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Water RtoM

Water Research toMarket

DELIVERABLE: D3.3 - BROKERAGE EVENTS COMPILATION REPORT

Associated action n°3.3

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Data Beneficiary

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1. PRECURSOR MARKETING STRATEGY: REMIND

Water RtoM is developing a tool which will allow the Innovation Water chain to be more effective by means of assessing existing research outputs as its distance to the market. At this stage of the project proposed tool (ReMAS) is in progress of testing research outputs in order to identify potential precursors – the most promising research outputs. Once precursors are identified, the project will promote them. How to promote them is the question that PMS should answer.

The Precursors Marketing Strategy (PMS) describers idea of dissemination strategy due to identification and promotion of the promising research projects outputs which are in close distance to market. It is assumed that this strategy encourages potential practitioners to uptake the identified innovations.

In PMS is put the stress on wide range of dissemination activities – from face–to–face events to Internet based form of communication and information distribution for chosen group of stakeholders engaged in water sector. The following undertakings are considered:

- **Brokerage events** : typically a 1 or 2-day workshop, back-to-back with a larger regular event or conferences organised by the partners and associated partners), about a rather wide spectrum of precursors
- **E-Fair**: a permanent virtual area for brokerage of precursors on a free access basis.
- **Seminars**: typically one-day events organised at local (national or regional) level, focused sharply on one topic
- **E-Seminars**: typically a series of 2-hour web-based conferences, focused sharply on one topic, repeated along the year
- **Participation to other events**

IMPORTANTE INFORMATION: all the events have been reported. The reports are available in our intranet website OpenKm. They will be delivered with the final report.

2. PARTICIPATION TO BROKERAGE EVENTS – YEAR 2

Table - Main attended Brokerage events - year 2

	Events 15.02.12 to 30.09.2012	Place	Partner	Dates	Comment	Financed by
1.	SMAGUA	Zaragoza (Spain)	A21 - OIEau	7/03/12	Report in openkm	Water RtoM
2.	World Water Forum	Marseille - FR	A21 - OIEau	14/03/12	Solution (cf factsheet in openkm[1]) and http://world-water-forum-2012-europa.eu/spip.php?article119&lang=en	0 budget
3.	WODKAN	Bydgoszcz- PL	GFW	22-24 May 2012	Report in Openkm	
4.	Green Week	Brussels	All	22-24 June 2012	Report in openkm	Water RtoM
5.	Hydrogaia, brokerage event	Montpellier - FR	OIEau	6-7 June 2012	Report in open km.	Water RtoM
6.	EXPOAPA	Bucharest - RO	CFPPDA	11-13 June 2012	Report in open km.	Water RtoM

Brokerage events : summary of lessons learnt from participation

World Water Week Stockholm 2012: cancelled

Water RtoM project partners have applied for this event and proposed a detailed seminar submission sheet, however due to the difference in subject (this year WWWS subject was about water in food industry). Mr Adrien Puigarnau, our contact advisor, has informed us that unfortunately the time and space in this WWWS is limited and they have been forced not to accept our event proposal this time. Due to this fact, we have participated in Green Week event instead.

SMAGUA (Zaragoza, March 2012)

This brokerage event has been very useful to allow us to know how we can promote our results including keywords and the selection of relevant sectors that may interest the end-users. It allowed also to identify gaps in our methodology and to identify new potential users and multipliers of our information.

[1]Solution WaterRtoM (WWF) http://collaborate.oieau.fr/OpenKM/repository/default/okm:root/Water_RtoM/EC-reports/Deliverables/D3.3%20Brokerage%20events%20reports

To promote individual factsheets was not so useful, we did not find any user interested just in one of our outputs, this task is not so simple, but what we can do is to identify more specific needs of them, and we could look in detail to our list of outputs to provide them with a selected list of relevant outputs. Two organisations (ZINNAE and ANDALUCIA RED OTRI) have advised us about the high need in working more with the demand rather than the offer. It is not so easy than just asking potential users what are their needs, but also to help and support them in identifying those needs. Users can also have difficulties in the identification of their needs, it is not so obvious.

We have to spread our efforts also to those organizations that are cluster, association, professional platforms, because they can act as multipliers of our information, and also they better know the needs of their members.

There are organisations working in the same area than us, particularly at regional and local levels in Spain and we must joint our efforts in order not to duplicate and use synergies. We have to take a decision on how can we integrate the work that Universities knowledge Transfer Departments are doing. They generally have already identified the results from their research (normally when they are finished), they are also attending exhibitions fairs, congresses, seminars, to promote those outputs, but in a general way. We can improve that work by letting them better know about the market needs.

Most of our interviews understood Water RtoM aims, and found in any case a way to collaborate. This is important to consolidate this project as a service. However how are we promoting the results seemed to be not so useful, but what was useful is to identify commonalities and market needs.

In addition, we have seen the importance of screening our efforts to regions, that is why we agreed with the Navarra Industry Association to investigate how to create a specific workshop in Water Innovation for their members.

WODKAN (Bydgoszcz, 22-24 May 2012)

The objective of this event was to disseminate and promote Water Research to Market program and through it- the knowledge about outputs involved in it. By active participation in the WOD-KAN trades GFW partners were able to contact the potential end-user group for at least some of the promoted outputs. With these specific dissemination actions partners were trying to make the concept of the project more visible, clearer. Brochures, factsheets, roll-ups and newsletters have been prepared. Each document has been packed in a case which included also a pen and a sticker with information details about the project. The condensed pack of information was later given out to the participants of trades as well as to other companies in exchange for contact details. Besides this, there was also an ongoing presentation of all of the outputs from which we have received this file as well as a roll- up, table and an information stand including the newsletter and factsheets. The target audience of this event is units connected with water management and supply. To specify: municipal water and sewage companies, local and national authorities, private and public companies, private investors, universities, researchers. All of them are either technicians or managers of operating companies for who the dissemination information had to be very precise. Conclusions specified after event are as follows:

1. Corner stand- really advantageous for a small stand. You can manipulate the walls and use of them roll-ups- better dissemination.

2. Furniture: Good to have one tall and an island table inside the stand. It is a good idea to keep brochures and business cards along with the laptop and presentation on a high table. It's on the level of sight and attracts the eye. Small table outside can serve to put gadgets on it, along with some candies and so on, table inside is a place for the potential end-user to come and sit down, have a tee or coffee and devote a little more time to listen about the outputs. A pressure should be put on the gadgets and dissemination materials; it is a good practice to keep the materials segregated according to the type of output, technology, subject or directive.
3. Office materials: It is very useful to have clean paper sheets, pens and paper clips. It gives the impression of a careful preparation. Also its worth to remember about napkins and trash bags.
4. Inside decoration. It was a good idea for us to take posters- walls were white and the intensive colors made the place livelier. It is really worth t think about some lively colors and special gadgets. Most of the time, people just wonder around looking for something they can get- it is the chance to invite them and talk, exchange ideas and business cards.
5. Information materials. Best practice is with the short brochures and newsletters. The best option would be to give the materials in electronic form.
6. If there are any possibilities, is really good to represent project by professionally prepared partner staff. It allows presenting research outputs in more interesting way, to have more effective discussion with those who are looking for solution for them as well make some suggestion how to use offered outputs.
7. Contacts. After creating a contact base it is worth to send an thank you note, with address of the Web page and newsletter included. It creates a better background for further contacts.

GREEN WEEK FAIR (Brussels, 21-25 May 2012)

The European event at Green Week 2012 consisted from technical conferences and an exhibition on three levels with 52 stands about green business solutions, NGO activities, local and regional authorities, European and international bodies, etc.

It was organized by the European Commission, DG Environment at Charlemagne building Rue de la Loi 170, 1000 Brussels. Each partner of WaterRtoM was in attendance during two days to present the action normally undertaken by the Water Research to Market project as well as the outputs that are being promoted with respect to its character. Amphos 21 mounted the stand with OIEau and GWF dismantled it with CFPPDA.

Graphical support during the week with 2 posters, flyers, visit cards and the output Factsheets. A stand shared with 5 other Life+ projects related to water. A brochure holder dedicated to WaterRtoM, and some brochure holders on the stand and on the Life+ communication team stand.

WaterRtoM was present in the Life+ area, close to the coffee break, therefore visible to visitors. Most of the visitors were people that already had a stand over there thus could take action in helping us with further promotion. Also it was good for the Water RtoM to find some new project to disseminate while being there.

Hydrogaia (Montpellier, 6- 7 June 2012)

The brokerage event at HYDROGAIA EXHIBITION consisted in bilateral interviews with different SME in the water sector in order to present organizations and find commonalities among two presenters.

It was organized by the Europe Enterprise Network (Languedoc-Roussillon and the International Water Pole in Montpellier). The event entailed more than 50 organisations involved which belong to the water field in different sectors. The procedure of this event consists in book the interviews with those organizations in which there could be a potential cooperation. In this sense, Water RtoM presented itself as an organization in the event database with 3 whised cooperation:

- To find interesting innovations in the case the interviewed organizations is doing research
- To find potential developers, sellers to our already assessed outputs

This brokerage event has been very useful to allow us to know how we can promote our results or not. To identify gaps in our methodology and to identify new potential users and multipliers of our information.

The brokerage event is not the right place to promote the individual factsheets for several reasons:

1) It is place for business. So, the SME met might seek to sell their competences or products. They are in “OFFER” and not “REQUEST” spirit.

2) The face-to-face meeting is 30mn long; there is not enough time for presenting all the outputs. The objective is only to inform about water RtoM and the potential innovations not so far from the market. OIEau invite them to visit the website www.watertom.eu/e-fair and to take up one or more outputs if they are interested. OIEau has prepared a table with all the assessed outputs (25) sorted by type and availability (IPR status). Regarding the profile of the interviewers, it was easier to attract them from the field of their activities.

3) The contacts on the professional stands with the SME obey to the same rules; we have few minutes to convince them of the interest of water RtoM as a service.

To prepare the appointment, we have prepared an abstract from the E-fair sorted by theme to be attractive. All the people seem to be very interesting in the concept (gather together Research team and clients) of water RtoM. All say that it is very useful to have a link between the researchers and the implementers.

EXPOAPA (Bucharest, 11-13 June 2012):

EXPOAPA is the main annual event in Romania for the public water sector which bring together main stakeholders: SMEs, water utilities, researchers and water administrators.

The general assembly of the RWA members, the parallel round tables and the specialised exhibition, joined with the strong collaboration of the Romanian Water Association communication channel offer the best opportunity for the project to disseminate at the decision makers level the most promising results of the research projects.

The objective of this brokerage event is to increase the proximity of research products to market so to disseminate information about outputs promoted by the project. Main targets of the event were companies and research institutions that actively participate in the water sector and interested in expanding their interest onto rest of the Europe. Furthermore SMEs, technology providers, utility companies, intercommunity agencies, basin administration. Depending on the character of the output we have also R&D institutions, Universities , experts. Expectation we had in connection to the brokerage event was to strengthen the relationship between the research and market through strengthening the WaterRtoM image as a service which is accessible to everyone. We wanted to identify new opportunities, develop new projects and create a partnership between end- users and us as a service.

Main conclusions resulting from this event is that Water RtoM as a service should test the tools to have a practical knowledge that can be presented to potential end-users. We have notices a limited interest of visitors with regards to the research offer, the reason being that these products are not yet ready for the market. We should focus on enhancing the promotion of the event and project among visitors. Also during EXPOAPA 2012 company representatives with exhibition stands that have not previously confirmed participation in face to face meetings showed a lack of interest in the research results. They have concentrated their efforts to promote their solutions and those that were already verified.

