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[D4.1] Training video I

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QUALITY CHECK REVIEW

Reviewer (s)	Main changes
Runar SØRÅSEN	Check of contents. Some suggestions added.
Pieter van de Glind	No suggestions for improvements.

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LIST OF ABBREVIATIONS AND DEFINITIONS

Abbreviation	Definition
DoA	Description of Action
EC	European Commission
EIB	European Investment Bank
EU	European Union
H2020	Horizon 2020
WP	Work Package

Short name and name of beneficiaries

Short name	Name
CIAOTECH	Ciaotech Srl
PNO ES	PNO Innovation S.I.

* CIAOTECH and PNO ES are both parts of PNO group. The content of this deliverable sometimes refers to "PNO group" or "PNO" intended as both companies.

1. EXECUTIVE SUMMARY

This deliverable represents one of the results of WP4, “Phase 2 – Engage” of the ENTRANCE project.

ENTRANCE consortium has organised the first engagement online event in collaboration with the European Investment Bank (EIB), one of the main funding authorities in Europe.

During the webinar, the EIB presented its funding mechanisms for transport and mobility solution providers across Europe and how these can be applied for deployment projects and scaling up innovative transport mobility solutions.

The live webinar, entitled “*EIB funding mechanisms for providers of sustainable transport & mobility solutions to boost EU uptake*”, took place on 22nd June 2021.

The webinar has been recorded, and it is available on the ENTRANCE platform with direct access to the dedicated ENTRANCE’ YouTube channel:

[ENTRANCE Webinar #1 - European Investment Bank funding for transport and mobility solutions. - YouTube](#)

2. PREPARATION ACTIONS

PNO prepared and organised the webinar. All project beneficiaries have collaborated by promoting and disseminating the event.

2.1. OBJECTIVE OF THE WEBINAR

ENTRANCE organised the webinar with the following objectives:

1. Create visibility for the ENTRANCE project to attract potential users of the ENTRANCE Matchmaking Platform
2. Engage with the potential users of the ENTRANCE Matchmaking Platform to convert simple “visitors” of the platform into potential collaboration “leads” for uptake and upscaling of innovative transport and mobility solutions.
3. Expand the ENTRANCE network’s knowledge on European funding programmes that may be applicable to their business thereby providing access to finance for the uptake of the upscaling and uptake of their innovative solutions.

2.2. WEBINAR TOOLS

The registration for the webinar was made available through the ENTRANCE platform website. A specific page was created for this purpose.

The ENTRANCE secretariat kept control of the registration and managed the information shared with the registered people.

