



Project type: CSA
Start of the project: 01/01/2021 Duration: 36 months

[D4.6] Activity Report on Liaison and External Collaboration activities I

WP n° and title	WP4: Phase 2 – Engage
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Contributor(s)	PNO ES, ALICE
Dissemination Level	PU

DELIVERABLE INFORMATION

Status (F: final; D: draft; RD: revised draft):	Final
Planned delivery date	30/06/2022 (M18)
Actual delivery date	30/06/2022 (M18)
Dissemination level: (PU = Public; PP = Restricted to other program participants; RE = Restricted to a group specified by the consortium; CO = Confidential, only for members of the consortium)	PU
Type: Report, Website, Other, Ethics	Report

DOCUMENT HISTORY

Version	Date (DD/MM/YYYY)	Created/Amended by	Changes
01	05/05/2022	CTECH/PNO ES	Table of contents
02	30/05/2022	CTECH/PNO ES/ALICE	First full draft for internal review.
03	27/06/2022	PNO ES	Deliverable updated with the latest information available about liaison activities and external collaborations.

QUALITY CHECK REVIEW

Reviewer (s)	Main changes
Philipp Schmitz (EITUM)	No comments.
Daniel Fernández, Ignacio Gómez (RG)	No comments.

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ENTRANCE has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 101006681. The same disclaimers as they apply to the consortium members equally apply to the European Union employees, officers and organisations.

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LIST OF ABBREVIATIONS AND DEFINITIONS

Abbreviation	Definition
AB	Advisory Board
DoA	Description of Action
EC	European Commission
H2020	Horizon 2020
WP(S)	Work Package(s)

Short name	Name
CIAOTECH*	CIAOTECH Srl
PNO ES*	PNO INNOVATION S.L.
RG	ASSOCIACIO RAIL GRUP
VIL	VLAAMS INSTITUUT VOOR DE LOGISTIEK VZW
ALICE	ALLIANCE FOR LOGISTICS INNOVATION THROUGH COLLABORATION IN EUROPE
EITUM	EIT KIC URBAN MOBILITY SL
IWT	EUROPEAN INLAND WATERWAY TRANSPORT(IWT) PLATFORM

* 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 activity report describes ENTRANCE's liaison and external collaboration activities between M1 (January 2021) and M18 of the project (June 2022) as well as the main methods and pillars that the consortium have considered to manage such relationships. This deliverable particularly reports the work executed under Task 4.2, despite it can add references to other WPs due to the importance of these activities for the project as a whole.

This document provides information about the following key aspects of the project:

- ENTRANCE's Advisory Board.
- Task Force on Accelerating innovation uptake for sustainable transport.
- Relationship with external networks including:
 - o EU partnerships.
 - o Large scale EU initiatives and projects.
 - o Other international initiatives.

These aspects were already planned originally for the ENTRANCE project execution. This document reflects how these assets and connections have been integrated and the main changes introduced after the implementation of the new project strategy.

This document will be updated during the second half of the project execution to collect the synergies created with the segments already described here or new ones that may be identified in the upcoming months.

2. INTRODUCTION

ENTRANCE was designed as a hub for accelerating market uptake of first-of-a-kind transport and mobility zero or near-zero emission solutions. To maximize the project's impact, it is essential to establish connections and liaison with relevant national and European transport and mobility networks and associations that work closely with a large amount of market stakeholders. The project has therefore put a strong emphasis on formalizing these connections to facilitate the contact with the stakeholders of the demand-supply-finance triangle, thereby increasing the visibility of ENTRANCE's activities and achieve a higher involvement.

Considering the variety of profiles of these stakeholders and their positioning in the transport and logistics value chain, ENTRANCE considered the most appropriate win-win relationship for all stakeholders involved and, more importantly, that targeted users can perceive an enhanced added value from the project's activities.

Taking this into consideration, ENTRANCE has set up different relationships with the stakeholders that are described in this deliverable. Namely:

- The ENTRANCE **Advisory Board (AB)** that involves key European associations and networks that provide a sectorial strategic vision and boost the outreach of the project activities and supports the identification of key challenges and interests from the buyers of first-of-a-kind solutions in the sector.
- The **Task Force on Accelerating Innovation Uptake for Sustainable Transport**, that has emerged through the liaison activities with other relevant EU funded project that share the main long-term goal of boosting the uptake of innovative transport and mobility solutions to decrease the CO2 emissions of the sector.
- Additional collaborations with other **external networks** including:
 - o The Horizon Europe partnerships.
 - o Large scale EU initiatives and projects.
 - o Other international initiatives.

Each of these collaborative measures boost the project's visibility, outreach and connection to a critical mass of users of the ENTRANCE online and offline activities.

This document will be recurrently updated during the project's execution and will have a new consolidated version under 'D4.7 - Activity report on liaison and external collaboration activities II' that will be delivered by M36 of the project (December 2023). Moreover, this document includes references to Deliverable 'D4.4 - Activity report of training & brokerage events I' that is also submitted in M18 of the project (June 2022). This will avoid duplicated information across multiple documents reporting the activities under the same WP.