3. PARTICIPATION TO NATIONAL EVENTS

	National Events 15.02.12 to 30.09.2012	Place	Partner	Dates	Comment	Financed by
1.	Final Workshop WATERCHANGE LIFE + project (in REMAS and BC list Year 1),	Barcelona - ES.	A21	23/02/12	Report in Openkm	Water RtoM
2.	Final Workshop, ACCUA project (in ReMAS LIST),	Sant Celoni - ES	A21	27/02/12	No assistance	
3.	Promotion during each training organised by GFW	Gdansk - PL	GWF	From March 2012	During the entire training year GWF provided a roll-up and dissemination materials like, basic information about the project on each questionnaires given to the contestants (300 in 15 sessions of 20 people each)	0 budget
4.	Kielce conference (during KOTECH Kielce Trades	Kielce - PL	GWF		Report in Openkm	
5.	Seminar in Technical University of Gdansk	Gdansk -PL	GWF		Report in Openkm	
6.	National seminar	Bucharest, Romania	CFPPDA	27/03/12	Report in openkm	Water RtoM
7.	NOVIWAM workshop	Limoges, FR	OIEau	27.03.12	Presentation of WaterRtom and the e-fair – demonstration session	
8.	National Seminar, side event of II Foro Europeo Agua	Madrid - ES	A21	8-9.05.12	Report in Openkm, waiting for English version of the conclusions	Water RtoM

3.1 OIEAU

Noviwam workshop 27-29 March 2012.

The workshop takes place in the frame of the NOVIWAM training activities planned in France for the NOVIWAM partners. The NOVIWAM Project (Novel Integrated Water Management Systems for Southern Europe), funded by the EU 7th Framework Programme (FP7) under the Regions of Knowledge Initiative, aims to promote multilevel and interregional co-operation in the field of water management tools and methods.

The NOVIWAM consortium consists of 19 partners whose profiles and expertise comprehends an array of approaches towards research, innovation, policy and management in the water sector. To increase competitiveness they are grouped in five research-driven clusters from the following regions: Northern Hydrographical Region (Portugal), Andalusia (Spain), Poitou-Charentes (France), Albania and Cyprus (figure 1). Each cluster is a triple helix composed of a Research organization, a public authority and a private organization. The challenges are to tackle IWRM challenges by cooperation in different sectors (triple helix) and Interregional co-operation network between research-driven clusters in the field of River Basin Management tools, and to foster a dialogue and reflection process between the participating clusters in order to define a Joint Action Plan (JAP) at European level to drive economic development through research and technological development activities.

In this frame, the partners organize workshop, training and exchange of staff. Oieau haas organized the venue of 27 people from the project to exchange and discuss on potential collaborations about IWRM projects and programs. A specific day is dedicated to the training of the participants in link with the implementation of the Joint Action Plan (JAP). Water RtoM was presented and discussed with a great interest. The partners are very interested in the tools ReMas, BC and E-Fair as a source of the start of art.

3.2 GWF - DESCRIPTION AND CONCLUSIONS AFTER SEMINARS

National seminar GDANSK UNIVERSITY OF TECHNOLOGY (Gdansk, 14 March 2012):

On a special invitation from Mrs. Hanna Obarska who is a professor of Technical University of Gdansk, specializing in sewage management technology, Aleksandra Mrozik and Zbigniew Sobociński (Polish partner team) were delighted to participate in a seminar devoted to the subject of Gdansk Water Foundation and the Water Research to Market project.

Using this occasion, we focused on describing the GFW as a partner in numerous European projects, including 'Water Research to Market' project. We had the pleasure to inform the audience about main objectives of the WaterRtoM project, also we presented our actions so far, giving the detailed description of evaluation tools designed and used for enhancing project assessment. We focused on the subject of e-seminars, listing down all of advantages of such on-line meeting.

Last but not least, we presented few projects already qualified for further promotion by Polish partner. We also provided information about the contact details and additional materials regarding the subject of the project; brochures, factsheets and a contact list for all those who are interested in receiving further information about the project.

27 people participated in the seminar and part of them declared their contact data on the list provided by the GFW. This data will be added to the main data base of WaterRtoM project.

Out main comments after this event is that WaterRtoM as a team should devote more time on promotion among your researchers and academic background. Not only they have proved to be very interested in a context of dissemination of project events but also they have shown us that some of them might become the potential partners for future outputs.

EKOTECH (Kielce, 6-8 March 2012)

The objective of this seminar was to participate actively in a further dissemination of knowledge about the project. As planned, Gdansk Water Foundation, actively promoted concepts and objectives of WaterRtoM and through it, it shows how crucial and necessary it is to work according to the water directives.

Such seminar serves to introduce possibilities of technologies, guidelines or methodologies that can be used in industry for better following the concepts of water directives. The target audience of this seminar was at the same time common target audience of outputs itself. We focused on decisive people involved in topics of water management and environmental protection. Main audience consisted from representatives of local administration offices, water-supply companies as well as people from university background, students and professors.

The main expectations are connected with the possibility of showing the advantages related with this project and actions it undertakes. It is also to remind that there are available technologies and methods, working with respect to environment, worth further promotion. We also used this chance to identify the audience needs and enlarge our data base. Thanks to that, we are able to identify and point out what other barriers should be taken under consideration while dealing with the dissemination of information materials.

Our main conclusions after the event is that it is good to share an event organisation with a bigger party like in this case. Going on a bigger event guarantees a different audience- thus more dissemination opportunities. It is also good to have your own stand with some gadgets, on big parties it is crucial to put ones attention on our actions.

GWF additionally participated in other events

- **14-16.02.2012** in Chorzow. Conference related to water-sewage management, partly chaired by Zbigniew Sobociński legal representative of GFW. This event has created an opportunity to share information about the purpose and assumptions of WaterRtoM project as well as to deliver information about the outputs (brochures and factsheets with contact details). The target groups of this conference were water managers, local and national authorities and water treatment facilities

- **GFW promotion on other events**: Because of the characteristic of GFW work, we as a training centre have an easier way of disseminating information and accessing further contacts. Since December 2012, we have been actively disseminating information about Water Research to Market project on our seminars and trainings with large audience. Yearly we organize 50-60 training with over 20 people participating on each. On training we provide newsletters, factsheets and try to gain new contacts to disseminate more information online as well as to have the possibility of invitation of some of the participants to for example e-seminars.

- Due to the training character of our company we have decided to organize a meeting regarding further promotion Water Research to Market outputs. During the meeting each of different sectors of trainings, represented by different employees has identified their target group to which we were able to match the group of interesting outputs. This way target group of administrative seminars will receive an information about methodologies and procedures rather than software or technologies- the same system will be applied to other groups. To those employees of Gdansk Water Foundation who are not directly involved in the project explained a need for further promotion has been explained and agreed that to trainings which have the highest frequency promotion materials will be prepared. Also, besides designing a questionnaire that includes information about the project it would be good to create a data base for new a newsletter which helps to disseminate information about project further.

- Additional notification should be also connected to the fact that GFW by participation in a various meetings, conferences, depending on the subject of the event, presents chosen outputs as methods that could be used for enhancing the environmental conditions. Due to the conducted research on a subject of recultivation of water aquifers, we propose to use the solutions presented by the outputs.

- Information dissemination in Ukraine. Gdansk Water Foundation, since February 2012 has participated in 2 important conferences in Ukraine, one in Yaremcze and another one in Kiev. During this events, Mr. Sobociński was disseminating information about the Water Research to Market project. He has provided the top Ukrainian administration and Water Supply Companies Management with documentation including newsletters, factsheets and contact details. For second conference in Kiev we have provided 12 full sets of documentation both in Polish and English regarding the subject of promoted outputs as well as the role of polish partner in the consortium. We have also provided some main information about the project in Russian. Foreseen study visit of Ukrainian experts in the last decade of October will create a perfect opportunity to show the full scale of the project.

- LC member contacts: GFW is in a constant contact with one of the LC members Mr. Tomasz Walczykiewicz. On various occasions a chance for communication and project update is used. Polish partner of the project, GFW, very often develops a plan of action and promotion based on the knowledge and experience of Mr. Walczykiewicz. During the seminar that was held on 26-28.09.2012, we have met with Mr. Walczykiewicz once again to discuss and estimate the possible means of joining in the action for common promotion of outputs in December. Mr. Walczykiewicz has pointed out new working groups interested in the problematic connected with flood management and the necessity of activating the work of governmental administration in order to achieve the goals specified by the flood directive. He also pointed out that since the problems connected with floods will dominate in union countries it would be more than good to look for project which outputs present some solutions regarding this subject. This suggestion was very valid to us pointing out and expanding our field of work.

3.3 AMPHOS 21

Final Workshop WATERCHANGE (Barcelona, February 2012)

This event was planned to disseminate the idea of « water RtoM, as a new service, from the Research to the Market" and to create a discussion on results uptake in the water field of climate change adaptations. Specifically to:

- Debate about the relevance of the innovations selected by Water RtoM and their potentiality to be used by the participants or potential users, and how they can be further promoted or improved to be uptaken.
- To identify other promising innovations pointed out by the audience.
- Identify the gaps of Water RtoM project
- Identify the solutions to fill the gaps on the addressed outputs (what are the missing developments, what are the barriers to implementation, what improvements to make ...),
- Encourage the partnerships between the participants to use the presented innovations (and/or to make further development).

The methodology was to have a short presentation on the main ideas of Water RtoM and to present the outputs from Water Change and Accua project in our vision. In addition we participated as expert in the afternoon working session on "Transfer of results and potential use"

The main result: Water rtoM was presented to the audience. Amphos 21 has identified 4 New research projects to be assessed through ReMAS: CORFU, CONHAS, MONTES, SCARCE, and has identified one New contact as end-user: AQUALOGY.

National Seminar, side event of II Foro Europeo Agua (Madrid, May 2012)

During this event, Water RtoM participated as co-organizer of the event. The whole event was a two days forum, the second day was dedicated for workshops of LIFE+ projects dealing with water, Water RtoM hold two workshops, one in the plenary session with the whole list of attendance and a reduced number of attendances workshop in the afternoon with a working session approach.

Water RtoM ambitions the following:

- To deeply explain to the general audience what are the Water RtoM objectives and methodology, in doing so also present two of the outputs we have selected, also we facilitated a general discussion.
- To promote the outputs: SMAA (year 1) and SCARCE (year 2)
- To analyze the reasons for innovation in the Spanish water sector by setting a participative methodology on how to accelerate this process.
- Identify market needs and behaviors of the market side towards research side
- The whole event was a two days forum, teh second day was dedicated for workshops of LIFE+ projects dealing with water, Water RtoM hold two workshops, one in the plenary session with the whole list of attendance and a reduced number of attendances workshop in the afternoon with a working session approach.

To achieve these objectives the established methodology consisted in a morning plenary session where Water RtoM was presented and researchers presented their outputs. In addition an afternoon working session was placed to allow deeply discussion with end-users, researcher, stakeholders. A document from this session was produced and spread through the participants, also it is public at:

http://www.plataformaagua.org/index.php?id=450&tx_ttnews[tt_news]=164&cHash=31a7d2cfbe5fc17d41d2cc5a9531c033
The document has been translated into English to be soon updated in Water RtoM website too.

A21 co-workers are continuously participating in water related events and informally they are full aware of this LIFE+ project and sometimes they are reaching contacts for the project even if the purpose of their attendance to these vents is different

A21 has good collaboration with the Spanish LC member (Spanish Water Technology platform) getting inform on the major events and promoting our activities whenever is needed. Also, A21 has a good collaboration with the WATER SUPPLY AND SANITATION TECHNOLOGY PLATFORM as since July 2012 it becomes as member of the platform, thus Ms Ester Vilanova participated in the Assembly that take place in July 2012 to, among others, explain our involvement in Water RtoM.