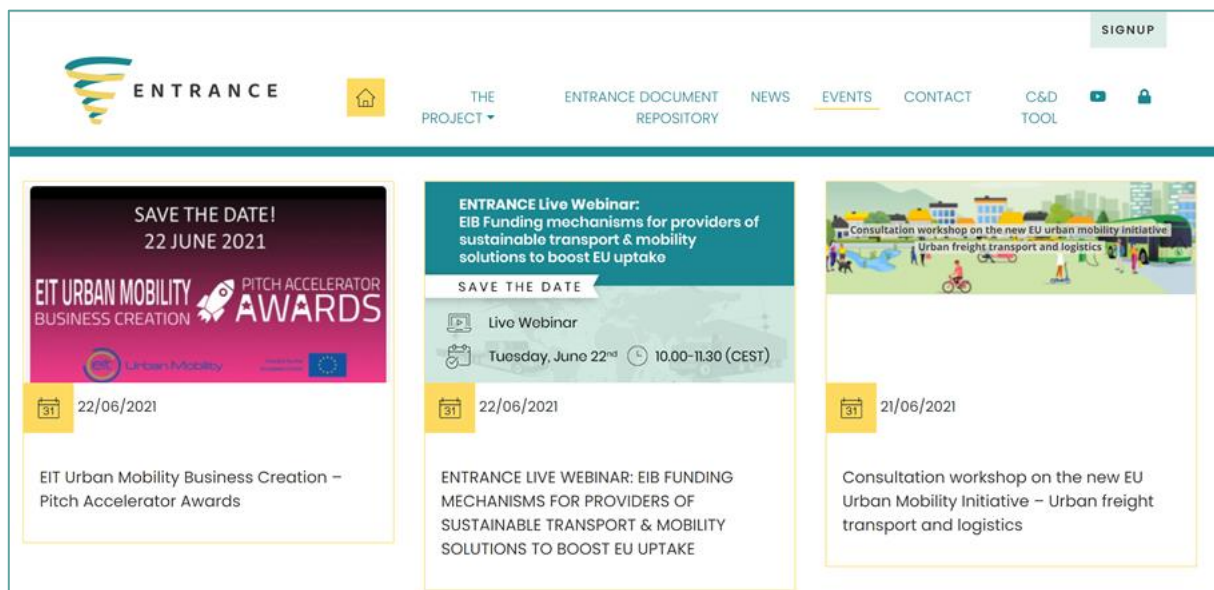


Figure 1 - ENTRANCE Events page



The screenshot shows the ENTRANCE website's registration page for a live webinar. The page features a teal header with the ENTRANCE logo and navigation links. The main content area is divided into several sections: a 'SAVE THE DATE' section with a calendar icon and the date 'Tuesday, June 22nd 10.00-11.30 (CEST)'; a 'REGISTRATION IS OPEN NOW' button; an 'Agenda' section listing topics like 'Presentation of the ENTRANCE Matchmaking Platform' and 'Q&A and Discussions on EIB Financing'; and a 'SHARE' section with social media icons. The page also includes a 'SIGNUP' button in the top right corner and a 'Home >' breadcrumb trail.

ENTRANCE  THE PROJECT ▾ [ENTRANCE DOCUMENT REPOSITORY](#) [NEWS](#) [EVENTS](#) [CONTACT](#) [C&D TOOL](#) [SIGNUP](#)

ENTRANCE LIVE WEBINAR: EIB FUNDING MECHANISMS FOR PROVIDERS OF SUSTAINABLE TRANSPORT & MOBILITY SOLUTIONS TO BOOST EU UPTAKE

Home > ENTRANCE LIVE WEBINAR: EIB FUNDING MECHANISMS FOR PROVIDERS OF SUSTAINABLE TRANSPORT & MOBILITY SOLUTIONS TO BOOST EU UPTAKE

ENTRANCE Live Webinar:
EIB Funding mechanisms for providers of sustainable transport & mobility solutions to boost EU uptake

SAVE THE DATE

Live Webinar
Tuesday, June 22nd 10.00-11.30 (CEST)

19/05/2021

ENTRANCE LIVE WEBINAR: EIB FUNDING MECHANISMS FOR PROVIDERS OF SUSTAINABLE TRANSPORT & MOBILITY SOLUTIONS TO BOOST EU UPTAKE

22/06/2021 from 10.00 to 11.30

Didn't have time to attend the webinar? No problem. Here you can watch the video of the webinar in full length!

 **WEBINAR WITH THE EUROPEAN INVESTMENT BANK TO DISCOVER FUNDING MECHANISMS FOR SUSTAINABLE TRANSPORT & MOBILITY SOLUTIONS.** 

Are you looking for funding sources that allow you to launch your innovative product on the market?

The ENTRANCE project is designed to mobilise financial resources and boost sustainable innovations in the transport and mobility sectors. To do so, the partnership will create an environment for promoting solutions to find buyers or investors. These solutions will gain visibility through the **ENTRANCE Matchmaking Platform**, that will count also with a Knowledge Hub to learn more about sectorial trends and financing insights.

This work is strengthened with the first project's **webinar: EIB funding mechanisms for providers of sustainable transport & mobility solutions to boost EU uptake**. A Live Webinar in which European Investment Bank experts will present its funding mechanisms for transport and mobility solution providers across Europe and how these can be applied for deployment projects and scaling up of innovative transport and mobility solutions.