3. ADVISORY BOARD

3.1. SET UP OF THE ADVISORY BOARD

3.1.1. Methodology

The set-up of an Advisory Board (AB) provides direct contact with several associations, cluster and organisations that can attract further users to the ENTRANCE platform and provide relevant information on the transport and mobility market that would be relevant to take into consideration in the project execution.

The ENTRANCE AB was therefore set up to generate a broad direct connection and clustering activities with the goal of achieving an active AB of representatives from relevant European transport associations, clusters, regional Enterprise Europe Network offices, Technology Platforms, and large buyers' groups, networks and platforms that can support and boost the project activities. Furthermore, liaisons and collaboration with other EU funded projects are planned, whose activities are directly related to those proposed in ENTRANCE for piggy-backing activities, thereby avoiding duplicating efforts, and creating synergies for input and positive cascade effects on all initiatives.

The ENTRANCE consortium has invited key experts from the networks identified to join the AB. The role of AB members is to:

- Advise the ENTRANCE consortium on stakeholder identification and engagements;
- Support in identifying common challenges and interests in specific types of innovative solutions amongst potential buyers;
- Advise the ENTRANCE consortium on designing and executing the Open Calls (the updated format of the previously known as 'Open Competition') and brokerage events;
- Support the ENTRANCE project in the outreach and dissemination activities. The AB plays a key role in the outreach activities and promote the use of the ENTRANCE platform among its members and network contacts. It also promotes the engagement activities by disseminating information on for example events and training activities;
- Advise the ENTRANCE consortium on designing and executing the training webinars;
- Assist the ENTRANCE consortium in reaching out stakeholders, projects and initiatives relevant to the project activities;
- Advice on the status quo from the individual sub-sectors regarding trends, innovations, market growth and other important news. This includes, for example, their involvement in the WP3 activities, as ENTRANCE will share the insights collected during the different market analysis of first-of-a-kind solutions in order to validate the insights collected and reinforce the perception of high-quality information delivered through the platform. ENTRANCE thereby achieves validated market analysis.

The AB is being periodically informed about the relevant and crucial activities that the ENTRANCE project performs during its lifespan, as well as on the results obtained, to gather feedback to be used to drive the project.

3.1.2. Advisory board members

Based on the existing liaison network of the project's consortium, candidates for the AB were identified at proposal stage and the corresponding invitations were sent as seen in the annex. The invitation received a good response as most invited members agreed to join the AB. The AB is open for participation of new associations and networks throughout the entire project duration. The ENTRANCE consortium considers it important to involve three types of organisations in the AB:

- Transport associations that represent the private operators and service providers who have connections with the transport community including innovation buyers and solution providers, to help the project identify the needs of the transport community and engage with the appropriate stakeholders.
- City networks and regions who have extensive knowledge of city authorities' needs for innovation in the transport sector and experiences in helping innovation implemented in cities and that represent the public buyers.
- Innovation networks that can help the project to identify various instruments to advance in the implementation of innovative solutions.

The three types of AB members are complementary to each other and bring in different knowledge, networks and experiences to provide advice to the project consortium.

The list of these organisations with the ENTRANCE ecosystem and their potential contribution to maximise the outreach of project activities can be found in D6.1 - Communication and dissemination plan (properly updated to ENTRANCE's new strategy).



Figure 1. List of members of ENTRANCE's Advisory Board.

3.2. ADVISORY BOARD MEMBERS MEETINGS

In the first 18 months, two meetings have been organised:

- The first meeting was held on 19th May 2021.
- The second meeting was held on 26th April 2022.

Details of the meetings are provided in the following section. The next meeting will be organised in the second half of 2022.

3.2.1. The first AB meeting

The ENTRANCE Advisory Board first meeting was held on 19th May 2021. The 1st Advisory Board meeting gathered 11 key experts in the mobility and transport sector. At the first meeting, Jeanett Bolther, the coordinator of the ENTRANCE project, presented the project objectives, methodology and expected impacts. The Advisory Board members shared their experiences on connecting innovation developers and

buyers and advancing market uptake of innovations in the transport and mobility sectors. Several initiatives (e.g. EEN, ICLEI and Eurocities) have been identified for cooperation with the ENTRANCE project. The Advisory Board members have agreed to help the project's dissemination and communication activities. They have agreed to disseminating and promoting the first webinar on 22nd June. The list of the Advisory Board members attending the first meeting is shown below:

Table 1. Relationship of participants in the first ENTRANCE's AB meeting.

Name	Organisation
EUROPLATFORMS EEIG	Isabel Velasco
Enterprise Europe Network Sector Group Mobility	Gonda de Bruin
ICLEI Europe	Ana Dragutescu
FGC	Albert Tortajada Flores
Association of European Vehicle Logistics - ECG	Mike Sturgeo
JPI Urban Europe	Margit Noll
ERTICO	Zeljko Jeftic
EUROCITIES	Peter Staelens
ECIB	Martin Quispel
CLEPA	David Storer
CLECAT	Nicolette van der Jagt

Key actions the AB members agreed to carry out:

- Provide inputs to the platform requirement analysis and architecture definition (T2.1).
- Test and validate the platform (T2.2).
- Providing inputs Provide inputs on funding and investment opportunities (T3.1).
- Identifying best practices (T3.2).
- Helping in raising awareness of the ENTRANCE project and attract users of the platform (T6.2).
- Disseminating the project event on 22 June 2021 (first training webinar with European Investment Bank) to their networks and partners (T4.1).