3.4 CFPPDA

"Transferring water research outcomes in practice" Romania (Bucharest, 27 March 2012)

Objectives of the seminar:

- Promoting the transferable results of research projects selected by the Water Research to Market services to the water and sewerage supply services. By presenting and discussing a number of 12 projects selected in year 1 and 2 within Water Research to Market Project, dedicated to the target group.
- Promoting Water Research to Market as a service. The dissemination of 8 BC resulting after the first year of Water Research to Market Project. To disseminate the idea of « Water RtoM, as a new service, from the Research to the Market".

Feedback and lessons learnt:

- The presentation of projects / results should be adapted to the final user and done with precise objectives. When the final user is not sufficiently implicated it can be a barrier to the transfer of results.
- The involvement of personalities in the water sector (with university expertise) on moderation of the 4 sections of the seminar facilitated discussions that have followed each presentation of the proposed transfer result. Materials related transferable research results (the project sheets) should be sent on advance by participants, thus they would be more motivated and discussions would follow more easily.
- Attaching feedback questionnaires to complete their map and request to end the event. Poor collection of questionnaires after the event.
- During the seminar were brought to attention three other research projects that are interested to work with Market Research Water team.

- Completing to project data sheet contact of the project partners.
- Formalizing the institutional / create a platform where implementers to express the problems they face (formulation requirement) and to facilitate the development environment of cooperation.
- Insufficient development of national legal framework and specialist departments from the research institutions facilitating the transfer results to market.
- Willingness to invest to services such Water RtoM is high by organizations from the private sector.

4. E-SEMINARS

4.1 E-SEMINAR GNIEZNO (PL)

"Recultivation of Jelonek and Winiary lakes in Gniezno by inactivation of phosphorus in bottom sediments. 16.05.2012, organizer GWF

The objective of this event was to conduct a short seminar via internet. Such a seminar would focus on project chosen by the WaterRtoM for promotion. By inviting the authors of the project we are able to introduce the subject better. It is much cheaper and causes less effort. The subject of this e-seminar is "Recultivation of Jelonek and Winiary lakes in Gniezno by inactivation of phosphorus in bottom sediments" and authors invited: PROTE- authors off the technology, authorities of Gniezno community- who used the technology on their lakes. Both of the speaker proved excellent quality of presentation and deep knowledge on the subject to answer all of the questions.

To choose target audience one should think: who is the product referring to, who can possibly be interested in using it and whose decision matters in applying it. In our case we knew that the target group will refer to all communities that have a problems with eutrophication of lakes. Also sanitary inspectors and institutes that will have to estimate how this technology influences the environment. Due to the fact that it is a technology –technologist who would understand the purpose and methods of work and could either improve it or simply use it. Technology of phosphorous inactivation in lakes sediments used in Gniezno is available on the market and ready to be reached for. It focuses not only on inactivation of phosphorous in the water but also on sediments. Furthermore in the context of the project a lot of work was done on the area next to lakes(plants removal and re-plantation, changes in water paths.

Due to the fact than year 2013 in Pomeranian region has been named the "lake year" we have decided to organise second and third e-seminar in relation to the subject of water aquifers. Second seminar was held on 29.08.2012 and for the subject we have chosen another popular and lake-connected output which is EHREK.

4.2 E-SEMINAR EH-REK - PL

"Ecohydrological rehabilitation of recreational reservoirs "Arturówek" (Łódź) as a model approach to rehabilitation of urban reservoirs" 29.08.2012, organize GWF

The objective of this event was to conduct a short seminar via internet. Such a seminar would focus on project chosen by the WaterRtoM for promotion. After first e- seminar, we have decided to focus on the subject of **recultivation of water aquifers, pollution prevention and general problems connected with urban aquifers that are shallow and suffer due to the anthropogenic activity**.

Generally, idea of concentration of the promotion on water related EU directives, especially WFD was accepted by prospective participants we contacted. One of the objective at second e-seminars was to gather a group of different people – not only to enlarge our data base but also to make sure that the main goal of our project –promotion of outputs is being achieved in a larger group of participants. Also, year 2013 has been dedicated to all lakes in Northern Poland, so our goal is to fit in those frames and use this fact for further promotion of the outputs. Target audience of this e-seminar consisted from people involved in water sector and environmental protection.

We have managed to choose a different group of participants than the last time- which is good because this way we make sure that the purpose of dissemination is kept. Different activities and their everyday responsibility puts their attention to other details. The only person that repeated was Mrs. Jadwiga Trzcińska- our previous speaker for "Gniezno" project. It was very interesting to have her again because her experiences were much different than in case of EHREK project which resulted in an interesting discussion.

The expected behavior of target groups is to convince them about applying the technology in their own cities, on their own water aquifers. Also with the help of Gniezno and EHREK project it is easier to understand how the bureaucratic procedures might look like from their point. At the beginning of the presentation EHREK's project leader Mr. Jurczak has already mentioned that some of good practice have been already copied. What is more, after the project- local authorities in Lodz decided to take care of the project further- monitor aquifers and prevent pollution if necessary. Also, they are willing to invest in recultivation in other aquifers in Lodz.

Feedback from both activities:

General concern regarding this type of communication is connected with the need to practice connection with the participants before the actual meeting. We had more than one situation in which participants attended using laptop microphone solo - even though we warned them about the connections problems.

Some of the participants were unable to install their equipment which also caused more time looses before the planned meeting. Our new strategy towards them is to call and organize a meeting independently before 2 e-seminar.

An example of a good practise is the chat room which at some point turned into "question field" to avoid interruption we proposed all participants to place a question that they have (during presentation and not only) in the box and after the presentation authors as well as other participants will try to answer them and come into a discussion. Another example of a feedback from this e-seminar was a visit of 2 people from Koscierzyna City Council – from which we had 2 e-seminar participants. They wanted to discuss recultivation of lakes and the idea of aquifer management. They have asked us about Gniezno Recultivation project and contact details as well as deWELopment project (another promoted output).

Both of the projects were chosen for further promotion through Water RtoM project. What is more, due to the "2013 Lakes year" a GWF participant was asked to join meetings regarding recultivation of lakes in Pomerania area which gives us a chance to disseminate information about the project among universities and companies that provide that kind of services - this way we get the access to new contacts and enlarge our distribution channels.

4.3 E-SEMINAR WATERCHANGE (EN)

How to consider Global Change in water resources planning? 04.10.2012, organizer Amphos 21

How to assess impacts of global change on water resources and evaluate adaptation measures? How to support and ease a future planning? This e-seminar focuses on the methodology considered in the WATERCHANGE project2, including an application to a Mediterranean region.

The e-seminar brings the possibility to establish active discussions among practitioners and researchers during a 2-hour web-based conference, focused sharply on one topic. The aim of the e-seminar is to address information on new research outputs facing key current problems in the water sector.

This e-seminar provides:

- A key E-lecturer on Global Change and the effects in water management.
- A presentation of the WATER CHANGE methodology to integrate Global Change in water resources planning and introduction to the innovative tool supporting it, the – Water Change Modelling System (Lecturers: Laurent Pouget and Suzy Mc Ennis).
- The possibility to stream a discussion between scientific experts and policy makers.

No feedback has been collected yet due to the time of completion of this document, to be provided in the next report. Nevertheless, only 4 participants attend the meeting.

Comment

GFW found e-seminars event as very useful for promoting organized within the projects events and sending preliminary prepared information materials. Seems to possible that in the next year, GFW will be able to organize more e-seminars or e-meetings for distribution of chosen research outputs with participation of the research team members. Of course numbers of planned undertakings will depend on people interest; anyway this information channel should be strongly promoted.

[2] 2012 IWA Project Innovation Awards Global Competition: Honour Awards, category Planning
2012 IWA Project Innovation Awards Europe & West Asia Regional Awards: Winner , category Planning

5. ANNEX 1 – BROKERAGE EVENTS REPORTS (EU LEVEL)

5.1 SMAGUA – SP

Brokerage event Water RtoM - SMAGUA

6th- 7th March 2012, Zaragoza

Water RtoM participants

Benoît Fribourg-Blanc (OIEAU)

Beatriz Medina (Amphos 21)

Liaison Committee participants

Martin Forst (EEN)

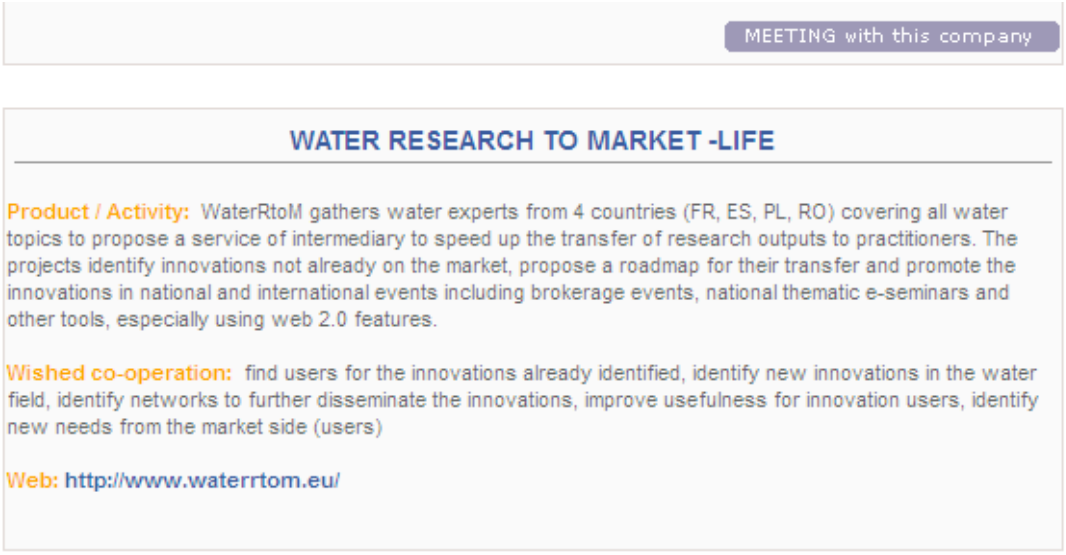
INTRODUCTION

The brokerage event at SMAGUA EXHIBITION consisted in bilateral interviews with different actors in the water sector in order to present organisations and find commonalities among two presenters.

It was organized by the Europe Enterprise Network (EEN) and the Environment Limousine Cluster of the Regional Chamber of Commerce (CCIR). The event entailed more than 50 organisations which belong to the water field both public and private and active in different sectors. The procedure of this event consists in booking the interviews with those organisations with which there could be a potential cooperation. In this sense, Water RtoM presented itself as an organisation in the event database with 3 wished cooperation:

- To find interesting innovations in the case the interviewed organizations is doing research
- To find potential interested parties to our already identified outputs
- To find potential collaborators that could multiply Water RtoM services or even share commonalities on the Water Science Interface.

As illustrated in the following screenshot of the catalogue (password protected section: username WATERTOM password 12345)



METHODS

- Partners from A21 and OIEAU investigated the list of participants and identified what Water RtoM could offer to them.
- Interviews were booked according to the above basis
- In each interview (of 30 minutes duration each), OIEAU and A21 asked the participant to present itself, presented themselves and the general aim of Water RtoM, and what could be of interest to the other interviewer.
- Some actions were agreed to further collaborate with each organisation, in the case that commonalities were encountered.
- Water RtoM partners also had a look to the exhibitors to find other potential stakeholder for this project.

MATERIALS

- Graphical support during the interviews with flyers, poster and the output Factsheets.
- Flyers were also distributed in the stand of the event organisers.