The webinar will take place on **June 22nd from 10.00 to 11.30 (CEST), SAVE THE DATE!**

REGISTRATION IS OPEN NOW >

Agenda:

- Presentation of the ENTRANCE Matchmaking Platform
- Presentation of EIB funding mechanisms and presentation of examples of deployment projects scaling up innovative transport solutions
- Q&A and Discussions on EIB Financing including Future Mobility Facility

Data collected will be processed by all partners of the ENTRANCE project and it will be used to communicate information about the webinar and other services or activities.

Remember to subscribe to ENTRANCE newsletter to be informed on the latest project updates!

 The project has received funding from the European Union's Horizon 2020 research and innovation program under Grant Agreement N°101006681.

SHARE   

Figure 2 - Registration page

The platform used to organise and host the webinar was WebinarGeek¹. PNO decided to use that platform to guarantee the data protection of the registered users and the information shared. The webinar platform allowed the viewers to interact with the speakers, making the webinar more exciting and dynamic for the attendees.

2.3. AGENDA AND PRESENTERS

The agenda of the webinar was structured as follow:

- Presentation of the ENTRANCE Matchmaking Platform
- Presentation of EIB funding mechanisms and presentation of examples of deployment projects scaling up innovative transport solutions
- Q&A and Discussions on EIB Financing including Future Mobility Facility

The presenter from PNO was Mrs. Jeanett Bolther.

The presenters from the European Investment Bank were:

Mrs. Juliet Dow-Madu

Innovation Finance Advisory
Advisory Services Division
Operations Directorate

Mr. Özhan Yılmaz

Air, Maritime & Innovative Transport
Mobility Division
Projects Directorate

2.4. THE WEBINAR

The webinar, entitled “EIB funding for transport and mobility solutions” provided the opportunity to witness first-hand the funding mechanisms for transport and mobility solution providers.

The following figures present a couple of snapshots of the online event.

¹ <https://www.webinargeek.com>



ENTRANCE Webinar #1 - European Investment Bank funding for transport and mobility solutions.

Figure 3 – Welcome to the webinar and presentation of the ENTRANCE project, by Mrs. Jeanett Bolther (PNO ES)



Figure 4 - EIB funding mechanisms for sustainable transport & mobility solutions, by Juliet Dow-Madu and Özhan Yılmaz

Few days after the webinar, the ENTRANCE secretariat sent a follow-up email to all registered people, sharing the link to the video of the recorded webinar. The presentations showed during the webinar have also been made available on the ENTRANCE platform.

Videorecorded webinar - European Investment Bank funding for transport and mobility solutions

