to support the launch of the open calls.
- Creation of a long list of potential candidates to be supported.
- Launch of the open calls.
- Evaluation of applications.
- Allocation of cases among service providers.
- Notification to applicants and enrolment of participants.

Each of these subtasks is further described in the following sections.

2.1 Development of materials

PROC, with the support of INNV, prepared the necessary materials for the launch of the open calls in the two rounds. This subtask occurred in M8-M10 during the first round and in M21-M22 during the second round.

The materials included the following documents, which are described below:

- Open call guidelines (.doc)
- Application template (further adapted to each local language by MIP leaders) (.xls)
- Evaluation criteria matrix (.xls)
- Terms of reference (.doc)

2.1.1 Open call guidelines

The *Open call guidelines* were collected in a .doc document that was shared with all the MIP leaders to support them in the preparation and launch of the open call in their respective regions. The guidelines included information on partners' responsibilities, timeline, evaluation and selection of applications, notification to the participants, and agreement with the participants on the details of the innovation support services. The document "Open call guidelines" was reviewed for the second round based on the lessons learned from the first round. So, e.g., the responsibilities of the partners were reinforced, as well as the procedure and criteria to select and allocate the innovation support services to ensure compliance with the project directives.

2.1.2 Application template

The *application template* consisted of a .xls file including the fields that each MIP would subsequently translate into their corresponding local language and transfer to a *Google form* to be used as the application form by the applicants in the respective regional open call. The fields included in the application template were: the title of the project, information about the participants, background and objective of the project, innovation support services requested and dissemination plan of the results. The *application template* was reviewed for the second round to reinforce the support of MAPs against individual applications, so, for example, in the case the main applicant applies alone, they could suggest potential partners to match during the service. A field regarding the maturity level of the idea proposed in the application form was also included to be answered by the applicants requesting scaling-up and techno-economic analysis services to assess if those services would be adequate.

During the first round, it was found that some of the scaling-up services could not be properly completed either due to the lack of data or the advance maturity level of the technology the applicants already have. To try to avoid this situation in the second call, the following requirements to apply have been included:

- *Scale-up advisory*: Flow diagram, operational conditions and material balance data on the process at least from small-scale experimentation are required. We can tailor the advice depending on the maturity of the process and product development.
- *Techno-economic analysis*: Flow diagram, operational conditions, material balances and energy balance data on the process, at least from small-scale experimentation. Energy balances could be calculated during the service if operational conditions and material balances are already well defined.

Additionally, the last field referring to dissemination of the results was removed since it was not found relevant in the context of the call.

2.1.3 *Evaluation criteria matrix*

The *evaluation criteria matrix* was provided in .xls format and was divided into two main sections assessing: a) eligibility (i.e., small-scale bio-based solutions, potential for MAP creation, suitability of the innovation support services), and b) contribution to specific five criteria: development of sustainable bioeconomy, economic potential, technical potential, social potential, and communication and dissemination of results. This evaluation criteria matrix was based on the evaluation methodology that PROC had previously developed to assess the applications they receive in the R&D Council call they usually launch twice per year to support regional SMEs. Although major efforts were made to attract multi-actor partnerships (MAPs), individual applications with potential for partnerships would also be considered if they met the eligibility criteria, ensuring that services were provided to as many innovative actors as possible. Nonetheless, the creation of MAPs has not been possible in all the cases supported, and for that reason, the *Evaluation criteria matrix* has been also reviewed for the second round to prioritize the support of already created MAPs, or individual cases highly interesting for the stakeholders in the region, so the MAP is created along the service provision. The evaluation section regarding dissemination of results was also removed for the second round since it was not found relevant in the context of the call. On the other hand, new fields were included to assess how the application would contribute to the KPIs of the project. Hence, a new section on implementation potential was added to the *Evaluation criteria matrix* reviewed for the second round.

2.1.4 *Terms of Reference*

The document *Terms of Reference* was provided as a separate .doc document. It included information on the project and the corresponding open call, the innovation support services requested and offered, the contact information of the MIP leader, the service providers and the participants, the role of the participants and how their information and the outcomes of the service would be used in the project and future dissemination related tasks. The main purpose of this document is to officially enrol the selected candidates in the provision of MainstreamBIO's services and agree on the details of the service. The document *Terms of Reference* was also reviewed for the second round but, this time, with no major changes.

The *Application template*, *Evaluation criteria matrix* and *Terms of reference* were all attached as annexes to the *Open call guidelines*, which can be found in Annexes 7.1 and 7.2.

2.2 Creation of the long list

In addition to the aforementioned documents, all partners contributed to the creation of a "*Long list of potential cases*" (.xls) as a backup to an insufficient number of applications collected in the respective open calls. Thus, each MIP identified and provided to PROC a list of potential cases to be supported, in the event of not reaching enough applicants through the Open call. A total of 84 potential cases were compiled with information about the background and kind of support that would be required by each potential case. 22 out of the 84 potential cases were finally supported in the first innovation round. The long list was updated ahead of the opening of the Second Open Call by each MIP.

2.3 First Open Call

2.3.1 Launch of the First Open Call

Once all the MIPs had received the guidelines to support their respective open call, they planned their own launches from M10 to M13. The launching dates and duration of the 1st Open call in each of the MainstreamBIO regions were as indicated below:

- Netherlands (WR) Date: 1st of July – 30th of September 2023
- Spain (INNV) Date: 5th of July – 4th of October 2023
- Ireland (MTU) Date: 14th of July – 24th of August 2023
- Denmark (FBCD) Date: 15th of August – 25th of September 2023
- Sweden (PROC) Date: 1st of September – 30th of September 2023
- Bulgaria (AUP) Date: 1st of September – 30th of September 2023
- Poland (IUNG) Date: 1st of September – 30th of September 2023

WHITE, with inputs from INNV and PROC, created a page on the project's website dedicated to the Open Call (<https://mainstreambio-project.eu/open-call/>). Additionally, each MIP promoted the Open call in their respective social media channels and network to encourage potential participants.

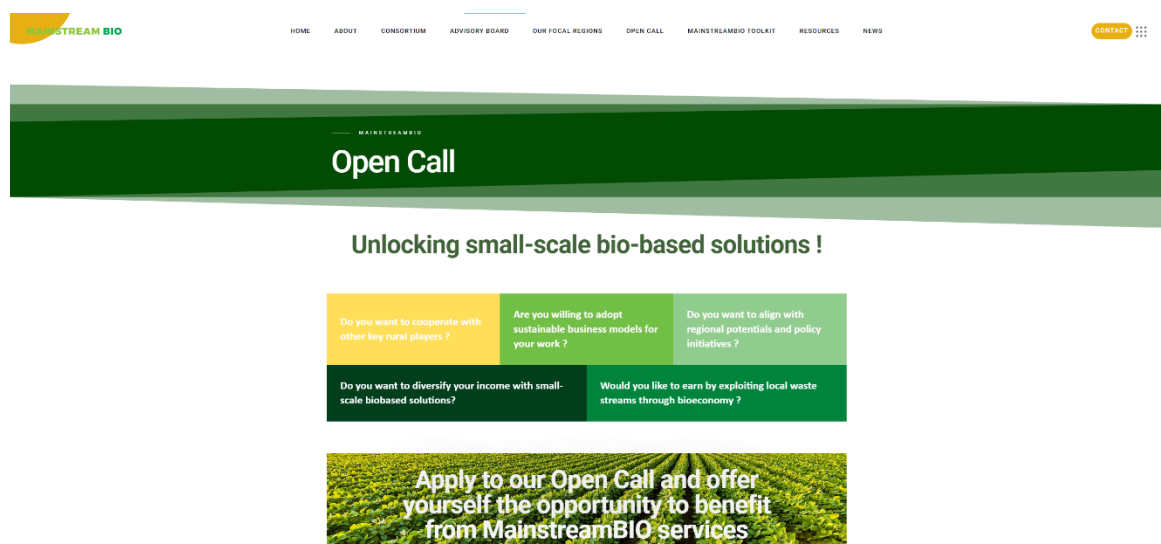


Figure 1. Project site on the official webpage dedicated to the open call.

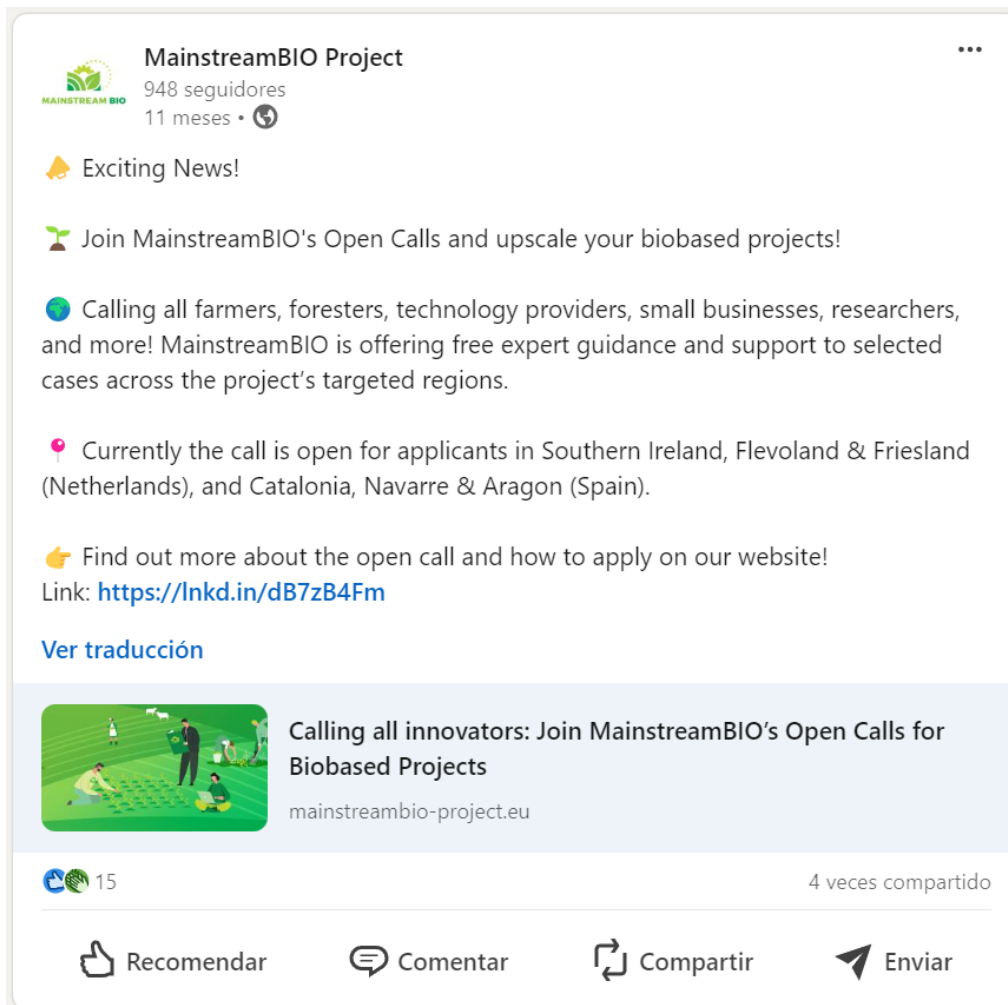


Figure 2. Post in the LinkedIn account of the MainstreamBIO project announcing the calls.

2.3.2 Evaluation of Cases

After the closure of the corresponding Open call, each MIP conducted the evaluation of the applications they had received in their region using the *Evaluation Criteria Matrix*. For that purpose, MIP leaders invited MIP members to a hybrid meeting (physical attendance and online to promote participation) to assess each application case by case. First, applicants were checked for compliance with eligibility criteria. The eligible applications were then evaluated attending to the different categories stated, and a final score of 0-14 points was assigned to each application (each “YES” in the matrix gave 1 point to the application). As a result, each MIP generated a list of cases ordered from highest to lowest score. Afterwards, it was used as a base for discussion with all the MIPs and service providers to select and distribute cases among them according to their resources. Table 2 lists the applications received in each MIP, the services requested, and the score received. A total of 36 applications or cases (mostly individual, and only two applications with MAPs) were received in the 7 MIPs during the first round, with a total of 102 services requested. The geographical distribution of cases is shown in Figure 3.

Geographical distribution of cases (applicants)

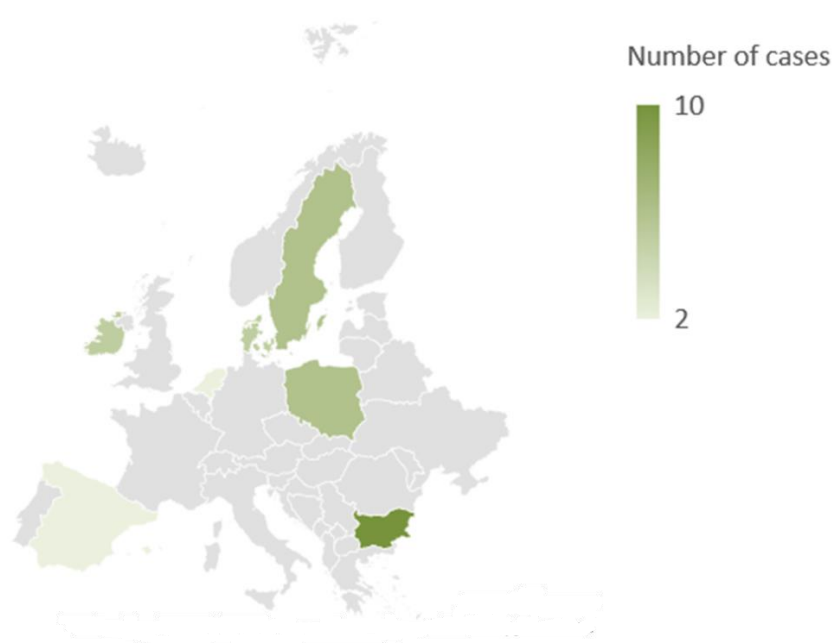


Figure 3. Geographical distribution of applications among the MIP regions.

The most requested business service was Market Analysis (29%), followed by Matchmaking (25%), Guidance in accessing funding (23%) and Business model design (18%) (Figure 4A). The most requested technical service was Scale-up advisory (38%), followed by Technology scouting (19%) and Nutrient management and fertilization (19%) (Figure 4B). There was one specific application that requested Policy Review as the sole service, which was not included in the service portfolio. Since MTU has the knowledge and expertise to provide this type of support, this application was also considered for the next stages in the selection of cases.

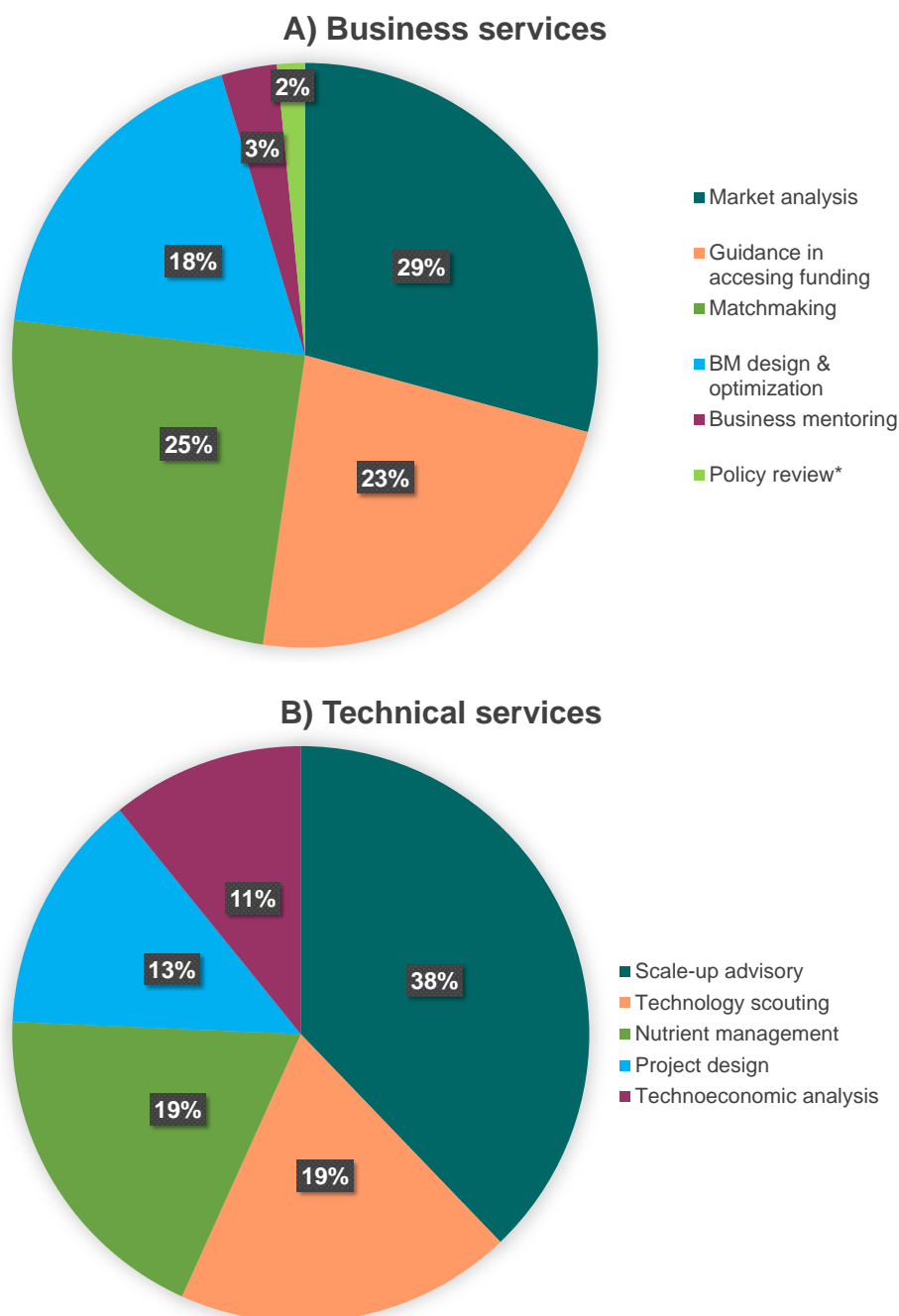


Figure 4. Demand for innovation support services in the first open call.

Table 2 collects all the applications received (36 cases), including the services they were aiming for and the final score given by the MIP based on the Evaluation criteria matrix. Four applicants out of 36 (cases 6, 10, 34 and 35) clarified that they would prefer to receive the service in 2025 (Table 2), so they did not continue in the process and would be considered as potential cases for the 2nd round. Therefore, only 32 applications passed to the following stage in the process, i.e., the distribution and allocation of services.

Table 2. List of applications received in each MIP, indicating the services requested and the final score received from the corresponding MIP.

Case n°	MIP / Country	Score (0 to 14)	Service requested 1	Service requested 2	Service requested 3	Service requested 4	Service requested 5
1	BG	11	Market research	Matchmaking			
2	BG	10	Techno-economic analysis	Opportunities for funding	Nutrient management and fertilization	Technology scouting	
3	BG	14	Business model design	Market research	Mentoring	Opportunities for funding	Matchmaking
4	BG	14	Business model design	Scale-up advisory	Project design and development	Technology scouting	
5	BG	14	Matchmaking	Opportunities for funding	Nutrient management and fertilization	Matchmaking	
6*	BG	11	Market research				
7	BG	13	Technology scouting	Nutrient management and fertilization			
8	BG	14	Business model design	Opportunities for funding			
9	BG	14	Market research	Business model design	Opportunities for funding	Nutrient management and fertilization	
10*	BG	9	Market research	Business model design	Opportunities for funding	Matchmaking	
11	IE	14	Technology scouting				
12	IE	14	Project Design and Development Advice	Scale-up advisory	Nutrient management and fertilisation	Guidance in accessing funding	Business Model design
13	IE	13	Business model design	Business mentoring	Guidance for accessing funding	Scale-up and advisory (but relates more to programme development than technology)	
14	IE	14	Policy review**				
15	NL	11	Business model design	Market research	Scale-up advisory	Technology scouting	
16	NL	13	Technology scouting	Business model design	Market research		
17	PL	13	Scale-up advisory	Guidance in accessing funding	Matchmaking		
18	PL	14	Matchmaking	Nutrient management and fertilization			
19	PL	12	Scale-up advisory	Guidance in accessing funding	Matchmaking (2nd priority)		
20	PL	14	Market analysis	Guidance in accessing funding	Technology scouting		
21	PL	9	Matchmaking	Guidance in accessing funding	Market analysis		
22	PL	12	Matchmaking	Project design and development advice			
23	ES	11	Market research				
24	ES	14	Project design and development advice	Business model design/Technology scouting	Technoeconomic analysis		

Case n°	MIP / Country	Score (0 to 14)	Service requested 1	Service requested 2	Service requested 3	Service requested 4	Service requested 5
25	SE	13	business model design & optimization	market analysis	matchmaking		
26	SE	13	market analysis	matchmaking	guidance in accessing funding		
27	SE	13	Techno-economic analysis	market analysis	guidance in accessing funding	Scale up advisory + related fields	
28	SE	11	matchmaking	Scale-up advisory	technoeconomic analysis		
29	SE	8	Scale-up advisory	guidance in accessing funding			
30	SE	7 + 6	Nutrient management and fertilization				
31	DK	12	Business model design	Scale-up advisory	Market research		
32	DK	11	Market analysis	Matchmaking	Scale-up advisory		
33	DK	10	Matchmaking	Scale-up advisory			
34*	DK	13	Market research	Scale-up advisory			
35*	DK	13	Market research	Scale-up advisory			
36	IE	14	Project design and development advice	Business model design	Market analysis	Matchmaking	

*Cases to be supported in the second innovation round.

**Service not included in the original portfolio.

2.3.3 Allocation of cases among service providers

On 20th October 2023, MIP leaders and service providers participate in a joint online meeting to distribute the cases among the service providers. For that purpose, all service providers were first asked to estimate the number of services they could provide during the first innovation round, resulting in the following available number of services: QPLAN 10, MTU 2, WR 4, IUNG 4, PROC 7, AUP 4, FBCD 2 and INNV 9; so the consortium had the capacity to provide a total of 42 services to the applicants in this first innovation round.

Then, the total services requested in all the applications were ordered in a list according to the following criteria:

- Eligible applications (fulfilling eligibility criteria)
- Order of preference of services requested (if applicant requested two or more services)
- Provision of services to own MIPs/region (avoid language barrier)
- Providing at least 1 service per application
- Evaluation score (0 – 14)
- At least one case per MIP would receive 2 support services (fair geographical distribution).

As a result, **42 services were allocated to the 32 applications considered in the first round.** Thereby, all applicants received at least one service. Some cases were transferred between MIPs because the requested service was offered in a different MIP but also to accommodate resources.

Figure 5 shows the result of the distribution of innovation support services among the service providers in the different MIP regions. Likewise, the final list of allocated services can be found in Table 3.

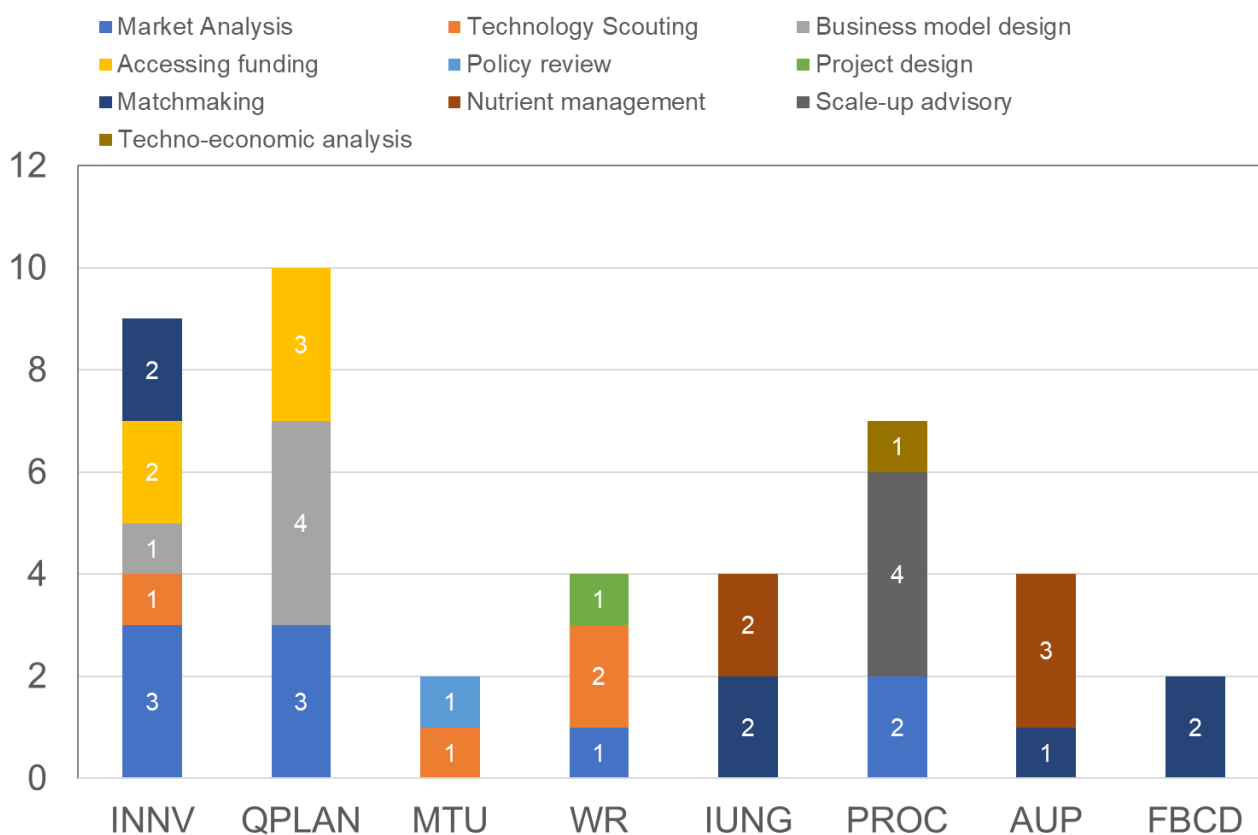


Figure 5. Distribution of innovation support services between the different service providers.