MINUTES AND CONCLUSION FROM EACH INDIVIDUAL INTERVIEW

1. RED ARAGON7 PM

- **Contact**: JORGE MOLINA, jmolina@redaragon7pm.eu
- **Identified interest:** they are looking for potential partners to constitute new partnerships for European projects (FP7, CIP, Life, Interreg…). They are interested in our approach since they are a regional organisation which involves others doing research.
- **Comments:** Regional initiative to design and implement a common strategy to enhance the participation of its members in the 7th RTD Framework Programme of the European Union. Also involved in ERRIN (http://www.errin.eu/en/) and smart cities. They mentioned the launch of an international network of water SMEs in WWF6 with a French regional cluster of eco-enterprises. They can act as "multiplier" of our work.
- **Next step:**
  A. We will keep them updated for our next steps and future events, they would be

one of our potential users of Water RtoM as a Service. They will send us promising outputs from the research. They suggested us to keep more in contact with Zinnae since they are a key regional actor in taking up innovations.

B. We should check the list of research projects and look for potential interesting results, get in contact with them in that case.

2. ITA, INSTITUTO TECNOLÓGICO DE ARAGÓN

- **Contact:** TERESA GASPAR SANCHEZ, tgaspar@ita.es
- **Identified interest:** They can transfer to their research team our e-fair. ITA belongs also to EEN. They can transfer information to their partners working in the field of water
- **Comments.** They are acting on internationalisation with SMEs, on technological transfer, have a training department and have also a technical field of expertise in simulations. Multiplier of Water RtoM work, they can distribute our work to their members. They support our way of presenting the outputs in a small paragraph: it is a good way to promote results.
- **Next step**: to send the Efair link, once is more advanced.

3. **TRENASA**

- **Contact:** LUIS FERNÁNDEZ lfernandez@trenasa.net , MANUEL BAYO mbayo@trenasa.net
- **Identified interest** They are looking for an idea to assemble components of the same size than trains (trains manufacturers is their primary work). They are thinking in small waste water plants.
- **Comments.** Part of a big company called CAF. End-user, they can innovate what they cannot create. Interesting to also list the specific needs of the market, and demands.
- **Next step.**
  Promote this need and find one innovation for them (suggested NOVEDAR)

4. AIN, Asociación Industrias Navarra

- **Contact:** NATALIA ORTEGA ZUNZARREN, nortega@ain.es, JUAN RAMON DE LA TORRE, jrtorre@ain.es
- **Identified interest** identification of new technologies, transferring knowledge to their members, promotion of their research results (Ag_Uas LIFE, INNOWATER)
- **Comments** They are a technological centre, have consulting services and training. It is a private body with 126 staff members, turnover 11M€, 2-300 clients and a network of about 150 enterprises. Most of the Industries in Navarra region are associated to them, and they could reach most of this sector. They are part of AG-UAS life + project and INNWATER, and we should collaborate with them. They should identify new technologies for their partners (e.g. TRENASA) and target to become a leader in new water technologies. Main sectors are food processing, paper, metal industry, chemical industry.
  We distributed them the whole list of outputs, they will look at them and also the 4 factsheets.
- **Next step**
  October- November, to organise a workshop on Water Innovation in Navarra with INNOWATER project. Instead of a national seminar, this would be a regional seminar that could be more efficient in order to reach potential users of our selected results)

5. IDATA SISTEMAS CONTROL

- **Contact:** VICTOR ORTÍZ SANCHEZ, vortiz@idatasistemas.com
- **Identified interest** MARKET NEED: They are looking that their systems are less energy consuming (in the transmission stage) and the communication protocols are more normalised (they use OGC standards). They are interested in new technologies and new applications to their systems
- **Comments** They have implemented the automatic system on water quality in Spain (SAICA), they belong to the open source software network.
  THERE IS A MARKET NEED ON: improving data mining and communication protocols
- **Next step**
  To inform them on any Output matching their interests

6. CREA CONFEDERACION EMPRESARIOS ARAGÓN

- **Contact**: JORGE ALONSO VALLEJO, jalonso@crea.es
- **Identified interest** find partners for European projects
- **Comments** More than 40.000 SMEs members, they are part of European projects and also help to find potential partners to build European partnerships, they lead 3 leonardo projects and propose a service called BtoWin that organises brokerage events in fairs. They publish a newsletter sent each week to 8 000 companies
- **Next step:**
  To send our flyer to the Environmental Commission and inform them about our activities.
  To invite members to our e-seminars or national seminars

7. ZINNAE

- **Contact:** Marisa Fernández Soler marisa.fernandez@zinnae.org
- **Identified interest** They are very interested in Water Rtom for several reasons: to support us promoting our selected outputs in their network, to find potential users, and new collaborations opportunities.
- **Comments** They have a real space dedicated to have a Water Lab, named Zero Park, where pilot tests can be developed and implemented in real conditions for tests and demonstration purposes. They highlight the fact that SMEs have often difficulties in expressing their own needs and making SMEs meet together on specific topics often help them to better define their needs. They sugget we extend the e-fair to have a "demand" section.
- **Next step**
- To promote their idea of Water Lab, among our network
- To invite them in our workshops
- To send them newsletter and other dissemination material

8. FIDIMA AND CLUSTER PRODEMA

- **Contact:** LAURAGONZÁLEZ MIQUEO, l.gonzalez@idima.es
- **Identified interest** They are looking for partners for European projects. Working in waste water treatment and emergent pollutants. They worked in a research project to improve detection techniques in a pharmacy organisation with emergent pollutants problems.

- **Comments** Fidima is a research centre and involves 35 SMEs and the cluster aims at building collaboration for EU projects. We could help them in promoting this result in case they have no access property rights: to be checked
- **Next step**
  To contact them in case they have interest in collaborating with us in further promoting this result.

9. SERVYECO

- **Contact:** Antonio CROS NEGRE, across@servyeco.com
- **Identified interest:** They were partner in the LIFE + project TEX_LEGIO (for the total disinfection of *legionella* in water by using UV and O3) and they need to text that methodology at commercial scale, to do that there is a need of space for the pilot plant and economic resources.
- **Comments** They work in water treatment for ceramic companies, water and sludge treatment and membranes, and also offering services such as a légionelle accredited laboratory
- **Next step**
  To send them an agreement to use Tex_legio as one of our case studies.
  To send them info on the results form NOVEDAR project (funding by CONSOLIDER programme).

10. ESCIENCIA

- **Contact**: GUILLERMO ORDUÑA MARCO, Guillermo@esciencia.es
- **Identified interest** not clear from the discussion, interested in knowing what we are doing
- **Comments** They are doing science communication to reach all levels of lay public (scholars, workers, etc.) They are not going to scientific congresses but are acting as intermediary between research teams, universities, enterprises and lay public; they go to brokerage events, courses, etc where those targets are more present. We could collaborate with them in giving our results and they could further promote them.
- **Next step**.
  To send information on the newsletter, list of outputs, etc.

11. RED OTRI ANDALUCIA (RED OFICINA TRANSFERENCIA TECNOLOGICA ANDALUCIA, (9 UNIVERSITIES)- RESEARCH RESULT TRANSFER OFFICE NETWORK

- **Contact:** SOLEDAD MEJÍAS ROMERO, info@redotriandalucia.es
- **Identified interest** To find them market demands and needs
- **Comments.** They are a bit confused if we are not doing the same work. They are doing a good work in processing patents, listing outputs (they gave me a CD with this information), they are used to package their results and also they create factsheets with them. They see the need of creating a service such us Water RtoM who is trying not only to give a market approach to the results but also to work in the whole sector and involving also end-users. They suggested and advised us to make more efforts in the End-user side, because this step is more needed than assessing results (at least for them
  SUGGESTION: Work more in the identification of market needs → EFAIR
- **Next step**

To let them know more on the market needs identification

GENERAL CONCLUSIONS

This brokerage event has been very useful to allow us to know how we can promote our results including keywords and the selection of relevant sectors that may interest the end-users. It allowed also to identify gaps in our methodology and to identify new potential users and multipliers of our information.

To promote individual factsheets was not so useful, we did not find any user interested just in one of our outputs, this task is not so simple, but what we can do is to identify more specific needs of them, and we could look in detail to our list of outputs to provide them with a selected list of relevant outputs. Two organisations (ZINNAE and ANDALUCIA RED OTRI) have advised us about the high need in working more with the demand rather than the offer. It is not so easy than just asking potential users what are their needs, but also to help and support them in identifying those needs. Users can also have difficulties in the identification of their needs, it is not so obvious.

We have to spread our efforts also to those organizations that are cluster, association, professional platforms, because they can act as multipliers of our information, and also they better know the needs of their members.

There are organisations working in the same area than us, particularly at regional and local levels in Spain and we must joint our efforts in order not to duplicate and use synergies. We have to take a decision on how can we integrate the work that Universities knowledge Transfer Departments are doing. They generally have already identified the results from their research (normally when they are finished), they are also attending exhibitions fairs, congresses, seminars, to promote those outputs, but in a general way. We can improve that work by letting them better know about the market needs.

Most of our interviews understood Water RtoM aims, and found in any case a way to collaborate. This is important to consolidate this project as a service. However how are we promoting the results seemed to be not so useful, but what was useful is to identify commonalities and market needs.

In addition, we have seen the importance of screening our efforts to regions, that is why we agreed with the Navarra Industry Association to investigate how to create a specific workshop in Water Innovation for their members.

INDICATORS

- Nº interviews 11
- Nº of contacts 14
- Leaflets distributed 89 Spanish, 36 English
- List of outputs distributed: 50 copies of the list of all outputs
- Number of end users: 4
- Number of cluster: 6
- Number of researchers: 4
- Outputs selected Factsheets:
    - Gniezno: 2 copies
    - FENPEST: 3 copies

- ECOWATCH: 2 copies
- OPEN MI: 4 copies

ATTACHMENTS

- Event frame
- PICTURES

- LIST OF OUTPUTS that was distributed
- 4 selected FACTSHEETS: Gniezno, Fenpest, OpenMI and Ecowatch
- Interviews agenda

SMAGUA (Zaragoza, March 2011) Brokerage event

1. Objective of the seminar: FOCUS ON A SPECIFIC TOPIC (a key challenge)

To implement the idea of Water RtoM as a service in a brokerage event by promoting three interesting outputs

2. Context

Water RtoM defined a communication plan (PMS) for all the duration of the project (sept 2010- aug. 2013) : we planned european events, national events to promote and disseminate innovative research outputs.

This activity is enclosed in the Action 3 of the project

3. Targets of the water RtoM seminar:

Socio-professionals in the water domain (agricultural chambers or councils…), research organisations, Industries, water technicians
Private companies, consultants
→ **EEN Network, Pole de l'Environment Network from Limousin region**

4. Our expectations

1. Innovation precursors promotion:
- To encourage the partnerships between the participants to use the presented innovations (and/or to make further development).
- For this purpose we emphasizes in selecting outputs far from the Spanish market since because of the crisis situation most of the organisations are looking at other regions (e.g Romania, Poland).

2. Test Water rtoM as a Service:
- To identify current gaps of Water RtoM project: is our promotion material useful by the target audience?
- Testing the service that Water RtoM can offer to the selected outputs to be further promoted among the event visitors. Are we able to promote the selected innovations even if we are not the researcher owners of that ideas?

3. To promote Water RtoM among the visitors

5. Message to deliver

Water RtoM is a LIFE demonstrative project with the ambition to develop a service to facilitate the transfer between the researchers and the end-users (water providers, stakeholders)

In order to develop a useful service, water RtoM needs to test its tools with the targets (private and public companies).

6. Date, agenda and place

Date : *6 - 7 March 2012*

Draft agenda:

- Duration of the brokerage event in the SMAGUA fair is 1 day (6/03),
- language: Spanish – English – French

- Entry fee :

Place: Zaragoza, Feria de Zaragoza

7. Means and resources

Documents to prepare:

a) WaterRtoM: leaflet/brochure, poster, Questionnaire to collect participant comment (related to their projects, needs, addresses, to reinforce the collaboration)

b) 3 projects: leaflet/brochure, interview, poster, powerpoint for demonstration

Presented innovations:: around 3 (selected in the list of the year 1) ; if possible the selected projects have to be in link with the thematic of the exhibition.