3.2.2. The second AB meeting

The 2nd ENTRANCE Advisory Board meeting was held on 26th April 2022. The Advisory Board gathered 8 members of AB, as shown below. The ENTRANCE project has used this opportunity to validate its new strategy and collect comments from the AB on planned actions. At the second meeting, Jeanett Bolther

presented the new strategy of the ENTRANCE project, achievements, actions planned, including the project objectives, methodology and expected impacts. The AB members agreed the new strategy and provided substantial inputs to planned actions, e.g. how to organize open calls, training webinars etc. Several members asked individual meetings to follow up with the project activities, for example, a meeting was arranged with ERTICO – ITS Europe regarding the ongoing open call on ITS for City Logistics.

Table 2. Relationship of participants in the second ENTRANCE's AB meeting.

Name	Organisation
FGC	Albert Tortajada Flores
Association of European Vehicle Logistics - ECG	Mike Sturgeo
JPI Urban Europe	Margit Noll
ERTICO	Johanna Tzanidaki
WATERBORNE	Mihai Barcanescu
CLEPA	David Storer
POLIS	Raffaele Vergnani
European Cycling Federation	Philip Amaral

Agreed actions at the meeting are:

- Publish information about the advisory board on the ENTRANCE project website including logos of organisations involved.
- One-to-one meetings with each of the AB members will be organized with the ENTRANCE coordinator for more detailed discussions on cooperation.
- ERTICO will be added in the list of associations for public buyers and has potential to help in identifying common interests in buyers.
- The project should differentiate innovations with different TRLs as business models, investments and funding can be different; more discussions on how to help market uptakes & funding for innovations with TRL>9, and TRL 7-9 should be facilitated.
- To avoid publish an open call every month, the project consortium has been advised to combine open calls together, particularly calling on cities, in order to attract maximum interests from cities.

4. TASK FORCE ON ACCELERATING INNOVATION UPTAKE FOR SUSTAINABLE TRANSPORT

4.1. SET UP OF THE TASK FORCE

4.1.1. Motivation and objectives

The transport sector not only represents almost a quarter of Europe's greenhouse gas (GHG) emissions, but is also the main cause of air pollution in cities. Although emissions from the sector have seen a decline since 2007, they still remain higher than in 1990. The European Commission's Low-emission Mobility Strategy, adopted in 2016, has initiated a shift towards a low-emission and sustainable transport ecosystem. Many innovative solutions in transport, such as micro-mobility services and zero-emission freight vehicles, that can help to decarbonise the transport sector have been developed through public and private funding. Those solutions could potentially significantly reduce emissions and air pollution of the sector, if implemented widely. Although much effort has been made to facilitate market uptake of innovation in transport (e.g. HORIZON Result Booster), progress remains slow, with many innovations not having been implemented or only at a smaller scale, thus limiting their contributions.

The consortium members of 7 HORIZON 2020 Coordination and Support Actions (CSA) projects have realised the importance of accelerating market uptake of sustainable and innovative solutions and decided to unify our efforts to advance progress. Therefore, these projects in collaboration have launched a Task Force to:

- raise awareness of project activities on advancing market uptakes of innovation in transport to a wide range of stakeholders including high-level policy makers.
- mobilise resources from projects and other initiatives to address key obstacles, thus facilitating market uptake of innovations.
- create cross-project, cross-sectoral cooperation to maximise impacts of project activities and avoid duplication.

4.1.2. Work streams

Implementation of innovative solutions in transport faces many obstacles, particularly through the complex interplay of stakeholders involved, such as public authorities, and end users. Further challenges also include existing regulations and policies, financing, lack of required skills, etc.

This Task Force will initially address the following four main obstacles:

- I. **Mismatch of demand and supply**; innovative suppliers may not reach potential users and potential users may not be aware of or able to find innovations they need.
- II. **Lack of funding or financial support for implementation and high risk of implementation of innovative solutions**; implementation of innovation may require funding, even though in the long term it will lead to economic benefits; investment is also needed to make innovative solutions

'market-ready' or 'implementation-ready'; risk of implementation may include lack of political support (due to change of government or policy priorities), and lack user acceptance.

- III. **Inability to measure impact of innovation, thus complicating the formulation of reliable targets.** Without evidence-based impacts, decision makers (either in the public or in the private sector) may hesitate to implement innovations.
- IV. **Limited technical knowledge and insufficient vision;** buyers and implementation practitioners may lack sufficient technical knowledge to provide support to implementation of innovation, and they also may not have the vision for using innovation to help decarbonisation of the sector, as well as increasing efficiency and enhancing competitiveness.

The task force consists of four work streams to specifically address the main obstacles:

- **Work Stream 1:** Matchmaking services between innovation suppliers and buyers
- **Work Stream 2:** Finance & De-risking
- **Work Stream 3:** Best practice sharing
- **Work Stream 4:** Capacity building and guideline development

4.1.3. Members of the taskforce

Therefore, several organisations agreed to continue the conversation and build up a closer relationship among various projects. Those projects are:

- ASSURED-UAM
- BOOSTLOG
- FastTrack
- FUTURE-HORIZON
- PLATINA3
- RECIPROCITY
- LASTING



Figure 2. List of members of the Task Force.

