



Business Energy Collaboration

D5.1 Replication and Exploitation Plan

Project number: Gran Agreement no. 101167685

Date: 27 March 2025

Overview	
Project Acronym	WESHARE
Project Title	Empowering businesses to develop energy community models for a successful energy transition
Project Coordinator	RIMOND SRL
Project Duration	36 months
Deliverable Title	Replication and Exploitation Plan
Deliverable No.	D5.1
Dissemination Level	Public
Work Package	WP5 Sustainability, replication and exploitation of project results
Deliverable Lead	GISA
Lead Authors	Jesús García (GISA)
Main Contributor Authors	-
Other Contributors	-
Due date	31/03/2025
Submission date	31/03/2025
Reviewers	-

Table of Contents

Executive Summary	5
Introduction / Background	5
Background on energy communities and their role in energy transition	5
Overview of the project's goals, pilots, and expected outcomes.	5
Purpose and scope of the Replication and Exploitation Plan	6
Sustainability of the project as a whole and of the energy community pilots.	6
Replicable and Exploitable Results	7
Intellectual Property Rights	8
Agents, roles and responsibilities	8
Roadmap for replication and exploitation	26
A. Identify Opportunities for scale-up and replication.	26
B. Context Analysis and Adaptation	26
C. Core Elements for Replication	26
D. Capacity Building and Training	26
E. Implementation, Monitoring and Evaluation	27

List of Figures

N/A

List of Tables

Table 1. Replicable and Exploitable Results	7
Table 2. Replication and Exploitation Agents: Project Partners	9
Table 3. Replication and Exploitation Agents: Advisory Board Members	11
Table 4. Replication and Exploitation Agents: Associated Partners	12
Table 5. Monitoring Replication and Exploitation Actions Table	26

Table of Acronyms

N/A

Deliverable Review table

Version 1	17/03/2025	Jesús García (GISA), ENA (Cristina Daniel, Isabel Rodríguez), Anna Rita Giacobelli (Rimond), Peter De Vliegheer (ZuidtrAnt), Cedric Mattelaer (Genera)
Version 2	27/03/2025	Jesús García (GISA), ENA (Cristina Daniel, Isabel Rodríguez), Anna Rita Giacobelli (Rimond), Peter De Vliegheer (ZuidtrAnt), Paul Robbrecht (POM), Cedric Mattelaer (Genera)

Executive Summary

WESHARE Replication and Exploitation Plan outlines a strategic framework to ensure the sustainable use of the project's results beyond its initial implementation. The plan highlights two key elements: branding and business model development, both of which are essential for scaling up pilot initiatives and replicating them in diverse geographical locations, and potentially in new sectors other than the initial industrial pilots to be carried out during the project.

This plan identifies the replicable and exploitable results. It describes the roles and responsibilities of key actors and stakeholders in the replication and exploitation process, highlighting their potential strengths and outreach. A roadmap for replication and exploitation is presented, detailing the necessary steps to address the scale-up and transfer of the project results. Additionally, a monitoring framework is established to track progress, gather feedback, assess quantitative and qualitative impact, and allow for iterative updates and improvements to the plan.

Introduction / Background

Background on energy communities and their role in energy transition

Energy communities are emerging as key players in the transition to a sustainable and resilient energy system. By enabling collective energy production, consumption, battery storage, flexibility services and management, they empower local actors to take control of their energy future. These communities foster collaboration among citizens, businesses, and public institutions to optimize renewable energy use, reduce carbon emissions, and enhance energy security.

The role of energy communities in the energy transition is increasingly recognised at the European level, as they provide a means to decentralise energy production and promote social inclusion. By fostering local ownership and participation, they help bridge the gap between large-scale renewable initiatives and community-driven solutions, fostering innovation and increasing public acceptance of sustainable practices.

To maximise the impact of energy communities, it is essential to replicate and transfer successful models and methodologies developed through collaborative efforts. WESHARE aims to empower businesses to develop and implement energy community models that can drive a successful energy transition. To this end, three regional pilots will be conducted in Belgium, Spain, and Portugal, serving as testing grounds for innovative practices and solutions. The insights gained from these pilots will be crucial in informing and guiding the replication of best practices throughout Europe, ensuring that more regions can benefit from the transformative potential of energy communities.