- Logistical means: none

Laptop equipped to allow viewing video interviews

Insure if possible a wired internet connection (for a Skype call or webconference)

Take photos

8. Agenda & planning

1. Select 3 outputs and prepare factsheets and BC
2. Deep information on that outputs to be ready to promote them
3. Prepare info for the EEN e-platform.
4. Make short interviews, power points – Media material on each output
5. Prepare some key info in Spanish – Factsheets?
6. Prepare info on Water RtoM
7. Practicalities: travels, subsistance

9. Budget (€)

- Registration costs - any
- Travel costs
  - BM Travel and subsistence = aprox 200€
  - BFB: 380€ without VAT (travel, entry)
- Subsistence costs : 3 days lunch/diner = 88.86€ (BM subsistence) +

Other costs (AMPHOS 21) = 270,85€

Hardcopies material :

40 Factsheets

200 Flyers

3 Posters (EN, SP, FR)

20 Newsletter

10. Indicators to evaluate the event

- Nº interviews 11
- Nº of contacts 14
- Leaflets distributed 89 Spanish, 36 English
- List of outputs distributed: 50 copies of the list of all outputs
- Number of end users: 4
- Number of cluster: 6
- Number of researchers: 4
- Outputs selected Factsheets:
    - Gniezno: 2 copies
    - FENPEST: 3 copies
    - ECOWATCH: 2 copies
    - OPEN MI: 4 copies

11. Potential risks

- To have enough interesting projects/innovations
- To create awareness on the new service of Water RtoM

12. Feedback and lessons learnt

This brokerage event has been very useful to allow us to know how we can promote our results including keywords and the selection of relevant sectors that may interest the end-users. It allowed also to identify gaps in our methodology and to identify new potential users and multipliers of our information.

To promote individual factsheets was not so useful, we did not find any user interested just in one of our outputs, this task is not so simple, but what we can do is to identify more specific needs of them, and we could look in detail to our list of outputs to provide them with a selected list of relevant outputs. Two organisations (ZINNAE and ANDALUCIA RED OTRI) have advised us about the high need in working more with the demand rather than the offer. It is not so easy than just asking potential users what are their needs, but also to help and support them in identifying those needs. Users can also have difficulties in the identification of their needs, it is not so obvious.

We have to spread our efforts also to those organizations that are cluster, association, professional platforms, because they can act as multipliers of our information, and also they better know the needs of their members.

There are organisations working in the same area than us, particularly at regional and local levels in

Spain and we must joint our efforts in order not to duplicate and use synergies. We have to take a decision on how can we integrate the work that Universities knowledge Transfer Departments are doing. They generally have already identified the results from their research (normally when they are finished), they are also attending exhibitions fairs, congresses, seminars, to promote those outputs, but in a general way. We can improve that work by letting them better know about the market needs.

Most of our interviews understood Water RtoM aims, and found in any case a way to collaborate. This is important to consolidate this project as a service. However how are we promoting the results seemed to be not so useful, but what was useful is to identify commonalities and market needs.

In addition, we have seen the importance of screening our efforts to regions, that is why we agreed with the Navarra Industry Association to investigate how to create a specific workshop in Water Innovation for their members.

Photos: (*Copyright EEN or WaterRtoM*)

NEW WATER INNOVATIONS FROM RESEARCH

	COUNTRY	Project name	Project output /description	Key Information on the water solution
1	SPAIN	ECOWATCH	ECOWATCH DSS IN DETECTION OF EPISODES OF WATER QUALITY	ECOWATCH is capable to identify environmental damages occurred in river basins on time. The detection system is able to obtain water quality phenomena indicators using a few physical-chemical variables recorded continuously which can be associated, with a high probability of cause-effect relationship, with human pressure on the water environment, such as urban discharges or diffuse agricultural pollution. The data delivered to the end users will inform about the status of these three phenomena with water quality indicators. The software will determine: Waste water and urban discharges, Episodes of eutrophication and episodes of fish risk.
2	SPAIN	ACCUA	ACCUA.	Water planning adaptation to climate change impacts. The main objectives are (1) to establish land vulnerabilities according to water availability and (2) to propose adaptations addressed to overcome these vulnerabilities. And finally, to suggest recommendations on how to optimize future water uses
3	SPAIN	AQUATOOL	Tool and methodologies for integrated management of river basins	AQUATOOL is a tool for the construction of decision support systems for planning and integrated management of water resources. It can be analyzed in an integrated way, and at river basin level quantitative, qualitative, economic and environmental, also incorporating other aspects, such as priorities and management rules. It consists of a series of modules that are integrated into a single system in the user control unit allows graphics defining the schema of the water system, databases, the use of the above modules control and graphical analysis of the results. Great implementation in Spanish river basin planning.
4	SPAIN	SMAA	SMAA. SOFTWARE FOR GROUNDWATER RESOURCES MODELLING USING	New modelling software of aquifer details) that allows water managers to easily identify the quantities of groundwater masses without using sophisticated modeling tools.
5	SPAIN	MBR	MBR-software	Automatic control system for energy optimization in membrane bioreactors - Software
6	SPAIN	WATERCHANGE	A methodology and a tool for long term planning of water resources management and global change	Methodology and a modelling tool) to assess impacts of global change on water resources management and evaluate adaptation measures, to support and ease future planning. The output of the project is a decision support tool which aims to help in decision making in the context of

	COUNTRY	Project name	Project output /description	Key Information on the water solution
			adaptation	global change and better estimate the impacts of global change in long term water resources management
7	ROMANIA	FENPEST	Photo-induced based green technologies for the treatment of water with pesticides content	Method green, modern treatment, unapproachable until now in the country; Use natural source of UV radiation - sunlight; Reduce waste from the treatment by turning iron hydroxide sludge separated by flotation.
8	ROMANIA	A-PORT	A-PORT web portal	Using e-tool and web base database for gathering information on quality of services at national level; time line evolution of quality both at regional and national level; to increase public transparency.
9	ROMANIA	NPTT	After-treatment technology for urban waste sludge	Achieving a composting technology, short time obtained from the waste treatment and waste water treatment plants of a product with high potential for fertilization of agricultural land; Transformation of difficult waste disposed of station treatment plants into a valuable, marketable product, that will help to increase the benefit of water-channel operator; recovery and valorisation of other types of waste (plant ones); end product - compost as fertilizer.
10	POLAND (European project)	GENESIS	GENESIS: Generic European Sustainable Information Space for Environment	GENESIS project is to validate and demonstrate the GENESIS solution through one concrete and typical use case, in the fresh surface water quality domain. That is more they support sanitary inspection regarding the diagnosis and decision making about additional sampling in the bathing areas threatened by the bacteriological contamination or general loss of the water quality, and a possible action plan to enable a fast warning system.
11	POLAND	FOKS	FOKS DSS, to focus the remediation efforts in degraded areas on the key sources of contamination	New tools for groundwater contamination assessment and build upon existing ones as well as elaborate a joint transnational strategy for groundwater management and a transnational decision support system. FOKS will focus on the remediation efforts in degraded areas on the key sources of contamination. By employing this approach, the effectiveness of mitigation measures should increase significantly. This would contribute to satisfy the need for protection and enhancement of environmental resources, as well as reduction of man-made hazards.
12	POLAND	EULAKES	European Lakes Under Environmental Stressors: Supporting Lake Governance to mitigate the impact of climat change	• to evaluate lakes in all: starting from existing monitoring systems to new evaluation methods • to introduce chiefly the environmental problems which European lakes deal with, such as the environmental weakness and its associated risks – in short term and in long term; • to put the basis for a first model of international and environmental Governance about lakes, involving local communities and promoting the commitment of the public bodies on this theme
13	POLAND	EKOROB	EKOROB: ECOtones for Reducing	The goal of the project is setting up a program of activities for reducing diffuse pollution in the

	COUNTRY	Project name	Project output /description	Key Information on the water solution
			Diffusion Pollution	basin of the Pilica River by means of cost-effective ecohydrologic methods, that will help achieve a good ecological status of water in the Sulejowski Reservoir. Another goal is preparation of a manual for optimal ecotone formation, with special attention being paid to the effectiveness of diffuse pollution removal and formation of biodiversity.
14	POLAND	EHREK	EHREK (model, methodology, Guidelines/Recommendations, Procedure)	Development of a specific conceptual program of activities for rehabilitating the recreational reservoirs in Arturówek (Lodz); • Implementation of developed activities and execution of program-related investments; • Using a model system of reservoir rehabilitation (exemplary) in teaching and training; • Preparation of a system operation manual • Development of a framework rehabilitation strategy for other reservoirs and rivers.
15	POLAND	deWElopment	Methodology for ecological status assessment of rivers and lakes	Methodology for ecological status assessment of rivers and lakes in order to improve monitoring programs for surface waters. It recommends the rules for integrating different metrics within and across biological elements into one final assessment result and indicates the rules for quantifying the uncertainty and assessing the risk of misclassification.
16	POLAND	DECEMON	Methodology for increasing the environmental monitoring efficiency in the scope of the Water Framework Directive 2000/60/EC	This methodology can assess and elevate the efficiency of the environmental monitoring network in the scope of the WFD. It can recognize if sampling frequency could be reduced and if possible, decrease the number of active sampling stations. DECEMON can provide efficient water monitoring policy to reduce the financial and human efforts and to deliver accurate and reliable ecological quality assessment. Applying this methodology financial and human efforts, required for environmental monitoring within WFD, could be significantly reduced .
17	POLAND	GNIEZNO	Recultivation of Jelonek and Winiary lakes in Gniezno by inactivation of phosphorus in bottom sediments.	The surface module is responsible for moving the whole vessel and control the work of the underwater module. The underwater module is responsible for triggering controlled resuspension of sediments in its own closed space, as well as for oxygenating the sediments and applying a substance which blocks phosphorus in bottom sediments.
18	POLAND	REURIS	REURIS: Revitalisation of urban river spaces	Elaboration of practical tool for incorporation of approaches developed within the project .Elaboration of the tool is based mostly on practical development of 6 pilot actions including 6 individual projects and 5 investments .
19	FRANCE	SEMEAU	Semeau modelling tool	Method to apply existing surface water and groundwater modelling tool taking into account forest impact on water resource. This modelling tool will help to evaluate quantitative forest management impacts on water resource. The method used allows integrating specificities of small mountainous watershed covered by forest.

	COUNTRY	Project name	Project output /description	Key Information on the water solution
20	FRANCE	CONCERTEAU	CONCERT'EAU®	A technological collaborative platform that aim to design and to evaluate scenarios of agricultural practices, to deliver to decision makers a short list of agricultural practices that are economically sustainable, that respect surface water quality, and that are highly accepted by farmers and stakeholders. Integration of economical, environmental and societal dimensions of implementation of water policies
21	FRANCE	Aguaflash	Aguaflash	The AguaFlash is a method to determine the risks of deterioration of waters quality in agricultural catchments including floods events, transposable to the southwestern part of the European territory (France, Spain, Portugal). This project aims to mathematically define these relationships and to make them available in a tool for identification and characterization of the production zones of pollutants, particularly pesticides, in periods of flooding.
22	FRANCE	OpenMI	The Open Modelling Interface (OpenMI)	The OpenMI is an interface standard which allows models to exchange data as they run. It nables linking of models of different processes and hence facilitates the understanding of process interactions. Eg. questions that lead to the need for such understanding and hence modelling might be: Could dynamic pricing of water achieve savings in water and energy consumption and so prolong the life of capital works. What are the implications of climate change on the cost of flood insurance ?
23	FRANCE	WEISS	an innovative Water Emissions Inventory Planning Support System	The main aim propelling the elaboration of an innovative Water Emissions Inventory Planning Support System (WEISS) is to support competent authorities with the implementation of the Water Framework Directive (WFD). More precisely the objective is to develop an instrument for the identification of objectives and measures to reach the good water quality status and for the collection of the required information
24	SPAIN	SCARCE	Impacts of global change in water quality.	SCARCE is a multipurpose project that aims to describe and predict the relevance of global change impacts on water availability, water quality and ecosystem services in Mediterranean river basins of the Iberian Peninsula, as well as their impacts on the human society and economy
25	SPAIN	OPTIMECA	Water treatment optimisation processes using membranes and active carbon	OPTIMECA is studying mechanisms of membranes to eliminate contaminants and the reasons for their stultification, to optimise operating conditions of them and extend their serviceable life. The aim is to establish optimal maintenance protocols allowing the membrane's cleaning ability to be restored as soon as possible ; it also aims to improve the processes involved in the regeneration of the GAC allowing it to recover its original absorption capacity.