Details of every project and the relationship with ENTRANCE's partnership can be reviewed in the annex of this document.

4.1.4. Background Information on the Projects

ENTRANCE offers a common and legitimate European Matchmaking platform and complementary off-line services designed to mobilise financial resources to accelerate the market access and scale up of “first of a kind” sustainable transport solutions, thereby reducing the European CO2 emissions and pollutants caused by the transport and mobility sector. More information: <https://www.entrance-platform.eu/>

ASSURED-UAM will look at scenarios for up to 10 use cases within 5, 10 and 15-years' timeframes, make knowledge base and policy recommendations in 8 languages. It will create standards for products and processes as well as tools for exchange and learning of Urban Air Mobility, project development support and technical assistance. There will be UAM community integration and wide consultations, cooperation, and synergy with other projects, industry and user groups. More information: <https://assured-uam.eu/>

BOOSTLOG aims to boost impact generated from future EU funded R&I projects to contribute to EU policy objectives, address societal challenges, and increase EU competitiveness. The project will map more than 160 projects funded by FP5, FP6, FP7 and HORIZON 2020, and identify successful implementation cases into the market and regulations and will develop actionable reports on various subjects prioritised by stakeholders. More information: <https://www.etp-logistics.eu/boostlog/>

FastTrack helps cities accelerate the roll-out of sustainable mobility innovations through knowledge-exchange and capacity building. It will work with 24 urban and peri-urban areas to help them accelerate their deployment of sustainable mobility innovations. This work revolves around four topical clusters, each led by an Ambassador City. Throughout its learning programme – featuring a bottom-up needs assessment, e-learning opportunities, and Capacity Building Weeks – FastTrack brings its community of local areas together with experts and solution providers to overcome the barriers to innovation deployment. More information: <https://fasttrackmobility.eu/about/project>

FUTURE-HORIZON will support ERTRAC, related HORIZON EUROPE partnerships and the European Commission in identifying future research needs for upcoming R&I programmes, in order to further facilitate a sustainable and efficient road transport system in Europe, while also fostering international cooperation. More information: <https://www.ertrac.org/index.php?page=future-horizon>

PLATINA3 The main objective is to provide the knowledge base for the implementation of the EU Green Deal in view of further development of the European Commissions' IWT action programme (NAIADES) towards 2030. The project aims to improve the impact and broadening stakeholder engagement in support of transport research and innovation in Inland Waterway Transport (IWT). More information: <https://platina3.eu/what-we-do/>

RECIPROCITY aims at transforming European cities into climate-resilient and connected, multimodal nodes for smart and clean mobility through an innovative four-stage replication approach. The project will

equip at least 20 cities across Europe, of varying size and mobility demand, with necessary tools, knowledge, contacts and methods to accelerate the replication of existing innovative mobility solutions. More information: <https://reciprocity-project.eu/about/>

A task force was launched to gather those projects together for joining efforts to advance market uptake of sustainable transport solutions. The Task Force was launched on 15th December 2021¹. Detailed information about the launch of Task Force can be found at ENTRANCE's website: [link](#).

Multiple cooperation opportunities were identified and will be managed through the task force by different workstreams. There are four workstreams of the task force:

- 1) Matchmaking services between innovation suppliers and buyers (led by ENTRANCE)
- 2) Finance and de-risk
- 3) Best practice sharing (led by ENTRANCE)
- 4) Capacity building and guidance development

Currently, the ENTRANCE project consortium members lead two workstreams as shown above. Through participating in the task force and leading the workstreams, ENTRANCE will be able to outreach to a wide range of stakeholders in transport, thus disseminating project activities.

4.2. ACTIVITIES EXECUTED WITH TASK FORCE MEMBERS

The task force in 2022 has organised several meetings to follow various workstreams. For example, the ENTRANCE project consortium has organised a meeting on Workstream 3 on Best Practice to understand projects activities in identifying best practices, and collect inputs from all projects for the ENTRANCE platform.

The task force members have proposed a session for TRA2022, a key transport research and innovation event held in Lisbon in November 2022. The session invites representatives from the four workstream to present their progress and engaging with the transport community.

4.3. LESSONS LEARNED AND FUTURE ACTIONS

Interactions with the Task Force are ongoing. At this moment, ENTRANCE has identified complementarities with the project involved that can lead to win-win situations for all stakeholders involved. An illustrative example of these complementarities and synergies could be:

- FastTrack will support urban/peri-urban areas to roll-out sustainable mobility solutions. ENTRANCE has provided graining on financing opportunities and has offered individual financing advice to the uptake scenarios of the project.

¹ The LASTING project joined the Task Force after the announcement on 15th December 2021.

-
- ENTRANCE will support the promotion and finance of market deployment of (among others) mobility solutions in the ReciProcity project through individual financing advice to the implementation scenarios of the project.
 - Common training activities are in organization with the BOOSTLOG project.
 - ENTRANCE is a member of the Advisory Board of the ASSURED UAM project, represented by Jeanett Bolther.
 - Jeanett Bolther, in representation of the ENTRANCE project, is part of the Joint EU Smart Shipping & Logistics Platform that has been launched by the coordinator of the PLATINA3 project.