By leveraging the experience and outcomes of this project, stakeholders across Europe will gain the tools and knowledge needed to implement sustainable energy solutions at the local level.

Overview of the project's goals, pilots, and expected outcomes.

WESHARE supports the clean energy transition of European business parks, by fostering energy collaborative approaches among companies. The project will produce a full package of knowledge-based tools that provide insight into the energy collaboration potential of business parks. The partners will develop an innovative, flexible and scalable co-operative set of solutions, enabling the energy-communities' set-up and growth, for making business areas less fossil-energy dependent and thus less pollutant in terms of carbon emissions.

To test and validate the proposed approaches and solutions, three regional pilots will be carried out in business areas in Belgium, Spain and Portugal that will be instrumental for the scaling and replication of the energy collaborative models across Europe.

WESHARE aims to maximise the exploitation of project results by targeting the main stakeholders at local, regional, national and European levels, namely industry and SMEs, business associations, business and technology parks, public energy agencies, local authorities, local development agencies and other public administrations involved in supporting the energy transition in businesses in the EU. This will be mainly achieved through the development of capacity building, the creation of a facilitation toolkit for business energy cooperation, and the dissemination actions to be carried out by all the project partners.

WP5 “Sustainability, replication and exploitation of project results”, focuses on ensuring the mid- and long-term sustainability of project results after the end of the project. This involves demonstrating how project results are replicated and transferred to third parties and relevant stakeholders at the end of the project and beyond.

Purpose and scope of the Replication and Exploitation Plan

Within WP5, the Replication and Exploitation Plan (D5.1) aims to:

- Maximise the exploitation of WESHARE project results.
- Ensure that project outcomes are ready to be upscaled and replicated.
- Develop a replication and exploitation strategy tailored to the specific needs of each partner.

With this purpose, WESHARE Replication Strategy sets the pathway that will support and guide the transfer and adaptation of the project outcomes to other geographical areas, applying the conclusions, findings and lessons learned from the pilots and using WESHARE practical tools and materials in other locations. In parallel, WESHARE Exploitation Strategy will assist the project partners to ensure the sustainable use of the project outcomes in the medium and long term, identifying the most suitable business models to scale-up and grow the pilots and to continue the transfer and replication of WESHARE as a recognisable brand.

This plan addresses the specific potential and outreach capacities of the project partners and includes a preliminary regional replication plan specific to the three pilots needs and regional contexts.

The Replication and Exploitation Plan will be updated twice by GISA throughout the lifetime of the project, to adjust it to the findings and real potential of each partner, and to integrate inputs from the project activities and from the Advisory Board meetings.

Sustainability of the project as a whole and of the energy community pilots.

The sustainability strategy will be developed in the Sustainability Plan (D5.5) that will be delivered at the end of the project, proposing a set of actions to be taken by each partner to ensure the continuity of the pilots and the sustainable replication in other locations.

Replication and Exploitation Strategy

WESHARE Replication and Exploitation strategy aims to ensure the sustainable use of the project results in the medium and long term, both through growing and scaling-up the pilots and through replication in other geographical locations.

The definition, development and continuous update of this strategy will be an ongoing task throughout the project implementation and will be informed by all the other aspects of the project development, as it is interdependent with all the project outputs and results.

This strategy will disseminate and promote the use of the results produced within WP2, WP3 and WP4, supported by the Communication and Dissemination plan and tools developed in WP6, with special emphasis on the toolkit package for replication purposes across several Member States, mainly addressed to the new end-users, including the co-creation of benchmarked business models and strategies, a portfolio of funding and financing mechanisms packages, highlighting the possible implementable funding schemes and the adoptable financing schemes, considering the national and local incentives and demonstrating the

sustainability and the bankability of the proposed business models. The report for exploitation purposes that will be delivered within WP3 will be the key component that will guide the exploitation strategy.