Table 3. Allocation of innovation support services and distribution among service providers.

Case n°	Type (bio-based product/service)	MIP / Country	Individual or MAP	Allocated service 1	Service provider 1	Allocated service 2	Service provider 2
Case 1**	<i>Business (biofertilizer)</i>	<i>BG</i>	<i>Individual</i>	<i>Market analysis</i>	<i>QPLAN</i>		
Case 2	Business (organic products)	BG	Individual	Guidance in accessing funding	INNV		
Case 3	Business (honey products)	BG	Individual	Business model design	QPLAN	Business model design	QPLAN
Case 4	Business (protein products)	BG	Individual	Scale-up advisory	PROC		
Case 5	Business (policy services)	BG	Individual	Matchmaking	AUP	Nutrient management and fertilization	AUP
Case 7	Business (seeds)	BG	Individual	Nutrient management and fertilization	AUP		
Case 8**	<i>Business (wine)</i>	<i>BG</i>	<i>Individual</i>	<i>Business model design</i>	<i>QPLAN</i>	<i>Guidance in accessing funding</i>	<i>QPLAN</i>
Case 9	Research (asparagus products)	BG	Individual	Nutrient management and fertilization	AUP		
Case 11**	<i>Cooperative (biomass production)</i>	<i>IE</i>	<i>Individual</i>	<i>Technology scouting</i>	<i>MTU</i>		

Case n°	Type (bio-based product/service)	MIP / Country	Individual or MAP	Allocated service 1	Service provider 1	Allocated service 2	Service provider 2
Case 12	<i>Business (biomass production)</i>	IE	Individual	BM design	QPLAN	<i>Guidance in accessing funding**</i>	<i>QPLAN</i>
Case 13	Business (educational services)	IE	Individual	Guidance in accessing funding	QPLAN		
Case 14*	Cooperative (hemp producers)	IE	Individual	Policy review *	MTU		
Case 15	Business (beer production)	NL	MAP (2 members)	Market analysis	WR	Technology scouting	WR
Case 16	Business (vinegar production)	NL	MAP (2 members)	Technology scouting	WR	Business model design	QPLAN
Case 17	Business (bioplastics)	PL	Individual	Scale-up advisory	PROC		
Case 18	Public authority (environmental services)	PL	Individual	Matchmaking	IUNG	Nutrient management and fertilization	IUNG
Case 19	Business (biofungicides + biostimulants)	PL	Individual	Matchmaking	INNV		
Case 20	Farmer (horticulture)	PL	Individual	Market analysis	INNV	<i>Guidance in accessing funding**</i>	<i>INNV</i>

Case n°	Type (bio-based product/service)	MIP / Country	Individual or MAP	Allocated service 1	Service provider 1	Allocated service 2	Service provider 2
Case 21	Business (pest detection)	PL	Individual	Matchmaking	INNV		
Case 22	Business (biostimulants)	PL	Individual	Matchmaking	INNV		
Case 23	Farmer (livestock)	ES	Individual	Market analysis	INNV		
Case 24	Cooperative (biomass producers)	ES	Individual	Market analysis	INNV	Technology scouting	INNV
Case 25	Business (birch bark)	SE	Individual	Market analysis	PROC		
Case 26	Business (environmental services)	SE	Individual	Market analysis	PROC		
Case 27	Business (packaging material)	SE	MAP (2 members)	Market analysis	QPLAN	Techno-economic analysis	PROC
Case 28	Business (ingredient supplier)	SE	Individual	Scale-up advisory	PROC		
Case 29**	<i>Business (lignin recovery)</i>	<i>SE</i>	<i>Individual</i>	<i>Scale-up advisory</i>	<i>PROC</i>		

Case n°	Type (bio-based product/service)	MIP / Country	Individual or MAP	Allocated service 1	Service provider 1	Allocated service 2	Service provider 2
Case 30	Business (biocompost)	SE	Individual	Nutrient management and fertilization	IUNG		
Case 31	Business (logistics platform)	DK	MAP (2 members)	Business model design	INNV	Market research	QPLAN
Case 32	Business (biodegradable cups)	DK	Individual	Matchmaking	FBCD		
Case 33**	<i>Business (biogas production)</i>	<i>DK</i>	<i>Individual</i>	<i>Matchmaking</i>	<i>FBCD</i>		
Case 36	Farmer (biomass producer)	IE	Individual	Project design & development advice	WR		

The provision of services for cases 6, 10, 34 and 35 was postponed to the 2nd round of innovation support, so they are not shown in this table.

*Case asked for support service not included in the list, but the KAM of the MIP (MTU) has the expertise and was willing to provide this service.

**Once the service distribution was done and the provision of services had started, Cases 1 and 8 communicated that they wanted to withdraw their participation. Also, cases 11, 29 and 33, as well as cases 12 and 20 for only the second service, communicated that they preferred to receive the service in the second Open call due to time constraints.

2.3.4 Granting and enrolment of participants

The beneficiaries of the granted applications were finally notified and received the corresponding *terms of reference* which would enrol them in the project after their agreement and signature. After that, the provision of the innovation support services started in November 2023 (Task 3.3, see section 3).

2.4 Second Open Call

Once all the MIPs had received the reviewed guidelines to support their respective open call in M22, they planned their launches from M23 to M25. The launching dates and duration of the 2nd Open call in each of the MainstreamBIO regions were as indicated below:

- Netherlands (WR) Date: 15th July – 20th September 2024
- Spain (INNV) Date: 30th August – 30th September 2024
- Ireland (MTU) Date: 26th July – 31st August 2024
- Denmark (FBCD) Date: 8th August – 30th September 2024
- Sweden (PROC) Date: 1st September – 30th September 2024
- Bulgaria (AUP) Date: 1st September – 30th September 2024
- Poland (IUNG) Date: 1st September – 30th September 2024

WHITE, with inputs from all partners, updated the project's website dedicated to the Open Call (<https://mainstreambio-project.eu/open-call/>) and announced the new dates for the second open call launched in each MIP region. Additionally, each MIP promoted the Open call in their respective social media channels and network to encourage potential participants.

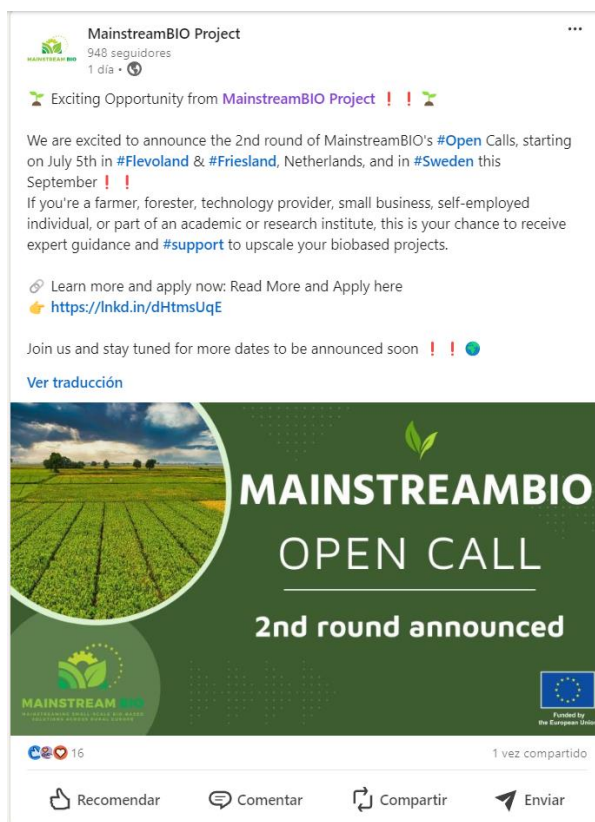


Figure 6. Post in the LinkedIn account of the MainstreamBIO project announcing the calls in the second round.

3. First innovation round: provision of innovation support services

The delivery of the innovation support services is included in Task 3.3. This task offers hands-on support to the multi-actor partnerships and innovators selected under Task 3.1 (see section 2).

The first round of provided services started in November 2023 (M15), after the notification to the granted participants in the call and their acceptance and signature of the Terms of Reference.

As mentioned in Table 3, some cases dropped after being granted. To clarify, Table 4 provides the cases that have been finally completed in the 1st Innovation Round organised by type of service, with details of the number of cases and support providers.

Table 4. Summary of the cases supported in the first Innovation Support round.

Case number (country)	Provided service	Provider
Case 2 (BG)	Guidance in accessing funding	INNV
Case 3 (BG)	Business model design and optimization (I)	Q-PLAN
	Business model design and optimization (II)	
Case 4 (BG)	Matchmaking*	PROC
Case 5 (BG)	Matchmaking	AUP
	Nutrient management and fertilization	AUP
Case 7 (BG)	Nutrient management and fertilization	AUP
Case 9 (BG)	Nutrient management and fertilization	AUP
Case 12 (IE)	Business model design and optimization	Q-PLAN
Case 13 (IE)	Guidance in accessing funding	Q-PLAN
Case 14 (IE)	Policy review	MTU
Case 15 (NL)	Market analysis	WR
	Technology scouting	WR
Case 16 (NL)	Technology scouting	WR
	Business model design and optimization	Q-PLAN
Case 17 (PL)	Scale-up advisory	PROC
Case 18 (PL)	Matchmaking	IUNG

Case number (country)	Provided service	Provider
	Nutrient management and fertilization	IUNG
Case 19 (PL)	Matchmaking	INNV
Case 20 (PL)	Market analysis	INNV
Case 21 (PL)	Matchmaking	INNV
Case 22 (PL)	Matchmaking	INNV
Case 23 (ES)	Market analysis	INNV
Case 24 (ES)	Market analysis	INNV
	Technology scouting	INNV
Case 25 (SE)	Market analysis	PROC
Case 26 (SE)	Market analysis	PROC
Case 27 (SE)	Market analysis	Q-PLAN
	Techno-economic analysis	PROC
Case 28 (SE)	Scale-up advisory	PROC
Case 30 (SE)	Nutrient management and fertilization	IUNG
Case 31 (DK)	Business model design and optimization	INNV
	Market analysis	Q-PLAN
Case 32 (DK)	Matchmaking	FBCD
Case 36 (IE)	Project design and development advice	WR

* Changes in the service or the partner providing the service happened also once the first contact with the granted applicants happened. Case 4 changed from Scale-up advisory to Matchmaking, since the status of their technology was too mature to receive scaling-up support.

In summary, **27 cases** were supported in the first innovation round, providing **35 services** in total.

In summary, the number of services provided by each partner was: INNV 9, QPLAN 7, PROC 6, WR 4, AUP 4, IUNG 3, FBCD 1, and MTU 1 (Figure 7). In Figure 7, the total number of services provided by each service provider is shown.

Table 5. Summary of the innovation support services provided in the first Innovation Support round.

Service	Total	Service provider
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Project design and development advice	1	WR
Technology scouting	-	KAM (MTU)
	2	KAM (WR)
	-	KAM (IUNG)
	-	KAM (PROC)
	-	KAM (AUP)
	-	KAM (FBCD)
	1	KAM (INNV)
Scale-up advisory	2	PROC
Techno-economic analysis	1	PROC
Nutrient management and fertilization	2	IUNG
	3	AUP
Business model design and optimization	1	INNV
	4	QPLAN
Market analysis	3	INNV
	2	QPLAN
	2	PROC
	1	KAM (WR)
Business mentoring	-	INNV
	-	QPLAN
	-	PROC
Guidance in accessing funding	1	INNV
	1	QPLAN
	-	PROC
Matchmaking	-	KAM (MTU)

	-	KAM (WR)
	1	KAM (IUNG)
	1	KAM (PROC)
	1	KAM (AUP)
	1	KAM (FBCD)
	3	KAM (INNV)
Other (Policy review)	1	MTU

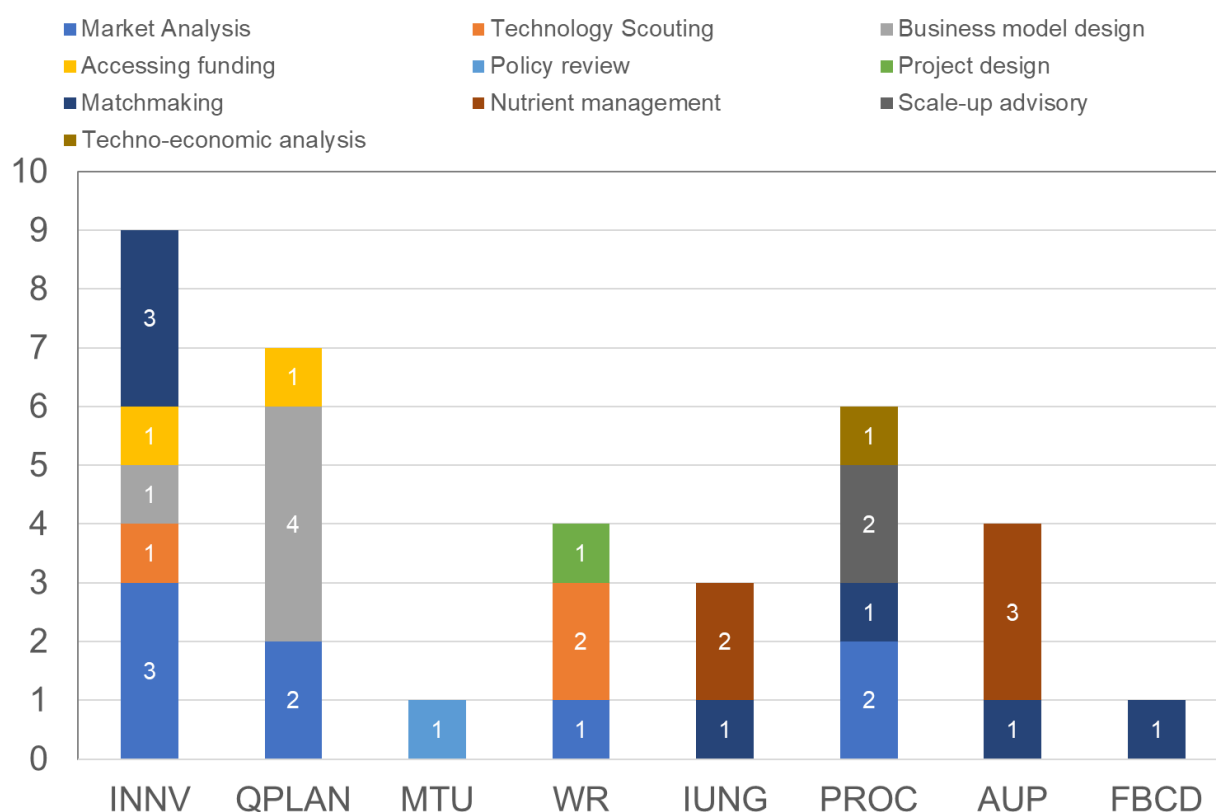


Figure 7. Final list of innovation support services provided in the 1st Innovation Round by service provider.

In the following sections, the actual services provided, dates and outcomes are thoroughly described, respecting the confidentiality of each case.

3.1 Service provision

As it was explained before, the portfolio of services offered by MainstreamBIO (5 technical and 5 business-oriented), came out after regional co-creation workshops organised in each of the 7 focal regions, where the services coming from the Description of Action were presented. After this exercise of co-creation already explained in Deliverable 2.3, the services were fine-tuned to be offered in the

1st Innovation Support Round. In the following subsections, information about the cases, dates of the service meetings and final outcome is provided, organised by type of service provided.

The service provision started in November 2023 (M15) and finished mostly in June-July 2024 (M22-23), with the last reports delivered on August 2024 (M24).

3.1.1 *Project design and development advice (WR)*

Case 36 corresponds to an Irish dairy farm (biomass producer). WR provided this service. For that purpose, 3 meetings were organised between WR and the biomass producer after a first contact meeting on 22nd November 2023.

- 17th January 2024: In meeting 1, the case showed interest in evaluating the potential of implementing biogas/biomethane via anaerobic digestion to improve the sustainability of the dairy farm, as well as considering off-farm feedstocks in addition to slurry. WR agreed to work on a draft report including strengths and weaknesses, together with opportunities and threats. Specific details for Ireland needed to be studied by the MAP.
- 13th February 2024: During this 2nd meeting, key aspects were explained and questions and feedback from the Irish farm were raised and discussed. With this feedback, a second version was elaborated, including a new part with suggestions for next steps.
- 20th March 2024: During the 3rd and final meeting, the key modifications were highlighted by the service provider. The delivery of the report was finally on the 25th of March 2024. The document highlights the project design regarding anaerobic digesters depending on different scales and also includes a list of possible co-substrates and the biogas production using these substrates.

3.1.2 *Technology scouting (WR and KAMs)*

Case 15 is a MAP formed by a pumpkin farm and a beer production company, both from The Netherlands. The provider of the service was the partner WR. WR also provided market analysis to this case (see section 3.1.7). For this specific service, four meetings were performed.

- December 2022: the first meeting had a discussion about the availability of the feedstock, which are pumpkins not suitable for sale because of their appearance, currently used for the pig feed industry. The difference in scale between the farm and the brewery was pointed out.
- March 2023: The collaboration was set, and the first advice was on the pumpkin beer recipe, so the brewer could start the process.
- May 2023: The complete report was presented, including an introduction and sections about the preparation steps and required investments for pumpkin preparation for pumpkin beer brewing and the pumpkin beer recipe.
- October 2023: A final evaluation with the farmer and beer brewer was done to discuss the findings and results after the service provision.

Case 16 is a MAP of two companies working on vinegar production, both of them from The Netherlands. The partner providing the service was WR.

- 20th February 2024: in the first meeting, possible crops were searched for vinegar production in the Flevoland province. Common ground was founded and a field visit to one of the companies (a farm) was agreed upon.
- 27th February 2024: the second meeting was a field visit where the installations and rejected crops were shown. The meeting continued with a discussion about the future report and feedback about the scale, feasibility and necessities for vinegar production and vinegar sales.
- 8th March 2024: the report was presented, including a complete design on vinegar production and substrate selection, as well as possible alternative crops, and their effect on the production process.

Case 24 is a fruit, almond, wine and olive producer cooperative (biomass producer) located in Aragón, Spain. INNV was in charge of delivering this service. INNV also performed the market analysis to this case (see section 3.1.7).

- 7th March 2024: In meeting 1, INNV got to know the cooperative: location, annual production, fruits they produce, harvesting seasons and their aim for the service: to extract and sell biomass from olive pits for heat purposes (either to use in their facilities and to sell to other customers).
- 19th April 2024: a first analysis of the necessary equipment, as well as ways to receive funding for that was presented. They provided more data on their energy needs to finetune better the technology scouting.
- 23rd May 2024: A new presentation of the solutions found and possible funding options to acquire the equipment was presented. The final delivery of the report was on the 22nd of June 2024.

3.1.3 *Scale-up advisory (PROC)*

Case 17 is a Polish biotechnology startup that creates sustainable biomaterials from agricultural and food waste, aiming to promote environmental stewardship and a circular economy. The service was provided by PROC.

The startup was seeking partnerships to meet the growing demand for sustainable solutions, offering customized products and collaborative innovation to help businesses integrate sustainable practices and enhance environmental responsibility. Nevertheless, during the first meeting on the 15th of April 2024, it was concluded that the company was already too advanced to receive any further advice on scale-up. Thus, the service was not continued further.

Case 28 is a Swedish ingredient supplier company pioneering the development of natural dyes elaborated from residues for textile dying. The service was provided by PROC.

- 8th November 2023: the company was interested in scale-up advisory and initial techno-economic analysis (TEA). However, a lack of sufficient data limited the ability to perform a comprehensive TEA. A scale-up advisory is provided in this service.
- Spring 2024: PROC Chemistry department worked with the company to conduct pilot-scale extractions, which will generate the necessary data for informed scale-up decisions. These efforts are expected to better position the company to enter the second round of the MainstreamBio innovation service call in 2024. The report was finally delivered on the 9th of August 2024.

3.1.4 *Techno-economic analysis (PROC)*

Case 27 is a Swedish company which developed an eco-friendly alternative to fossil-based foams like expanded polystyrene (EPS). The service was provided by PROC. They also received a market analysis study (see section 3.1.7).

- 15th November 2023: The purpose of the service was to test whether vineyard waste prunings are an alternative cellulose source for foaming technology. These new biobased foams for sustainable packaging will be used as a replacement for fossil-based packaging such as EPS. The reason for the requested support is that it is unknown if the process using vineyard prunings will work. It was agreed to focus on producing Flow diagrams with mass balance and energy balance, process development, business case and profitability analysis.
- Spring 2024: PROC met regularly in several meetings to deliver the innovation service with a focus on techno-economic assessment. The following meetings iteratively refined the process description including populating with process data and required assumptions. It was early on concluded that a stronger case could be made using agricultural residues such as straw and allowing for a stronger engagement with a larger future potential market to source raw material. The results of this service were also used as a basis for further funding applications. Results were also used to perform an LCA which concluded that these foams offer a lower carbon footprint than traditional fossil-based insulation foams, making them a more sustainable choice. The report was delivered on the 9th of August 2024.

3.1.5 *Nutrient management and fertilization (IUNG, AUP)*

Case 5 is a Bulgarian pepper farm aiming to transform to organic farming. AUP was the provider of this service. Case 5 also received the Matchmaking service (see section 3.1.9).

- 18th March 2024: On the first meeting the farmer presented his farm, goals and strategy to convert to organic production, as well as his knowledge (he is a new young farmer). AUP expressed its purpose to develop a fertilization plan for organic production and train the farmer to acquire knowledge and skills in the field.

- 8th April 2024: During the second meeting, the AUP team presented its draft version of the fertilization plan, which was prepared within the framework of the provided organic pepper cultivation technology. Final changes to better adapt to the farmer requirements were agreed.
- 26th April 2024: Final report was provided, including advice on nutrient management a fertilization: fertilization plan, recommendations on use of fertilizers, overview of applicable legislation and conclusions.

Case 7 is a Bulgarian seed distribution company aiming to be supported in the organisation of an experimental field. The provider of this service was AUP.

- 1st March 2024: In meeting 1, the main elements of the requested service were specified (organisation of an experimental field to adopt a new seed of tomato variety), the conceptual design was presented and a discussion on the focus of the service took place.
- 5th April 2024: In meeting 2, the main elements of the service provided were specified, namely the preparation of a technological prescription for green fertilization, a technological prescription for seed production and nursery production as well as a prescription for fertilization.
- 25th April 2024: The final report analysing the potential of the varieties of organic tomatoes in regional soil and climate conditions was provided. The nutrient management and fertilization plan comprises the following elements: green manuring system (sideration), seed production technology, nursery production technology, and a fertilisation plan with bio-fertilisers (authorised for use under Council Regulation (EC) No 834/2007 of 28 June 2007).

Case 9 is a Bulgarian research institute which runs experiments and distributes vegetable plant seeds, technology and transfer knowledge in agriculture. The service was provided by AUP, designing a study for the application of organic fertilizer products in broccoli cultivation.

- 25th March 2024: In the first meeting, the main elements of the request for the experimental design were specified. The main request was to be supported in the organisation of trials with biofertilizers and to transfer results in the agricultural sector.
- 15th April 2024: In the second meeting, the main elements of the service provided were specified, namely the preparation of the trials with different types of biofertilizers.
- 20th May 2024: the final experimental design for a study on the application of organic fertilizer products in broccoli cultivation was delivered. The design comprised the following elements: green manuring system (sideration), seed production technology, nursery production technology, a fertilisation plan with biofertilisers, and an overview of applicable legislation.

Case 18 is a Polish company that supplies water and collects and treats sewage. The service was provided by IUNG. This case was also provided with Matchmaking (see section 3.1.9).

- 24th January 2024: During the meeting, the specific nature of the company, its service needs and development needs were discussed. It was offered that necessary chemical analyses of sewage sludge would be performed in the IUNG laboratory. The company expected assistance in preparing recommended rates of sewage sludge for agricultural purposes, and both parties agreed that such support could be obtained through training in the use of INTER-NAW application and one collective sample of sludge batch collected at the site, delivered and tested.
- 18th March 2024: Analysis of sewage sludge were performed and presented to the service recipient. During the meeting, the scope and form of training of the INTERNAW application (the tool for preparing a fertilization plan and nutrient balance, recommended by the Ministry of Agriculture and Rural Development of Poland) were further clarified.
- 23rd May 2024: The legal acts currently in force in Poland relating to fertilization and the requirements for sewage sludge were presented and briefly discussed. The INTERNAW program and the stages of data entry and preparation of a fertilization plan and nutrient management were presented. INTER-NAW program is a tool enabling the development of a comprehensive plan for fertilizing with nitrogen, phosphorus, potassium, magnesium, microelements, and soil liming management. This training will allow the company to prepare a fertilization plan in accordance with Polish standards. The final report will support the company in transferring the produced sewage sludge to agricultural producers, and would also create the opportunity to acquire new customers interested in using sludge for fertilisation purposes.

Case 30 is a Swedish bio-compost company delivering composting solutions, including both composting equipment and technology. The service provider was IUNG.

- 14th November 2023: During the first meeting, service providers learned about the company's needs, which showed that the company needed information on the requirements for organic fertilizers so that they could enter the local and European markets. This meeting was attended by the company innovators, IUNG and also PROC.
- 8th March 2024: Requirements for fertilizer products were prepared and presented during the second contact (via email) to help the company refine the composting process and select new potential groups of biomasses used as composting input.
- 17th April 2024: During final contact (also via email), after reviewing the information obtained, the company confirmed that the service provided would help develop technology and would create the opportunity to acquire new customers interested in producing fertilizers compliant with EU standards. The final version of the service did not include the preparation of fertilizer recommendations and a fertilization plan and replaced it with a presentation of the quality requirements for organic fertilizers according to local and EU regulations.

3.1.6 *Business model design and optimization (INNV, QPLAN)*

Case 3 is a Bulgarian organisation that produces honey and other bee products. The provider of this service was QPLAN, which presented two different reports: one to commercialise wax candles from organic residues and the other related to apitourism.

Five different meetings were scheduled, as the discussion in each meeting changed depending on the activity addressed. The first meeting occurred on the 11th of January 2024 and the last on the 12th of July 2024. Two business models were in the end delivered, one for each activity. This is why two services are counted in this case.