In order to exploit such synergies, the consortium has been proactively promoting interaction through the workstreams, including the leadership of 2 out of the 4 defined.

5. COLLABORATION WITH EXTERNAL TRANSPORT AND MOBILITY INITIATIVES

5.1. INTRODUCTION

ENTRANCE has initiated during the first half of the project a collaborative framework of the partnering with relevant networks, initiatives and projects. During the development of the new ENTRANCE strategy, 'buyers' (based on ENTRANCE platform definitions) identification and attraction have been identified as the most challenging aspect for the project. Thus, the relationship with external networks and initiatives has been focused on attracting these potential buyers in order to facilitate market and challenge driven promotion of solutions through the ENTRANCE activities, as reported in D4.4 issued in parallel to this deliverable.

External initiatives include Horizon Europe Partnerships and other initiatives and networks.

More specifically, two large typologies of buyers were identified depending on their profile (public or private) and multiple external entities have been identified in order to build relationships with them as can be seen in the following figures. These figures also reflect the relationship of these networks with ENTRANCE strategy and the main goals of the cooperation.




PRIVATE BUYERS		ENTRANCE STRATEGY		ENTRANCE SUPPORT	IMPACT	GOAL
PARTNERS  EXT. ASSOCIATIONS  PROJECTS 	PHASE 1 - CHALLENGE	Identification of common interest amongst buyers in a specific innovation area or solution.	Identify demand (incl. Open calls buyers) Liaison activities	ENTRANCE Matchmaking Platform Automatic matchmaking	More buyers involved - Increased impact	Support Europe in reducing the European CO2 emissions and pollutants caused by the transport and mobility sector.
	PHASE 2 - SOLUTIONS	Identification of potential solution providers.	Identify and map solutions for market overview Open Calls (solution providers) Liaison activities		Clarity and access to streamlined market overview of innovative solutions	
	PHASE 3 - MATCHMAKING	Matchmaking between buyers and solution providers.	Brokerage and matchmaking events		Mobilise financial resources to accelerate market access and upscaling	
	PHASE 4 - FUNDING	Identification and promotion of funding opportunities for buyers and solution providers.	Identify and map funding opportunities Training webinars (funding programmes) Innovation finance support services Liaison activities with potential investor and financing organisations		Lower risk in acquisition of innovative products and services	
	PHASE 5 - SUPPORT	Support purchase aggregation processes. Create greater overview of best practices and legal framework and legal support.	Neutral trustee for purchase aggregation orchestration Promote best practices Overview of existing legal framework Training webinars (others)			

Figure 3. Relationship of organisations related to private buyers.




PUBLIC BUYERS		ENTRANCE STRATEGY		ENTRANCE SUPPORT	IMPACT	GOAL	
PARTNERS		PHASE 1 - CHALLENGE	Identification of common interest amongst buyers in a specific innovation area or solution.	ENTRANCE Matchmaking Platform Automatic matchmaking	More buyers involved - Increased impact	Support Europe in reducing the European CO2 emissions and pollutants caused by the transport and mobility sector.	
		PHASE 2 - SOLUTIONS	Identification of potential solution providers.		Identify demand (incl. Open calls buyers) Liaison activities		Identify and map solutions for market overview Open Calls (solution providers) Liaison activities
		PHASE 3 - MATCHMAKING	Matchmaking between buyers and solution providers.		Identify and map funding opportunities Training webinars (funding programmes) Innovation finance support services Liaison activities with potential investor and financing organisations		Clarify and access to streamlined market overview of innovative solutions
		PHASE 4 - FUNDING	Identification and promotion of funding opportunities for buyers and solution providers.		Support joint procurement processes. Create greater overview of best practices and legal framework and legal support.		Mobilise financial resources to accelerate market access and upscaling
		PHASE 5 - SUPPORT	Support joint procurement processes. Create greater overview of best practices and legal framework and legal support.		Promote best practices Overview of existing legal framework Training webinars (others) Liaison with public procurement initiatives for public buyers		Lower risk in acquisition of innovative products and services
EXT. ASSOCIATIONS							
PROJECTS							

Figure 4. Relationship of organisations related to public buyers.

It is important to notice, that ENTRANCE project partners are also reflected here as they play a complementary role to what is expected from these external networks, as they represent different verticals of transport, logistics and mobility sector.

5.2. EUROPEAN PARTNERSHIPS

5.2.1. Methodology and added value

European Partnerships under the Horizon Europe programme are a key implementation tool of Horizon Europe and contribute significantly to achieving the EU's political priorities. As already described in D6.1, the ENTRANCE consortium has already identified European Partnerships that are relevant to the project. Special attention will be paid to PILLAR II - Global challenges & European industrial competitiveness in the following areas: Cluster 5: Climate, Energy and Mobility.

5.2.2. Relevant entities

Relevant partnerships can be reviewed in the annex of this document.

5.2.3. Proposed activities, lessons learned and future actions

Activities with the European partnerships are ongoing and will be accordingly updated through ENTRANCE communication and dissemination channels as well as future iterations of this document.