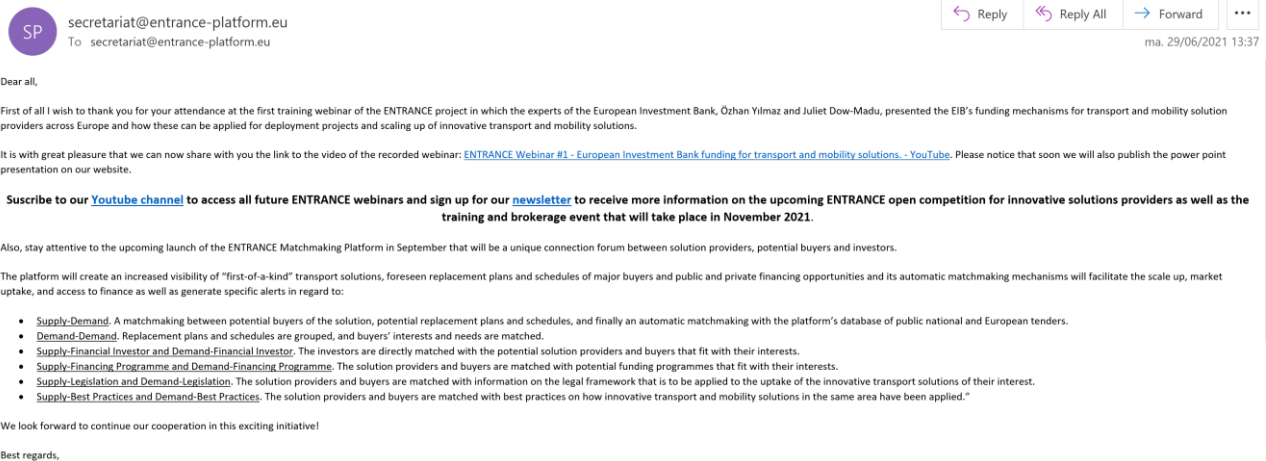


Figure 5 - Follow-up email

3. DESCRIPTION OF THE AUDIENCE

The webinar counted with the registration of 187 persons and the participation of 95 attendees.

The event was well attended by both the key ENTRANCE stakeholders (port authorities, industries, research centres, universities, funding authorities) and general public. The list of the organisations registered in the event is visible in the annex 1 of this document.

The following data, generated by “WebinarGEEK”, of interest to show:

Overview

	22 Jun 10:00 CEST
● Subscribers	187
Unique viewers	95
Live viewers	95
Replay viewers	0

Figure 6 - Number of subscribers and live viewers

Most of the participants connected from European countries. In the map it is also indicated that some attendees connected from American countries.