Both reports include 3 layers of a business model CANVAS, extending the original business model canvas by adding two layers: an environmental layer based on a lifecycle perspective and a social layer based on a stakeholder perspective, making more explicit how an organisation generates economic, environmental and social value. Additionally, 5C Analysis was used to develop and fine-tune the Business Model. To end with, key challenges to address are summarised. The reports were delivered on the 16th of July the first one, and on the 18th of July the last one.

Case 12 is an Irish organic farm producing different kinds of vegetables and also fruits. The service was provided by QPLAN.

Three service meetings were performed after the first contact by the KAM (MTU) on the 22nd of November 2023:

- 7th December 2023: meeting 1 aimed to gain information about the organisation, its needs, challenges and goals. Based on the information gathered, a preliminary business model was developed and enriched through extensive desk research, focusing on the value propositions and how they can be accomplished.
- 20th March 2024: each element of the business model canvas was presented in order to explore and discuss on potential improvements as well as to gather information about any updates.
- 29th May 2024: presentation and delivery of the final business model. The report describes the case and its operation as well as its needs and intended objectives. Additionally, it lays down and describes a triple layer business model Canvas (economic, environmental and social). The attributes of all the key elements of each layer identified and fine-tuned via the iterative meetings were analysed within the report.

Case 16 already appeared in section 3.1.2 as it received technology scouting by WR. Case 16 is a Dutch MAP of two companies working on vinegar production. For this service, QPLAN was the provider.

In this case, the MAP attempts to expand its economic activities offering the new value proposition of producing organic vinegar from beetroot residues. To that end, a business model was developed following 3 steps. The first step included an introductory meeting (6th June 2024), intending to gain information about the organisation, its needs, challenges and goals. Based on

the information gathered, a preliminary Business Model was developed, focusing on the value proposition and its potential implementation. The 2nd step included the Business Model fine-tuning. During this step, Q-PLAN shared the draft Business Model, requesting several clarifications and further information about the association. The last step of the approach included the finalisation of the Business Model, incorporating the information gathered during the 2nd step, along with the development of the Report and its delivery on the 16th of July 2024.

Case 31 is a Danish logistic platform dedicated to promoting biomass business and connect producers and customers. INNV was in charge of this service providing. Case 31 also received the service Market analysis by QPLAN (see section 3.1.7).

After a first contact meeting on the 11th of December 2023 to meet each other and the platform, and present the methodology of the service, 3 meetings were held to provide support.

- 15th March 2024: an overview of the biogas sector in Denmark was provided as a source for biomass, as well as first ideas to increase the number of users and suppliers (key customers), and possible ways to expand the biomass services provided by the company. More information about how to make the platform more efficient was asked (revenue streams).
- 16th April 2024: more results to optimize the business model were presented, with more key players, ideas to make more efficient the deal conversion rate within the platform and how to promote the platform in the current and new sectors, expanding to other countries (channels). Importance of upcoming legislation was stressed by the company to take into account in the final business model.
- 22nd May 2024: A benchmarking of other similar initiatives was provided to discuss ideas to include in the final version of the optimisation of the business model. In the report delivered on the 20th of June 2024, the final optimisation of the key customers, revenue streams and channel segments of the business model CANVAS was developed, adding also the benchmarking study to the report.

3.1.7 *Market analysis (INNV, QPLAN, PROC, KAMs)*

Case 15 is a MAP formed by a pumpkin farm and a beer production company, both from The Netherlands. The provider of the service was the partner WR. WR also provided technology scouting to this case (see section 3.1.2). For this specific service, four meetings were performed.

- December 2022: the first meeting had a discussion about the availability of the feedstock, which are pumpkins not suitable for sale because of their appearance, currently used for the pig feed industry. The difference in scale between the farm and the brewery was pointed out.
- March 2023: The collaboration was set, and the first advice was on the existence and size of the beer market in The Netherlands and other countries with pumpkin beer in the market.
- May 2023: The complete report was presented, including an introduction and sections about consumer analysis and marketing, interviews with speciality beer professionals, business model CANVAS, and a financial plan.

- October 2023: A final evaluation with the farmer and beer brewer was done to discuss the findings and results after the service provision.

Case 20 is a small, family-owned farm located in Poland. The service was provided by INNV.

- 14th March 2024: The case is interested in a market analysis of the production and waste generation of blackcurrants in several countries (Poland, Spain, Ukraine, and the UK) to use for biogas purposes.
- 11th April 2024: In meeting 2, more specific information in addition to the first findings was asked, adding more countries (France and Germany) and data on the tonnes of waste of different types of berries.
- 21st May 2024: An analysis of the berries market in the EU is included, along with an estimation of the generation of agricultural waste from blackcurrant production for biogas production. The final report was delivered on the 7th of June 2024.

Case 23 is a Spanish livestock farm mainly dedicated to extensive livestock production. INNV was the provider of the service.

- 14th March 2024: During the first meeting, information about the size, current activity, number of workers, etc were collected. The farm had plans for diversification and expansion into both productive activities and agrotourism. They aimed for a market analysis with the prices for the activities they were thinking of, similar activities to get inspiration from and interesting activities to establish collaborations.
- 5th April 2024: In the second meeting, more information from the farm about what options they want and what they don't, current plans and the installations they have were provided. The first findings were presented and discussed.
- 23rd May 2024: The conclusions were presented to make the final improvements to the report. The report including different agrotourism experiences and activities (as well as their estimated prices) was delivered on the 22nd of June 2024 with examples and inspiration for new business lines for the farm. Possible synergies were also included to maximise visibility and reach more people during the first steps.

Case 24 is a Spanish fruit, almond, wine and olive oil producer cooperative (biomass producer). INNV delivered this service. INNV also performed the technology scouting to this case (see section 3.1.2).

- 7th March 2024: The cooperative wanted a market analysis of the olive stone residue for selling and distributing in form of pellets.
- 19th April 2024: A first benchmarking study and data on the use of biomass pellets for heating was discussed.

- 23rd May 2024: The report including the market of heaters and biomass pellets, regional and national olive pits producers and prices, as well as distributors were presented. The final report was provided on the 22nd of June 2024.

Case 25 consists of a Swedish company within the birch bark supply chain. The service was provided by PROC.

- 13th November 2023: In meeting 1, the company stated their willingness to accelerate their business. One of the challenges is to secure the raw material for their next demo production plant. Work on their business model and value proposition is needed towards the supplier side to get large corporations on board. PROC gave feedback on the value proposition if integrating with a large corporation.
- 8th December 2023: In meeting 2, information was shared and discussed in the following topics: value presentation and how to present it to big companies, data on the supply of raw materials, pricing data and pricing mechanisms, purchase of industrial process stream and other key raw materials, overall techno-economic information and energy balance, possible contacts.
- 9th January 2024: In meeting 3, an industrial partner and a municipality representative participated too. The integration case was discussed and PROC presented options and gave advice for how to finance such a feasibility study future financing options for a future investment. As a result of the market advice provided by RISE Processum and the targeted engagement with local potential partners, the innovation service resulted in a multi actor partnership (MAP) consisting of the local energy company, the municipality, a local construction company, the local waste and water treatment plant, a local chemical company and a large local pulp mill. The company now needs to continue their engagement with the entities described in the MAP to further develop the final business model for the first plant.

Case 26 is a company which developed a new automatic solution for wildlife management. The service was provided by PROC.

- 13th November 2023: The company wants to test and adapt the solution to fit into the forestry industry. They need help with market analysis, advice on the value proposition and access to financing for a first pilot with forest companies. Discussion took place on the new version of the model, the cost structure, the TRL advance validation and the specific situation the solution will be tested. Also, possible stakeholders were discussed. After the meeting, PROC engaged in contacting stakeholders and funding opportunities for the company in conjunction with other partners were submitted. A MAP was created with a large forest owner and a research institute).
- 8th December: In meeting 2, the company's value proposition for the forest industry was discussed, as well as recommendations given on how they should present the company in planned meetings with other forest companies. The market insight provided has improved

their approach to large forest managers with improved selling points and finetuned messaging towards the target group pains and potential benefits.

- 9th January: In meeting 3, new findings were discussed, such as funding opportunities to apply. PROC assisted in guiding the proposal. Also, a collaboration with another company materialised so the technology is going to be used in the verification phase of a potential end user. Finally, a list of potential other customers to work with was provided.

Case 27 is a Swedish MAP working around packaging materials, producing innovative biobased materials that are natural, biodegradable and sustainable across their whole value chain. They also received a Techno-economic analysis (see section 3.1.4). This service was provided by QPLAN.

- 10th November 2023: The first meeting aimed to collect valuable information about the company, the market and potential specific needs and challenges.
- 11th April 2024: The second meeting was organised after the finalisation of the techno-economic analysis service, to start the provision of market analysis. Once elaborated, the last step was its improvement and fine-tuning, before the final development of the report and its delivery to the company on the 22nd of July 2024. The report analyses the key market characteristics of sustainable wine packaging, identifying competitors and competitive advantages of biobased foam packaging. The market analysis includes a value chain analysis, market dynamics, size and trends, market structure, a SWOT analysis and conclusions.

Case 31 is a Danish logistic platform dedicated to promoting biomass business and connect producers and customers. QPLAN was in charge of this service providing. Case 31 also received the Business model design and optimization by INNV (see section 3.1.6).

Three meetings were held between the company and QPLAN (in the first meeting INNV also participated in): the 14th of November 2023, the 25th of April 2024, and the 3rd of July 2024.

The service consisted in the analysis of key market characteristics, both locally and internationally, identification of competitive advantages, new market opportunities and growth trends along with already established competitors. Finally, a detailed SWOT analysis was performed. The report was delivered on the 19th of July 2024.

3.1.8 *Guidance in accessing funding (INNV, QPLAN, PROC)*

Case 2 is a Bulgarian Herb farm producing organic products. INNV was in charge of providing this service.

- 5th March 2024: in meeting 1, the herb farm explained their situation, scale, production, timeframe of cultivation and harvesting, and the range of products they distribute and where. They explained their interest in this service: to find funding opportunities to install new facilities on their farm.

- 3rd April 2024: In meeting 2, INNV presented a list of funding calls and topics, especially at the European level, with an explanation about the conditions. The farm clarified that even though they were interested in some of the presented funding opportunities, they were especially interested in Bulgarian national funding.
- 24th April 2024: A more detailed list of funding was presented and agreed with the farm owners. The delivery of the final report was on the 5th of June. The report includes 2 private funding options, and mainly public funding at regional, Bulgarian and EU level.

Meanwhile, **Case 13** is an Irish social enterprise and registered charity that provides educational activities to schools and communities on the topics of local and sustainable food systems. This service was provided by QPLAN. An introductory meeting was conducted on the 23rd of November 2023. Only one more meeting was needed:

- 15th December 2023: The main scope of this service was to provide support and guidance on potential sources of funding at national and European level. The support was given via email from there on, in access to funding by improving the writing process of the applications that were to be submitted for funding in the near future. More specifically, two proposals for national funding schemes were reviewed to provide expert insights about the scope, the language and the impact of the proposed activities. The first proposal was submitted to the Heritage Council of Ireland and the second to the EPA Research Programme 2030.

3.1.9 Matchmaking (KAMs, INNV, PROC)

Case 4 is a Bulgarian biotechnology company, specialized in converting agro-industrial by-products into high-quality insect protein. This service was provided by PROC.

- During the first meeting on the 15th of April 2024, it was concluded that the company was already too advanced in their plans for scaling up their process and business. Therefore, the innovation service was suggested to change to matchmaking.
- Several companies were identified as potential collaborators. Additionally, other insect protein companies operating in Sweden and Europe were listed for further exploration.

Case 5 is a Bulgarian pepper farm aiming to become organic. The service was provided by AUP, who also delivered the other service provided to this case, Nutrient management and fertilization (see section 3.1.5).

- 5th February 2024: In meeting 1, there was the communication to introduce the farm and its needs. The farm wants to widen their network to reach more farmers aiming effective delivery of consultancy and knowledge transfer. They were looking for training providers in different areas.

- 26th February 2024: AUP team initiate a search through their own network to find proper partnerships. Evaluation of potential partners who can contribute to the needs of the MAP and first contacts with them were made.
- 6th March 2024: AUP presented the results of their matchmaking service, including two partners who agreed to collaborate with the company, creating a MAP. The company and the two associations signed bilateral frame contracts for cooperation.

Case 18 is a Polish company that supplies water and collects and treats sewage. The service was provided by IUNG. This case was also provided with Nutrient management and fertilization (see section 3.1.5).

- 24th January 2024: During the first meeting the scope and content of the service was decided, as well as the requirements to be met by potential sludge recipients were established.
- 18th March 2024: Three potential recipients of sewage sludge were presented, two of which were agricultural producers and one a company producing organic fertilizers. However, it turned out that the sewage sludge was contaminated with microorganisms, which according to current Polish law, prevented its direct agricultural use, and a decision was made to continue looking for sludge recipients who have the technical capacity to process contaminated waste.
- 10th June 2024: Five further potential recipients of sludge were presented. These companies produce organic fertilizers from sewage sludge, which had already been admitted to trading in the Polish market. The contacts presented may enable cooperation to transfer sewage sludge or obtain practical information on the possibility of starting its processing.

Case 19 is a Polish biotechnology start-up developing innovative microbiological bioproducts for the agriculture industry. The service provider was INNV. The company is looking for R&D and regulatory partners in different EU countries.

- 19th March 2024: The start-up expressed its interest in R&D and regulatory partners located in Poland, Germany, France, Spain, the Netherlands, and Italy to support the validation and regulatory approval of their biological products.
- 10th May 2024: In meeting 2, they showed interest in both companies and farmers (i.e., associations). Finally, it was collectively determined that the inclusion of certifying companies within the search parameters would serve the company's objectives.
- 4th June 2024: The final results were discussed. Potential partners have been identified in Poland, Germany, France, Spain, the Netherlands, and Italy. A total of 32 entities (20 research and development contacts and 12 regulatory and consultancy firms) from Poland, Germany, France, Spain, the Netherlands, and Italy were identified in the report delivered on the 3rd of July 2024.

Case 21 is a Polish agricultural start-up with cutting-edge technology for precise bush and trees plantation and plant disease detection. The provider of this service was INNV.

- 14th March 2024: In meeting 1, the start-up commented its interest to find farmers or companies to validate their technology and to allow data collection from crops in different conditions.
- 11th April 2024: Potential partners for validation have been identified. To gain knowledge on the market, related digital tools for disease detection have been identified.
- 21st May 2024: A list of 31 potential farmers in different European countries (Spain, Greece, Portugal, Italy, France, UK, Germany, and Ukraine) was provided. A brief benchmarking on disease monitoring products was also included. The report was delivered on the 7th of June 2024.

Case 22 is a Polish biotechnology company developing innovative antimicrobial additives for agriculture. The provider of the service was INNV.

- 19th March 2024: The company is looking for R&D and validation partners, distributors, and regulatory partners in different EU countries to develop strategic business partnerships, and partners to support the validation and adaptation of their products to national regulations
- 10th May 2024: Potential partners were identified mainly in Poland, Germany, France, Spain, the Netherlands, and Italy. The company wanted to widen the search to Brazil and the USA, as well as to certifying companies in Switzerland.
- 4th June 2024: A total of 86 companies divided into 61 distributors and sellers (including e-commerce), 18 research and development contacts and 7 regulatory firms were included in the report delivered on the 3rd of July 2024.

Case 32 is a Danish company developing materials for future biodegradable and compostable products. FBCD is the provider of this service.

- 16th November 2023: The start-up stressed its need for support on challenges within regulations, tax of their product within different countries and markets, as well as closing the loop of circularity finding applications for the used material. They were searching for contacts that could assist in analysing nutrient composition and mapping applications for specific plants.
- 5th April 2024: Contacts were started to be gathered and established in the areas the company were looking for. The start-up determined the degree of relevance and further search for contact.
- 10th April 2024: The report was presented and finally delivered on the 19th of June 2024. 6 contacts were established and are now in dialogue to further support regulation and scale-up of the production.

3.1.10 *Other – Policy review (MTU)*

Case 14 is a special case because the service provided is not one of the 10 services included in the MainstreamBIO's portfolio. However, the applicant only asked for this service in their application, and MTU had the knowledge and expertise to continue with this exceptional service.

Case 14 is a hemp cooperative in Ireland. MTU (service provider) met 3 times with the cooperative.

- 7th December 2023: In meeting 1 the cooperative assessed their necessity for a comparable study of the hemp cultivation regulations in European countries, as well as insights into the latest innovations in hemp technology and benefits of hemp for the bioeconomy.
- 15th February 2024: In meeting 2, a first draft of the comparable study of the policy-making processes was presented by MTU and reviewed by the hemp cooperative. MTU agreed to continue working to include more examples and further and stronger insights.
- 12th March 2024: In meeting 3, the final report was delivered. The report is composed of: general insights into EU directions and Regulatory framework, EU Export and Import Regulations, Licensing and Permits regulations, Labelling regulations, Testing and Quality Control Standards, Governmental Support and Economic Diversification, Agronomic and environmental impact of hemp, Morphological and physiological differences between Hemp and Cannabis, Agronomic benefits and Environmental benefits of cultivating the Hemp. This comparative policy study also offers an analysis of six different cases (France, the Netherlands, Italy, Croatia, Ireland, and Germany) of various legislative strategies and cultivation of hemp standards. Each case study includes an explanation of the regulatory framework, trade regulation and economic opportunities and challenges.

3.2 Aftermath of the services provision and lessons learnt

According to the Description of Action included in the Grant Agreement, the number of support services to be delivered is set to more than 50 for the two innovation rounds. With the completion of 35 services among 27 cases in the first round (see section 3.1), it can be stated that it has been achieved more than half of the goal before the launching of the Second Open Call.

To further improve the provision of the services for the Second innovation round, discussions around changes and lessons learnt were held by the partners both during the 4th General Assembly held in Viborg (Denmark) on the 18th and 19th of June, and at the end of the First innovation round. On the other hand, feedback questionnaires were sent to all the cases.

The innovation support services will be fine-tuned (in terms of materials used, delivery methods, etc.) based on the feedback collected and analysed in Task 4.1. "Deliverable 4.1 Report on evaluation of MIP performance - first round" (submitted in M24 by QPLAN), which includes recommendations for improving the innovation support services and digital toolkit in the second round of deployment.

3.2.1 *After the service provision*

After the services and the reports' delivery, each case was asked if they were willing to participate in a promotional video to spark interest for the 2nd Open Call and become involved in the regional MIP. Likewise, questionnaires to receive feedback (degree of satisfaction and comments) about the services received were also sent to the participants.

In the case of the video, part of “Task 4.5 Production of practice abstracts, audio-visual material and contributions to the Knowledge Centre for Bioeconomy”, guidelines about how to record it and submit it were sent to the cases by WHITE.

Finally, in terms of the type of services provided, only one was not included in this First Innovation Round: business mentoring service. This service was only asked once in the 1st Open call application (Case 13), but after the selection and allocation explained in section 2.3.3, the service was not allocated and no business mentoring at all was provided. In the case of new applications asking for Business mentoring in the 2nd Open Call, special attention will be given to those to include at least one of them, taking first into account the score, geographical distribution and the order of preference selected by the applicant(s).

3.2.2 Lessons learnt

The consortium partners rapidly realised that to count **Multi-Actor Partnerships (MAPs)** will not be as much as straightforward as thought, because the MAP could be created right from the Open Call application but could also be created during the service provision (especially in the matchmaking service) and also during the different MainstreamBIO events where the innovators linked to the cases were invited. This consideration led to a discussion on how to effectively count this KPI.

According to the Grant Agreement, the number of MAPs supported for the two innovation rounds is set in KPI-1 to 35 (5 per MIP). In this sense, 4 MAPs had already applied to the First Open Call, being the rest individual applications. However, additional MAPs have resulted from the provision of the services. Accordingly, the definition of MAP to be supported in the project has been discussed during the General Assembly held in Viborg, Denmark (M22) and during the online meetings at project and WP3 level, and reviewed as follows:

“A Multi-Actor Partnership (MAP) is every association composed of **more than one entity** that has **participated in or has been created** through MainstreamBIO. These MAPs can be established by, or created during the project (during and after the services and the events), through the following options:

- Supported cooperatives.
- Supported cases where more than one entity already applied in the Open call, being involved in the service provision through their participation in meetings or activities.
- Supported cases that met an interesting entity to cooperate through MainstreamBIO support services, networking events or workshops.
- Partnerships between Open Call applicants and consortium organisations should not count as MAPs.”

With this clear definition, MAPs can apply to the Open Call as such, or they can be built during the service provision or even after, during the events organised within WP3 and WP4. For that reason, the number of MAPs supported in the project cannot be estimated yet. The final number will be provided in “Deliverable 3.3 Report on engagement of multi-actor partnerships, capacity building, networking and innovation support - final version” (M36).

Equally, the same applies to the Innovators concept included in KPI-2 “Innovators supported to deploy and/or scale up small-scale bio-based solutions”. 175 to 210 innovators were set to be reached, assuming that each multi-actor partnership supported will typically include innovation teams comprised of 5 – 6 stakeholders on average (farmers, technology providers, advisors, local authorities, etc.).

Other lessons taken from the service providing helped improve the Open Call itself, as can be seen, for example, in the changes made to the Application template (see section 2.1.2).

4. Capacity building workshops

The MainstreamBIO project is dedicated to advancing the adoption and dissemination of small-scale bio-based solutions across rural Europe. Central to this mission is **the development and deployment of a digital toolkit** designed to align bio-based technologies, social innovations, and sustainable nutrient recycling practices with existing biomass and market trends. The digital toolkit is a comprehensive resource intended to support rural actors in understanding, engaging with, and implementing bio-based solutions tailored to their local contexts and needs. This toolkit also aims to enhance comprehension of the bioeconomy through educational resources, building on existing research findings and tools. However, it is also crucial to **train the targeted stakeholders through capacity-building workshops** to ensure they not only become aware of the toolkit but are also able to use it to its full potential.

The workshops of Task 3.2 were organised by DRAXIS and supported by all partners. Each MIP delivered their capacity building workshop during the timeframe of M17-24.

To read an in-depth report on the digital toolkit, including the components, “D2.5. MainstreamBIO digital toolkit - initial version” was submitted in M18. The feedback obtained in the sessions will be analysed and implemented when necessary in the toolkit. To find about the changes and new versions of the toolkit, another deliverable is planned at the end of the project: “D2.7. MainstreamBIO digital toolkit - final version”.

4.1 Objectives of the Capacity-building Workshops

As per Task 3.2 of the Grant Agreement, the MainstreamBIO project will conduct **capacity-building workshops** within each Multi-actor Innovation Platform (MIP) in each innovation round. These workshops aim to facilitate collaborative sessions where local biomass producers, industry actors, and policymakers work alongside consortium experts. The primary objectives of these workshops are to:

- **Convey the core concepts of MainstreamBIO:** Effectively communicate the fundamental concepts underpinning MainstreamBIO to ensure a shared understanding among participants.
- **Inform participants about MainstreamBIO:** Provide comprehensive information to participants regarding the nature and offerings of MainstreamBIO, elucidating its purpose and scope, including innovation support services.
- **Teach participants how to use the MainstreamBIO’s digital toolkit:** Conduct an instructive session guiding participants through utilising the toolkit, gaining a nuanced understanding of its capabilities, and ensuring they are proficient in navigating and effectively applying it to their specific tasks or projects.
- **Encourage Expression of Thoughts on Regional Barriers and Needs:** Enable participants to freely express their thoughts regarding regional barriers and needs.
- **Invite for Active Participation and Support:** Extend invitations to participants to actively engage, follow, support, and communicate the mission of MainstreamBIO, cultivating a sense of collaboration and commitment.

4.2 Guidelines for Workshop Organisers

The guidelines for organising these workshops include:

- Preliminary Analysis: Assessing the scope and objectives of the workshops.
- Workshop Format: Determining the structure and methods for effective delivery.
- Duration and Reporting: Establishing timelines and reporting requirements.
- Participant Definition and Invitation: Identifying and inviting relevant stakeholders.

Each workshop aimed to engage 10-15 participants, including farmers, producers, and regional actors, introducing them to all the functionalities of the digital toolkit. If a larger number of participants were involved, organisers were encouraged to group them into multiple sessions for effective and focused delivery. The capacity building workshop Guidelines are included in Annex 7.4.

4.3 Development of audio-visual materials

After developing the guidelines and the first version of the toolkit, efforts were initiated to create audio-visual materials for the MainstreamBIO digital toolkit. These materials are designed for users unable to attend the capacity-building workshops, those needing a reminder on toolkit usage, or those outside the scope of the workshops. Following the definition and establishment of clear goals, the process proceeded with writing the script and structuring the information for effective communication with users.

To ensure a clear and engaging presentation, an advanced text-to-speech AI model with presenter mode was utilized for the audio track. Subsequently, the recording phase involved navigating through the toolkit and demonstrating its usage. Finally, with all prerequisites in place, the video was edited and uploaded to the official YouTube page of the MainstreamBIO project, and the video transcript was included on the instructions page of the digital toolkit.

Audio-Visual Material Link: <https://mainstreambio-digital-toolkit.eu/instructions>

MainstreamBIO Digital Toolkit Instructions Page: <https://www.youtube.com/watch>

4.4 Organisation of the Capacity building workshops

The development of the guidelines began with extensive desk research on how to maintain engagement during workshops for targeted stakeholders. This research was crucial in determining the optimal duration and the best methodology to follow. After careful consideration, the hands-on method was chosen, with detailed planning on how it would be implemented in real-world scenarios. Participants will actively engage in practical activities, simulating tasks typical of a toolkit user. These activities are designed to guide participants through the toolkit by presenting specific scenarios and encouraging resource utilization.

Next, targets were set for the number of participants and identified the most important features to focus on, providing specific examples and details to ensure partners could communicate these aspects to the participants. Logistics were also carefully planned, including recommendations for adequate space, necessary equipment, accessibility to the venue, and language selection.

The flow of the workshop was outlined along with how it should be moderated and provided options for recording or live streaming, should partners and participants be willing. Finally, an in-depth

[questionnaire](#) was developed for participants to complete, enabling the collection of valuable feedback to further improve the toolkit for its final release.