5.3. LARGE SCALE EU INITIATIVES AND PROJECTS

5.3.1. Methodology and added value

While cooperation with complementary European projects have been structured under the Task Force on accelerating innovation uptake for sustainable transport, while in this section other initiatives are mentioned.

The main added value of interacting with these initiatives and projects is similar to what is expected from others:

- Raise awareness of project activities.
- Mobilise resources on a coordinated manner to facilitate market uptake of disruptive sustainable solutions.

Particular attention has been paid to those that can facilitate and support interaction with buyers, as expressed in section 5.1 in order to identify and lead challenge-driven open calls like the ones that are described in the also public deliverable 4.4.

5.3.2. Relevant entities

As illustrated in both Figure 3 and 4, several networks and organisations have been identified in order to liaise and built relationships with. While some of these initiatives are already part of ENTRANCE's Advisory Board (see section 3 for details), there are some with which the project has established direct relationship. The ones with whom relationship has been materialised in form of cooperation are:

Table 3. Relationship of external initiatives with whom ENTRANCE has launched or confirmed activities to date.

Project	Short introduction	Relation to ENTRANCE	Ongoing or planned activities
Big Buyers for climate and environment	Big Buyers for Climate and Environment is a European Commission Initiative for promoting collaboration between big public buyers in implementing strategic public procurement for sustainable solutions	The initiative is challenge oriented and one of their current challenges is 'Electric heavy-duty vehicles for waste collection, street cleaning and maintenance'. They facilitate interaction across public buyers and is a great environment for showcasing innovative solutions for responding their particular challenges.	A market analysis for zero emission waste collection vehicles for urban services has been executed. More information can be found in D4.4.
EMEurope	ERA-NET Cofund focused on further advance electric mobility in Europe. It has been designed to take transnational e-mobility research and policy exchange towards deployable solutions.	As EMEurope focuses on application and implementation of e-mobility solutions and mainstreaming electrification, synergies with ENTRANCE can be found on further approaching such solutions to the market involving multiple target groups (companies, public authorities at different levels and research organisations).	A series of workshops have been arranged to accelerate the transition towards zero-emission road freight transport and logistics in European regions and countries. They focus on the local financing opportunities.
POLIS network (AB member)	POLIS is the leading network of European cities and regions working together to develop innovative technologies and policies for local transport	POLIS fosters cooperation across regions and stakeholder groups, making innovation in transport accessible for cities and regions. Their position and expertise can boost outreach of joint activities where ENTRANCE can facilitate identification of atomised sustainable solutions.	A new challenge will be launched in the beginning of 2023 that will focus on sustainable urban delivery solutions. POLIS will be collaborating in this challenge.
Sustainable Freight Buyers Alliance (Smart Freight Centre)	Smart Freight Centre is an international non-profit organization focused on reducing greenhouse gas emission from freight transportation. The Sustainable Freight Buyers Alliance (SFBA) is an initiative from Smart Freight Centre that unites freight buyers and freight decarbonization initiatives to shift to net-zero freight transport.	Smart Freight Centre is a key player on decarbonisation of global logistics industry through impact quantification, solutions identification and logistics decarbonisation strategies advocacy. The SFBA is a valuable platform that facilitate concrete and collective projects fir decarbonizing the procurement of innovative transport solutions.	A training webinar on GHG calculation was executed on June 20 th 2022.

5.3.3. Proposed activities, lessons learned and future actions

As expressed in Table 3, two main routes of interaction with external initiatives have been proposed:

- Identification of challenges upon which collaborative market analysis of first-of-a-kind solutions can be prepared.
- Generation of activities like webinars or training events that can dynamize the deployment of innovative sustainable solutions through funding opportunities or impact assessment methods.

To further attract new Horizon Europe projects and initiatives to work together with ENTRANCE, ENTRANCE will proactively keep looking out for Horizon EU projects in different sectors/industries. The experience collected during the generation of 2022 Open Calls with project partners and external initiatives like Big Buyers, will be used to attract further challenges from buyers to ENTRANCE.

6. CONCLUSIONS

This deliverable provides a summary of ENTRANCE interaction with relevant assets of the project, including the main achievements like the excellent Advisory Board that support the project or the ambitious Task Force that was created jointly with other relevant EU-funded projects.

During the first 18 months of the project, ENTRANCE has been able to build solid and strong relationships with relevant networks and initiatives with whom the project expects to maximise the project impact. The activities reported in this deliverable have become a strong focal point for the new strategy of ENTRANCE. This is also complementary to the multiple activities that are reported under deliverable D4.4, which has been developed in parallel to this D4.6.

This deliverable is a live document, and it will be updated according to the continuous activities executed with the stakeholders described on it.

7. ANNEXES

7.1. ANNEX 1 – RELEVANT EU PARTNERSHIPS IDENTIFIED

As introduced in section 5.2, the following table lists all European partnerships that are considered to be relevant for ENTRANCE:

Table 4. Relationship of European Partnerships related to ENTRANCE under Horizon Europe's cluster 5.