The Replication and Exploitation strategy is based on two key elements:

1. WESHARE Branding

Establishing the project as a recognisable brand for the target audience (enterprises, business parks, business associations, local and regional authorities, and other relevant parties) will serve to ensure visibility and to maximise the reach and impact of WESHARE as a relevant set of tools and methodologies to set up and develop energy communities. The communication and dissemination tools and the stakeholders engagement strategy developed within WP6 will be used to reach the relevant stakeholders that will be necessary to consolidate, enlarge and scale-up the pilots and to transfer the model and results to set up or develop other communities.

2. Business Model Development

The sustainable exploitation of the project results will depend on the adequate description of potential business models for the pilots and for other energy communities (WP3), providing suitable value propositions to engage the key stakeholders, and sufficient and adequate revenue streams to set and scale-up new energy communities.

Replicable and Exploitable Results

The main results and practical tools that will be ready to be exploited to scale-up the pilots and to be adapted and implemented in other locations to be produced by WESHARE include:

Awareness, information and framework intelligence:
Review of the existing legal framework for energy cooperation in the industrial sector (included in D1.1)
Opportunities for energy cooperation in the industrial sector (included in D1.2)
Policy Recommendations:
Recommendations for the EU and national legislation in support of energy cooperation in the industrial sector (included in D1.3)
Business Models and Funding Schemes:
Potential Business models to be implemented depending on the context (included in D3.2)
Portfolio of activable funding schemes (included in D3.3)
Peer Learning tools:
Comparative analysis of the current practice, communities and methods (included in D4.1)
Learning tool kit for the peer-learning programme on energy efficiency literacy and energy communities' establishing (included in D4.2)
Lessons learnt, inspiration and conclusions from the pilot implementation (insights to be shared by the piloting partners through communication, dissemination and networking activities)
Business communities' energy transition roadmaps in the pilot regions (included in D4.3)
Findings from the WESHARE local workshops (included in D4.4)
Other:
The consortium will identify other potential results to be exploited until the end of the project

Table 2. Replicable and Exploitable Results

Intellectual Property Rights

During the project implementation, the partners will identify the results that are eligible for protection through intellectual property rights and will define among themselves the details of how to regulate protection if they identify results that require an intellectual property rights protection strategy.

Agents, roles and responsibilities

The implementation of the Replication and Exploitation Plan will be led by GISA, with active involvement from all the project partners. As the project consortium represents all the key stakeholders' groups, they will connect with their peers and networks in the development of this task (e.g. energy agencies, regional and local authorities, not-for-profit and sectoral associations, financial consulting entities, business parks' managing entities and communication experts) to ensure the relevance of the proposed actions, to maximise impact and seize existing opportunities.

The Advisory Board, composed of relevant experts and professionals that will contribute to the quality of the project results and its dissemination through their networks and stakeholders will support the project partners. All the Advisory Board Meeting will include in their agenda a specific action point on exploitation and replication, ensuring that this aspect will always be taken into account in all the phases of the project implementation.

The entities that joined WESHARE as Associated Partners by signing support letters during the project proposal preparation phase will be actively involved in the exploitation and replication activities. All the signatories of support letters have expressed their interest to follow the project's activities and collaborate whenever possible in the exchange of know-how, experience, and expertise to shape a potential trajectory for setting industrial/business energy communities and to lead the energy transition by overcoming the financial, legal and social barriers for investing in energy sustainable and efficient solutions. Moreover, each of them has specified their particular interests and potential for collaboration, which is summarised in Table 4 at the end of this section.

Other potential exploitation and replication stakeholders, allies and collaborators will be identified and engaged during the project implementation and beyond to maximise reach and impact.

To ensure the proper development and implementation of the Replication and Exploitation Plan, GISA will organize and lead the Replication and Exploitation Working Group. Within this group, GISA will organize Dialogue Roundtables, which will involve project partners, especially the piloting partners, Advisory Board Members, Associated Partners, and other stakeholders interested in joining their initiatives or replicating them in other locations. GISA will convene these Dialogue Roundtables twice: an initial one that will coincide (if possible) with the project's final event in Getafe, and another one beyond the project end, 12 months after the project completion. This will effectively contribute to the sustainability and exploitation of the results once the project is finalised.

The following tables show the initial roles, responsibilities and potential of each entity as replication and exploitation agents. These tables will be used by the project partners as live working documents in excel format. Updated versions will be attached to this plan in M13 and M25.