The workshop organised by DRAXIS with the consortium was initially scheduled to take place in late February but was rescheduled to March 1st due to conflicts with the participants' schedules and with the goal to have the latest version of the toolkit. Lasting approximately 45 minutes, the workshop provided an extensive showcase of the first version of the digital toolkit, ensuring that partners could effectively present it during their capacity-building workshops.

Discussions focused on the optimal flow of the presentation, including which features to introduce first and last, as well as activities designed to engage participants and enhance their understanding of the toolkit. All questions were addressed, and all partners expressed satisfaction with their initial introduction to the digital toolkit.

Table 6: Date of workshops and number of participants.

Country	Partner	Date of workshop	Number of participants
Bulgaria	AUP	07/03/2024	15
Denmark	FBCD	27/05/2024	17
Ireland	MTU	14/06/2024	15
Netherlands	WR	13/06/2024	13
Poland	IUNG	28/05/2024	51
Spain	INNVI	06/05/2024	37
Sweden	PROC	13/06/2024	12

4.5 Results of capacity building workshops

4.5.1 Bulgaria (AUP)

Partner	Representatives	Date	Venue	Number of participants
AUP	Petar Borisov, Haik Garabedian. Note-taker: Daniela Gozmanova	07/03/2024	Hotel Jagerhof – Plovdiv, Saedinenie str.2, Trakia, 4023, Plovdiv, Bulgaria.	15, of which: <ul style="list-style-type: none"> Farmers: 13 Academics: 2

The agenda of the event was the following, making a total of 1 hour and a half:

1. Introductory session: speaker and moderator: Petar Borisov (15 min)
2. Capacity building: speakers: Petar Borisov and Kostadin Kostadinov (60 min)

3. Closing session: moderator: Petar Borisov (15 min)

The participants discussed the different sections of the digital toolkit and their interest in it. In particular, the most interesting functionality was the nutrient recycling practices: https://mainstreambio-digital-toolkit.eu/nutrient_recycling, especially the following practices:

- Appropriate manure application
- Fertilization plan
- Integrated pest management
- Precision farming

The participants were active in the discussion of nutrient recycling practices and technologies. A general conclusion is that more aggregate information about nutrient recycling practices is needed. The participants want to have textbooks or see educational videos and be shown interesting showcases. Also, there was a lot of interest in the tool library of Rubizmo business tool; Biorural – success stories. However, other sections of the toolkit were not so successful. In particular, the Decision Support System was difficult to understand in general, as well as the BioForum was found to have not enough posts to change their preference for Facebook to discuss problems connected with small-scaled bio-based solutions-

Other flaws were detected, i.e., the Bioswitch link did not work in the tool library and the registration process (sign up) was not redirecting to the home page.



Figure 8. Bulgaria (AUP) – Workshop Pictures (1/3)



Figure 9. Bulgaria (AUP) – Workshop Pictures (2/3)



Figure 10. Bulgaria (AUP) – Workshop Pictures (3/3)

4.5.2 Denmark (FBCD)

Partner	Representatives	Date	Venue	Number of participants
FBCD	Liselotte Puggaard, Gunnar Hald Mikkelsen Note-taker: Liselotte Puggaard	27/05/2024	Bygholm Landbrugsskole, Hattingvej 49, 8700 Horsens, Denmark.	17, of which: <ul style="list-style-type: none"> Farmers: 14 Producers: 1 Academics: 2

The agenda of the event was the following, making a total of 2 hours (20 minutes for the introductory session, 80 minutes for the capacity building and 20 minutes to close the session):

1. *Formål med dette besøg* (Purpose of this visit)
2. *Introduktion til Food & Bio Cluster Denmark* (Introduction to Food Bio Cluster Denmark)
3. *Hvad arbejder vi med og hvordan* (What we work with and how)
4. *Høsttek præsentation* (Høsttek presentation)
5. *Intro til projektet MainstreamBIO* (Intro to the MainstreamBIO project)
6. *Workshop omkring digital toolkit og biosolutions* (Workshop on the digital toolkit and biosolutions)
7. *Opsamling* (Wrap-up)

Participants were a mix of agricultural teachers, biomass producers and educated farmers giving different perspectives on the potential opportunities of the toolkit. Both the project promotion video and the video illustrating the features of the toolkit were shown to the participants and gave a good introduction to both the project and the toolkit. Although the participants were very active, a task was given by the facilitator to engage them from the beginning. The task was: “*Find information about nutrient recycling*”. The participants were a bit unsure how to approach the toolkit when they did not have a specific thing to look for.

In general, the participants found the toolkit quite difficult to navigate. It was found that the toolkit needs a search button. It needs to be an easy and simple search function, allowing for smoother navigation. The search button also needs to give the possibility of searching for practical information (practice abstracts, descriptions). However, even though keywords are in the search function, the user may not always know which keywords to search by. Also, there was missed a return button.

Overall, participants found the toolkit hard to reach, meaning that there were too many clicks before they entered some actual information. A suggestion was made, that it should be possible to sort according to focus area. Also, the local language translation should be enhanced. Other comments and suggestions include: to have a focus on the farm level and not only technologies; to include “Climate” as a new functionality/focus area/theme; to improve the Social innovation functionality including links or contact persons to know more; and finally there were comments about the misplacement and alignment of some information within the different categories.

In terms of the workshop organisation, for the next sessions would be interesting to have more pre-defined tasks to extract more informative feedback. Otherwise, there is a risk that the capacity-building workshop will not complete the objectives intended.



Figure 11. Denmark (FBCD) – Workshop Picture (1/2)



Figure 12. Denmark (FBCD) – Workshop Picture (2/2)

4.5.3 Ireland (MTU)

Partner	Representatives	Date	Venue	Number of participants
MTU	James Gaffey and Dragica Grozdanic Note-takers: James Gaffey, Dragica Grozdanic and David Barry	14/06/2024	Údarás na Gaeltachta, Páirc Ghnó An Daingin, An Daingean, Co. Chiarraí. V92 TX48 Ireland.	15, of which <ul style="list-style-type: none"> • Farmers: 8 • Regional actors: 2 • Industry experts: 1 • Academics: 4

The agenda included introductory talks (30 minutes), capacity building (75 minutes) and a closing session (15 minutes), going for a total duration of 3.5 hours.

1. Registration and welcome coffee (15 min)
2. Introduction to the MainstreamBIO project: James Gaffey (15 min)
3. Introducing Collaborative Initiatives: The Cluster, ICOS Bioeconomy Programme, and CAP Network. Speakers: John Brosnan (ICOS), Stephen Barry Hanon (MTU), David Barry (MTU) (15 min).
4. Mainstream Bio MIP's experience. Speaker: Dinny Galvin (Dingle Hub) (30 min)
5. Introduction to Service Provide Open Call. Speaker: Dragica Grozdanic (MTU) (15 min)
6. Introduction to MainstreamBio Toolkit. Speaker: Dragica Grozdanic (MTU) (15 min)
7. Workshop MainstreamBIO Toolkit and Q&A session. Speaker: Dragica Grozdanic (MTU) (75 min)
8. Workshop closure. Speaker: Dragica Grozdanic (MTU) (15 min)

During the workshop, farmers emphasized the need for easier access to the toolkit, suggesting improvements in usability such as simpler logins and broadband access. They unanimously found the toolkit user-friendly but proposed voice input features to save time, as they often cannot afford lengthy typing sessions. Additionally, they expressed interest in viewing the geographical locations of other projects and requested quicker response times from the application. The most intriguing features for them were anaerobic digestion and research. They did not specify their least interesting functions, as they were unclear about their potentials, possibly focusing on features least relevant to their farm interests. Regarding additional resources, they listed several key areas including robotics, electricity usage, cow collars, optimal heating, timing for artificial intelligence, and strategies for diversification.



Figure 13. Ireland (MTU) – Workshop Pictures (1/3)



Figure 14. Ireland (MTU) – Workshop Pictures (2/3)



Figure 15. Ireland (MTU) – Workshop Pictures (3/3)

4.5.4 The Netherlands (WR)

Partner	Representatives	Date	Venue	Number of participants
WR	Rommie van der Weide, Bert Annevelink Note-takers: Rommie van der Weide, Bert Annevelink	13/06/2024	Runderweg 6, Lelystad, The Netherlands	10, some of them from two different backgrounds (which is why the list below adds up to 13). <ul style="list-style-type: none"> • Farmers: 2 • Producers: 1 • Regional actors: 2 • Industry experts: 1 • Academics: 4 • Technology enthusiasts: 1 • Entrepreneurs: 2

The agenda was distributed in three big parts: Introductory session (30 minutes), capacity building (120 minutes) and closing session (30 minutes), adding up to a 3-hour workshop.

1. Introduction round for all participants
2. Update on local activities of MainstreamBIO - Rommie van der weide
3. Developed toolkit and website - Bert Annevelink
4. Take a closer look at the website and complete the survey yourself
5. Evaluation
6. Presentation of Dutch cases - Arjan Dekking
7. Upcoming activity call and discussion
8. Questions and closing

During the workshop, all the participants were very enthusiastic and interested in the progress of MainstreamBIO project. Bert Annevelink provided an extensive introduction to the digital toolkit and instructions to navigate the project website and the toolkit. Participants posed a lot of questions during Bert's presentation and were inspired to look at the website themselves later.

Overall, participants were impressed by the amount of information available in the toolkit. The general thought is that the toolkit will be an asset for the future, turning into an excellent resource for individuals and policymakers interested in bioeconomy. Participants liked the website outlay as well.

Participants gave their feedback based on their experience after using the toolkit. Noteworthy, without the extended introduction from Bert's presentation, the participants could not have navigated the website as effectively. Even though, sometimes it was difficult for them to navigate to the different sections and identify the components within those sections. Language was an issue, as the starting page was in Dutch, but later much of the information was in English. Finally, more information were required to be added both in economic feasibility of certain small-scale solutions and the Decision Support System.



Figure 16. The Netherlands (WR) – Workshop Picture

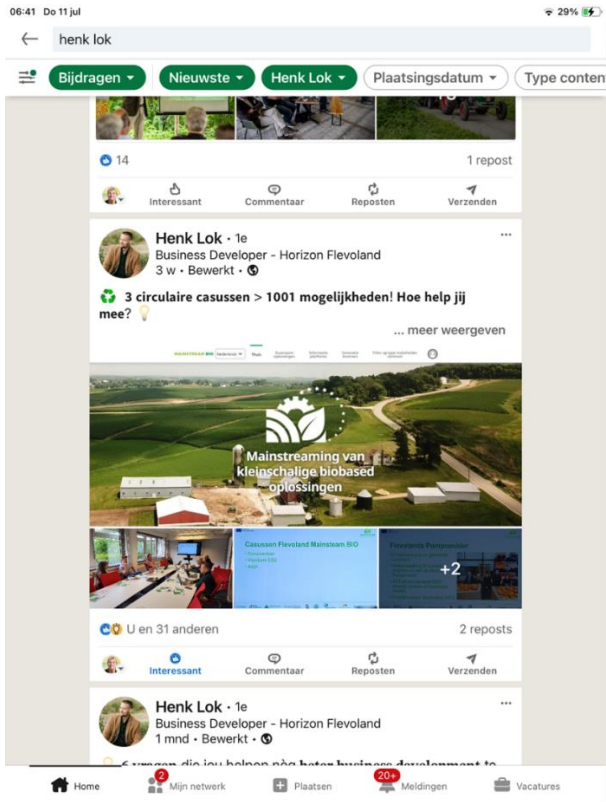


Figure 17. The Netherlands (WR) – LinkedIn Post

4.5.5 Poland (IUNG)

Partner	Representatives	Date	Venue	Number of participants
IUNG	Magdalena Borzęcka, Piotr Skowron Field visit: Damian Wach	28/05/2024	Institute of Soil Science and Plant Cultivation – State Research Institute, Puławy, Grabów; Poland.	51 participants. The type of attendees was distributed among farmers and University students of Agriculture.

The agenda (see Figure 18) of the event had a time schedule of 4 hours distributed in the following 3 main sections:

1. MainstreamBIO Toolkit – presentation of resources collected and generated by the project, practical use of the Toolkit and its components.
2. Presentation of best practices in nutrient recycling.
3. Presentation of the maize experiment and the effectiveness of recycled nutrient fertilizers.

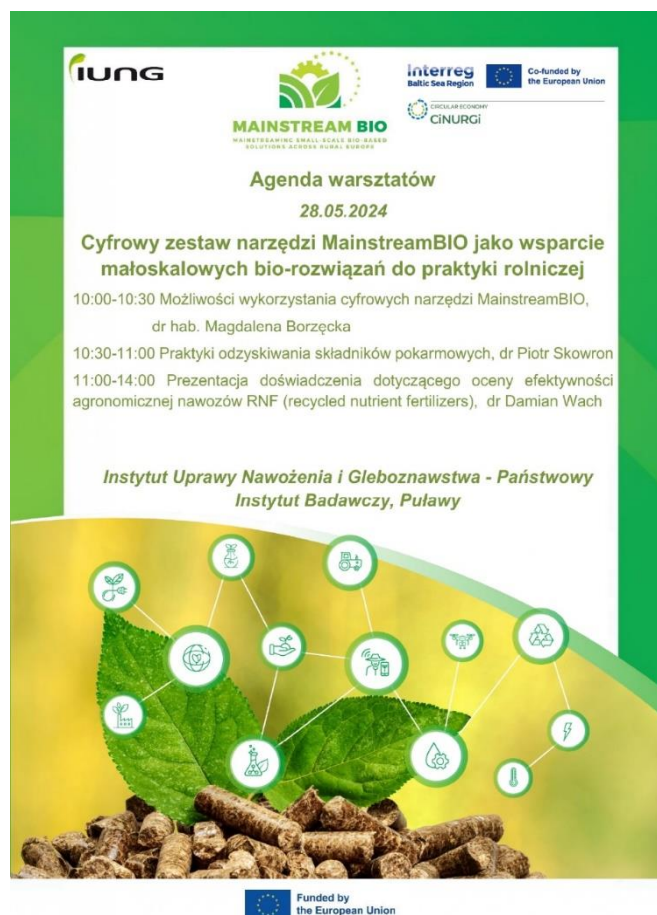


Figure 18. Poland (IUNG) – Agenda

The first part took place in the Institute's congress room, where two speakers, Magdalena Borzęcka and Piotr Skowron presented the results of the MainstreamBIO project, namely the functionalities of the Toolkit as well as discussed nutrient recycling practices. The second part was a field trip to the Institute's Agricultural Experimental Station, where an experiment of maize cultivation was presented by Damian Wach, which was set up in the framework of the CiNURGi project "Circular nutrients for a sustainable Baltic Sea Region" financed from the Interreg Baltic Sea Region Programme, to show the effectiveness of recycled nutrient fertilizers.

The discussion concerned the functionality of the toolkit and its capabilities. The questions concerned the scope of technologies used, their selection and the possibility of introducing them in the Lublin region. During the field presentations, recycled fertilizers aroused interest. Mineral fertilizers are still considered the best solution, and recycled fertilizers are an interesting, although still developing, alternative. Recycled fertilizers represent a promising future for sustainable agriculture and environmental protection.

The workshop was a success, gathering over 50 participants. The topics discussed during the presentation were well received and inspired the participants to engage in interesting discussions. It was commented that both the digital toolkit and the improvement of efficiency related to the use of RNF fertilizers should be more widely promoted.

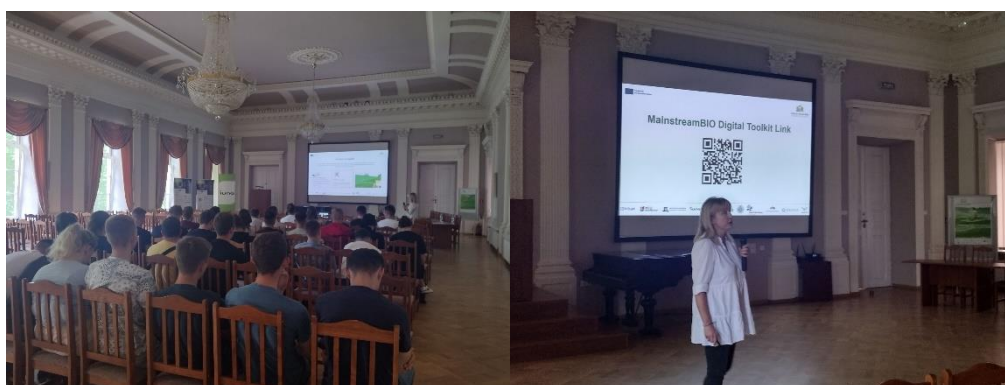


Figure 19. Poland (IUNG) – Workshop Picture (1-2/6)



Figure 20. Poland (IUNG) – Workshop Picture (3-4/6)



Figure 21. Poland (IUNG) – Workshop Picture (5-6/6)

4.5.6 Spain (INNV)

Partner	Representatives	Date	Venue	Number of participants
INNV	Ana Casillas, Beatriz Deltoro	06/05/2024	Local office for agriculture and environment, Street Santiago Hernández Ruiz, 4, 44580 Valderrobres (Teruel), Spain	22 in-person participants: <ul style="list-style-type: none"> Farmers: 18 Academics: 4 Also, there were 15 online participants.

The workshop was embedded in a 4-hour event organised at the installations of one of the Spanish MIP members (CITA Teruel). The capacity building lasted 1 hour in total, including the capacity building itself (45 minutes) and 15 minutes to raise questions and discuss about the toolkit.

During the presentation of the toolkit and its functions, the participants were interested in the tool. Most of them took out their mobile phones to scan the QR that led to the toolkit and navigated through its different functionalities. It was found by the MainstreamBIO representatives that the methodology could be improved by contemplating some action at the beginning of the workshop that would motivate participation and make participants feel comfortable and unashamed to share their opinions about the toolkit.

The main feedback received was that these kinds of tools are very interesting and useful, both to inspire and get ideas and to find out what is being done in the rest of Europe. However, without this in-person workshop, they would never have been aware of the existence of the tool.

The catalogue of technologies, business models and social innovations perhaps aroused the most interest, as well as the collection of resources on bioeconomy, especially to inspire other business ideas around the rural world and the bioeconomy.



Figure 22. Spain (INNVI) – Livestream Screenshot.




Figure 23. Spain (INNVI) – Workshop Pictures (1/3)



Figure 24. Spain (INNV) – Workshop Pictures (2/3)



Figure 25. Spain (INNV) – Workshop Picture (3/3) with the roll-up and totem.



HERRAMIENTA DIGITAL PARA DESARROLLAR TU NEGOCIO

MainstreamBIO ha desarrollado una herramienta digital con 7 funcionalidades, incluyendo ejemplos de soluciones sostenibles, plataformas de información y recursos para la innovación, para ayudarte a empezar u optimizar tu negocio de bioeconomía rural.

SOLUCIONES SOSTENIBLES

1. Catálogo de tecnologías, modelos de negocio e innovaciones sociales para comparar y detectar oportunidades para iniciativas empresariales.



2. Recopilación de buenas prácticas para mejorar la gestión y reciclaje de nutrientes y materia orgánica en los suelos.




3. Materiales de MainstreamBIO: contenido audiovisual e información sobre la bioeconomía en 7 regiones de la UE.




¡Accede a la herramienta digital a través de este QR!




PLATAFORMAS DE INFORMACIÓN




4. Sistema de apoyo a la toma de decisiones que relaciona la biomasa y flujos de residuos disponibles con tecnologías, modelos de negocio e innovaciones de base biológica a pequeña escala.




5. BioForo para estar en contacto, hablar con otros interesados en bioeconomía, e intercambiar ideas, soluciones y buenas prácticas.



OTROS RECURSOS PARA LA INNOVACIÓN



6. Repositorio de bioeconomía con múltiples materiales educativos de otros proyectos relacionados con esta disciplina.



7. Biblioteca de herramientas para hacer la bioeconomía más accesible, desarrolladas por otras iniciativas.






Figure 26. Spain (INNV) – MainstreamBIO Capacity-building flyer.

4.5.7 Sweden (PROC)

Partner	Representatives	Date	Venue	Number of participants
PROC	Verónica Benavente, Pietro Bartocci, Johan Börjesson, Lisa Sundvall, Agnes Forsberg. Observation and note-takers: Verónica Benavente, Agnes Forsberg.	13/06/2024	RISE Processum AB, Hörneborgsvägen 10, 892 50, Domsjö, Sweden	12, of which <ul style="list-style-type: none"> • Policy actors: 2 • Regional actors: 1 • Industry experts: 6 • Academics/Researchers: 2 • Entrepreneurs: 1

The event last 2 hours, including and introduction session (15 minutes), the capacity building (95 minutes) and the closing session (10 minutes). The agenda was the following:

1. MainstreamBIO – Small-scale bio-based solutions for primary producers
2. Insights to the digital toolkit
3. Demonstration of DSS
4. Hands-on exercise
5. Q&A session
6. Questionnaire and final remarks

The participants were active during the workshop, engaging with questions and showing interest. They were following along with the demonstration of the toolkit which made it more of an interactive experience.

Under “Catalogues of small-scale bio-based solutions” and “Business models” the participants expressed interest in the TRL levels of the technologies and companies/study cases listed. They discussed the possibility/advantages of including the maturity level in the description for a better comprehension of the users. It was pointed out that when developing such a toolkit to help biomass producers identify new ways to exploit their materials, it would be very helpful for them to provide information regarding the maturity of the technologies suggested, as well as the input of by-products generated, and management/disposal required, and type of investment needed to implement those small-scale bio-based solutions. That would complement the information that the digital toolkit can currently provide and would help them to make better decisions on potential routes to exploit their resources. In most cases, the generation of by-products and lack of proper management/disposal treatments of those is what prevents the small-scale bio-bases solutions to be implemented and finally reach the commercial scale.

Also, the Decision Support System (DSS) raised a lot of discussion: The need of initial training and spending some time to learn to use it properly was highlighted, as this could prevent many people to use the digital toolkit. The criteria used in the scoring table have to be explained better providing clear procedures for their estimation. If calculations are needed specific tools can be provided in the explanations linking the tool library with the scoring table. As a result, it was suggested that two modalities should be included in the DSS, one using standard points and scores, and one that allows

tailoring the case according to specific needs, but this would be intended for more advanced users. If the DSS is not considering and/or dealing with issues related to by-products and residual streams generated in the production of a specific product, at least it should be mentioned as an attachment in the report. This point is also related to the maturity of the technologies listed. Users would like to know the maturity of the process/technology that the toolkit/DSS is providing, so they can understand better the situation and consider major factors when making decisions.

Participants asked for more information in addition to feedstock, technologies and products in the DSS. Particularly, they mentioned input materials and energy, electricity consumption, infrastructure needed, possible investment (low/high), and waste treatment.

A relevant point about energy was made considering the energy demand for what you want to do. This should therefore be included in the technology description. Also, the classification of biomass in primary and secondary needs to be improved. The audience missed more terms referred to forestry biomass.

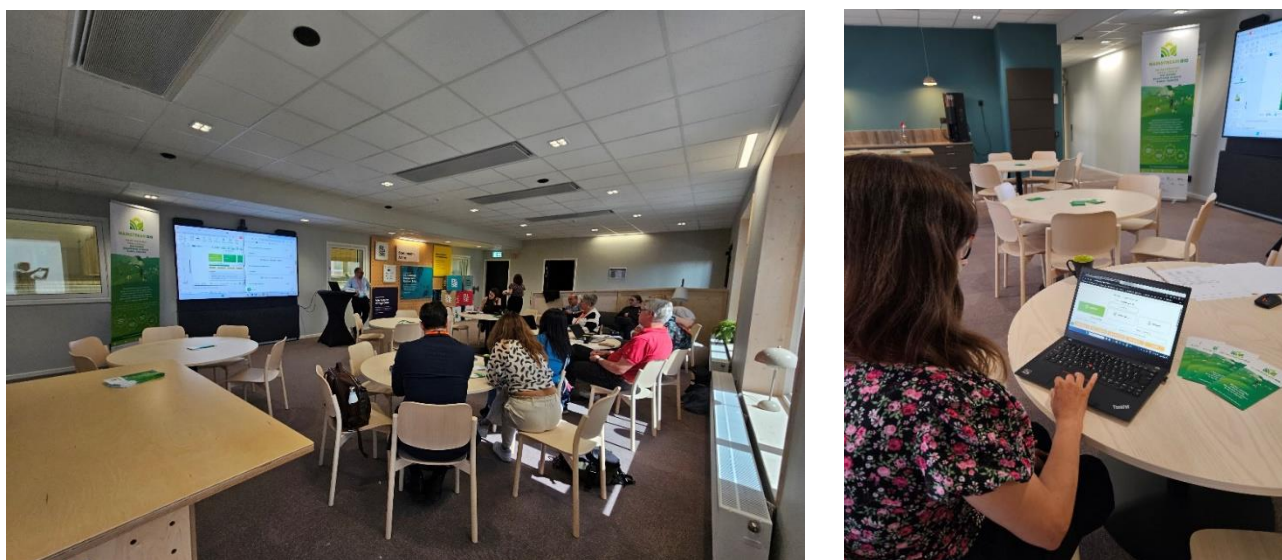


Figure 27. Sweden (PROC) – Workshop Pictures.

4.6 Results and learning outcomes

All the workshops successfully achieved their goals, with some even surpassing expectations. Analytics show that engagement with the toolkit reached an all-time high, with many participants not only utilizing the toolkit during the capacity-building workshops but also creating accounts and continuing to explore its features.

The website has garnered generally positive feedback for its user-friendly design. Additionally, the toolkit stands out for its extensive and diverse content, as well as its intuitive and descriptive design. However, users have highlighted the need for better implementation of translation features in the workshop comments, the questionnaire, and the helpful feedback section. It is important that all website content, including navigation, general elements, and specific sections like technology descriptions, be available in the 7 available languages to ensure coherence and ease of understanding. The target audience, likely non-technical users, requires simpler visuals and easier navigation to improve accessibility. Additionally, users have requested more useful and practical

information, such as percentage points and actual numbers, to illustrate the benefits of implementing various technologies. This would make the information more tangible and convincing.

Several features of the website have been particularly well-received. The Nutrient Recycling Practices section stands out as highly useful and packed with valuable information, aiding users in understanding sustainable practices. The Tool Library is another highlight, serving as an excellent resource for discovering new tools and resources. Instructional videos have also been praised for their effectiveness in helping participants understand how to use the toolkit, making the learning process smoother and more intuitive.