FENPEST: photo-induced based green technologies for the treatment of water with pesticides content

OUTPUT DESCRIPTION	*Photo-induced based green technologies for the pesticides containing water treatment; pollutants advanced degradation is assured applying a photo-catalytic advanced oxidation technique, which uses solar light as UV-VIS irradiation source, associated with catalyst (iron) separation by flotation and its valorisation in the degradation process.*
WATER TOPIC	*Surface water, groundwater, industrial wastewater treatment*
TYPE OF OUTPUT	*Water treatment technology*
MARKET NEED TAILORED	*Compliance of the treated effluent quality to imposed stringent national and European legislation in terms of pesticides content (<0.1 µg / L).*
INNOVATIVE ASPECTS AND ADVANTAGES	• *Environmentally friendly, modern water treatment process, not approached in Romania until now;* • *Use natural source of UV-VIS radiations - sunlight;* • *Minimization of waste generated from the water treatment process by valorisation of iron based photo-catalyst.*
STATE OF DEVELOPMENT	*Pilot tested*
TRANSFERABILITY	*Applicable after industrial pilot scale testing on wastewater containing pesticides in specific pollution matrix*
DISSEMINATION STRATEGY	*The results have been promoted during national and international conferences and seminars.*
INTELLECTUAL PROPERTY RIGHTS	*The original results obtained are the property of the partners of the project which have developed the integrated technology*
FORESEEN CLIENTS	*SMEs active in pesticides synthesis / conditioning; Units of Central and Local Administration, Environmental Protection Agencies and water utilities; R & D units that are interested or active in environmental protection research.*
NEXT STEPS TO DEVELOP THE OUTPUT FOR THE MARKET	*Feasibility study* *Enrolment specialists responsible for implementation of the output - Networking* *Organization of distribution of the output* *Organization trainings for prospective users of the output* *Accomplishment of tests at industrial scale* *Organization of advertisement of the output*
COMMENT ABOUT MARKET APPLICATION (RISK AND SOLUTIONS)	*Application of classical water treatment methods cannot assure easy and cost effective pesticides degradation.*

	The proposed technology which is characterized by superior treatment performance, also ensuring reducing operating costs by: *- use of sunlight as a source of radiation in advanced oxidation step, which leads to significant reduction of energy consumption;* *- capitalization of FeCl3 solution (by- product of the treatment process) as photo-catalysts or coagulant agent*
COLLABORATION DETAILS	*Commercial agreement*
TYPE OF PARTNER SOUGHT	• *SMEs, active in pesticides synthesis / conditioning;* • *Units of Central and Local Administration;* • *Environmental Protection Agencies and water utilities* • *R & D units that are interested or active in environmental protection research.*
SPECIFIC AREAS OF ACTIVITY OF THE PARTNER SOUGHT	*Partners dealing/relating with pesticides water pollution*
TASKS TO BE PERFORMED BY THE SOUGHT PARTNER	*Implementation of technology at industrial pilot scale*
FORESEEN RISKS FOR OUTPUT USERS	*The necessity of setting up the pesticides advanced degradation optimal conditions on real wastewater in continuous industrial pilot plant (several months) before applying the treatment technology at full industrial scale*
RESOURCES FOR NEXT STEPS	*Skilled personals (experts), Financial resources(industrial plant design, equipments purchasing)*
FORESEEN COSTS FOR NEXT STEPS	*Personal costs (salary, training) - responsible for implementation of the output;* *Training for prospective users of the output;* *Implementation output costs.*
PROJECT CONTACT	*Name: eng. Ph.D. INES NITOI, National Research and Development Institute for Industrial Ecology-INCD ECOIND* *Address: Street Drumul Podu Dambovitei nr 71-73, Sector 6, cod: 060652, Bucuresti* *Phone: 04.021/410.67.16* *Fax: 04 021 412 00 42 / 04 021 410 05 75* *Email/s: tehnologi@incdecoind.ro* *Website: http://www.incdecoind.ro/proiectele-noastre/proiecte-nationale/planul-national-de-cercetare-%e2%80%93-dezvoltare-inovare/fenpest.html*

ECOWATCH

DSS IN DETECTION OF EPISODES OF WATER QUALITY

This fact sheet provides information on the following research output as a potential product to be taken up into the market. The aim is to have key information on the new product from the innovation chain point of view.

OUTPUT DESCRIPTION	ECOWATCH consisted in the development of a Decision Support System (DSS) capable identify environmental damages occurred in river basins on time, and to provide a gene assessment of the water quality using Water Quality Index (WQI). The detection system is able to obtain water quality phenomena indicators using a fe physical-chemical variables recorded continuously which can be associated, with a hi probability of cause-effect relationship, with human pressure on the water environment, su as urban discharges or diffuse agricultural pollution. The data delivered to the end users w inform about the status of these three phenomena with specific WQI and one summariz WQI. The value of the indicator would assess the occurrence of these three phenomena and t water quality according to a pre-defined scale. The software will determine: • Waste water and urban discharges • Episodes of eutrophication • Episodes of fish risk • General WQI based on Canadian method (CCME WQI)
MARKET NEED TAILORED	• The need to gather continuous and long term data on water quality to define the mo appropriate action plan according to the water quality state in the different areas of t river basin detected by the system. Nowadays information comes from non consolidat data. • Inspection and warning of waste water discharges. Early detection of waste wat discharges and other human impacts on water quality.
INNOVATIVE aspects and advantages	• The innovation of the system relies on the capability of the system to detect long te and inmediate pollution episodes, as for example the eutrophication and as a novelty determine the risk of environmental conditions for fish communities. • Innovative characterization of complex impacts deducted from basic and on-l measureble physical-chemical variables. • Innovative approach in user –friendly final data delivered by the detection system usi indicators. Main advantages: 1. Increase the knowledge about the river basin, collecting accumulative informati episodes of the river. 2. To detect in advance and predict possible contamination episodes according the model patterns. Thus the actions needed to prevent or reduce t contamination could be implemented before severe effects on the wat ecosystem.

	3. It can be more representative for the water masses but not increasing the samplings.
STATE OF DEVELOPMENT	The expert DSS tool is totally developed, a prototype of the technological platform is available. The system has been tested in the Guadiana and Ebro Rivers (Spain). Other phenomenon like diffuse agricultural pollution require further research. The availability of data recorded continuosly is needed to adapt the DSS to each river basin.
INTELLECTUAL PROPERTY RIGHTS	Industrial property belongs to ADASA (COMSA EMTE group).
TO WHOM IS TARGETTED?	• River basin agencies, especially to those departments in charge of planning water resources and water resources protection. • Water utilities that can be interested in using the DSS in episodes detection of water quality for protecting drinking water resources.
NEXT STEPS to achieve the status „ready to use"	• Regarding the fish risk assessment more research should be carried out in order to make it more visible. • Other phenomenon like diffuse agricultural pollution require further research. • More marketing actions • More case studies to homogenieze as much as possible the proccess. • Initiatives for the standardization of the water quality data exchanges and the defined WQIs
TYPE OF PARTNER SOUGHT	Water authorities and water utilities
TASKS TO BE PERFORMED BY WATER RTOM TEAM	• International dissemination of the output • Searching new funding programmes orland funders
RESOURCES FOR NEXT STEPS	• Economic resources to finalise the tool and add new functionalities to the calculation model are estimated in approx. 200.000 €. • Specific budget for each implementation, since there is no interoperebility standard
CONTACT	Sergio de Ramos ADASA Sistemas c/ Jose Agustin Goytisolo, 30-32 08908 L'hospitalet de Llobregat Tel. +34 93 264 06 02 Email: sderamos@adasasistemas.com Dr. Cecilio Angulo Universidad Politecnica de Catalunya Av. Victor Balaguer, 1 EPSEVG Building, 2nd floor , office 177 08800 Vilanova i la Geltrú Tel.:+34 93 896 77 98 Email: cecilio.angulo@upc.edu

Recultivation of Jelonek and Winiary lakes in Gniezno by inactivation of phosphorus in bottom sediments

This fact sheet provides information on the following research output as a potential product to be taken up into the market. The aim is to have key information on the new product from the innovation chain point of view. For further information please contact the Water RtoM team contact@waterrtom.eu .

OUTPUT DESCRIPTION	The specialized vessel called PROTEUS, which is used for dosing chemical substances to bottom sediments, is an innovative appliance that consists of two modules – a surface module and an underwater module. PROTEUS is the world's only patented appliance which enables us to precisely apply chemical substances to bottom sediments and trigger controlled resuspension of sediments at the same time. The surface module is responsible for moving the whole vessel and control the work of the underwater module. The underwater module is responsible for triggering controlled resuspension of sediments in its own closed space, as well as for oxygenating the sediments and applying a substance which blocks phosphorus in bottom sediments.
MARKET NEEDS	Chemical precipitation of phosphorus with coagulants reduces the amount of nutrients and thereby reduces the intensity of the development of algae, resulting in improved water quality and increase its transparency. Phosphorus inactivation method is already used on the various reservoirs, but the method of inactivating phosphorus in bottom sediments and the supporting work is an innovation. When using the vessel called Proteus does not need protection to the area storing sediments (no problem of smell!). Reclamation work is conducted from the surface of the water, without any risk for the environment and are safe for biological life. This method is especially recommended for shallow lakes. This is the only method at the world scale recommended to reclamation of lakes located in the city center. Corresponds to the Water Framework Directive (2000/60/EC) requires.
INNOVATIVE ASPECTS AND ADVANTAGES	The method involves blocking (inactivation) of phosphorus directly in bottom sediments, using appropriate chemical substances (coagulants), which results in decreased amounts of phosphorus available in the water to, e.g. Cyanophycease algae or phytoplankton algae, which could generate water blooming. In the recultivation process the important variables included site of coagulant dosing and induction of artificial resuspension of bottom sediments. Such activities allowed for a penetration of the dosed chemical substances into the outer layer of the sediments, the most active layer in the process of the inner feeding and, thus, participating in circulation of biogens, including phosphorus, between the sediments and water. Apart from trapping the phosphorus already present in the sediments, the procedure of administering chemical compounds directly to bottom sediments permits to improve their condition: the sediments may recover or increase their ability to store phosphorus and, in this way, reduce concentration of phosphorus in the water controlling its level in longer periods of time. The method affects the dynamics of phosphorus circulation in the container.