1. Replication and Exploitation Agents: Project Partners

Organisation	Country	Type/Sector	Potential actions	Potential Geographical Scope	Potential Non-industrial scope	Status Comments
RIMOND ENGINEERING PROCUREMENT ANDCONSTRUCTI	Italy	Business Innovation Transnational Collaboration	Promoting new partnerships and collaborations. Expanding the application of Energy Communities models at territorial level.	Europe International	Promoting the application of energy communities models in its initiatives as a driver for boosting the integration between business, industry, public authorities and citizens to grow local value.	
AGENCIA DE ENERGIA E AMBIENTE DA ARRABIDA	Portugal	Local energy and environment agency.	Support to aGP in the Pilot implementation in Portugal. Multiply the results among other energy and environment agencies (although the potential action of the national network of energy agencies – of which ENA is part of the board-,is already included in the Associated Partners table).	Local (Setúbal, Sesimbra and Palmela municipalities), Regional (Arrábida surrounding area, National (Portugal)		
GETAFE INICIATIVAS SA	Spain	Local Public Agency. Promoter of the business energy	Pilot implementation in Spain.	Local (Other municipalities in Madrid Region), Regional		

1. Replication and Exploitation Agents: Project Partners						
Organisation	Country	Type/Sector	Potential actions	Potential Geographical Scope	Potential Non-industrial scope	Status Comments
		community in Getafe.		(Madrid Region), National (Spain), International (entities from other countries)		
PROVINCIALE ONTWIKKELINGSMAATSCHAPPIJ ANTWERPEN	Belgium		Pilot implementation in Belgium. As the most experienced with the development of business energy communities, POM will guide and share its knowledge the other piloting partners and other potential replication actors in the development of new energy communities.	Local (Antwerpen), Regional (Flanders), National (Belgium). As experienced energy community, it can serve as example of best practices at European and International level.		
ZUIDTRANT	Belgium	Local non-profit association of Energy Cooperatives Promotion and management of energy communities	Provide knowledge development for citizens, local authorities and different economic sectors. Renovation and development of Local Energy Communities of citizens.	Local (Antwerpen), Regional (Flanders), National (Belgium).	Development of district size energy communities based on existing model.	

1. Replication and Exploitation Agents: Project Partners						
Organisation	Country	Type/Sector	Potential actions	Potential Geographical Scope	Potential Non-industrial scope	Status Comments
AICEP GLOBAL PARQUES - GESTAO DE AREAS EMPRESARIAIS E SERVICOS, S.A.	Portugal	National State-owned company, specialist in industrial plant management and business localization, dedicated to the management of business parks.	Pilot implementation, supported by ENA	National (Portugal)		
LOW ASSOCIATES BRUSSELS	Belgium	Strategic communications consultancy	Wide and targeted communication and dissemination. Stakeholder engagement.	European / International		
Genera S.p.A.	Italy	Energy Service Company (ESCO)	Business Model development. Service model generation for Renewable energy communities. Economic and technical feasibility expert.	National (Italy), European and International		

Table 2. Replication and Exploitation Agents: Project Partners

2. Replication and Exploitation Agents: Advisory Board Members				
Expert Name	Expert Organisation/Affiliation	Sector	Potential actions	Status/Comments
Robert Pernetta	EIB, Financial Instrument Advisor	Finance		

2. Replication and Exploitation Agents: Advisory Board Members				
Expert Name	Expert Organisation/Affiliation	Sector	Potential actions	Status/Comments
Agustín Villar Pazos	Financing and Regulation Manager, Spanish Association of Energy Saving Companies (ANESE)	Finance Regulation		
Hannes van Gansen	VEKA, ECs specialist	Energy	Implementation of Policy proposals in legal framework of Flanders.	
Manuel Casquijo	ADENE, Head of Industry and Energy Transition, Director of Energy Poverty and Energy Communities	Policy		