However, some aspects of the website have been noted as less engaging or difficult to understand. The Decision Support System, for example, has been criticized for its complexity and lack of clear instructions. Users have suggested a redesign to make it more user-friendly and to include step-by-step guidance on how to use it effectively. Users highlighted that the BioForum section could benefit from more content and interaction, pointing out a need for more engaging material and greater opportunities for user interaction.

In response to this feedback, several changes have been implemented. The Tool Library has been updated to remove the BioSwitch tool, which was shut down. The registration process has been improved to address slowness issues, enhancing the overall user experience. A back button has been added to all necessary pages, providing users with easier navigation. In the Nutrient Recycling section, the "read more" button was removed due to its confusing nature, simplifying the user interface. Overall, the website now features a simpler, more cohesive design, which aims to improve usability and aesthetic appeal.

5. Networking events

In line with the other important activities of MainstreamBIO, and facilitating the overall aim of the project, the networking events and demo days to be conducted under Task 3.4 contribute to reaching the expected objective stated in the Grant Agreement: “Successfully organise a series of networking and demonstration events to catalyse connections.”

Networking plays a very important role in ensuring that innovators:

- Can access tailored support across the entire life cycle of bio-based projects, to guide and accelerate the commercialization of their solutions, products and services;
- Offer innovators market insights that can help achieve increased marketability for their products/services;
- Get small-scale bio-based solutions into mainstream practice across rural Europe, providing a broader range of rural actors with the opportunity to engage in and speed up the development of the bioeconomy;
- Build the skills and collaborations needed to deploy their business models and develop demand-driven bio-based value chains.

5.1 Methodology and guidelines

According to the Grant Agreement, 2x7 networking events (1 per round, by M24 and M36 respectively) and 7 demo days (by M36 combined with networking events) will be organised in Task 3.4 by each of the MIPs in the Netherlands (WR), Poland (IUNG), Denmark (FBCD), Sweden (PROC), Bulgaria (AUP), Spain (INNV) and Ireland (MTU) to showcase the deployment of solutions and to catalyse connections between the supported multi-actor partnerships and suitable partners (customers, consumers, tech providers or investors) as well as to inspire further actors to get engaged in and support the bioeconomy. To ensure efficiency, the consortium will seek to partner with agricultural or other business events organised in the focal regions to optimize the organisation and recruitment of participants to facilitate connections between our supported multi-actor partnerships and suitable partners (customers, consumers, tech providers or investors).

The main goal and objectives of the network events and demo day are to facilitate connections between our supported multi-actor partnerships and suitable partners (customers, consumers, tech providers or investors), to inspire further actors to get engaged in and support the bioeconomy as well as to showcase the deployment of solutions.

Task 3.4 is led by FBCD, supported by all partners, and runs from M22 (June 2024) until M36 (August 2025). As the leader of Task 3.4, FBCD is responsible for developing guidelines that facilitate the implementation and conduction of the network events and demo days by the partners who are actively running the Multi-actor Innovation Platforms (MIPs). These guidelines will serve as a framework for effective organisation of the regional network events, ensuring that collective knowledge and expertise are fully utilized. After the completion of each network event in M24 and M36, the organising partners are required to fill in a reporting template and share it with FBCD.

The implementation of the networking events will be conducted and coordinated by:

- **Bulgaria - AUP**
- **Denmark - FBCD**

- Ireland - MTU
- Netherlands - WR
- Poland - IUNG
- Spain - INNV
- Sweden - PROC

For implementation of the networking events by MIP leaders, a guideline has been developed by FBCD and distributed for MIP leaders in M22. This guideline includes information about preliminary analysis of the scope and objectives of the network event, format of the event and demo day, duration and reporting, definition of the participants and the invitation process. A checklist for planning and organising the events as well as a package of supporting material has been developed and is included in the guideline. The full guideline is available in the Annex 7.5.

Table 7. Indicative action plan and individual checklist.

Action	Who	When	Conducted
Share the 1 st draft of guidelines for MIP leaders	FBCD	June 2024	Yes
Share the final guidelines for MIP leaders	FBCD	Early July 2024	Yes
Event organisation & implementation phase	MIP leaders	June – August 2024 (latest end of August)	Ongoing
Set the date and venue/format and start inviting	MIP leaders	2-4 weeks before the event	Ongoing
Share event plan including final agenda for FBCD and WHITE for dissemination	MIP leaders	2 weeks before the event	Not yet
Compile list of participants and distribute the final agenda to participants.	MIP leaders	1 week before the event	Not yet
Distribute list of participants	MIP leaders	On the date of the event	Not yet
Fill out reporting templates and send them to FBCD	MIP leaders	After the implementation of the event. All reporting templates should be submitted no later than the end of August 2024 (round 1).	Not yet

5.2 Future activities

The first round of network events is planned to take place close to M24, i.e. M22-M26 (June-October 2024) of the project.

The second round of network events and demo days is planned to take place close to M36, i.e. M34-M36 (June-August 2025) of the project.

Overall, all events must have been completed by the end of October 2024 and August 2025, respectively. All partners need to provide details about organisation like the estimated number of

participants, venue, type of event, and optionally topics/solutions no later than 2 weeks before the organisation of the events.

Table 8. Date of the networking event in each MIP.

MIP name	Date networking event round 1 (M22-26)	Type	Status
AUP	29 th August 2024	Network and workshop	Completed
FBCD	23 rd August 2024	Network and workshop	Completed
MTU	28 th June 2024	Network and talks	Completed
WR	30 th May 2024	Network and talks	Completed
IUNG	Mid November 2024	Network and workshop	Preparation
INNV	26 th September 2024	Network and talks	Preparation
PROC	17 th -18 th September 2024	Network and demo day	Preparation

Complete information about the organisation and results of this first network event round will be included in Deliverable 3.3 “Report on engagement of multi-actor partnerships, capacity building, networking and innovation support - final version”, as well as information of the organisation and preliminary result of the second networking event and demo day.

6. Conclusions and next steps

Under Task 3.1, the first open call was successfully closed in M14 (October 2024) with a total of 36 applications and 32 cases enrolled in the process, which implied a total of 42 innovation support services initially registered to be provided under Task 3.3. Among them, scale-up advisory, business model design, market analysis and nutrient management and fertilization have been the most popular services. The documentation and the guidelines to support the launch of the second open call have been already reviewed and delivered to the MIPs based on the lessons learnt from the first round. Some MIPs have already opened the second call by the deadline of this deliverable (Netherlands, Ireland, Denmark), whereas others will do so in September 2024 (Spain, Sweden, Bulgaria, Poland). Anywise, all the second open calls will close by 30th September, and the evaluation of the applications, allocation of services and enrolment of participants for the second innovation round will be completed by the end of October.

Regarding Task 3.2, after the completion of the Capacity-building workshops, users have suggested several further improvements. There should be a greater focus on farm-level information, not just on technologies, to better serve the target audience's needs. More links to references and contact information should be provided to enhance the credibility and usability of the website. Improved alignment of specific information within categories would also help users find what they need more quickly and efficiently. Lastly, the addition of an info button on every page would provide users with brief information or instructions about the content, aiding in navigation and understanding. These changes would make the website more comprehensive and user-centric.

Under Task 3.3, the service provision for the First Innovation round was completed in **27 cases delivering a final report for each of the 35 services**. The service provision lasted from M15 (November 2023) to M24 (August 2024). The 35 services were distributed as follows:

- **By service provider:** INNV (9), QPLAN (7), PROC (6), AUP (4), WR (4), IUNG (3), MTU (1) and FBCD (1).
- **By type of service:** Project design and development advice (1), technology scouting (3), scale-up advisory (2), techno-economic analysis (1), nutrient management and fertilization (5), business model design and optimization (5), market analysis (8), guidance in accessing funding (2), matchmaking (7), and policy review (1).

The MIP of origin of the 27 cases were meanwhile distributed as follows:

- Bulgaria (6), Ireland (4), The Netherlands (2), Poland (6), Spain (2), Denmark (2), and Sweden (5).

Once the Second Open call is finished, the provision of the Second Innovation round is expected to start in November 2024 (M27), finishing in June 2025 (M34). The information of the Second innovation round as well as the total number for the complete project will be provided in D3.3 (M36).

For Task 3.4., FBCD has distributed guidelines for organising the first round of networking events and will collect dates from MIP leaders that have not yet fixed the date. As task 3.4 is a part of the work package WP3 – Delivery of innovation support accelerating the scale-up of small-scale bio-based solutions led by INNV and fulfils objective 3.4: Successfully organise a series of networking and demonstration events to catalyse connections, the outcome of the network events in both M24 and M36 as well as the demo day, will be integrated into D3.3 (M36).

7. Annexes

7.1 Open call guidelines – first call



Introduction

In Task 3.1, at least 35 promising cases of multi-actor partnerships (5 per MIP) will be identified and selected to receive and benefit from the projects hands-on innovation support services across 2 rounds. To find the cases that we will support, open calls for interest will be launched across all MIPs (1 per round).

In parallel, all MIPs will scout their region, identify and nominate at least 10 partnerships each to build a long list of potential cases that could be supported.

Partners' responsibilities

Open call launch (first round) of Task 3.1 will be organized by each MIP; INNV, MTU, AUP, IUNG, WR, PROC, and FBCD in timeframe of M10 to M13.

Each MIP will create a list with at least 10 potential partnerships that could be supported.

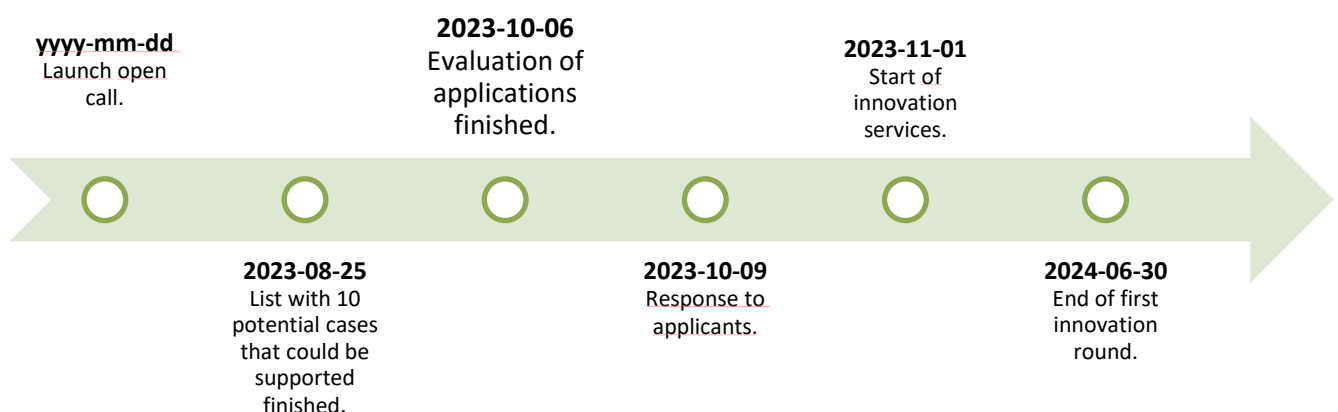
The open call launch and the case selection will be coordinated and conducted by:

- Bulgaria: AUP
- Denmark: FBCD
- Ireland: MTU
- Netherlands: WR
- Poland: IUNG
- Spain: INNV
- Sweden: PROC

Guidelines for the open call

Timeline

Timeline for open call process (1st round)



Launch

Each MIP will decide when to launch the open call (1st round), but it should be done between M10-M13 (June 2023 – September 2023). The open call should be open for at least one month. Each

MIP is responsible for collection of the cases from their region. The open case template will be an Excel-file (see layout Annex I – Open call template) that can be found at the MainstreamBIO webpage.

Evaluation and selection

The evaluation of the cases should be done before 2023-10-06. If additional information is needed for the evaluation, the responsible MIP can contact actors behind the case submission for clarifications. The selection of cases will be performed by each MIP using the selection criteria (Annex II – Evaluation criteria). Please Note! It is not a requirement to meet all criteria. They are intended as support for the assessment. (It can be enough to meet one or a couple of the criteria.) After the selection of the cases is done the MIPs will contact the actors of each selected case, inform and agree with them about their expected involvement based on Terms of Reference (Annex III – Terms of Reference). The MIPs will also contact the actors of the cases that didn't get selected and thank them for their interest and encourage them to apply again at the next open call round.

On MainstreamBIO's website there will be a special section for the open calls, where information can be found and where the template for proposing a case to the open call can be downloaded.

Preparation and start of innovation services

After the cases are selected by each MIP a meeting will be held between the MIP leaders and a representative from other partners that offers innovation services. The purpose of the meeting is to discuss what innovation services is needed for each case and which partner that will be responsible.

The innovation services (1st round) will start **2023-11-01**. Meetings and interviews will be conducted with the actors for selected cases to assess their needs and the MIPs will elaborate a tailored innovation roadmap for each one.

The innovation services that are given to each selected case should be documented by each MIP.

Creation of the long list

Each MIP is responsible to create a list (Excel-file) with at least 10 potential cases that could be supported. The list should contain information about the person(s)/organisation(s)/company(ies), short description about the background of the idea/business case and what innovation services that is needed (see Figure 29). The list should be finished and send to PROC by **2023-08-25**.

D3.1: Report on engagement of multi-actor partnerships, capacity building, networking and innovation support - initial version, 31/08/2024

	Person(s)/Organization(s)/Company(ies)	Background	What kind of help is needed
		<i>Describe the background of the idea/business case, steps taken so far and the current challenges in order to take the next step.</i>	<i>Describe your needs for support. Is it e.g. scale-up advisory, technological analysis, market analysis, advice regarding how to access funding/financing support or matchmaking?</i>
1			
2			
3			

Figure 28: Overview of what information each MIP should fill in.

Annex I – Open call template

MainstreamBIO Open Call 2023 - Application template

Short title	<input type="text"/>	0 character(s) / 150
Applicant 1 (contact person) Name Organization/Company Type of organization Organization number E-mail Phone number	<input type="text"/>	
Applicant 2 (partner) Name Organization/Company Type of organization Organization number E-mail Phone number	<input type="text"/>	Repeat this row as many times as necessary to include all the partners of this application
If you do not have partners at the moment, write "X"	<input type="text"/>	
Background Describe the background of your idea/business case, steps taken so far and the current challenges in order to take the next step.	<input type="text"/>	0 character(s) / 1500
Purpose and Goal Describe the purpose (why) of the requested support and your goals, what you expect to achieve, with the requested support.	<input type="text"/>	0 character(s) / 1000
What kind of help is needed Describe your needs for support. Is it e.g. scale-up advisory, technological analysis, market analysis, advice regarding how to access funding/financing support or matchmaking?	<input type="text"/>	0 character(s) / 1500
Dissemination of results Do you have a plan for how to share your experiences?	<input type="text"/>	0 character(s) / 1000
Other If you want to add something more.	<input type="text"/>	0 character(s) / 1000

Annex II – Selection criteria

MainstreamBIO Open Call 2023 - Criteria for guidance in assessment and prioritization of proposed cases

Case under evaluation (name)

ELIGIBILITY

	YES	NO	Comment
Does the initiative fall under MainstreamBIO's umbrella? (small-scale, bio-based)			
Does the initiative count with an already formed multi-actor partnership?			
If the previous answer = NO, is there a plausible partnership to be formed with our known regional actors?			If answer above = NO, but this answer = YES, this case is eligible
Can the needs of the initiative be matched to a service provided in this Open Call?			
If the previous answer = NO, is there a plausible partner who could provide the necessary service?			If this answer = YES, supporting this case must be approved by QPLAN, INNV and the implicated service provider
Is the initiative at the correct maturing point to receive this service?			
Can this initiative benefit from a different service than the suggested?			

EVALUATION

It is considered positive if a proposed case contributes to the criteria below:

DEVELOPMENT OF SUSTAINABLE BIOECONOMY	YES	NO	Comment
Does the implementation of the activity/idea contribute to an increased use of biomass?			
Does the implementation of the activity/idea contribute to reduced use of fossil raw materials?			
Does the implementation of the activity/idea contribute to climate or environmental benefits (reduced emissions, transport, energy use etc.)?			
ECONOMIC POTENTIAL	YES	NO	Comment
Does the implementation of the activity/idea contribute to new business opportunities or better profitability for the target group?			
Does the implementation of the activity/idea contribute to reducing the risks connected to new investments for the target group?			
Does the implementation of the activity/idea contribute to new knowledge important for strategic decisions and investments? (Increased knowledge of market needs or potential for profitability etc.)			
TECHNICAL POTENTIAL	YES	NO	Comment
Does the implementation of the activity/idea contribute to technical development that promotes the bioeconomy?			
Does the implementation of the activity/idea contribute to the technical development of companies within the target group?			
SOCIAL POTENTIAL	YES	NO	Comment
Does the implementation of the activity/idea contribute to social benefits for the target group?			
Does the implementation of the activity/idea support safe and good lives in the society in general?			
Does the implementation of the activity/idea contribute to decrease the social gaps concerning well-being, justice, power, rights and individual needs?			
COMMUNICATION AND DISSEMINATION OF RESULTS	YES	NO	Comment
In what way should the results be communicated and disseminated? (Is there a plan for the communication and dissemination of results? Is it a feasible effort for those involved? Etc.)			
Does the planned dissemination of results contribute to spreading the general potential of bioeconomy?			
Does the planned communication of results contribute to spreading knowledge to other possible stakeholders that can benefit from the idea?			



Annex III – Terms of Reference

Do you have an idea on how to contribute to the increased sustainable use of biomass?

If so, what does your initiative need to move forward?

The project MainstreamBIO offers support to help implement or improve your bioeconomy business-idea. Send a proposal regarding your idea and needs and we will evaluate the possibilities to support your case.

Introduction

You have been selected to receive innovation support in the **MainstreamBIO Open Call** <add your region>. The current document outlines the Terms of Reference that will help you understand what this involves. Please take the time to carefully read this document and ask for any clarifications you may require.

MainstreamBIO – Why this Open Call?

MainstreamBIO is a Horizon Europe EU funded project, which sets out to get small-scale bio-based solutions into mainstream practice across rural Europe, providing a broader range of rural actors with the opportunity to engage in and speed up the development of the bioeconomy. Recognizing the paramount importance of bioeconomy for addressing key global environmental and societal challenges, MainstreamBIO develops regional Multi-actor Innovation Platforms in 7 EU countries (PL, DK, SE, BG, ES, IE & NL). The project aims to enhance cooperation among key rural players towards co-creating sustainable business model pathways in line with regional potentials and policy initiatives.

This Open Call is one of MainstreamBIO actions to support 35 multiactor partnerships in overcoming barriers and getting bio-based innovations to market with hands-on innovation support, accelerating their development of over bio-based products and services. To achieve this target, MainstreamBIO involves 10 partners across 9 different countries in Europe, coming from various fields. Thus, all partners combine their knowledge and experience to promote the growth of bioeconomy in a sustainable and inclusive manner.

You can find out more information about MainstreamBIO, the consortium and the Open Call by visiting www.mainstreambioproject.eu.

Innovation services and role

Our services

This Open Call counts with the following portfolio of services:

Business services:

- Business model design and optimization
- Market analysis
- Business mentoring
- Guidance in accessing funding
- Matchmaking

Technical services:

- Project design and development advice
- Technology scouting
- Pilot project implementation advice
- Scale-up advisory
- Techno-economic analysis
- Nutrient management and fertilization

Services will be provided by the partner(s) expert in the matter. If the applicant and the service provider are not fluent in a common language, the project figure Key Account Manager (KAM) will act as translator of the information.

Services can be provided from 01/11/2023 to 30/06/2024. The specific duration and dedication will vary depending on the service and the time availability of both parts.

Role

Selected applicants will participate in online or face-to-face meetings (depending on location restrictions) with the service providers. In the first meetings, selected applicants will share their case information to define the current state of the initiative and the short-, mid- and long-term goals, as well as any detail relevant to the correct providing of the service. After this information gathering, additional meetings will be held to provide the service. Other activities of interest, such as field visits, could be performed.

Needed services

<Add what has been described in the application template>

Dissemination of results

The results from the innovation support and collaboration with the selected MainstremaBIO Open Call cases are to be summarized and published on the MainstreamBIO project web page. The results may also be communicated in e.g., newsletters or seminars.

Before the results are disclosed for publication or are made public in another manner, the participating entities will be given the opportunity to review the result to make sure no business sensitive or confidential data are published. If there is no notification or response for more than two weeks after receiving the request and the necessary information for review, the publication is considered to have received consent.

Agreement

Applicant 1:

Organisation name: < Insert Partner Name >

Address: < Insert Partner Address >.

Phone: < Insert Partner Phone >.

E-mail: <Insert Partner Generic E-mail Address >

Applicant 2:

Organisation name: < Insert Partner Name >

Address: < Insert Partner Address >.

Phone: < Insert Partner Phone >.

E-mail: <Insert Partner Generic E-mail Address >

Responsible for innovation services:

#	Role	Name	E-mail
1	MIP leader for <add your region>	<Insert name of MIP leader from your organisation>	<Insert e-mail of project manager from your organisation >
2	Contact person for service 1	<Insert name of contact person >	<Insert e-mail contact >
3	Contact person for service 2	<Insert name of contact person >	<Insert e-mail contact >
4	Contact person for service 3	<Insert name of contact person >	<Insert e-mail contact >

Why do we need your data & what will we do with it?

We need your data to contact you in order to plan and evaluate your proposed case and if selected, to carry out the planned support.

We will share your data with a few other MainstreamBIO project partners that are also involved in this task. We are also obliged to grant access to your data to:

- EU officials such as our Project Officer for purposes related to project's evaluation;
- EU agencies and other authorities for project's auditing purposes.

I hereby give my consent to:

(Please, tick the boxes below to confirm that you give us your consent for the respective subject. Any boxes left unticked mean that **you do not consent to the relevant subject.**)

#	Consent Subject	Tick box
1	My personal data is used in order to carry out the open call innovation service(s).	
2	Participate in the Open call and contribute with the information needed to carry out the innovation service(s).	
3	That results from the innovation support can be published.	

Name of participant

Date

Signature

Name of participant

Date

Signature

Name of participant

Date

Signature

Contact point

Any enquiry, complaint or concern about any aspect of the Open Call can be addressed to the **MIP Leader** that oversees the set up. The contact details of the MIP Leader are provided below:

MIP Leader: <insert your organisation>

Contact person: <Insert name of MIP-leader>

Phone: <Insert phone number>

Email: <Insert e-mail>

7.2 Open call guidelines – second call



Introduction

In Task 3.1, at least 35 promising cases of multi-actor partnerships (5 per MIP) will be identified and selected to receive and benefit from the projects hands-on innovation support services across 2 rounds. To find the cases that we will support, open calls for interest will be launched across all MIPs (1 per round).

In parallel, all MIPs will scout their region, identify and nominate at least 10 partnerships each to build a long list of potential cases that could be supported.

In the first round 36 cases applied, and 32 cases were supported, 2 of which already applied as MAPs in the first open call. Additionally, X MAPs have been created during the service provision based on individual applications and their needs. Therefore X+2/35 multi-actor partnerships were supported during the first innovation round.

Partners' responsibilities

PROC will provide the guidelines and the documents supporting the launch of the second open call by M22. Then, each MIP (INNV, MTU, AUP, IUNG, WR, PROC, and FBCD) is responsible to organize their corresponding Open call launch in the timeframe of M23 to M25, as well as evaluate the applications and nominate potential cases by M26, accordingly to the guidelines described in section 2. Likewise, each MIP is responsible to review the long list they generated in the first innovation round and update it with at least 10 potential partnerships that could be interesting to support in the second round, as described in the guidelines below in section 2.

The open call launch and the case selection will be coordinated and conducted by:

- Bulgaria: AUP
- Denmark: FBCD
- Ireland: MTU
- Netherlands: WR
- Poland: IUNG
- Spain: INNV
- Sweden: PROC

Guidelines for the open call

Launch

Each MIP will decide when to launch the open call (2nd round), but it must be done between M23-M25 (July 2024 – September 2024). The open call should be open for at least one month. Each MIP is responsible for collection of the cases from their region. The application template to the open call consists of an excel-file, as shown in Annex I – Open call template. Each MIP is responsible for translations of the original document (EN version) to their regional language, if necessary.

Each MIP is responsible for promoting their corresponding call, with the support of WHITE, who will announce and advertise the different calls in the MainstreamBIO project webpage. A special section for the open calls will be available, where information can be found and where the template for proposing a case to the open call can be downloaded. WHITE will provide the link of the site when it is set.

The goal is that all MIPs receive at least as many applications as the number of regional MAPs they need to support during the second innovation round to accomplish with the project objective of 5 multi-actor partnerships per MIP.

Evaluation and selection of cases

Each MIP is responsible for evaluating the applications according to the *Evaluation criteria matrix* provided by PROC (Annex II – Evaluation criteria), assessing their eligibility and nominating the potential cases ensuring the compliance with the project directives. Please, *note!* that it is not a requirement to meet all criteria. They are intended as support for the assessment. However, the potential of applications to form MAPs and accomplish with project KPIs should be prioritized. If additional information is needed for the evaluation, the responsible MIP can contact actors behind the case submission for clarifications.

The evaluation of applications and selection of potential cases will be completed by **2024-10-11**. By this date, all MIPs need to provide to PROC a list of nominated potential cases, including the following information found in the application: background, the purpose and the goal, the needs for support, the service requested and the maturity of the process if scale-up advisory and/or technoeconomic analyses have been selected. Additionally, each MIP must suggest a preliminary service provider for each case (Table 1 can be used for support). This information will be valuable and used in the subsequent allocation of cases that will take place in a joint meeting with MIP leaders and service providers.

Table 9. List of innovation services offered in the second innovation round and corresponding service providers.