STATE OF THE DEVELOPMENT	Finished. Method implemented in two lakes: Winiary and Jelonek.
INTELLECTUAL PROPERTY RIGHTS	PROTE Technologies for our Environment, Ltd. , Poznań, Poland (PROTE Technologie dla Środowiska Sp. z o.o.) PROTEUS has been registered by Inland Navigation Office, Poland (Urząd Żeglugi Śródlądowej) and at the same time has been approved by National Labor Inspectorate.
END-USERS	Lake managing
NEXT STEPS	Expansion to new areas
TYPE OF PARTNER WANTED	A kind of intermediary institution
RESOURCES FOR NEXT STEPS	Financial resources for expansion process
CONTACT	Pani/Mrs Jadwiga Trzcińska Koordynator Projektu/Project Co-ordinator ds. technicznych/technical issues tel. +48 61 426 04 75 email: jtrzcinska@gniezno.eu Pan/Mr Piotr Wiśniewski Koordynator Projektu/Project Co-ordinator ds. promocji i finansów/promotional and financial issues tel. +48 61 426 04 60 email: piotrwisniewski@gniezno.eu **Technology provider:** PROTE Technologie dla Środowiska Sp. z o.o. / PROTE Technologies for our Environment, Ltd. ul. Nieszawska 1, 61-021 Poznań, Poland, tel. +48 61 654-55-70, fax +48 61 654-55-79 environmental specialist: Mr. Adrian Szulczewski, mob. +48 606 145 325, a.szulczewski@prote.pl

Other comments: completed on the basis of best available knowledge at the date of 14.12.2011.

OpenMI

The Open Modelling Interface (OpenMI)

This fact sheet provides information on the following research output as a potential product to be taken up into the market. The aim is to have key information on the new product from the innovation chain point of view. For further information please contact the Water RtoM team contact@waterrtom.eu .

OUTPUT DESCRIPTION	The OpenMI is an interface standard which allows models to exchange data as they run. It enables the linking of models of different processes and hence facilitates the understanding of process interactions. Example questions that lead to the need for such understanding and hence modelling might be: • What are the implications of climate change on the cost of flood insurance. • Could dynamic pricing of water achieve savings in water and energy consumption and so prolong the life of capital works. • Are fish kills in the river X due to the combined effects of agricultural runoff and sewer overflows.
WATER TOPIC	All aspects of water management and use and the domains affected.
TYPE OF OUTPUT	Software related Interface standard
MARKET NEED TAILORED	It was specifically developed for the Water Framework Directive but is applicable to any directive where it is necessary to understand how one process could impact upon another.
INNOVATIVE ASPECTS AND ADVANTAGES	The OpenMI changes the nature of the market for models and opens up vast opportunities for innovation and integration. It does so by removing many of the obstacles to the take up of modelling and makes it very much easier for developers to create saleable modelling components. The opportunities for innovation lie in using the OpenMI to link modelling components together in ways and with an ease that were previously completely infeasible. From a commercial and scientific point of view, the ties not in the OpenMI itself but what it makes possible.
STATE OF DEVELOPMENT	Operational.
INTELLECTUAL PROPERTY RIGHTS	The OpenMI is available under an Open Source licence. No charge is made and it may be used for any purpose. For a model to be labelled 'OpenMI Compliant' it must conform to the OpenMI specification in all respects. The IPR is owned by the OpenMI Association.
FORESEEN CLIENTS	Any organisation with a need to develop or use models or modelling components that need to be linked to other models. It can be used simply as a way structuring complex models efficiently or it can be used for linking models, modelling tools and data sets from a range of different suppliers.
NEXT STEPS TO DEVELOP THE OUTPUT FOR THE MARKET	• Achieve recognition as an international standard • Develop a model Market • Develop and release Version 3 of the OpenMI • Develop key standards
COMMENT ABOUT MARKET APPLICATION (RISK AND SOLUTIONS)	*Market needs* • A market place where all the players in the development, delivery and use of modelling can meet, show/find modelling tools, data and services, gain access to them and use them.

OpenMI

	• Standards • Ease of use *Usefulness of the output* • Creates opportunities for innovation • Enables greater understanding of interacting processes • Facilitate the finding of sustainable solutions and the avoidance of 'unintended consequences' *Prospective users* Initially: • Researchers • Developers • Vendors • Consultants • Utilities Later: • Any organisation using modelling or decision support • The public
COLLABORATION DETAILS	Funded 50:50 by : • The EC through DG RTD and DG Env • The HarmonIT and OpenMI-Life consortia members The lead partners were: • The Natural Environment Research Council (UK) • DHI (DK) • Deltares (NL) • HRW (UK) Other partner names can be supplied.
TYPE OF PARTNER SOUGHT	Any organisation is welcome to join the OpenMI Association and contribute to the development and exploitation of the OpenMI. We are currently looking for large software houses to join the team.
SPECIFIC AREAS OF ACTIVITY OF THE PARTNER SOUGHT	We are currently looking for: • Large software houses • Business skills • Organisations with a need to link water processes to processes in different domains, e.g. health, energy, etc.
TASKS TO BE PERFORMED BY THE SOUGHT PARTNER	*Tasks:* • small or large scale tests and demonstrations, especially involving linking models across domains • development of user friendly interfaces and supporting tools • development of catalogues of modelling components, models, tools, etc. • user guides in other languages • standards
FORESEEN RISKS	The entrepreneur will need to make his her assessment of the risks. Most of the conventional risks should be low.
PROJECT CONTACT	*Name:* Roger Moore *Address:* British Geological Survey, Maclean Building, Crowmarsh Gifford, Wallingford, Oxon, OX10 8BB, UK *Phone:* +44 1491 838800 *Fax:* +44 1491 692424 *Email's:* rvm@bgs.ac.uk *Website:* www.openmi.org

SMAGUA'12

MY AGENDA: Water Research to Market -Life Total Meetings: 13

(*) If you want to modify your definitive meeting with a company, please contact with the assisting organization.

06/03/2012

11:00 — Red Aragon 7PM | from Spain
DEFINITIVE
Place: Table 3 (30 min.)
Comments Water Research to Market -Life :thanks for this meeting, we probably would share with you the Water RtoM and Waterdiss projects. Kind regards
Comments Red Aragon 7PM :

11:30 — Instituto Tecnológico de Aragón | from Spain
DEFINITIVE
Place: Table 7 (30 min.)
Comments Instituto Tecnológico de Aragón :
Comments Water Research to Market -Life :

12:30 — Trenasa | from Spain
DEFINITIVE
Place: Table 7 (30 min.)
Comments Trenasa :
Comments Water Research to Market -Life :

13:00 — Asociación de la Industria Navarra | from Spain
DEFINITIVE
Place: Table 7 (30 min.)
Comments Asociación de la Industria Navarra :
Comments Water Research to Market -Life :

15:00 — Idata Sistemas de Control S.L. | from Spain
DEFINITIVE
Place: Table 4 (30 min.)
Comments Water Research to Market -Life :
Comments Idata Sistemas de Control S.L. :

15:30 — CREA | from Spain
DEFINITIVE
Place: Table 7 (30 min.)
Comments CREA :
Comments Water Research to Market -Life :

16:00 — ZINNAE | from Spain

DEFINITIVE
Place: Table 7 (30 min.)
Comments ZINNAE :
Comments Water Research to Market -Life :

16:30 Agua, Biologia y Turbinas, SL | from Spain
DEFINITIVE
Place: Table 7 (30 min.)
Comments Agua, Biologia y Turbinas, SL :
Comments Water Research to Market -Life :

17:00 FIDIMA | from Spain
DEFINITIVE
Place: Table 7 (30 min.)
Comments FIDIMA :
Comments Water Research to Market -Life :

17:30 Servlecologia y tratamiento de aguas S.L. (Servyeco) | from Spain
DEFINITIVE
Place: Table 7 (30 min.)
Comments Servlecologia y tratamiento de aguas S.L. (Servyeco) :
Comments Water Research to Market -Life :

18:30 escliencia s.l. | from Spain
DEFINITIVE
Place: Table 7 (30 min.)
Comments escliencia s.l. :
Comments Water Research to Market -Life :

06/03/2012

11:00 Asociación de Empresarios del Henares | from Spain
NONPOSSIBLE APPOINTMENT
Place: Table 7 (30 min.)
Comments Asociación de Empresarios del Henares :
Comments Water Research to Market -Life :

12:00 Ing. Sirl Consultora S.A | from Argentina
NONPOSSIBLE APPOINTMENT
Place: Table 7 (30 min.)
Comments Ing. Sirl Consultora S.A :
Comments Water Research to Market -Life :

5.2 WORLD WATER FORUM 6 – EU

http://world-water-forum-2012-europa.eu/IMG/pdf/Wwf6_Solution_WaterRtoM.pdf

This document has been submitted to the WWF6 as a solution in the scope of the Target 10 – "Promote technology innovation, "Science - Policy Interface" and dialogue between researchers and water managers". The Solution "Water RtoM" will be integrated in the related thematic report.

Target : 6th World Water Forum Target

Title of the Solution: Water Research to Market, to speed up the transfer of water related research outputs

INNOVATIVE SOLUTION: the solution is an emerging initiative or idea not fully implemented yet (e.g., still at the Research and Development stage).

Key words: water, research outputs, interface science-decision makers, SMe, water bodies, transfer

DESCRIPTION

Description of the solution:
Category (technical, institutional, legal, policy, financial, communication, others (please specify):* Communication, political and institutional support Brief description of the solution* The general objective of the project is to speed-up the transfer of research outputs to practitioners, with a targeted time lag down to 3 - 5 years by adding a step between research and the existing technology transfer schemes to SME by pro-actively digging, assessing and promoting the research outputs, with the development of a standardized method for an in- depth assessment of the potential benefits of emerging tools / methods to assess research outputs in term of their distance-to-market (named ReMAS) and the promotion of innovation precursor (through the Precursor Marketing Strategy, PMS). The solution expected to be sustainable as a service for the practitioners and the researchers. The project is funding by EC in the frame of the LIFE program. Note: Open text entry field – word limit: 300 words

Location
Where is the solution expected to be implemented (region, urban/rural, climatic conditions)?* It will be implemented in all areas urban, rural and all European regions. At the pilot phase, the location is mainly in Poland, Romania, Spain and France; then it is expected to extend to other European countries

Actors
Who is currently developing this solution?* The project is currently developping by International Office for Water in link with the Gdansk water foundation (Poland), the Romanian Association (Romania) and Amphos 21 (Spain). Who should initiate the project? Which actors will be strategic in the implementation?* Water Research to Market aims to help the practitioners and the researchers to prepare innovation projects to meet the good ecological status of water. In order to develop close relationships with both the research side and the practitioners side, a Liaison Committee (advisory body) is settled (the Water Supply and Sanitation Technology Platform, INBO the network of districts managers, Spanish Water Technology Platform, Institute of Meteorology and Water Management, Poland, Romanian Water Association, Romania, the Languedoc-Roussillon "Cluster EAU" (Pôle de compétitivité), Enterprise Europe Network. Who should ensure follow-up of the solution at the local level?* The organizations involved in the consortium of Water RtoM in link with the members of the liaison committee. Note: Open text entry field – word limit: 150 words

State of progress
What is the current development status of the solution (if relevant, please describe the steps already taken and on-going/planned activities leading to the full development and preliminary testing of the solution)?* Permanente watching of the sector: Identification of current projects at national and European level by the consortium; Identification of Market needs: in progress; to be completed with the LC members in the next weeks; Operation of the LC committee. Research assessment strategy (ReMAS): the draft version v1.0 will be submitted to the LC members and some practitioners for improvement in June 2011. The Selection &Ranking of research outputs is planned before 01/09/11 and 8 Business cases will be done before 01/10/11. Promotion of precursors (PMS): Development of a strategy (Precursor Marketing Strategy) to identify and convince practitioners to develop innovations: list of events (completed for year 2011-2012) / communication materials (in progress) / e-infrastructure (website available); the first EU event is planned in Sept 2011 (Euro-RIOB) in Porto. Note: Open text entry field – word limit: 100 words