Project	Short introduction	Relation to ENTRANCE	Modes covered
European Partnership for transforming Europe's rail system	The partnership aims to accelerate the development and deployment of innovative technologies (especially digital and automation) and deliver on European Green Deal objectives. It will develop solutions with broad support across the EU – up to 75% market uptake by 2030, improving the competitiveness of rail and support European technological leadership in rail. More info: ec_rtd_he-partnerships-transforming-europes-rail-system.pdf (europa.eu)	Collaboration between ENTRANCE and this project can advance outreach and collaboration specifically in the rail sector.	Rail
European Partnership for Integrated Air Traffic Management (ATM)	Digital transforming air traffic management will make the European airspace the most efficient and environmentally friendly in the world. This will support the competitiveness and recovery of the European aviation sector in a post-coronavirus crisis Europe. Key areas: improving connectivity, air-ground integration and automation, increasing flexibility and scalability of airspace management and safe integration of drones. More info: ec_rtd_he-partnerships-integrated_atm.pdf (europa.eu)	The collaboration between ENTRANCE and this project can focus on driving innovation in European airspace and drones.	Air
European Partnership for Clean Aviation	The partnership aims to put aviation on route to climate neutrality by accelerating the development, integration, and validation of mainly disruptive research and innovation solutions, for deployment as soon as possible. It will also help develop the next generation of ultra-efficient low-carbon aircraft, with novel power sources, engines, and systems, which will emerge from the research and demonstration phase at a high technology readiness level. Supporting aviation research and innovation benefits the aviation sector's competitiveness and employment which is especially important post-coronavirus. More info: ec_rtd_he-partnerships-clean-aviation.pdf (europa.eu)	The demonstration projects from this project can serve as best practice cases within ENTRANCE (on the platform, in newsletters and the like). Again, collaboration between ENTRANCE and the project is foreseen.	Air
European Partnership on Clean Hydrogen	The partnership aims to accelerate development and deployment of European clean hydrogen technologies, contributing to a sustainable, decarbonised and fully integrated energy system. It will focus on production, distribution and storage of clean hydrogen to supply hard to decarbonise sectors such as heavy industries and heavy-duty transport applications. More info: ec_rtd_he-partnerships-clean-hydrogen.pdf (europa.eu)	Collaboration in this area can open up broad opportunities due to the wide applicability of hydrogen in different sectors matching the broad fields of ENTRANCE industries.	All




Project	Short introduction	Relation to ENTRANCE	Modes covered
European Partnership – Towards zero-emission road transport (2ZERO)	<p>The partnership aims to accelerate the development of zero tailpipe emission transport in Europe with a systems approach, develop a common vision and deliver a multi-stakeholder roadmap for a climate neutral and clean road transport system.</p> <p>It will improve mobility and the safety of people and goods, ensure future European leadership in innovation, production and services. Main achievements by 2030 will focus on wide deployment of zero-emission, affordable user-centric solutions, CO2 emission reduction and air quality improvements. A major challenge will be the introduction of zero-emission and competitive long distance heavy-duty vehicles. More info: ec_rtd_he-partnerships-2zero.pdf (europa.eu)</p>	By focusing this project on different groups of people, the suppliers, demanders and financiers presented in ENTRANCE will be able to benefit. Especially the stakeholder groups from the commercial vehicle sector are synergy-building here.	Road
European Partnership on Connected and Automated Driving (CCAM)	<p>The partnership aims to accelerate the implementation of innovative, connected, cooperative and automated mobility (CCAM) technologies and services. By bringing together the stakeholders of the complex cross-sectoral value chain, it will develop and implement a shared, coherent and long-term European research and innovation agenda.</p> <p>By 2030, the partnership will have demonstrated inclusive, user-oriented and well-integrated mobility concepts, enabled by CCAM, with increased safety and a reduced carbon footprint. It will make Europe a world leader in the deployment of connected and automated mobility for people and goods. More info: ec_rtd_he-partnerships-connected-and-automated-driving-ccam.pdf (europa.eu)</p>	The advancement of cross-sector and networked mobility technologies from this project offers good points of connection to ENTRANCE.	Road
European Partnership on zero-emission waterborne transport	<p>The partnership aims for the EU to lead and accelerate the transformation of maritime and inland waterborne transport to eliminate all harmful environmental emissions (including greenhouse gas, air and water pollutants) through innovative technologies and operation.</p> <p>By 2030 the objective is to develop and demonstrate deployable zero-emission solutions which are applicable for all main ship types and services and will enable achievement of zero-emission waterborne transport by 2050. More info: european-partnership-for-zero-emission-waterborne-transport.pdf (europa.eu)</p>	The focus of this project, which is directed towards maritime and inland navigation, allows good points of contact with ENTRANCE.	Waterborne
European Partnership for an Industrial Battery Value Chain	<p>This partnership aims in the short to medium-term to support the development of a world-class European research and innovation ecosystem on batteries (which is currently non-existent), with a view towards industrial leadership by Europe in the design and production of batteries for the next generation of both stationary and mobile applications. In the long-term, the goal is to develop futuristic battery technology beyond 2030. More info: ec_rtd_he-</p>	The vision of this project is supported by ENTRANCE, in which battery technology is included in diverse mobility and transportation topics (from buses, trucks and trains to drone flight). Leadership in battery development can benefit the solution providers represented on the ENTRANCE Platform.	All