	Service name	Provider
TECHNICAL SERVICES	Project design and development advice	WR
	Scale-up advisory*	PROC
	Nutrient management and fertilization	IUNG, AUP
	Technology scouting	WR / KAM of each MIP
	Techno-economic analysis**	PROC
BUSINESS SERVICES	Business model design and optimization	INNV, QPLAN
	Market analysis	INNV, QPLAN, PROC
	Business mentoring	INNV, QPLAN, PROC
	Guidance in accessing funding	INNV, QPLAN, PROC
	Matchmaking	KAM of each MIP, INNV, PROC

*Requirements to base the service: flow diagram, operational conditions and material balances data on the process at least from small scale experimentation are required. Service advice can be tailor depending on the maturity of the process and product development.

****Requirements to base the service: Flow diagram, operational conditions, material balances and energy balances* data on the process, at least from small scale experimentation. Energy balances could be calculated during the service if operational conditions and material balances are already well defined.**

Distribution and allocation of services among service providers

A meeting will be held between the MIP leaders and the service providers to select and allocate the nominated cases that will be finally supported in the second round. In the meeting, the innovation services required by the potential cases identified by each MIP will be reviewed and match to service providers. The distribution of cases among the service providers will be conducted attending to the following criteria:

- Each MIP needs to support at least 5 multi-actor partnerships along the two innovation rounds.
- Transferring cases between MIPs will be subjected to the availability of service providers after those have been assigned the eligible cases in their respective region. Cases from other regions will be only prioritized once the MIP the service provider belongs to has reached the minimum of 5 MAPs supported, and their support is then more required by other MIPs to reach their own goal of 5 MAPs. By prioritizing that each MIP supports their own regional applications, it is expected that the MAPs will gain a better profit and stronger connections for their regional development, as well as a higher contribution and impact towards bioeconomy growth in the region.
- The case must match the competence and resource possibilities of the service providers. For that purpose, the pointed service provider has to receive the information of the corresponding case (background, the purpose and the goal, the needs for support, the service requested and maturity level of the process), evaluate the needs and decide whether they are able to support the case or not. The intention of this is that all the MAPs supported can gain most of the service based on their actual needs, so once the service is completed the MAPs have received valuable information that boosts their development.
- Like in the first round, the goal is to maximize the number of applications that will receive at least one service. If possible (resources left), the cases applying for more than one service may be granted with a second service.
- Applicants granted in the first innovation round are allowed to apply again in the second round. Their nomination and final selection will be subjected to the number of new MAPs to be supported in the second innovation round and project resources.
- A reserve list will be created with the nominated cases that has not been granted due to lack of resources. They will be considered in the event that allocated cases decline or cannot participate because of circumstances beyond the project control/due to external reasons.

The selection and allocation of the cases to service providers must be completed by **2024-10-25**.

Notification to applicants

Whether the applications have been granted, included in the reservoir list or rejected, MIP leaders will notify to all their applicants on the final decision and thank them for their interest and participation. For the cases accepted, the decision notification should include an invitation to the first meeting with the service providers to discuss and agree the details of the service. Responses to all applicants must be sent by **2024-10-31**, and the initial meeting can be schedule starting in M27. After the initial

meeting is conducted, the MIP leader will compile the details of each specific service in the document *Terms of Reference* ((Annex III – Terms of Reference) with the support of the corresponding service providers, which will be then sent to the granted applicants for their signature, so they are formally enrolled in the MainstreamBIO’s second innovation round. The Terms of Reference must include the contact details of the corresponding MIP leader and the service provider responsible for each case, as well as a brief description of the service agreed.

The provision of the services will then start under Task 3.3 (M27-M34).

Creation of the long list

Each MIP is responsible to create a list (Excel-file) of potential cases that could be supported with at least the number of cases that is needed to reach the target of 5 MAP’s. The list should contain information about the person(s)/organisation(s)/company(ies), short description about the background of the idea/business case and what innovation services that is needed (see Figure 29). The list should be finished and send to PROC by **2024-08-30**. *Note!* that partnerships listed in the long list generated in the first innovation round that have not been supported yet and are still in the focus can be considered again in the new list for the second round.

	Person(s)/Organization(s)/Company(ies)	Background <i>Describe the background of the idea/business case, steps taken so far and the current challenges in order to take the next step.</i>	What kind of help is needed <i>Describe your needs for support. Is it e.g. scale-up advisory, technological analysis, market analysis, advice regarding how to access funding/financing support or matchmaking?</i>
1			
2			
3			

Figure 29: Overview of what information each MIP should fill in to create the long list for the second round.

Timeline

Timeline for open call process (2nd round)

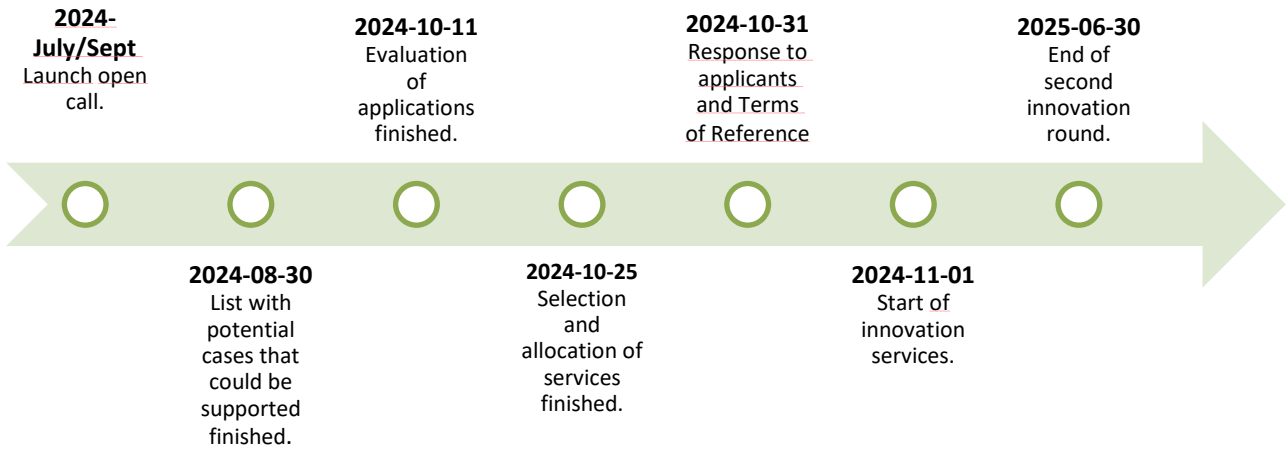


Figure 30: Timeline for the launch of the second open call, nomination of candidates and allocation of services.

Annexes

Annex I – Open call template

The open call template is found at the MainstreamBIO project repository, in the following link:

https://docs.google.com/spreadsheets/d/1iJv8ln9NnPT4_dFb_PldOcLfKU2LYxFO/edit?usp=drive_link&oid=107483060715237388736&rtpof=true&sd=true

MainstreamBIO Open Call 2024 - Application template		
Short title		0 character(s) / 150
Applicant 1 (main contact) Name Organization/Company Type of organization Organization number E-mail Phone number		
Applicant 2 (partner) Name Organization/Company Type of organization Organization number E-mail Phone number		<i>Repeat this row as many times as necessary to include all the partners of this application</i>
If you do not have partners at the moment, write "X"		
Is there any specific partner you wish to start collaborating with? Suggest partners you would like to connect. *This field is mandatory if you are applying to the call individually. Connections with other actors in the value chain will be created during the service. We will consider your suggestions but cannot ensure the collaboration. Additional suggestions from the MIP/service providers may be also provided.		0 character(s) / 100
Background Describe the background of your idea/business case, steps taken so far and the current challenges in order to take the next step.		0 character(s) / 1500
Purpose and Goal Describe the purpose (why) of the requested support and your goals, what you expect to achieve, with the requested support.		0 character(s) / 1000
What kind of help is needed to support your development? Describe your needs and connect to the innovation support services offered, business or technical.		0 character(s) / 1500
Select the innovation support services you apply for, in order of priority The number of services granted will depend on project resources.	<div>dropdown for service 1</div> <div>dropdown for service 2</div> <div>dropdown for service 3</div>	
In case you are applying for scale-up advisory and/or techno-economic analysis, do you have the required data to base the analysis on? Please, describe the maturity of your process. Requirements: Scale-up advisory: Flow diagram, operational conditions and material balances data on the process at least from small scale experimentation are required. We can tailor the advice depending on the maturity of the process and product development. Technoeconomic analysis: Flow diagram, operational conditions, material balances and energy balances* data on the process, at least from small scale experimentation. *Energy balances could be calculated during the service if operational conditions and material balances are already well		0 character(s) / 1500
Other If you want to add something more.		0 character(s) / 1000

Annex II – Evaluation criteria

The Evaluation criteria matrix can be found at the MainstreamBIO project repository, in the following link:

https://docs.google.com/spreadsheets/d/17FH3HqQ3NC-gyO66ziWENAUDeLkDVzBk/edit?usp=drive_link&ouid=107483060715237388736&rtpof=true&sd=true

MainstreamBIO Open Call 2024 - Criteria for guidance in assessment and prioritization of submitted cases

Case under evaluation (name)

ELIGIBILITY

	YES	NO	Comment
Does the initiative fall under MainstreamBIO's umbrella? (small-scale, bio-based)			
Does the initiative come with an already formed multi-actor partnership (MAP)?			
If the previous answer = NO, is there a plausible MAP to be formed with our known regional actors? Remember that MAPs should be created to accomplish with the objectives of the project and KPI-1 .			If answer above = NO, but this answer = YES, this case is eligible; otherwise it is not eligible
Can the needs of the initiative be matched to a service provided in this MIP?			
If the previous answer = NO, is there a plausible service provider who could provide the necessary service?			If this answer = YES, supporting this case must be approved by QPLAN, INNV and the implicated service provider
Is the initiative at the correct maturing point to receive this service?			
Can this initiative benefit from a different service than the suggested?			

MainstreamBIO Open Call 2024 - Criteria for guidance in assessment and prioritization of submitted cases

Case under evaluation (name)

EVALUATION

It is considered positive if a proposed case contributes to the criteria below:

DEVELOPMENT OF SUSTAINABLE	YES	NO	Comment
Does the implementation of the activity/idea contribute to an increased use of biomass?			
Does the implementation of the activity/idea contribute to reduced use of fossil raw materials?			
Does the implementation of the activity/idea contribute to the development of 2 different bio-based ingredients or end products? (KPI-3)*			
Does the implementation of the activity/idea contribute to climate or environmental benefits (reduced emissions, transport, energy use etc.)?			

ECONOMIC POTENTIAL	YES	NO	Comment
Does the implementation of the activity/idea contribute to improved market penetration (new business opportunities/increase in sales of products/services)? (KPI-4)*			
Does the implementation of the activity/idea contribute to increase income from exploitation of biomass and waste streams? (KPI-5)*			
Does the implementation of the activity/idea contribute to better profitability for the target group?			
Does the implementation of the activity/idea contribute to reducing the risks connected to new investments for the target group?			
Does the innovation support service contribute to new knowledge important for future strategic decisions and investments? (Increased knowledge of market needs, potential for profitability etc.)			

TECHNICAL POTENTIAL	YES	NO	Comment
Does the implementation of the activity/idea contribute to technical development that promotes the bioeconomy?			
Does the implementation of the activity/idea contribute to the technical development of companies within the target group?			

SOCIAL POTENTIAL	YES	NO	Comment
Does the implementation of the activity/idea contribute to social benefits for the target group?			
Does the implementation of the activity/idea support safe and good lives in the society in general?			
Does the implementation of the activity/idea contribute to decrease the social gaps concerning well-being, justice, power, rights and individual needs?			

IMPLEMENTATION POTENTIAL	YES	NO	Comment
Does the small-scale biobased solution supported by the activity/idea has the potential to be implemented by 2030? (KPI-11)*			
Does the small-scale biobased solution supported by the activity/idea has the potential to create or safeguard jobs by 2030? (KPI-12)*			

Annex III – Terms of Reference

The document Terms of Reference can be found at the MainstreamBIO project repository, in the following link:

https://docs.google.com/document/d/1xkyBM58R8FVbgy0AJWh5NvTq0JY1EXI6/edit?usp=drive_link&ouid=107483060715237388736&rtpof=true&sd=true

The Terms of Reference is a 4 page word document including the information shown below.

- **Do you have an idea on how to contribute to the increased sustainable use of biomass?**
If so, what does your initiative need to move forward?
- The project MainstreamBIO offers support to help implement or improve your bioeconomy business-idea. Send a proposal regarding your idea and needs and we will evaluate the possibilities to support your case.

Introduction

You have been selected to receive innovation support in the **MainstreamBIO Open Call – [REGION]**. The current document outlines the Terms of Reference that will help you understand what this involves. Please take the time to carefully read this document and ask for any clarifications you may require.

MainstreamBIO – Why this Open Call?

MainstreamBIO is a Horizon Europe EU-funded project, which sets out to get small-scale bio-based solutions into mainstream practice across rural Europe, providing a broader range of rural actors with the opportunity to engage in and speed up the development of the bioeconomy. Recognizing the paramount importance of bioeconomy for addressing key global environmental and societal challenges, MainstreamBIO develops regional Multi-actor Innovation Platforms in 7 EU countries (PL, DK, SE, BG, ES, IE & NL). The project aims to enhance cooperation among key rural players towards co-creating sustainable business model pathways in line with regional potentials and policy initiatives.

This Open Call is one of MainstreamBIO actions to support 35 multiactor partnerships in overcoming barriers and getting bio-based innovations to market with hands-on innovation support, accelerating their development of bio-based products and services. To achieve this target, MainstreamBIO involves 10 partners across 9 different countries in Europe, coming from various fields. Thus, all partners combine their knowledge and experience to promote the growth of bioeconomy in a sustainable and inclusive manner.

You can find out more information about MainstreamBIO, the consortium and the Open Call by visiting www.mainstreambioproject.eu.

Innovation services and role

Our services

This Open Call counts with the following portfolio of 10 services:

- Business services:
 - Business model design and optimization
 - Market analysis
 - Business mentoring
 - Guidance in accessing funding
 - Matchmaking
- Technical services:
 - Project design and development advice
 - Technology scouting
 - Scale-up advisory
 - Techno-economic analysis
 - Nutrient management and fertilization

Services will be provided by the partner(s) expert in the matter. If the applicant and the service provider are not fluent in a common language, the project figure Key Account Manager (KAM) will act as translator of the information.

Services can be provided from 01/11/2024 to 30/06/2025. The specific duration and dedication will vary depending on the service and the time availability of both parts.

Role

Selected applicants will participate in online or face-to-face meetings (depending on location restrictions) with the service providers. In the first meetings, selected applicants will share their case information to define the current state of the initiative and the short-, mid- and long-term goals, as well as any detail relevant to the correct providing of the service. After this information gathering, additional meetings will be held to provide the service. Other activities of interest, such as field visits, could be performed if needed.

Needed services

Description of the background:

[text]

Requested:

[text]

Innovation Support Service offered:

[text]

Dissemination of results

The results from the innovation support and collaboration with the selected MainstreamBIO Open Call cases are to be summarized and published on the MainstreamBIO project web page. The results may also be communicated in e.g., newsletters or seminars.

Before the results are disclosed for publication or are made public in another manner, the participating entities will be given the opportunity to review the result to make sure no business sensitive or confidential data are published. If there is no notification or response for more than two weeks after receiving the request and the necessary information for review, the publication is considered to have received consent.

Agreement

Applicant [n] (repeat for as many different applicants in one application):

Organisation name: [organization]

Address: [address]

Phone: [phone main contact person]

E-mail: [email main contact person]

Responsible for innovation services:

#	Role	Name	E-mail
1	MIP leader for [REGION]	[Name] [Surname]	[email]
2	Contact person for service 1	[Name] [Surname]	[email]
3	Contact person for service 2	[Name] [Surname]	[email]
4	...		

Why do we need your data & what will we do with it?

We need your data to contact you in order to plan and evaluate your proposed case and carry out the planned support.

We will share your data with a few other MainstreamBIO project partners that are also involved in this task (QPLAN). We are also obliged to grant access to your data to:

- EU officials such as our Project Officer for purposes related to project's evaluation;
- EU agencies and other authorities for project's auditing purposes.

I hereby give my consent to:

*(Please, tick the boxes below to confirm that you give us your consent for the respective subject. Any boxes left unticked mean that **you do not consent to the relevant subject.**)*

#	Consent Subject	Tick box
1	My personal data is used in order to carry out the open call innovation service(s).	<input type="checkbox"/>
2	Participate in the Open call and contribute with the information needed to carry out the innovation service(s).	<input type="checkbox"/>
3	The results from the innovation support can be published.	<input type="checkbox"/>

Name of participant

Date

Signature

Contact point

Any enquiry, complaint or concern about any aspect of the Open Call can be addressed to the **MIP Leader** that oversees the set up. The contact details of the MIP Leader are provided below:

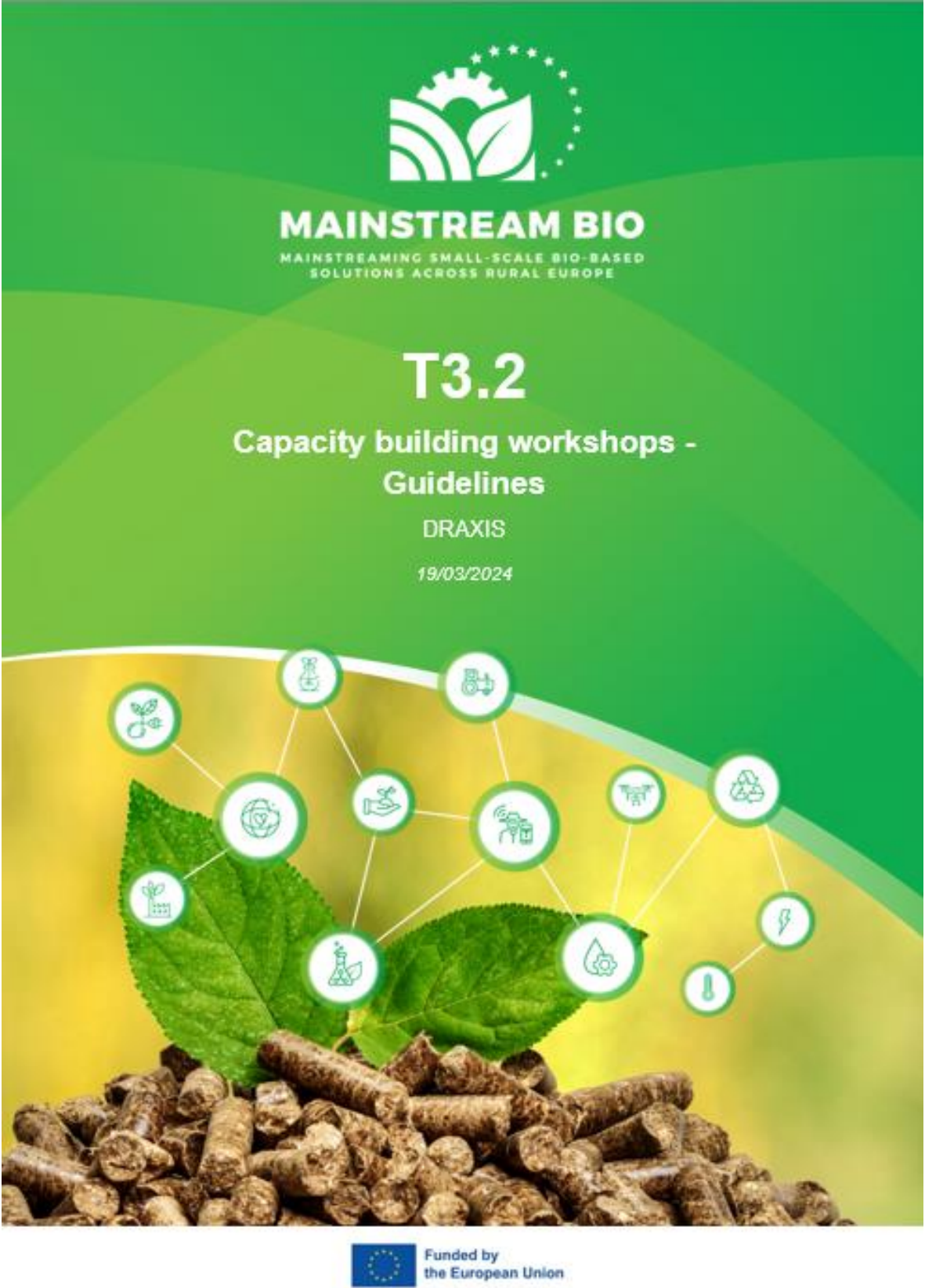
MIP Leader: [partner]

Contact person: [Name] [Surname]

Phone: [phone contact person]

Email: [email contact person]

7.3 Annex 3: Capacity building workshop guidelines



Introduction



MainstreamBIO aligns with global sustainability goals, fostering economic growth while minimizing environmental impact. Bio-based business models leverage biological resources to create sustainable products and services, contributing to a circular economy. Recognizing the potential of these models is crucial for regional development, job creation, and environmental stewardship. This project addresses the knowledge gap hindering the widespread adoption of bio-based solutions.

As per the provision of the Grant Agreement under Task 3.2, the primary objective of these capacity building workshops is to enable farmers, producers, and local actors to understand what MainstreamBIO innovation support services offer, and how to utilize our digital toolkit. These concepts will be explained to farmers, producers and regional actors by partners leading MIPs (Multi-actor Innovation Platform).

Partner's responsibilities

According to the Grant Agreement, the capacity building workshops of Task 3.2 will be organized by DRAXIS, supported by all partners. Each MIP will deliver their capacity building workshop during the timeframe of M19-21. These workshops will engage 10-15 participants each, including farmers, producers, and regional actors, with the main aim of introducing them to all the functionalities of the digital toolkit. If partners successfully involve a larger number of participants, we encourage grouping them and developing a program that divides participants into multiple sessions, allowing for effective and focused workshop delivery. Workshops will be carried out in:

- **Bulgaria** - conducted and coordinated by **AUP**;
- **Denmark** - conducted and coordinated by **FBCD**;
- **Ireland** - conducted and coordinated by **MTU**;
- **Netherlands** - conducted and coordinated by **WR**;
- **Poland** - conducted and coordinated by **IUNG**;
- **Spain** - conducted and coordinated by **INNV**;
- **Sweden** - conducted and coordinated by **PROC**.

Guidelines for setting up the capacity building workshops

This document aims to offer guidance to the workshop organizers in planning their capacity building workshops. Specifically, the following sections provide an assessment of the various factors that need to be considered when planning the workshops. The information presented can be classified into four primary domains:

- Preliminary analysis of the scope and objectives of the workshops.
- The workshop's format.
- Duration and reporting.
- The definition of the participants and the invitation process.

Objectives for the capacity building workshops and expected outcomes

The purpose of these workshops is to build the capacity of regional actors who are interested in developing and implementing innovative bio-based business models to use the digital toolkit of MainstreamBIO. The digital toolkit is a web-based platform that supports the identification, assessment and scaling up of bio-based business opportunities in different sectors and regions. The workshops will introduce the participants to the features and functionalities of the MainstreamBIO digital toolkit, and the steps and methods to make the maximum use of the tool.

Capacity building workshop objectives are to:

- **Convey the core concepts of MainstreamBIO** - Effectively communicate the fundamental concepts underpinning MainstreamBIO to ensure a shared understanding among participants.
- **Inform participants about MainstreamBIO** - Provide comprehensive information to participants regarding the nature and offerings of MainstreamBIO, elucidating its purpose and scope, including innovation support services.
- **Teach participants on how to use the MainstreamBIO's digital toolkit** - Conduct an instructive session guiding participants through the utilization of the toolkit, gaining a nuanced understanding of its capabilities, ensuring they are proficient in navigating and effectively applying it to their specific tasks or projects.
- **Encourage Expression of Thoughts on Regional Barriers and Needs** - Enable participants to freely express their thoughts regarding regional barriers and need.
- **Invite Active Participation and Support** - Extend invitations to participants to actively engage, follow, support, and communicate the mission of MainstreamBIO, cultivating a sense of collaboration and commitment.

Time planning of the capacity building workshops

All capacity building workshops should be implemented between M19 and M21 (March to May, 2024) of the project. MIP leaders will be in charge of organising one capacity building workshop in each of the study regions. Each MIP leader will communicate the date of their workshop to DRAXIS (Task leader) and INNV (WP leader) before 31st March 2024.

How long will the workshop last?

Capacity building workshop's will last 2 - 3 hours. This will allow enough time to guide the regional actors through the different functionalities of digital toolkit and to compile participants' opinions. The precise duration of the workshops can be fine-tuned to fit the available time and commuting intensity of the participants.

When should you report the results of the workshop?

Workshop reports should be sent to DRAXIS maximum two weeks after the workshop has taken place (14th June 2024 at the latest). DRAXIS will collect and unify workshops' results and send them to INNV before the end of June to be included in D3.1 (submitted at the end of August 2024). The template for reporting is available in this document as Annex II.

Workshops' participants

Number and type of participants

Capacity building workshops must engage 10-15 participants. If possible, we highly recommend engaging more participants to maximize the impact and reach of the digital toolkit, facilitate a more robust exchange of ideas and enhance our ability to gather valuable feedback and promptly address any queries that regional actors may pose.

These workshops target farmers, producers, and regional actors, including MIP members. It is advisable to promote a variety of backgrounds and expertise in bioeconomy and biobased solutions. The inclusion of stakeholders with different priorities and knowledge, along with an understanding of local environmental characteristics, will enrich the workshop by broadening the spectrum of use cases and fostering valuable, well-rounded feedback. A list of potential participants, the invitation criteria and participant's profile, event promotion recommendations and list of supporting materials are included in Annex I.

Organisational aspects

Workshop logistics

Capacity building workshops will be organized in a physical setting, making use of the respective budget allocated for each MIP leader partner to organize this activity under Task 3.2. It is advisable to select a central location within the chosen region, ensuring convenience for the participants. Hybrid workshops (combining on-site and online attendance) are possible if deemed a priority for participant engagement.

Venue

When choosing a venue for the workshops, careful consideration should be given to accommodate the planned methods and required materials effectively. Therefore, the venue selection process should encompass the following key aspects:

1. Adequate Space

Ensure the venue offers sufficient room to comfortably accommodate the anticipated number of participants and allows for the optimal execution of the workshop. Verify that the venue provides appropriate lighting, a quiet atmosphere, as well as efficient air circulation and temperature control, to create a conducive and comfortable learning environment.