Table 3. Replication and Exploitation Agents: Advisory Board Members

3. Replication and Exploitation Agents: Associated Partners (support letter signatories)							
Organisation	Country	Type/Sector	Potential actions	Potential Geographical Scope	Potential Non-industrial scope	WESHARE Main Contact Point	Status/Comments
REScoop.eu vzw European Federation of Citizen Energy Cooperatives	Belgium (EU Scope)	Energy Cooperatives	Exchange on the concept of energy communities in an attempt to avoid corporate capture and support the consortium to identify and overcome financial, legal and social barriers to foster collaborations with energy communities in particular. Foster the participation of	Europe	Business Residential Public Tertiary Other		

3. Replication and Exploitation Agents: Associated Partners (support letter signatories)							
Organisation	Country	Type/Sector	Potential actions	Potential Geographical Scope	Potential Non-industrial scope	WESHARE Main Contact Point	Status/Comments
			local actors, including citizens, local authorities and SMEs.				
Young Universities for the Future of Europe (YUFE)	Netherlands (EU Scope)	Higher Education	Contribute to the project, through the collaboration in Entrepreneurship, Innovation and Community Engagement activities related to the project and in the dissemination of project results and learnings.	Europe	Universities, Laboratories and Research Organisations,		
Instituto para la Diversificación y Ahorro de la Energía (IDAE)	Spain	Energy Efficiency Policy	Receiving information about the results of the project and to contribute, whenever possible, to their dissemination	Spain	Business Residential Public Tertiary Other	GISA	
EDP – Gestão da Produção de Energia, S.A.	Portugal	Energy production	Encourage the involvement of business and industrial communities by	Portugal			

3. Replication and Exploitation Agents: Associated Partners (support letter signatories)							
Organisation	Country	Type/Sector	Potential actions	Potential Geographical Scope	Potential Non-industrial scope	WESHARE Main Contact Point	Status/Comments
			spreading the results and lessons learnt from the project among its partners, namely disseminating the capacity building and training actions aimed at business/industrial associations, local and regional development agencies, business/industrial parks and other interested parties.				
Associação da Indústria da Península de Setúbal, AISET	Portugal	Industry	Actively collaborate in the involvement of the business and industrial community, spreading the results and lessons learnt from the project among its partners, namely supporting the capacity building and training actions'				

3. Replication and Exploitation Agents: Associated Partners (support letter signatories)							
Organisation	Country	Type/Sector	Potential actions	Potential Geographical Scope	Potential Non-industrial scope	WESHARE Main Contact Point	Status/Comments
			organisation aimed at business/industrial associations, local and regional development agencies, business/industrial parks and other interested parties, by disseminating information.				
Associação de Municípios da Região de Setúbal (AMRS)	Portugal	Local Authorities	Actively collaborate in disseminating the results and lessons learnt from the project among its partners and the business community namely: business associations, local and regional development agencies, business parks and other interested parties.		Business Residential Public Tertiary Other		
Association of Science and Technology Parks of Spain (APTE)	Spain	Science and Technology Parks	Closely follow the activities of the project and share		Universities, Laboratories	GISA	

3. Replication and Exploitation Agents: Associated Partners (support letter signatories)							
Organisation	Country	Type/Sector	Potential actions	Potential Geographical Scope	Potential Non-industrial scope	WESHARE Main Contact Point	Status/Comments
			the lessons learned among science and technology parks members of APTE with the aim that the results of the project can be useful for them		and Research Organisations, Other		
Chamber of Commerce, Industry and Services of Madrid (Cámara Madrid)	Spain	Business Support	Contribute with the promotion of project results and learnings among local businesses.		Business	GISA	
Coordinadora Española de Polígonos Empresariales (Spanish Coordinator of Business Parks) (CEPE)	Spain	Business Parks	CEPE commits to participate in the capacity building tasks by supporting the recruitment, organisation and delivery of training actions aimed at the Spanish business community and business parks nationally, as well as to actively collaborate in the dissemination		Business	GISA	

3. Replication and Exploitation Agents: Associated Partners (support letter signatories)							
Organisation	Country	Type/Sector	Potential actions	Potential Geographical Scope	Potential Non-industrial scope	WESHARE Main Contact Point	Status/Comments
			of project results and learnings among its associated members, i.e.: business associations, local and regional development agencies, business parks and other business stakeholders at national level.				
Camara Municipal de Palmela (Palmela City Council)	Portugal	Local Authorities	Actively collaborate in disseminating the results and lessons learnt from the project among its partners and the business community namely: business associations, local and regional development agencies, business parks and other interested parties.		Business Residential Public Tertiary Other		