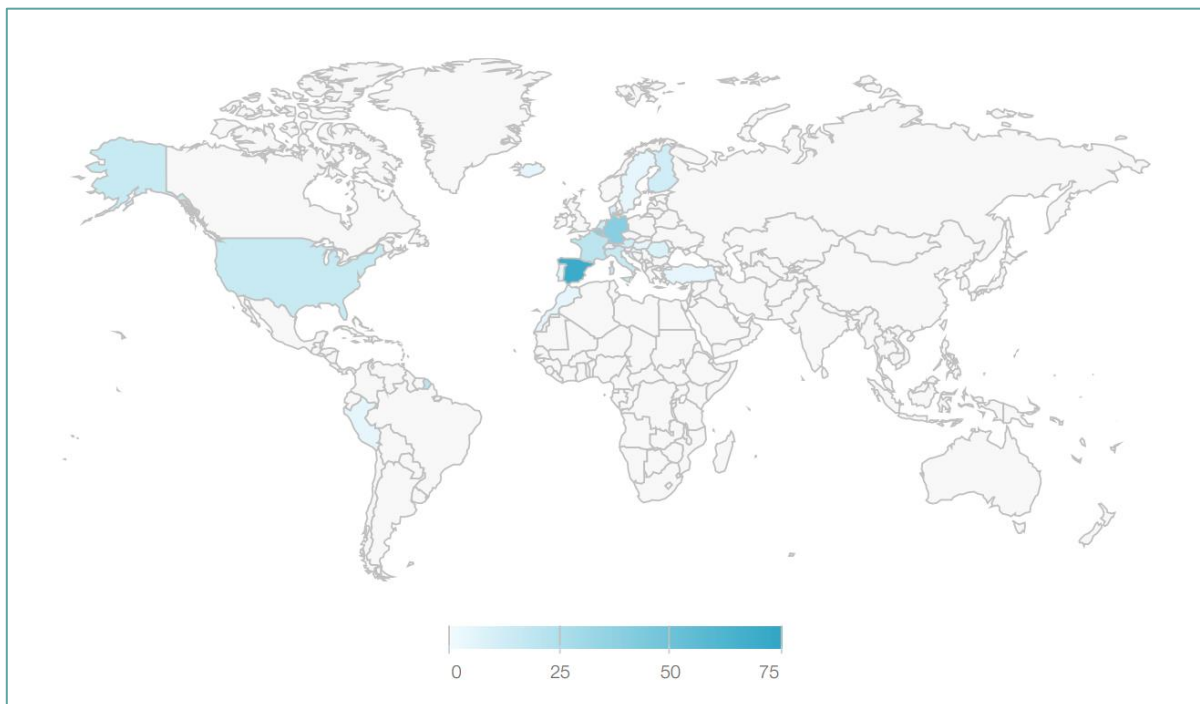


Figure 7 - Countries from which attendees have connected

The event had an overall duration of approximately 1 hour and 30 minutes. The average time of people connected was of 1 hour and 3 minutes.



Figure 8 - Overall duration of the event vs. average viewing time

Organisers and speakers connected some minutes before the official start to verify the connexion's quality and share the presentations.

The duration of the video on YouTube (from the official welcome to the attendees up to the final) is 1h 19'.

4. MAIN OUTCOMES

This first webinar demonstrated that the ENTRANCE matchmaking platform would reach its main objective *"to become a reference place to mobilise financial resources to accelerate the market access and upscaling of "first of a kind" sustainable transport and mobility solutions and foster their de-risking, thereby reducing the European CO2 emissions and pollutants caused by the transport and mobility sector."*

During the webinar, 69 messages were received, most of them addressed to the EIB representatives.



Figure 9 - Number of messages received from the audience during the webinar

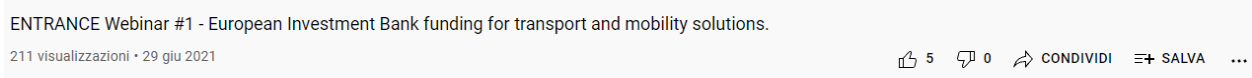
The ENTRANCE secretariat kept contact with the attendees, and all of them are now registered in the ENTRANCE platform, receiving the project's newsletter.

4.1. FURTHER DETAILS

The webinar has been recorded, and it is available on the ENTRANCE platform with direct access to the dedicated ENTRANCE' YouTube channel:

[ENTRANCE Webinar #1 - European Investment Bank funding for transport and mobility solutions. - YouTube](#)

At the time this deliverable was written, the video had 211 views and 5 likes on YouTube.



5. CONCLUSIONS

The webinar “European Investment Bank funding for transport and mobility solutions” successfully reached the expected objective. It provided an opportunity to promote the funding opportunities offered by the European Investment Bank for solution providers in the transport sector and to encourage, through the ENTRANCE matchmaking platform, the participation of EU organisations in the current and upcoming EIB funding opportunities

6. ANNEX 1 / LIST OF REGISTERED ORGANISATIONS

The list of the organisations registered to the 1st webinar is:

Table 1 - List of organisation registered

Company	Country
CLEANconnect	BE
3b management concepts	DE
Acciona Mobility	ES
Actia Forum Ltd	PL
AIDP	ES
Airbus	FR
AKKA Technologies	BE
ALICE	BE
AMLOG	MA
Anglo Belgian Corporation	BE
Arriva Group	GB
Asociatia Solar Decatlon Bucuresti - EFdeN	RO
Austrian Non-Ferrous Metals Association	AT
AUTF	FR
Autonomous Knight	BE
BABLE GmbH	DE
Bandung Institute of Technology	ID
Bax & Company	ES
Black Country Manufacturing Organisation	GB
BLN	NL
BlueCentury	BE
Bureau Veritas Marine&Offshore	FR
Capillar it	BE
Cargill	NL
CARNET	ES
CCNR	FR
Centrum v ¹ / ₂ skumu a v ¹ / ₂ voja s.r.o.	SK
CFL multimodal S.A.	LU
Ciaotech (PNO Group)	IT
Cosnav	IT
CrowdfundingHub	NL
Damen	NL
Danish Maritime	DK
De Vlaamse Waterweg nv	BE
Desigual	ES
DIMECC	FI
Dockflow	BE
dotOcean NV	BE