2. Proper Equipment

Having a projector screen or an interactive display applicable for number of participants. Since it is advisable that attendees directly interact with the digital toolkit, **equipment for adequate computer use should be available** (e.g., internet connection, desks, plugs, comfortable seats).

3. Accessibility

Choose a venue that is easily accessible, taking into account the convenience of participants in reaching the location. This includes considerations for differently-abled attendees, as well as transportation, parking, and any necessary accommodations.

The venue setup should prominently feature the MainstreamBIO poster (available at: <https://mainstreambio-project.eu/wp-content/uploads/2022/12/Mainstreambio-poster.pdf>), ensuring that participants are properly introduced to the goals of the MainstreamBIO project.

Language

The choice of language for the workshops is a crucial consideration. Partners are urged to conduct the capacity building workshops in their regional language, to match the language preferences of the attendees. Consequently, it is suggested that MIP leaders translate to their regional language the materials provided in English for these workshops:

- Video tutorial on the use of the digital toolkit: on-site, live translation while explaining the digital toolkit to attendees.
- Slides presenting the innovation support services: translation prior to workshop execution.
- Informed consent and participant lists: translation prior to workshop execution.

However, it's **important to note that feedback reports must be delivered in English**, to facilitate their compilation in deliverable D3.1.

Workshop Moderators

Capacity building workshops will not count on external moderators, but will be led by MIP leaders. It is advised that two people participate in the facilitation team: a primary moderator (who will carry out the explanations and demonstration of the digital toolkit) and a supporting moderator (who will assume the role of note-taker during question periods). Their collective responsibilities encompass the effective execution of the agenda, presentations, and methods, and include the following tasks:

2. **Method Explanation and Rule Enforcement** – Primary moderators will elucidate the applied methods, uphold adherence to rules, actively listen, and foster engaging discussions throughout the workshop.
3. **Observation and Note-Taking** - The supporter moderator role involves meticulous observation and continuous note-taking, necessitating undivided attention to document the nuances of discussions led by the primary moderator.
4. **Discussion Coordination** – Primary moderators will coordinate discussions, ensuring a structured and inclusive exchange of ideas and general feedback.
5. **Management of Organizational Matters** - Address various organizational issues to maintain a smooth workflow. Remain cognizant of the time allocated to each activity, ensuring adherence to specified time limits.
6. **Conflict Resolution** - Detect and address potential conflicts during the workshop, employing effective resolution strategies.

Recording methods

It is essential to capture and document the entirety of workshop discussions, consolidating the acquired information using the provided reporting template. This meticulous recording process proves invaluable during the subsequent examination and reporting phases of the workshop outputs.

The most suitable recording methods for these workshops is **note-taking**. This technique consists of actively jotting down notes while participants are sharing their thoughts and insights. You can utilize digital note-taking applications that allow for real-time organization of notes. This method enhances efficiency, enabling multiple contributors to input notes simultaneously and facilitating easy sharing and distribution of documented information. The platform that we suggest is Microsoft OneNote.

Documenting the event with **pictures** is also recommended. These can be used for Dissemination and Communication purposes.

These are other possible methodologies. If a capacity building workshop will rely on one of these, please, **remember to adapt the informed consent** (Annex I) **accordingly**:

1. Livestreaming

By incorporating livestreaming, organizers can reach a broader audience in real-time, allowing remote participants to engage with the workshop discussions as they unfold. Livestreams can be archived for later viewing, serving as a comprehensive record of the entire workshop. Additionally, livestreams may include interactive features such as live chat,

providing a platform for remote participants to ask questions or contribute to discussions, enhancing the inclusivity and engagement of the workshop experience.

2. Video recording

If the organizers or participants do not want to livestream the event, we suggest at least video recording the workshop. By recording the entire workshop, including verbal contributions, interactions, and non-verbal cues, video provides a visual and auditory record of the proceedings. This method not only preserves the nuances of discussions but also allows for a more in-depth review of the workshop atmosphere and dynamics.

3. Audio Recording/Transcription (If video recording is not feasible)

Audio recording serves as a valuable method to capture spoken discussions during workshops. By recording the auditory aspects of the session, nuances such as tone and emphasis are preserved, providing a comprehensive representation of the conversation. This practice facilitates a thorough review of discussions post-workshop. Additionally, transcription services can be employed to convert these audio recordings into written text, ensuring accuracy in documenting participants' statements, key points, and discussions. This dual approach, encompassing audio recording and transcription, enhances the documentation process, making it easier to analyze and report on workshop outcomes.

Structure and methods for the workshop's

The structure of the workshop includes three stages and is demonstrated in the figure below.

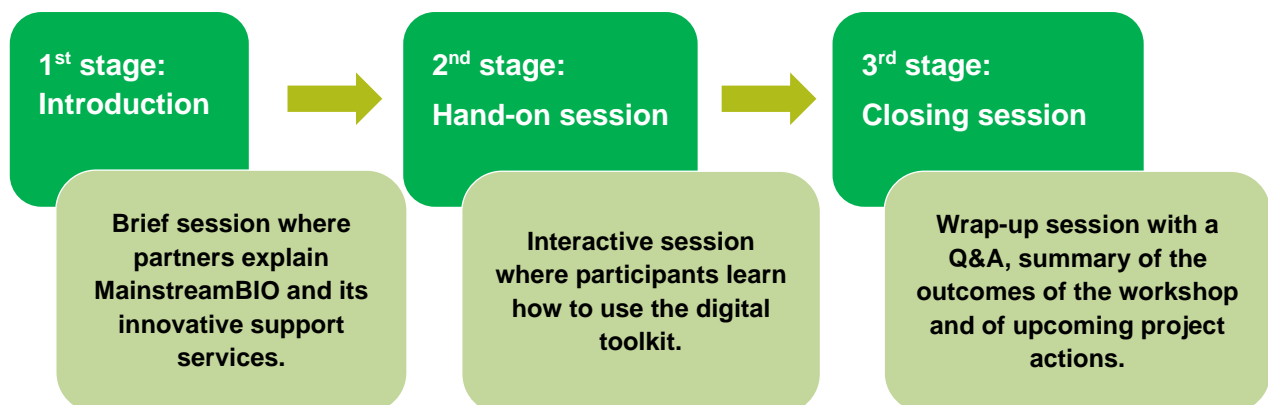


Figure 31. Workshops' structure

1st stage: Introduction

This initial stage will set the tone of the capacity building workshop. MIP leaders will introduce themselves, the purpose of the event, and the agenda. Then, they will proceed to introduce MainstreamBIO to participants through a concise presentation that will delve into MainstreamBIO's visionary goals and ideas and providing an overview of our innovation support systems. Subsequently, participants are provided with the opportunity to present themselves and articulate their expectations for the workshop.

In essence, the introductory presentation covers:

- A succinct overview of the MainstreamBIO project and its objectives.

- Key concepts and the approach adopted by MainstreamBIO.
- Critical lessons learned thus far.
- Presentation of innovation support services.
- An outline of the workshop's agenda and its purpose.
- Clear instructions and guidelines regarding methodologies and tools employed throughout the workshop.

This first stage should last approximately **15 minutes**.

2nd stage: Hands-on capacity building

In this segment of our capacity-building workshop, participants will actively engage in practical activities, simulating tasks typical of a toolkit user. These activities are designed to guide participants through the toolkit by presenting specific scenarios and encouraging resource utilization. MIP leaders will lead participants through the following examples:

1. Catalogues of Small-Scaled Bio-based Solutions:

a. Technologies

- i. Investigate the feasibility of utilizing Gasification technology (B11).
- ii. Select the thermomechanical technology of Gasification and explore potential feedstock, a clear description of technology along with products and their applications. (Given the interactive nature of this activity, feel free to ask any participant for their specific use case as an illustrative example)
- iii. Additionally, emphasizing the download functionality is crucial, ensuring users can access solutions locally. This feature complements the back functionality, facilitating progression to business models and social innovations across all categories of small-scale bio-based solutions.

b. Business models

- i. Filter business models by country (preferably the country the workshop is taking place in) and by analyzing the chosen model, assess with the participants of the workshop whether an alternative technology is recommended.

c. Social innovations

- i. Choose a social innovation (preferably the country where the workshop is taking place) and elaborate on its impact, specifically how it contributes to sustainability or community development.

2. Nutrient Recycling Practices:

- Search for nutrient recycling practices in the workshop's country and explore their potential application within a use case relevant to the participants.

3. MainstreamBIO Resources:

- In the Audio/Visual resources section, you can present the promo video by WHITE. However, due to the current stage's limited content, it's noted that in the final release of the toolkit, there will be 12 fully developed videos covering various aspects of the bioeconomy.

- In the comprehensive bioeconomy repository, populated with all content from the final release, you have the option to select the country where the workshop is being held. This selection initiates a thorough exploration covering various aspects such as general information, regional needs for bioeconomy development, barriers hindering such development, nutrient recycling practices specific to the region, examples of value chains, and other organizations involved in the bioeconomy. This wealth of information serves to enlighten participants, enabling them to uncover new insights and providing a solid foundation for discussions on the status of the bioeconomy in their respective countries. Additionally, it facilitates the identification of any discrepancies or missing elements that participants deem crucial for inclusion.

4. Decision Support System:

- Be sure to carefully read through the instructions located at the bottom of each page for each step. Inform participants that every choice they make is automatically saved in their account.
- Navigate the new Decision Support System (DSS) from the top of the screen.
- Begin by selecting a feedstock and pairing it with an appropriate technology and product (e.g., Barley → Fermentation → Ethanol, Butanol).
- Evaluate the choices using a scoring table based on specific criteria across four categories: social impact, economic factors, environmental impact, and implementation requirements. Highlight that each of the four categories has independent criteria that participants should select.
- Once criteria for the use case are selected, access external links through the info button to aid in rating and provide comments.
- Review your choices using the presented radar chart for a comprehensive overview.
- Encourage users to save the DSS using the download button in the navigation bar, and remind them that every new DSS they create will be available in the menu at the beginning of the DSS.

5. BioForum:

- Utilize BioForum to post questions about the session, decision support, or any inquiries regarding small-scale bio-based solutions. Additionally, attach the decision support system that was previously downloaded.
- Demonstrate the capability to edit and delete posts, and allow participants to comment on your post as well.

6. Bioeconomy Repository:

- Engage with informative audio/visual content on bioeconomy.
- Delve into a repository consisting of 500 articles, books, educational materials, games, infographics, maps, papers, presentations, reports, and tools related to bioeconomy.

7. Tool Library:

- Feel free to explore any tool you find suitable for the discussed use cases and suggest them as alternatives. These resources provide participants with further opportunities to enhance their understanding of bioeconomy.

Several key considerations shape this interactive session:

1. **Time allocations** - Consciously allocate time for scenario-based exploration, considering the depth required for thorough exploration. This ensures participants have ample time to navigate through the toolkit with their respective cases, while also adhering to overall workshop time constraints. Aim for each functionality to be allotted between 5-8 minutes, allowing participants to gain a comprehensive understanding of its contents and usefulness.
2. **Participant Skill Levels** - Acknowledgment of diverse skill levels among participants, customizing scenario-based tasks to accommodate both novices and those with more experience. The note-taker must be able to discern participants' skill levels effectively, enabling them to gather information about the participants and their comprehension of the toolkit.

It is highly recommended for the organizers to demonstrate the process of creating an account and to encourage participants to do the same. The initial task involves individual exploration of the digital toolkit for a set period of **60 minutes**. Participants are encouraged to ask questions during this period and are prompted to locate specific resources or tools within the toolkit.

As previously highlighted, it is recommended that each moderator oversees a group of 15 participants, providing guidance and support as they navigate through the toolkit. This methodology is designed to leverage the strengths of hands-on, practical learning, addressing potential challenges and fostering an immersive educational environment. The facilitators' encouraged role is to capture participants' insights, summarize input, and document key findings from the scenario-based exercises.

This hands-on methodology integrates the benefits of immersive learning, akin to real-world problem-solving, while acknowledging potential challenges. Moderators are provided with valuable insights to navigate and enhance the dynamic and productive nature of the hands-on capacity-building workshop. Sharing this information equips moderators for effective execution and ensures participants derive maximum value from the interactive learning experience.

To help the facilitators moderate the discussion and ensure that the required insights are gathered, the following indicative focus points and discussion-igniting questions are suggested.

Bear in mind that **these questions are NOT to be shared with the attendees**, but rather with the moderators. They are a broad tool to unlock the conversation, support an active discussion or get the conversation back on track.

- Can you easily identify key sections, features and functionalities?
- Do you envision using this toolkit to learn more about bioeconomy?
- Do you envision using applying the concepts of the toolkit to real-world situations?
- Considering the scenario, what features or functionalities would you prioritize for improvement in the digital toolkit?
- What measures can be taken to enhance accessibility for a diverse range of users?
- Are there potential roadblocks to implementation, and how can they be mitigated?
- How can we measure the impact of the proposed enhancements in the digital toolkit on the outcomes in the given scenario?

3rd stage: Closing session

The concluding segment of the workshop serves as a pivotal moment to synthesize key insights and learnings from the event. Partners will consolidate conclusions derived from earlier sections, shedding light on the overarching topic, and answer lingering concerns or questions.

It is crucial to underscore the significance of completing the DRAXIS form concerning the user experience of the digital toolkit, with the link conveniently provided in the presentation as QR Code. The link to the questionnaire can also be found here: <https://forms.office.com/e/xRsDwYFn9A>. Encouraging participants to spend a few minutes filling out the form within the co-creation workshop framework can significantly boost the quantity of received responses.

In the final moments, it is imperative to wrap up the workshop with the workshop's outcomes, an outline of upcoming activities and actions, and a brief discussion expressing gratitude to all participants for their invaluable time and contributions. This should also involve highlighting the tangible benefits of their active involvement in the event. By doing so, participants leave with a sense of satisfaction regarding the day's productivity and a clear understanding of the positive impact of their engagement.

Prior to executing the workshop, it is imperative for organizers to meticulously review the provided reporting template, which is enclosed with this document. This careful examination is essential to understand the specific details and observations that need to be recorded throughout the workshop.

A crucial element of this meeting pertains to the methodology of the workshops, including the associated tools and materials slated for use throughout the events. We kindly request your careful consideration of this section for a comprehensive understanding.

Questionnaire for accessing UI/UX

Workshop organizers are kindly requested to ensure the translation of this questionnaire to facilitate a multilingual survey. The infrastructure for multilingual support is already in place; the only outstanding task is to provide the translations. Kindly send them at your earliest convenience to pkafkias@draxis.gr.

The link for the questionnaire is the following: <https://forms.office.com/e/xRsDwYFn9A>

1. General Impressions:

- How would you describe your overall experience with the website?
 - Very dissatisfied
 - Slightly dissatisfied
 - Neutral
 - Slightly satisfied
 - Satisfied
- Rate the website's overall design.
 - Poor
 - Fair
 - Average
 - Good
 - Excellent
- What emotions or feelings did you associate with the website?
 - Frustration
 - Confusion
 - Indifference
 - Satisfaction
 - Delight

2. Navigation:

- Were you able to easily find the information you were looking for?
 - Very difficult
 - Difficult
 - Neutral
 - Easy
 - Very easy
- Did the navigation menu and structure make sense to you?
 - Not at all

- A little
 - Neutral
 - Sometimes
 - It is intuitive
- Were there any challenges or confusion in moving from one section of the website to another?
 - Confusing
 - Somewhat confusing
 - Neutral
 - Somewhat clear
 - Clear

3. Visual Design:

- How visually appealing do you find the website?
 - Not at all appealing
 - Slightly appealing
 - Indifference
 - Moderately appealing
 - Very appealing
 - Extremely appealing
- Does the color scheme contribute positively to the overall experience?
 - Not at all
 - A little
 - Neutral
 - Sometimes
 - It contributes positively
- Are the font styles and sizes easy to read?
 - Extremely difficult
 - Somewhat difficult
 - Neither easy nor difficult
 - Somewhat easy
 - Very easy

4. Content:

- Did the content on the website meet your expectations?
 - Didn't meet expectations
 - Somewhat failed to meet expectations

- Neither more nor less
 - Met expectations
 - Completely met expectations
- Were you able to understand the main message or purpose of the website?
 - Unable
 - Difficult
 - Neutral
 - Understood
 - Fully grasped
- Were there any sections where you felt the content was lacking or unclear?
 - Catalogue of small-scaled bio-based solutions
 - Collection of best practices for improved nutrient recycling
 - MainstreamBIO Resources
 - Decision Support System
 - BioForum
 - Bioeconomy Repository
 - Tool Library
 - Instructions

5. Interactivity:

- Did interactive elements (buttons, forms, etc.) work as expected?
 - Not at all
 - Rarely
 - Sometimes
 - Often
 - Always
- Were you able to easily interact with features like sliders, pop-ups, or dropdown menus?
 - Not at all
 - Rarely
 - Sometimes
 - Often
 - Always
- Were there any interactive elements that you found confusing or unnecessary?
 - Write your answer

6. Mobile Responsiveness:



- How would you rate the website's performance and usability on a mobile device?
 - Poor
 - Fair
 - Average
 - Good
 - Excellent
- Were there any elements that did not display or function well on a smaller screen?
 - Not at all
 - A little
 - Neutral
 - Sometimes
 - It is intuitive

7. Load Time:

- How fast did the website load for you?
 - Very slow
 - Slow
 - Average
 - Fast
 - Very fast
- Were there any delays or issues in accessing different pages?
 - Yes, there were significant delays or issues
 - There were some delays or issues
 - There were minor delays or issues
 - I did not notice any delays or issues
 - No, there were no delays or issues

8. Call to action (Click to proceed/Buttons):

- Did you find the buttons clear and compelling?
 - Yes
 - No
- Were you encouraged to take the desired actions on the website?
 - Not at all
 - Somewhat
 - Neutral
 - Quite a bit

- Very much

9. Accessibility:

- Did the website seem accessible to users with disabilities?
 - No
 - Maybe
 - Yes
 - Other
- Were there any features that could be improved for better inclusivity?
 - No
 - Maybe
 - Yes
 - Other

10. Suggestions for Improvement:

- What specific improvements would you recommend for enhancing the user experience?
 - Write your answer
- Is there anything else you would like to share about your experience with the website?
 - Write your answer

Video Instructions Script

Here is the video instructions script so that the facilitators have a better understanding of each functionality. The video can be accessed in the following link: <https://youtu.be/Ez8Qap-2Wkc>

Introduction

Welcome to MainstreamBIO, a digital toolkit that helps you explore small-scale bio-based solutions, best practices for nutrient recycling, the bioeconomy profile of 7 EU countries. In this video, we will guide you through the seven functionalities of MainstreamBIO and show you how to use them effectively.

The first functionality is the Catalogue of small-scale bio-based solutions.

This page serves as a comprehensive resource on various bio-based technologies, categorized into biochemical, mechanical, and thermomechanical domains, encompassing innovations like aerobic digestion, blending or mixing, combustion, and 13 others. It promotes sustainable practices, heightens environmental awareness, and fosters technological diversity.

Additionally, you have the option to explore 34 business models from 18 different countries, offering a broad perspective that inspires innovation and provides strategic insights for diverse markets. Notably, you can filter through these business models by description keyword, or by country, enhancing your search experience.

In the Catalogue section, you can delve into 18 social innovations from 14 different countries, witnessing community-driven approaches that prioritize environmental stewardship and social impact. This section enables you to compare solutions, assessing their advantages and disadvantages for a well-rounded understanding. Here you can also filter by description keyword, by country, or by keyword.

The second functionality is the collection of best practices for improved nutrient recycling.

This page comprises 31 practices, offering a comprehensive guide to elevate sustainable agricultural and environmental practices. By consolidating proven methodologies, this collection provides valuable insights into efficient nutrient management, waste reduction, and resource optimization. It serves as a roadmap for farmers, environmentalists, and policymakers, promoting the adoption of practices that not only enhance crop yields but also mitigate environmental impact. Emphasizing innovation and drawing from successful implementations, this collection acts as a knowledge repository, facilitating the dissemination of effective strategies to tackle global challenges in nutrient cycling in agriculture. Ultimately, it contributes to fostering a more resilient and environmentally conscious food production system.

The third functionality is the MainstreamBIO resources.

Explore a range of resources tailored to support your bio-based projects, including guidelines and videos. Additionally, uncover detailed bioeconomy profiles of seven EU rural communities, spanning the Netherlands, Poland, Denmark, Sweden, Bulgaria, Spain, and Ireland. These profiles offer

insights into the regions, areas, utilization, and value chain examples, focusing on resources such as grass, manure, pumpkin, and more. This rich repository provides valuable information for those engaged in bio-based initiatives, offering both practical guidance and inspiring examples from diverse European communities.

The fourth functionality is the Decision Support System.

We've designed a streamlined 3-step system to guide you through the optimization process. The first step involves the Matching Table, where you can efficiently pair feedstock with compatible technologies and products. Moving on, the Scoring Table empowers you to assess criteria such as Social Impact, Economic Impact, Environmental Impact, and Requirements for Implementation. You can make informed ratings by accessing additional information through the info button located at the top right of each group. Furthermore, you have the opportunity to provide insightful comments on how each criterion may influence your project. Lastly, the system culminates in the Radar Chart, offering a visually intuitive summary of your assessments. This chart allows you to swiftly pinpoint the strengths and weaknesses of your project or solution in terms of implementability, social impact, environmental impact, and economic impact.

The fifth functionality is the BioForum.

This platform provides a collaborative space for engagement with fellow users and experts passionate about bio-based solutions. Here, you can inquire, exchange ideas, share multimedia content such as photos and PDFs, access decision support systems, offer feedback, and actively participate in discussions. It serves as a dynamic hub fostering knowledge-sharing and community interaction within the realm of bio-based solutions.

The sixth functionality is the Bioeconomy Repository.

Here, you'll discover a wealth of information covering a wide spectrum of topics related to the bioeconomy. Delve into concepts, policies, trends, opportunities, challenges, and more. Explore an array of audiovisual materials and documentation, offering the flexibility to filter content by category, stakeholder, description, language, year, or keyword. This resource hub provides a comprehensive platform for gaining insights and staying informed about various facets of the bioeconomy.

The seventh and last functionality is the Tool Library.

Explore a range of tools designed to assist you in planning, implementing, and monitoring the progress of your bio-based project for optimal sustainability.

Please feel free to recommend new tools that you believe would enhance the toolkit, contributing to a continually evolving and comprehensive resource for bio-based solutions.

We hope that this video has given you a good overview of MainstreamBIO and its functionalities. To start using the toolkit, please visit https://mainstreambio-digital-toolkit.eu/?lang=en_us and feel free to register and interact with the toolkit and its community.

GDPR – Informed Consent Form

Important! During workshop implementation, personal data (e.g., contact details, group photos) will be collected. It is essential that all project activities fully comply with the Ethics Requirements of the MainstreamBIO project (e.g., compliance with GDPR, obtaining informed consent). To this aim, an informed consent form (see Annex I) should be distributed among participants before the event officially begins.

To ensure collected data can be used, such a form should be signed by participants before the start of the workshop (e.g., digital signature). Since the workshops will take place physically, a hard-copy of the informed consent form can be distributed and signed *in situ* before the workshop begins. **MIP members do not need to sign said informed consent form** since the MIP membership form included participation in activities.

After your workshop participants have agreed to the terms and conditions in the consent form, pictures of the group during the activity can be taken. Please, share with WHITE the pictures of the event for D&C purposes.

Capacity Workshop Reporting Template

1. Organizational information

MainstreamBIO Partner:

MainstreamBIO Representatives:

Conversion leaders:

- Note-taker:

Date: DD/MM/YYYY

Venue: Name, Street, Number, ZP, City, Country

Agenda:

Total duration: X, of which

- Introductory session:
- Capacity building:
- Closing session:

2. Activity information

Number of participants: X, of which

- Farmers:
- Producers:
- Regional actors:
- Industry experts:
- Academics:
- Technology enthusiasts:
- Entrepreneurs

List of participants: can be printed to be fill-in at the workshop, scanned and added to the feedback report.

#	Name	Surname	Organisation	Type of stakeholder	Signature
1					
2					
3					
4					
5					

D3.1: Report on engagement of multi-actor partnerships, capacity building, networking and innovation support - initial version, 31/08/2024

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General impressions and remarks:

- On the meeting overall: e.g., *Were participants active? If not, how can we encourage participation? Can the methodology be improved?*
- What did the participants think of the digital toolkit: e.g., *Can the methodology be improved? Is the toolkit user friendly? Which functionalities have raised more interest? Which less interest? Does it include all the useful resources participants would want? What could be better?*
- Other:
- **Material produced:** *Include the proofs of organisation of the workshop such as 1) Picture of the discussion, 2) Pictures of the participants using the toolkit, 3) Any D&C material prepared for the workshop (brochures, posters) or 4) any other pictures or materials about the workshop.*

Annexes

Annex I – Participants profile, invitation criteria, supporting materials and promotion recommendations

Given the workshop's content, it is imperative to bolster the engagement of potential users for our services and digital toolkit. This involves active participation from farmers, producers, and regional actors. As previously emphasized, it's crucial to also consider the involvement of stakeholders beyond those initially highlighted, ensuring a comprehensive perspective and a clear understanding of diverse perspectives.

We encourage the participation of all regional actors. At this juncture, an initial list of potential participants has been compiled and is suggested to the organizers as suitable for these workshops:

1. Farmers

- Those actively engaged in bioeconomy practices.
- Farmers with varying scales of operations (small, medium, large).

2. Producers

- Individuals or organizations involved in the production of bio-based materials or products.
- Companies incorporating bioeconomy principles into their manufacturing processes.

3. Regional Actors

- Local government representatives and policymakers.
- Environmental organizations and advocates.
- Research institutions focused on bioeconomy.

4. Industry Experts

- Professionals with expertise in bioeconomy and related technologies.
- Scientists and researchers in the field.

5. Academics

- Teachers, professors, or students specializing in bioeconomy or related disciplines.

6. Community Representatives

- Members of local communities affected by or interested in bioeconomy initiatives.
- Non-profit organizations working at the grassroots level.

7. Technology Enthusiasts

- Individuals interested in adopting and promoting sustainable technologies.
- Tech-savvy users who can provide insights into the usability of digital tools.