3. Replication and Exploitation Agents: Associated Partners (support letter signatories)							
Organisation	Country	Type/Sector	Potential actions	Potential Geographical Scope	Potential Non-industrial scope	WESHARE Main Contact Point	Status/Comments
Camara Municipal de Setúbal (Setúbal City Council)	Portugal	Local Authorities	Actively collaborate in disseminating the results and lessons learnt from the project among its partners and the business community namely: business associations, local and regional development agencies, business parks and other interested parties.		Business Residential Public Tertiary Other		
Kamp C, provincial Centre for Sustainability and Innovation (Klimaatwerf VZW)	Belgium		In particular Kamp C commits to participate in capacity building task by supporting the capacity building tasks by supporting through the exchange of know-how and experience for delivery of training actions aimed at the Antwerp business community and		Business Residential Public Tertiary Other		

3. Replication and Exploitation Agents: Associated Partners (support letter signatories)							
Organisation	Country	Type/Sector	Potential actions	Potential Geographical Scope	Potential Non-industrial scope	WESHARE Main Contact Point	Status/Comments
			business parks, by supporting the development of the starters guide for the development of local energy communities in business parks through exchange of know-how and experience, as well as to actively collaborate in the dissemination of project results and learnings among its associated members, i.e.: business associations, local and regional development agencies, local and regional authorities and other stakeholders at Flemish level.				
Platform Energiemakelaar/Platform Energybroker	Belgium	Industry	The Energy Broker Platform is a community where energy brokers can share knowledge				

3. Replication and Exploitation Agents: Associated Partners (support letter signatories)							
Organisation	Country	Type/Sector	Potential actions	Potential Geographical Scope	Potential Non-industrial scope	WESHARE Main Contact Point	Status/Comments
			and experiences, and new energy brokers receive training and coaching.				
RNAE - Associação das Agências de Energia e Ambiente	Portugal	Local Authorities	RNAE will actively collaborate in the involvement of the Portuguese business community and business parks, and in spreading the results and lessons learnt from the project among its partners and the business community, namely supporting the capacity building and training actions' organisation aimed at business associations, local and regional development agencies, business parks and other interested parties.		Business Residential Public Tertiary Other		

3. Replication and Exploitation Agents: Associated Partners (support letter signatories)							
Organisation	Country	Type/Sector	Potential actions	Potential Geographical Scope	Potential Non-industrial scope	WESHARE Main Contact Point	Status/Comments
National Association of Energy Service Companies (ANESE)	Spain		ANESE commits to participate in the Advisory Board, and more in particular to provide specific advice on financing and removing barriers, as part of the Business models and financing schemes for energy communities and Removing barriers work packages. It also commits to collaborate in the dissemination of results among its members, i.e.: ESCOs, financial institutions, technology providers, utilities, consulting and legal firms, and certification companies nationally.		Business Residential Public Tertiary Other	GISA	
Ecoserveis	Spain	Energy Consultancy	Ecoserveis commits to participate in the			GISA	

3. Replication and Exploitation Agents: Associated Partners (support letter signatories)							
Organisation	Country	Type/Sector	Potential actions	Potential Geographical Scope	Potential Non-industrial scope	WESHARE Main Contact Point	Status/Comments
			Advisory Board of the project, and more in particular to provide specific advice on the governance and business model for energy communities (WP3) based on its experience as coordinator of the EU-funded project COMANAGE (Developing a transnational governance and holistic integrated services framework supporting the sustainability of European energy communities). It also commits to collaborate in the dissemination of project results.				
The Entrepreneurship and Innovation Support Service (SEI) of Universidad Carlos III de Madrid	Spain	University – Entrepreneurship and Innovation	Collaboration in Entrepreneurship, Innovation and Community Engagement		Business Residential Public Tertiary Other	GISA	