Company	Country
Dotted sarls	LU
E.S.O./BOND VAN EIGENSCHIPPERS	BE
Ecospray Technologies	IT
EGEN	NL
EIB	LU
EIB Brussels office	BE
EICB	NL
EIT UM	CZ
EIT Urban Mobility	ES
EMPRESA MUNICIPAL DE TRANSPORTES DE VALENCIA	ES
eProInn	IT
ESC	FR
etheclo	BE
ETSEME	FR
EU IWT Platform	BE
EurA - Brussels & Portugal	PT
EurA AG	DE
European Commission	BE
European IWT Platform	BE
European maritime Heritage	NL
European Parliament	BE
European Sea Ports Organisation	BE
Factual Consulting	ES
Fasttrack Action	PT
Federal Ministry of Transport and Digital Infrastructure	DE
Fincantieri	IT
Finlandiabiosciences	SE
Flemish Department of Mobility and Public Works	BE
FLY 4 ALL SA	CH
Fraunhofer Institute for Industrial Engineering IAO	DE
FundacionValenciaport	ES
GB Foods	ES
German Maritime Centre	DE
German Shipbuilding and Maritime Industries Association	DE
GICAN	FR
Groke Technologies	FI
Hochschule für technik stuttgart	DE
Hyke - Hydrolift Smart City Ferries	NO
IM Efficiency	NL
Innovation Engineering	IT
Irish Maritime Development Office	IE
ITB ASBL	BE
ITS Norway	NO

Company	Country
Johnson & Johnson	CH
Kido Dynamics	ES
Kocaeli University Technology Park	TR
KS-Recycling GmbH & Co. KG	DE
Las Naves	ES
Last Miile Team	ES
Local Government of Pest County	HU
LOPEZ LEZA CONSULTORES	ES
LOXO AG	CH
MaaS Alliance	FI
Marfin Management sam	MC
Mediterranean University of Reggio Calabria	IT
MEYER WERFT GmbH & Co. KG	DE
Minister of the Environment	FR
MIXMOVE AS	NO
MOBLT BV	BE
ModC Networks AB	SE
New Electric Aircraft Engines - GSI (NEAE-GSI)	IT
NILU	NO
NomadPower	NL
Oficial Spanish Chamber of Commerce in Belgium and Luxembourg	BE
Omniloop AB	SE
One Sea - Autonomous Maritime Ecosystem / DIMECC	FI
otapruue ayuntamiento de valencia	ES
Panteia	NL
PARAGON S.A.	GR
PNO Innovation	ES
Pntconsulting	IT
Point Construct	RO
Port Authority of Nantes Saint-Nazaire	FR
Port of Antwerp	BE
Port of Brussels	BE
Pro Danube Management GmbH	AT
PwC	IT
Railgrup	ES
RBSA	BE
Recherches et Documentation Juridiques Africaines (RDJA) asbl	CD
RGC	NL
SAMS Norway	NO
SEA EUROPE	BE
SHIP DESIGN GROUP	RO
Siemens	DE
SjÄ¶fartsverket	SE

Company	Country
SkyScape Solutions BV	NL
Spanish Shippers' Council - TRANSPRIME	ES
Spear Power Systems BV	BE
SpotVessels GmbH	AT
SSP Consult	DE
Stealth	ES
SuburVAN	FR
THALES	ES
The Flemisch Waterway	BE
TNO	BE
TOFAS	TR
Total Freight Solutions BV / Webtrans	BE
TTS (Transport Trade Services) GmbH.	AT
Turkish Shipbuilders Association	TR
UCV	PE
University of Craiova	RO
Urban Radar SAS	FR
USR	RO
uYilo eMobility Programme	ZA
Verband für Schiffbau und Meerestechnik e.V.	DE
Victrol NV	BE
VIL	BE
Volvero	IT
WATERBORNE TP	BE
Yunex	DE
ZELIN	FR
Zulu Associates	BE