8. Entrepreneurs

- Individuals exploring business opportunities in the bioeconomy sector.
- Start-up founders with a focus on sustainable practices.

Invitation criteria and participant's profile

To craft effective invitations and participant profiles for the MainstreamBIO digital toolkit workshops, consider the following criteria and profiles tailored to the project's objectives:

1. Relevance

- Participants of the co-creation workshops carried out in Task 2.3, who helped on the creation of the toolkit.
- Individuals actively involved or interested in bioeconomy and biobased solutions.
- Stakeholders from the agricultural, production, and regional sectors.
- Manufacturers incorporating or exploring bio-based materials.
- Companies with a commitment to sustainable production.
- Local government representatives and policymakers supporting bioeconomy.
- Environmental organizations and researchers focusing on sustainable practices.

2. Diversity

- Inclusion of participants with diverse backgrounds, experiences, and perspectives.
- Representation from different geographical regions.

3. Expertise

- Farmers, producers, and regional actors with practical experience in bioeconomy practices.
- Scientists, industry experts and researchers in related fields.

4. Innovation and Technology Adoption

- Participants open to exploring and adopting digital tools and innovative solutions.
- Individuals with an interest in adopting and promoting sustainable technologies.
- Teachers, professors, or students specializing in bioeconomy or related disciplines.
- Business owners exploring opportunities in the bioeconomy sector.
- Start-up founders with a focus on sustainability.

5. Community Engagement

- Involvement of individuals engaged in community-based initiatives or environmental advocacy.

- Representatives of non-profit organizations working at the grassroots level.

6. Collaborative Mindset

- Participants willing to collaborate, share insights, and actively contribute to discussions.

Supporting material

To enhance the MainstreamBIO digital toolkit workshops, providing a variety of supporting materials is essential in order for capacity building to be successful.

1. Leaflet and posters

- Share MainstreamBIO's project leaflets and posters, using the materials and templates available in the project's google repository.

2. Invitation to the MIP leaders

- Guide on MainstreamBIO's activities (provided by QPLAN)

3. Workshop Agenda

- Clearly outline the schedule, topics, and speakers for each session.
- Include brief bios of the speakers to introduce their expertise.

4. Presentation Slides (provided by DRAXIS)

- You can translate the presentation provided by DRAXIS and you can always add or subtract any content you think that the MIPs you have invited will not be interested in.

5. Digital Toolkit Guide (Current document)

- Create a comprehensive guide that explains the features, functionalities, and purpose of the digital toolkit.
- Include step-by-step instructions for participants to navigate and utilize the toolkit effectively.

6. Feedback Form

- Include the Microsoft form for participants to provide feedback.

7. Video Recordings

- Record workshop sessions for participants who may have scheduling conflicts.
- Make recordings available for later viewing.

8. Collaboration Platform

- Encourage the use of MainstreamBIO's forum establishing an online collaboration platform where participants can continue discussions, share insights, and ask questions post-workshop.

Event promotion/Invitation process

Creating a successful event promotion and invitation process to attract the target number of participants for the MainstreamBIO digital toolkit workshops is critical. This requires the event to be promoted for a prolonged period of time and increasing the reach and effort of the promotion approaching the date of the event.

1. Develop Compelling Messaging

Crafting a clear and engaging communication strategy, requires the organizer to have in mind the primary objective of this workshop, which is to educate stakeholders about MainstreamBIO's functionalities. The messaging of the promotion must highlight the value of the workshops. Clearly communicating the benefits of participation, emphasizing how attendees can use and benefit from the MainstreamBIO project.

2. Invite the Target Audience

Ask specific individuals within the previously mentioned participant profiles. Tailor your messages (emails) to resonate with each audience segment, addressing their unique interests and concerns. People in your network whom you think would have an interest in joining this event.

The invitation ought to include a request for a response, either by email or registration form linked within the email. Sending invitations to a larger number of people than the desired participants is advisable, considering that not all may be available. Those whose participation is crucial may also be reached through phone calls or informal meetings, it's up to the partner.

In addition to the primary invitations, it's advisable to create a reserve list of participants. This list would serve as a backup in case the initially invited individuals do not confirm their attendance promptly.

Establishing an enrolment deadline allows ample time for sending additional invitations in case of limited participation. Final confirmation can be conducted via phone calls. A week before the workshops, contacting participants to confirm details such as venue, start time, and arrival process is recommended.

3. Utilize Various Communication Channels

After identifying and inviting the target audience, you should disseminate information across various platforms for widespread outreach.

- **Social Media:** Leverage platforms like LinkedIn, Facebook, Instagram and, X to share engaging content, event details, and registration links. Use relevant hashtags and tag influencers or organizations in the field.
- **Website and Landing Pages:** Create a dedicated page on your project website with comprehensive information about the workshops, speakers, and registration details.
- **Newsletters:** Include workshop details in regular newsletters, reaching out to existing stakeholders and subscribers.

4. Create Engaging Content:

Utilize visually appealing content, such as infographics, teaser videos, or testimonials from previous workshops, to captivate your audience and encourage participation.

5. Follow-Up Communication:

Send reminders as the event date approaches. Provide logistical details, access links, and any pre-event materials. Consider sending a post-event survey to gather feedback for future improvements.

6. Monitor and Evaluate:

Track the success of your promotion efforts through metrics like registration numbers, social media engagement, and attendee demographics. Use this data to assess the effectiveness of your promotional strategies.

Annex II – Informed Consent Form

Each MIP Leader is responsible for translating this form into the local language of the workshop.

Consent Form for the participant in capacity building workshops

(To be emailed to participants, and signed and returned prior to the workshop)

Consent questions checklist:	YES	NO
Would you like to take part in the capacity building workshop?		
Do you agree to the storage of your contact information for this capacity building process until the study end? (August 2025)		
Do you agree to appear in audio/visual material obtained during the workshop celebration?		
Do you agree to the dissemination of audio/visual obtained during the workshop celebration?		
Do you agree to the storage of the audio/visual obtained during the workshop until the study end? (August 2025)		
Do you agree to your data being used in aggregate form in a final report?		

If you have queries/concerns about the MainstreamBIO digital toolkit, you can contact the responsible partner, Petros Kafkias, email address: pkafkias@draxis.gr.

If you want to withdraw your participation in this study, at any stage until August 2025, including any information or audio recordings associated with your participation, you may do so by contacting XXX(name), XXX@XXX.

Name: _____

Date: _____

7.4 Annex 4: Networking event guidelines



Introduction

In line with the other important activities of MainstreamBIO, facilitating the overall aim of the project, the networking events and demo day in task 3.4. contributes to reaching this goal. As stated in the GA, the second expected outcome “Provision of tailored and independent support to innovators to accelerate the development of marketable products and services and improve the market penetration of bio-based solutions in Europe.” Networking plays a very important role in ensuring that innovators can access tailored support across the entire life cycle of bio-based projects, to guide and accelerate the commercialization of their solutions, products and services to offer innovators market insights that can help achieve increased marketability for their products/services and to get small-scale bio-based solutions into mainstream practice across rural Europe, providing a broader range of rural actors with the opportunity to engage in and speed up the development of the bioeconomy all while networking and mentoring help build the skills and collaborations needed to deploy their business models and develop demand-driven bio-based value chains.

According to the Grant Agreement, 2x7 networking events (1 per round, by M24 and M36 respectively) and 1x7 demo day (by M36 combined with networking events) will be organised in Task 3.4 by each of our MIPs in the Netherlands (WR), Poland (IUNG), Denmark (FBCD), Sweden (PROC), Bulgaria (AUP), Spain (INNV) and Ireland (MTU) to **showcase the deployment of solutions** and to **catalyze connections between the supported multi-actor partnerships and suitable partners** (customers, consumers, tech providers or investors) as well as to inspire further actors to get engaged in and support the bioeconomy. To ensure efficiency, the consortium will seek to partner with agricultural or other business events organised in our focal regions.

Partner’s responsibilities

Task 3.4 is led by FBCD, supported by all partners, and runs from M22 (June 2024) until M36. As the leader of Task 3.4, FBCD is responsible for developing guidelines that facilitate the implementation and conduction of the network events and demo days by the partners who are actively running the Multi-actor Innovation Platforms (MIPs). These guidelines will serve as a framework for effective organisation of the regional network events, ensuring that collective knowledge and expertise are fully utilized.

After the completion of each network events in M24 and M36, the organising partners are required to fill in a reporting template and share it with FBCD.

The implementation of the workshops will be coordinated by:

- **Bulgaria** - conducted and coordinated by **AUP**
- **Denmark** - conducted and coordinated by **FBCD**
- **Ireland** - conducted and coordinated by **MTU**
- **Netherlands** - conducted and coordinated by **WR**
- **Poland** - conducted and coordinated by **IUNG**
- **Spain** - conducted and coordinated by **INNV**
- **Sweden** - conducted and coordinated by **PROC**

The key outcomes of the first network events in M24 will be outlined in a short report on the activities and achievements and will be integrated in D3.1 (M24). As task 3.4 is a part of work package WP3

– Delivery of innovation support accelerating the scale up of small-scale bio-based solutions led by INNV and fulfills the objective 3.4.: Successfully organise a series of networking and demonstration events to catalyze connections, the outcome of the network events in both M24 and M36 as well as the demo day, will be integrated in D3.3 (M36).

Initial guidelines for setting up the network events

This document is intended to support partners in organizing their workshops and missions and will assist in the following paragraphs

- Preliminary analysis of the scope and objectives of the network event.
- Format of the event and demo day.
- Duration and reporting.
- The definition of the participants and the invitation process.

Objectives of the T3.4 network events and expected outcome

The main goal and objectives of the network events and demo day is to **facilitate connections** between our supported multi-actor partnerships and suitable partners (customers, consumers, tech providers or investors), to inspire further actors to get engaged in and support the bioeconomy as well as to **showcase the deployment of solutions**.

Time planning of the workshops

The **first round** of network events is planned to take place close to M24, i.e. **M22-M24 (June-August 2024)** of the project.

The **second round** of network events and demo days is planned to take place close to M36, i.e. **M34-M36 (June-August 2025)** of the project.

Demo days can also be included in the first round if it is suitable for the network event.

As stated in the GA, the consortium will seek to partner with agricultural or other business events organised in our focal regions to optimize the organization and recruitment of participants to facilitate connections between our supported multi-actor partnerships and suitable partners (customers, consumers, tech providers or investors).

Overall, all events must have been completed by the end of August 2024 and 2025, respectively. All partners need to provide details about organization like estimated number of participants, venue, type of event, and optionally topics/solutions no later than 2 weeks before the organization of the events.

Table 10. Indicative action plan and individual check list

Action	Who	When	Conducted
Share the 1 st draft of guidelines for MIP leaders	FBCD	June 2024	
Share the final guidelines for MIP leaders	FBCD	Early July 2024	

Event organization & implementation phase	MIP leaders	June – August 2024 (latest end of August)	
Set the date and venue/format and start inviting	MIP leaders	2-4 weeks prior to the event	
Share event plan including final agenda for FBCD and WHITE for dissemination	MIP leaders	2 weeks before the event	
Compile list of participants and distribute final agenda for participants.	MIP leaders	1 week before the event	
Distribute list of participants	MIP leaders	On the date of the event	
Fill out reporting templates and send to FBCD	MIP leaders	After the implementation of the event. All reporting templates should be submitted no later than end of august 2024 (round 1).	
Short report for D3.1	FBCD	August 2024	

Format and time frame

The format of the events and the final agenda, defined by each workshop organizer, will largely determine the duration of the events. Each partner will determine the duration of the event and the demo day. Given that the event is set to facilitate connections between our supported multi-actor partnerships and suitable partners (customers, consumers, tech providers or investors) as well as to inspire further actors to get engaged in and support the bioeconomy **as well as to** showcase the deployment of solutions, it is recommended to organize the event for at least 1-2 hours.

Workshops' participants

Open issues and key questions to be considered:

- ✓ Venue and logistics?
- ✓ Topics and themes of the local event/solutions to be show cased?
- ✓ Number of participants?
- ✓ Types of participants? Who are we going to invite?
- ✓ Invitation process (i.e. when, how, preparatory actions etc.)

Budget and number of participants and invitation process

There is no specific recommended number of participants according to the Grant Agreement. However, given that the main goal of the event is to facilitate connections between our supported multi-actor partnerships and suitable partners (customers, consumers, tech providers or investors) as well as to inspire further actors to get engaged in and support the bioeconomy as well as to showcase the deployment of solutions, and taken the budget in consideration, it is recommended to organize the event for 20-25 participants per event. There is an allocated budget to each partner for the two (2) networking event and demo day (DoA, pg. 24). The available budget for the

implementation of the event and mission is depending on how each partner will organise the event. Ideally, the budget is suggested to cover venue, catering for 20-25 participants per event: **2,000€ per MIP for both network events**. As each MIP leader needs sufficient time to recruit and promote the event for potential participants in MIP leader's network as well as their organisations network and send out invitations.

Types of participants

The participant for the networking event should bring together a diverse group of participants with interest in gaining knowledge about small-scale bio-based projects, that can foster connections between supported multi-actor partnerships and suitable partners (customers, consumers, tech providers or investors) and promote the projects' main goal of setting bio-solutions into mainstream practice across rural Europe and hereby support the development of bioeconomy of Europe. Participants can be comprised of multi-actor partnerships and stakeholders from the target regions involved in the project and representatives of linked networks and initiatives in the regions representing a spectrum of expertise, including primary producers, agricultural students, researchers, entrepreneurs, policymakers, industry representatives, and community leaders.

Supporting material

A package of supporting material is available before each event for the organizers. This package includes:

- An agenda template which can be adjusted by each MIP Leader according to each workshop's schedule.
- The reporting template, which all MIP Leaders should complete once the event is completed and send to FBCD.
- Presentations of the project – main findings and success stories from the respective MIP partners organizing the events, adjust accordingly for each MIP if needed.

Table 1 presents an overview of the materials needed for each workshop format, along with corresponding file titles and links to access the files on the G-drive.

Table 11. List of CCWs material

Material	File
Organisational guidelines	This document
Agenda template	End of this guideline
Introduction presentation	MainstreamBIO Project overview ReviewMeeting.pptx
Reporting template	End of this guideline
MainstreamBIO leaflets and posters	Visuals & Templates

Organizational aspects

Open issues and key questions to be considered:

- ✓ Venue for network event and demo day (M36)
- ✓ Agenda and topics/which cases to showcase?
- ✓ Talks and presentations during the networking event?
- ✓ What is the available budget for the event and how could it be allocated?
- ✓ What will be the format of the event – are there any other agricultural or business events organised in our focal regions to partner up with?

Location and venue

As facilitation of connections is the main goal in T4.3 the network events are organized as physical meetings. It is recommended to choose a central location in the selected region that is easily accessible for as many participants as possible. To increase the number of participants, it is recommended to organize the event on a location showing interesting solutions or persons to give interesting keynote speaks.

It is up to MIP leaders to decide how each event is organized, but one suggestion could be to arrange an event consisting of two parts: a networking event with presentations of selected cases, lunch and a field trip on the premise or close to the venue. Remember to allocate travel time in the agenda if the networking event and the demo site are located at different addresses.

Facilitator and moderator

- Handling various organisational issues (booking of venue, catering, possible keynote speaker, workshop, show case of demo site) before and on the day of the event.
- Coordinate presentations according to the agenda.
- Monitor time allocation and agenda.
- Follow up after the event.

Language

Local language or English, depending on preferred language of participants. Reporting template is submitted for FBCD in English.

Note taking

Notes and photos must be collected to support reporting of the outcomes of the event as well as for communication and dissemination purposes. The notes from the 2 networking events and the demo day will contribute greatly to the outline of a short report, that will contribute to the finalization of the deliverables D3.1, M24 and D3.3, M36.

Format of the event

It is free for MIPs to decide upon the format of the event. However, networking and physical attendance is crucial.

Overall, each event (and demo day) must:

- ✓ briefly present the main concept of MainstreamBIO and key-achievements
- ✓ facilitate **connections** between our supported multi-actor partnerships and suitable partners (customers, consumers, tech providers or investors)
- ✓ inspire further actors to get engaged in and support the bioeconomy
- ✓ showcase deployment of solutions
- ✓ invite participants to engage in future activities facilitated by MainstreamBIO

General considerations include:

- Depending on number of participants, a roundtable is suitable. In case of many participant (more than 15) an introduction can be served via participant list.
- To facilitate a good dialogue and promote networking, it is recommended to allocate participants into small discussion groups. One way is to form groups in advance in relation to areas of interests such as use of biomasses, business development, nutrient recycling, technologies etc.). Another way is to organize the workshop as a rotation session, with pre-defined, open questions such as 'how you gain access to biomasses, what are your challenges, what are you searching for in the future' etc.

GDPR – Informed Consent Form

Important! During the workshops' implementation, personal data (e.g. contact details, group photos or call screenshots) will be collected. It is essential that all project activities fully comply with the Ethics Requirements of the MainstreamBIO project (e.g. compliance with GDPR, obtaining informed consent). To this aim, an informed consent form should be distributed among participants before the event officially begins.

Since the workshops will take place physically, such a form should be signed by each participant (a translated hard copy of the document should be signed).

After your workshop, participants have agreed to the terms and conditions in our consent form, it will be useful if you could take some pictures (or screenshots in case of virtual meeting) of your white boards, post its or of your participants' brainstorming phase.

Important! During network event implementation, personal data (e.g., contact details, group photos) will be collected. It is essential that all project activities fully comply with the Ethics Requirements of the MainstreamBIO project (e.g., compliance with GDPR, obtaining informed consent). To this aim, an informed consent form (see Annex I) should be distributed among participants before the event officially begins.

To ensure collected data can be used, such a form should be signed by participants before the start of the workshop (e.g., digital signature). Since the event will take place physically, a hard-copy of the informed consent form can be distributed and signed *in situ* before the workshop begins. **MIP members do not need to sign informed consent form** since the MIP membership form included participation in activities.

After your event, participants have agreed to the terms and conditions in the consent form, pictures of the group during the activity can be taken. Please, share with WHITE the pictures of the event for D&C purposes.

Reporting template

No later than the end of August 2024 (round 1) the organizing partners will have to send to FBCD the reporting template making first sure that it reflects on the following aspects:

1. **General information** (date, place, final agenda, etc.)
2. **Detailed remarks & key-outcomes** from the event's sessions
3. **Communication and dissemination** (e.g. promotional material distributed, stakeholders engaged)
4. **Material and multimedia** provided during the event.

It is important MIP leaders carefully read the reporting template (sent along with this document) to see what they will need to note down during the workshop and what they will have to report to FBCD before they organize and implement the event.

Template for reporting and suggestion for agenda

Organizational information

MainstreamBIO Partner:

MainstreamBIO Representatives:

Conversion leaders:

- Note-taker:

Date:

Venue:

Agenda:

Activity information

Number of participants: X, of which

- Farmers:
- Producers:
- Regional actors:
- Industry experts:
- Academics:
- Technology enthusiasts:
- Entrepreneurs

General impressions and remarks:

- On the meeting overall: e.g., *Were participants active? If not, how can we encourage participation? Can the methodology be improved?*

Notes: _____

- What did the participants think of the digital toolkit: *e.g., Can the methodology be improved? Is the toolkit user friendly? Which functionalities have raised more interest? Which less interest? Does it include all the useful resources participants would want? What could be better?*

Notes: _____

- Other comments:

Notes: _____

- **Material produced:** *Include the proofs of organisation of the events (pictures)*

Insert picture(s) here

Template for list of participants

List of participants: *can be printed to be fill-in at the workshop, scanned and added to the feedback report.*

#	Name	Surname	Organisation	Type of stakeholder	Signature
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
15					
16					
17					
18					
19					
20					
21					
24					
25					

Informed Consent Form

Each MIP Leader is responsible for translating this form into the local language of the workshop.

Consent Form for the participant in the networking events and demo days.

(To be emailed to participants, and signed and returned prior to the workshop)

Consent questions checklist:	YES	NO
Would you like to take part in the networking event?		
Do you agree to the storage of your contact information from this event until the study end? (August 2025)		
Do you agree to appear in audio/visual material obtained during event?		
Do you agree to dissemination of audio/visual obtained during the event?		
Do you agree to the storage of the audio/visual obtained during the event until the study end? (August 2025)		
Do you agree to your data (name, affiliation, area of expertise) being used in aggregate form in a final report?		

If you want to withdraw your participation in this study, at any stage until August 2025, including any information or audio recordings associated with your participation, you may do so by contacting XXX(name), XXX@XXX.

Name: _____

Date: _____

Annexes

Annex I – Participants profile, invitation criteria, supporting materials and promotion recommendations

We encourage the participation of all regional actors including our supported multi-actor partnerships and suitable partners (customers, consumers, tech providers or investors). At this juncture, an initial list of potential participants has been compiled and is suggested to the organizers as suitable for these workshops:

9. Farmers

- Those actively engaged in bioeconomy practices.
- Farmers with varying scales of operations (small, medium, large).

10. Producers

- Individuals or organizations involved in the production of bio-based materials or products.
- Companies incorporating bioeconomy principles into their manufacturing processes.

11. Regional Actors

- Local government representatives and policymakers.
- Environmental organizations and advocates.
- Research institutions focused on bioeconomy.

12. Industry Experts

- Professionals with expertise in bioeconomy and related technologies.
- Scientists and researchers in the field.

13. Academics

- Teachers, professors, or students specializing in bioeconomy or related disciplines.

14. Community Representatives

- Members of local communities affected by or interested in bioeconomy initiatives.
- Non-profit organizations working at the grassroots level.

15. Technology Enthusiasts

- Individuals interested in adopting and promoting sustainable technologies.
- Tech-savvy users who can provide insights into the usability of digital tools.

16. Entrepreneurs

- Individuals exploring business opportunities in the bioeconomy sector.
- Start-up founders with a focus on sustainable practices.

Event promotion/Invitation process - SUGGESTIONS

Creating a successful event promotion and invitation process to attract the target number of participants for the MainstreamBIO networking events is critical. This requires the event to be promoted for a prolonged period (as long as is possible) and increasing the reach and effort of the promotion approaching the date of the event.

7. Develop Compelling Messaging

Crafting a clear and engaging communication strategy, requires the organizer to have in mind the primary objective of this event, which is to facilitate connections and showcase deployment of solutions.

8. Invite the Target Audience

Ask specific individuals within the previously mentioned participant profiles. Tailor your messages (emails) to resonate with each audience segment, addressing their unique interests and concerns. People in your network whom you think would have an interest in joining this event.

The invitation ought to include a request for a response, either by email or registration form linked within the email. Sending invitations to a larger number of people than the desired participants is advisable, considering that not all may be available. Those whose participation is crucial may also be reached through phone calls or informal meetings, it's up to the partner.

In addition to the primary invitations, it's advisable to create a reserve list of participants. This list would serve as a backup in case the initially invited individuals do not confirm their attendance promptly.

Establishing an enrolment deadline allows ample time for sending additional invitations in case of limited participation. Final confirmation can be conducted via phone calls. A week before the workshops, contacting participants to confirm details such as venue, start time, and arrival process is recommended.

9. Utilize Various Communication Channels

After identifying and inviting the target audience, you should disseminate information across various platforms for widespread outreach.

- **Social Media:** Leverage platforms like LinkedIn, Facebook, Instagram and, X to share engaging content, event details, and registration links. Use relevant hashtags and tag influencers or organizations in the field.
- **Website and Landing Pages:** Create a dedicated page on your project website with comprehensive information about the workshops, speakers, and registration details.
- **Newsletters:** Include workshop details in regular newsletters, reaching out to existing stakeholders and subscribers.

10. Follow-Up Communication:

Send reminders as the event date approaches. Provide logistical details, access links, and any pre-event materials. Consider sending a post-event survey to gather feedback for future improvements.

11. Monitor and Evaluate:











Track the success of your promotion efforts through metrics like registration numbers, social media engagement, and attendee demographics. Use this data to assess the effectiveness of your promotional strategies.

**MAINSTREAM BIO**MAINSTREAMING SMALL-SCALE BIO-BASED
SOLUTIONS ACROSS RURAL EUROPE

The project

MainstreamBIO is an Horizon Europe EU funded project, which sets out to get small-scale bio-based solutions into mainstream practice across rural Europe, providing a broader range of rural actors with the opportunity to engage in and speed up the development of the bioeconomy. Recognizing the paramount importance of bioeconomy for addressing key global environmental and societal challenges, MainstreamBIO develops regional Multi-actor Innovation Platforms in 7 EU countries (PL, DK, SE, BG, ES, IE & NL). The project aims to enhance cooperation among key rural players towards co-creating sustainable business model pathways in line with regional potentials and policy initiatives. MainstreamBIO supports 35 multiactor partnerships to overcome barriers and get bio-based innovations to market with hands-on innovation support, accelerating the development of over 70 marketable bio-based products and services. Furthermore, the project develops and employs a digital toolkit to better match bio-based technologies, social innovations and good nutrient recycling practices with available biomass and market trends as well as to enhance understanding of the bioeconomy with a suite of educational resources building on existing research results and tools. To achieve these targets, MainstreamBIO involves 10 partners across Europe, coming from various fields. Thus, all partners combine their knowledge and experience to promote the growth of bioeconomy in a sustainable and inclusive manner.

Coordinator: **Q-PLAN INTERNATIONAL ADVISORS PC (Q-PLAN)**

Partner		Short Name
	Q-PLAN INTERNATIONAL ADVISORS PC	Q-PLAN
	MUNSTER TECHNOLOGICAL UNIVERSITY	MTU
	STICHTING WAGENINGEN RESEARCH	WR
	INSTYTUT UPRAWY NAWOZENIA I GLEBOZNAWSTWA, PANSTWOWY INSTYTUT BADAWCZY	IUNG
	RISE PROCESSUM AB	PROC
	AGRAREN UNIVERSITET - PLOVDIV	AUP
	FBCD AS	FBCD
	EURIZON SL	INN
	DRAXIS ENVIRONMENTAL SA	DRAXIS
	WHITE RESEARCH SPRL	WHITE

CONTACT US info@mainstreambio-project.eu

VISIT www.mainstreambio-project.eu



MainstreamBio



@MainstreamBio



MainstreamBio Project



MainstreamBio Horizon Europe Project