3. Replication and Exploitation Agents: Associated Partners (support letter signatories)							
Organisation	Country	Type/Sector	Potential actions	Potential Geographical Scope	Potential Non-industrial scope	WESHARE Main Contact Point	Status/Comments
(UC3M)			Research Initiatives related to the project and in the dissemination of project results and learnings.				
Camara Municipal de Sesimbra (Sesimbra City Council)	Portugal	Local Authorities	Sesimbra City Council will actively collaborate in disseminating the results and lessons learnt from the project among its partners and the business community, namely: business associations, local and regional development agencies, business parks and other interested parties.		Business Residential Public Tertiary Other		
HIW ENERGIEGEMEENSCHAP, The Local Energy Community for the Industrial area Terbekehof (HIW)	Belgium	Local Energy Community	Share the experience gained in the energy community with consortium members as well as collaborate in identifying barriers that hinder the				

3. Replication and Exploitation Agents: Associated Partners (support letter signatories)							
Organisation	Country	Type/Sector	Potential actions	Potential Geographical Scope	Potential Non-industrial scope	WESHARE Main Contact Point	Status/Comments
			proper functioning of an energy community.				
Flemish Energy and Climate Agency (VEKA), Government of Flanders	Belgium	National Authorities Policy	Collaborate in the exchange of know-how, experience, and expertise to shape a potential trajectory for setting industrial/business energy communities and to lead the energy transition by overcoming the financial, legal and social barriers for investing in energy sustainable and efficient solutions. In particular VEKA commits to actively collaborate in the dissemination of project results and learnings among its associated partners, the association for municipalities in Flanders, local and regional development		Business Residential Public Tertiary Other		

3. Replication and Exploitation Agents: Associated Partners (support letter signatories)							
Organisation	Country	Type/Sector	Potential actions	Potential Geographical Scope	Potential Non-industrial scope	WESHARE Main Contact Point	Status/Comments
			agencies, and other stakeholders at Flemish level				
Energy Cities	Belgium	Energy Communities	Encourage the involvement of business and industrial communities by spreading the results and lessons learnt from the project among its partners, namely disseminating the capacity building and training actions aimed at business/industrial associations, local and regional development agencies, business/industrial parks and other interested parties		Business Residential Public Tertiary Other		

Table 4. Replication and Exploitation Agents: Associated Partners (support letter signatories)



Roadmap for replication and exploitation

The Replication and Exploitation Roadmap is presented below as a series of steps to be followed to scale-up and grow the pilot initiatives and to transfer and adapt the results of the project to other industrial locations, different from the pilots, and to explore synergies and potential mixed energy communities with other sectors, such as residential, public or tertiary communities.

A. Identify Opportunities for scale-up and replication.

The first step will be to identify potential opportunities for scale-up and replication in the industrial sector, and potentially in collaboration with or independently in other energy sectors:

- Identify and engage new actors to grow and scale-up the pilots: search for potential collaborators, allies and multipliers at local, regional, national, European and international level.
- Identify challenges and enablers for replication, synergies and cooperation opportunities in the pilot's local and regional context: e.g. mixed energy communities, sharing energy between an industrial park and a residential area, a hospital, other business areas, public buildings, and other sectors.
- Launch a preliminary regional replication plan, specific to the three pilots needs and regional contexts: each piloting partner will identify at least one initial target area for replication in their own region.
- Identify other geographical areas and contexts for replication: the consortium will select at least 3 other geographical locations, based on their potential for replication.
- Identify other sectors and mixed models to explore potential synergies (e.g. with residential, tertiary or public buildings or communities).

B. Context Analysis and Adaptation

When a specific opportunity for replication is identified, under the lead of GISA as Replication and Exploitation Leader, one of the project partners will be appointed as WESHARE Main Contact Point for that specific potential replication site, based on its geographical and/or sectorial proximity and on its prior connections.

WESHARE Main Contact Point will be in charge of coordinating the communication with the new potential location stakeholders, and will assist and collaborate with the consortium partners to conduct an analysis of the selected location to understand local conditions, needs and potential challenges. Local stakeholders will be engaged and involved in the adaptation process, including the co-planning, selection of tools and materials and follow-up.