Project	Short introduction	Relation to ENTRANCE	Modes covered
	partnerships-european-industrial-battery-value-chain.pdf (europa.eu)		
European Partnership – driving urban transitions to a sustainable future (DUT)	<p>The partnership will engage and enable the whole spectrum of urban stakeholders (local authorities, municipalities, business and citizens) to co-create innovative, systemic and people-centric approaches, tools, methods and services in support of urban transformative transitions.</p> <p>This will lead to more efficient and decarbonised use of energy, sustainable and people-friendly mobility systems, circular and environmental-friendly use of resources, for the well-being of citizens and preservation of biodiversity. More info: ec_rtd_he-partnerships-driving-urban-transitions.pdf (europa.eu)</p>	The cooperation with this project is of particularly high importance for ENTRANCE. This is because it includes the target group of public authorities and municipalities, which are now to be focused on more intensively after the first phase, which concentrated on solution providers.	Urban mobility and logistics
European Partnership for Clean Energy Transition	<p>A transformative research and innovation programme across Europe, this partnership will boost and accelerate energy transition in all its dimensions. It will enable joint research and innovation programmes from regional to national and global level, co-supported by industry, public organisations, research and citizens' organisations to make Europe a frontrunner in energy innovation and eventually the first climate-neutral continent. More info: Open consultation for the CETP (europa.eu)</p>	ENTRANCE platform users can benefit from the research and innovation programs targeted in the project.	All


7.2. ANNEX 2 – TASK FORCE PARTICIPANT PROJECTS

As introduced in section 4.1, the full description of projects involved in the Task Force on accelerating innovation uptake for sustainable transport is provided in the following table:

Table 5. Relationship of projects involved in the Task force on accelerating innovation uptake for sustainable transport.

Project	Short introduction	Advisory board members or consortium members	Key elements related to ENTRANCE
	ASSURED-UAM will look at scenarios for up to 10 use cases within 5, 10 and 15-years' timeframes, make knowledge base and policy recommendations in 8 languages. It will create standards for products and processes as well as tools for exchange and learning of Urban Air Mobility, project development support and technical assistance. There will be UAM community integration and wide consultations, cooperation, and synergy with other projects, industry and user groups. More information: https://assured-uam.eu/	To be invited	Urban air transport is a key innovation area. How to link with investors and other stakeholders to facilitate uptake or making such innovation economically sustainable is a key point of cooperation with ENTRANCE.
BOOSTLOG	BOOSTLOG aims to boost impact generated from future EU funded R&I projects to contribute to EU policy objectives, address societal challenges, and increase EU competitiveness. The project will map more than 160 projects funded by FP5, FP6, FP7 and HORIZON 2020, and identify successful implementation cases into the market and regulations and will develop actionable reports on various subjects prioritised by stakeholders. More information: https://www.etp-logistics.eu/boostlog/ .	ALICE, VIL	BOOSTLOG looks into how innovation in the logistics sector has been implemented, and share best practices that can be used by the ENTRANCE project.
	FastTrack helps cities accelerate the roll-out of sustainable mobility innovations through knowledge-exchange and capacity building. It works with 24 urban and peri-urban areas to help them accelerate their deployment of sustainable mobility innovations. This work revolves around four topical clusters, each led by an Ambassador City. Throughout its learning programme – featuring a bottom-up needs assessment, e-learning opportunities, and Capacity Building Weeks – FastTrack brings its community of local areas together with experts and solution providers to overcome the barriers to innovation deployment. More information: https://fasttrackmobility.eu/about/project..	EUROCITIES, ICLEI	FastTrack is to connect innovation suppliers with cities, key buyers of innovation.
FUTURE-HORIZON	FUTURE-HORIZON will support ERTRAC, related HORIZON EUROPE partnerships and the European Commission in identifying future research needs for upcoming R&I programmes, in order to further facilitate a sustainable and efficient road transport system in Europe, while also fostering international cooperation. More information: https://www.ertrac.org/index.php?page=future-horizon	POLIS	It has a task on reviewing funding opportunities for sustainable transport, and help European business for reaching out international market.
	The main objective is to provide the knowledge base for the implementation of the EU Green Deal in view of further development of the European Commissions' IWT action programme (NAIADES) towards 2030. The project aims to improve the impact and broadening stakeholder engagement in support of transport research and innovation in Inland Waterway Transport (IWT). More information: https://platina3.eu/what-we-do/	ECIB, IWT	The project aims to help innovation in IWT for market uptake.
	RECIPROCITY aims at transforming European cities into climate-resilient and connected, multimodal nodes for smart and clean mobility through an innovative four-stage replication approach. The project will equip at least 20 cities across Europe, of varying size and mobility demand, with necessary tools, knowledge, contacts and methods to accelerate the replication of existing innovative mobility solutions. More information: https://reciprocity-project.eu/about/	To be invited	The project aims to help cities to implement innovative solutions.



Project	Short introduction	Advisory board members or consortium members	Key elements related to ENTRANCE
 LASTING <small>POWERED BY WATERBORNE</small>	LASTING will broaden engagement of the broader waterborne transport sector in European RD&I activities, by developing a communication strategy, and implementing a long-lasting communication campaign beyond the lifetime of this project, ultimately increasing, stakeholder engagement in the sector and thereby increasing impact of European waterborne transport RD&Iproject	Waterborne	The project is help implementation of R&I activities in waterborne transport.