C. Core Elements for Replication

Based on the context analysis and the feedback from the local stakeholders, the components, tools and resources of the project that are suitable for transfer or adaptation will be identified. The piloting partners will actively participate in this process, helping to identify the key success factors and to determine the elements, tools and materials that are critical, taking into account contextual factors and stakeholder involvement.

D. Capacity Building and Training

The partners will ensure that the Toolkit and Guidelines for Replication and all the relevant project resources are easily accessible to new replication teams. Training and capacity building materials will be made available to local stakeholders. Knowledge transfer will be facilitated through peer-to-peer learning between initial pilot teams and new collaborators, multipliers and adopters to share experiences and practical insights, ensuring that the lessons learned and key takeaways from pilot implementations are transferred.

E. Implementation, Monitoring and Evaluation

To follow-up the pilots scale-up and the testing and adaptation of the project outcomes in the new locations, monitoring progress and challenges, the partners will gather feedback from the local teams and stakeholders by using monitoring surveys and keeping active communication channels. A specific Feedback Survey will be produced by GISA as a mechanism to incorporate feedback and lessons learned from the pilots and other replication sites. The outcomes in the new locations will be evaluated to compare effectiveness with the original pilot locations. The new lessons learned and insights from the replication process will inform further scaling in the additional locations and will be taken into account in the continuous up-dating of the Replication and Exploitation Plan.

Monitoring Replication and Exploitation Actions

All WESHARE partners will be actively involved in the replication and exploitation activities that will spread out the project results and maximise their impact through their dissemination, application and adaptation in other geographical locations. Replication and exploitation actions will range from targeted dissemination activities that promote WESHARE results to grow the pilots and to serve as inspiration and insight for other specific potential or existing energy communities, to the actual implementation of WESHARE approach, tools and resources in other locations and/or sectors, different from the pilots.

The actions carried out by the partners will be leveraged by the implication of other stakeholders through an active engagement strategy, that will be facilitated by the distinctive branding, tools, resources and training materials developed by the consortium. Relevant stakeholders for replication efforts, events, conferences, workshops, and other knowledge-sharing activities, platforms and communication channels will be identified within WP6 “Communication, Dissemination and integrated stakeholder engagement”. Key stakeholders that show an interest in joining or replicating WESHARE pilots will be offered the option to sign a Support Letter and will be included in Table 4 as Associated Partners. All the actions carried out by the replication and exploitation agents (i.e. Project Partners, Advisory Board Members, Associated Partners and other potential multiplier agents) will be monitored to follow-up their reach and impact.

As WP5 Leader, GISA will monitor the replication **and** exploitation actions throughout the project lifetime by gathering the key data of the implemented actions in the following table. After the project ends, the partners commit to continue their replication efforts and to report to GISA and to the Project Coordinator the implemented actions.

[illegible]

Table 5. Monitoring Replication and Exploitation Actions Table



Updates and Revisions

The Replication and Exploitation Plan will be updated twice by GISA, with support from the project partners, throughout the lifetime of the project, to adjust it to the findings and real potential of each partner, and to integrate inputs from the project activities and outputs and from the Advisory Board meetings.

The initial version of the Plan will be shared with the project partners in March 2025 to agree on its scope and to brainstorm about its main elements.

An updated version will be produced by M13, and a second updated version will be produced by M25, based on project findings and inputs from the Advisory Board.

The Tables included in this document will be used by the partners as live working documents in excel format, to be updated regularly as new stakeholders, collaborators and opportunities are identified, analysed and exploited. The updated tables will be included as Annexes in each updated version of this Deliverable.

A Feedback Survey will be produced by GISA as a mechanism to incorporate feedback and lessons learned from the pilots and other replication sites.

This approach will serve to gather quantitative and qualitative feedback to check relevance and to update the strategy and the project's tools and materials.

Annexes

- A.1. Monitoring of the WESHARE Replication Actions Table
- A.2. Feedback Survey Template
- A.3. Analysis of the Survey Results
- A.4. Decisions taken by the Dialogue Roundtable
- A.5. Replication and Exploitation Agents updated Tables



**Co-funded by
the European Union**

Figure 1 Co-funded by the European Union



WESHARE

Title: D5.1 Replication and Exploitation Plan

Project number: Gran Agreement no. 101167685

Date: 24 March 2025