STRATEGIC FIT & ADDED VALUE

Problem to solve
Key question your solution aims to answer (i.e. if your Solution is the answer, then what is the question) and how does that fit with the target?* How to meet the good ecological status of water directive in 2015? Why the innovations (research output) in water domains are not implemented? How to speed-up the transfer of the research outputs in the water domain to meet the water directives objectives, in a reasonable deadline? How to answer to the market needs? Why SME don't innovate? What are the conditions to innovate in the water sector? How does the solution contribute to the target's effective implementation and attainment? Water RtoM aims to be a sustainable service to the practitioners in supporting them (identifying the adequate innovations and give guidelines to reduce obstacles and risks to implement them. Note: Open text entry field – word limit: 100 words

Added-value
What will be the solution's key outputs and how is the solution "innovative" as such? The key output is to reduce the time lag down to 3 - 5 years by adding a step between research and the existing technology transfer schemes to SME by pro-actively digging, assessing and promoting the research outputs for the transfer of innovation. The solution will Increase visibility of the water innovations and promote the precursors ready to take over the innovations. The final output is to develop a service for the innovators at the end of the LIFE project. If available, please provide a brief description of the preliminary results yielded by the solution or by any pilot/R&D activities undertaken so far. Note: Open text entry field – word limit: 150 words
Monitoring:
What key qualitative and quantitative indicators would you suggest to monitor progress and success over time in the process of effectively implementing this solution (i.e. what would you expect to see change, where and when)?* - Sorted list of pre-selected projects - ReMAS - 30 Innovation Precursors business cases - Precursors Marketing Strategy – PMS - Attendees to the Brokerage events organised by Water RtoM consortium - number of events to disseminate the results and the strategy, attended by the Consortium members - business plan for Water RtoM as a service - The number of practitioners interested in innovating and their guidelines Note: Open text entry field – word limit: 100 words

Implementation potential:
Given your experience, who would / should be most interested in this Solution and why? How will it help them?* Two categories of actors should be most interested in the solution: - the practitioners: The basin and sub-basin authorities, the urban planners and municipalities, the water users (agriculture, industries), and the "doers", namely the suppliers of technologies, the consultancies, the operators (public or private), - the Researchers and the research funding bodies In what context do you think this solution could / would work best and why?* What is the minimum investment necessary (in terms of human resources, time,energy, infrastructure, financial resources, political will, etc.) in order to effectively implement this solution?* It is too early to answer What projects/programmes inspired this solution? Existing initiatives in EU to boost SPI mainly developed databases to gather and make available information about the recent research projects funded either by EC (WISE-RTD, Eugris) or the Member States (ERA-Net projects) – The huge and impressive number of research projects (more than 1,000 projects launched in the 5 last years), produced outputs potentially useful for water management bodies. However these databases all store raw information about the projects, and nothing about how to use their outputs ; then these tools are of poor use for people on the ground. As stated by FUNDETEC, a FP6-project, final report in Dec.2007, "the typical length of time needed to complete the development cycle (in the water sector) is 10 years" ; it means that research commissioned today will impact water management practices within about 12 years, far after the milestones of the Water Framework Directive (2015, 2021). Note: Open text entry field – word limit: 500 words
Securing commitments:

What organisations / institutions/committees do you think should commit to this solution in priority?*

SME (private companies and public bodies in water sector).

Which steps have you already taken to secure these commitments?*

Agreements have be signed with the European Enterprises Network (South East of France)

Note: Open text entry field – word limit: 150 words

CONTACT

Key contact institution
Where can people go for more information, help or advice on this solution?*

Details of the contact person* (e.g. name, address, e-mail, or phone number)

France (project coordinator): International Office for Water, Natacha Jacquin, n.jacquin@oieau.fr
Poland: GdanskWater Foundation, Zbigniew Sobociński, zbigniew.s@gfw.pl
Spain: Amphos21, Beatriz Medina, beatriz.medina@amphos21.com
Romania: Romanian Water Association (Training Centre), Silviu Lacatusu, wide@ara.ro

Supporting material
Websites, Video, podcast, report, PowerPoint presentation, photo album, creative support, etc: please do not hesitate to send us as attachment to this template any supporting material to be circulated about your solution!

- Project website: http://www.waterrotom.eu
- Attached document: presentation of the solution (LIFE project).
- Leaflet.

Your material will be uploaded on the Platform to be consulted by all.

5.3 WOD-KAN – PL

Water RtoM Frame for events organization
WOD-KAN, 22-25 May 2012

Communication Action:	**Type of the communication action**

1. Objective of the event:

The objective of this event was to disseminate and promote Water Research to Market program and through it- the knowledge about outputs involved in it. By active participation in the WOD-KAN trades we were able to contact the potential end-user group for at least some of the promoted outputs. With this specific dissemination actions we were trying to make the concept of the project more visible, clearer. We have prepared brochures, factsheets ,roll-ups and newsletters. Each of this document was packed in a case which included also a pen and a sticker with information details about the project. The condensed pack of information was later given out to the participants of trades as well as to other companies in exchange for contact details. Besides this, there was also an ongoing presentation of all of the outputs from which we have received this file as well as a roll- up, table and an information stand including the newsletter and factsheets.

2. Targeted Audience

The target audience of this event are units connected with water management and supply. To specify: municipal water and sewage companies, local and national authorities, private and public companies, private investors, universities, researchers. All of them are either technicians or managers of operating companies this the dissemination information had to be very precise.

3. Expected behaviour of the targets

The expected effect of the event on recipients is to increase the transfer of knowledge and theory into practise. Thanks to the dissemination actions and detailed data base of information about the project we are able to introduce information that might interest potential end-users and provoke them into making a direct contact with the author of the technology. This event should not only clarify the needs of the market and its users for products that help in the implementation of Water Frame Directive and relative directives into practise. Also, it should focus on increasing the consciousness of units about the necessity of Environment Protection through actins like this.

4. Message to deliver (simple, clear, concise, single)

To clarify the possibilities of the project WaterRtoM as well as to ensure that the knowledge about product and the implementation of water directives into EU countries is being disseminated to an

audience of wide interest.

5. Agenda, planning, date and place

WOD-KAN, 22-25 May 2012, Bydgoszcz Poland

6. Budget (€)

Will be given in detailes:

Dissemination materials: Factsheets, bruchures, costs of printing

WOD-KAN participation fee and stand renting fee

Working hours

Transport

Accommodation, meals

7. Indicators to evaluate the achievement of the objective

Indicators have to be measurable, precise, specific, realistic, …

Number of disseminated cases:

Around 130

Number of gained contacts: 15


Water
R to M
PROTE
Rekultywacja Jezior Jelonek i Winiary
w Gnieźnie metodą inaktywacji fosforu
w osadach dennych
e-seminarium, 16.05.2012


Water
R to M
Rozpoczęcie godz.10.00, zakończenie godz.12.00
Uczestnicy proszeni są o przestrzeganie następujących zasad:
• używanie zestawu słuchawek z mikrofonem
łączenie się z laptopa bez zestawu słuchawkowego lub korzystanie z głośników przy komputerze powoduje znaczne zakłócenia w tle i utrudnia rozmowę
• wyłączenie się z konferencji i wyciszenie sprzętu
np. w przypadku konieczności odebrania telefonu lub opuszczenia miejsca przy komputerze
2


Water
R to M
Water RtoM
Water Research to Market
LIFE09 ENV/FR/000593
Aby przyspieszyć transfer wiedzy i wyników prac badawczych
do praktyki dla skuteczniejszego wdrażania dyrektyw wodnych
AMPHOS
Gdańska Fundacja Wody


Water
R to M
Cele projektu Water RtoM
•Przyspieszenie transferu wiedzy oraz wyników prac badawczych do praktyki dla wsparcia procesów wdrażania dyrektyw wodnych
•Połączenie polityki i nauki z praktyką
•Promowanie krajowych (FR, ES, PL, RO) oraz międzynarodowych projektów wraz z ich produktami.
4


Water
R to M
Działania w ramach projektu WaterRtoM
STAŁY PRZEGLĄD SEKTORA:
(ciągle poszukiwanie interesujących projektów badawczych związanych z wdrażaniem dyrektyw wodnych)
OCENA WDRAŻANIA WYNIKÓW BADAŃ:
• REMAS (Research Market Assessment Strategy) -narzędzie umożliwiające szybką i efektywną ocenę wybranych produktów pod kątem ich zapotrzebowania na rynku.
• BUSINESS CASE: dokument zawierający opis możliwości dalszego rozwoju danego produktu, tworzony przy współpracy z właścicielem i potencjalnymi użytkownikami końcowymi.
PROMOCJA INNOWACJI:
•Wydarzenia branżowe
•Seminaria
•E- seminaria
•E - targi (wyszukiwarka na stronie internetowej projektu dająca zainteresowanym ciągły dostęp do bazy danych produktów)
http://www.waterrtom.eu/efair_facility
5


Water
R to M
Działania w ramach projektu WaterRtoM
•Wybór i wstępna ocena ponad 50 produktów rocznie, będących końcowymi efektami projektów (150 w ciągu trwania całego projektu)
•Ocena narzędziem REMAS, 20 - 30 produktów rocznie
•Ocena od 8 do 12 produktów z projektów badawczych rocznie (opracowanie Business Case)
•Udział w co najmniej dwóch wydarzeniach branżowych o skali europejskiej
•Organizacja 5 krajowych seminariów rocznie
•Organizacja 4 e-seminariów (konferencje on-line) rocznie
•e-fair (e-targi)
•Strona internetowa www.waterrtom.eu
6

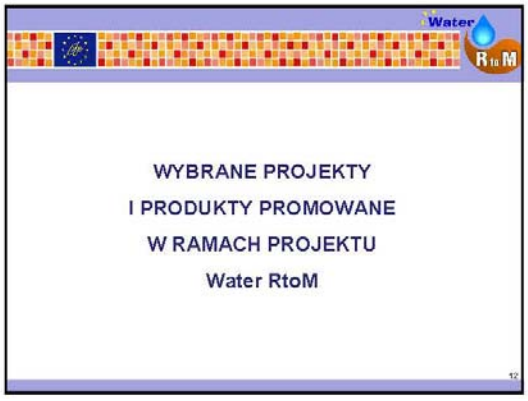

Promocja w 2012 r.
(wybrane wydarzenia międzynarodowe)
6-7 marca SMAGUA (Zaragoza, Hiszpania)
22-24 maja WODKAN (Bydgoszcz, Polska)
22 -25 maja GREEN WEEK (Bruksela, Belgia)
11-13 czerwca EXPOAPA (Bukareszt, Rumunia)
20-23 listopada POLEKO (Poznań, Polska)
28 listopada POLLUTEC (Lyon, Francja)


REMAS
(Research Market Assessment Strategy)
narzędzie, umożliwiające szybką ocenę produktów


Business Case
Dla wybranych produktów zostaną stworzone przewodniki (Business Case) pokazujące krok po kroku kolejne czynności, które należy podjąć w celu ponownego/dalszego wykorzystania produktu na poziomie rynku europejskiego.
Do udziału w tworzeniu Business Case zostaną zaproszeni realizatorzy promowanych projektów.
Business Case jest zbiorem informacji i wskazówek dla wszystkich potencjalnych użytkowników końcowych oraz zainteresowanych rozwojem i rozpowszechnianiem danego produktu na rynku europejskim.


e-targi
ŁATWA W UŻYTKOWANIU WYSZUKIWARKA PRODUKTÓW Pierwsza wersja e-targów dostępna jest na stronie projektu:
http://www.watertom.eu/efair_facility


Grupa docelowa
• Osoby decyzyjne i specjaliści odpowiedzialni za realizację polityki wodnej
• Osoby zarządzające gospodarką wodną oraz przygotowujące plany zagospodarowania wodami w dorzeczach i zlewniach
•Dostawcy technologii, firmy konsultingowe, podmioty publiczne i prywatne
•Naukowcy, organy finansujące badania
•Firmy z sektora usług wodnych


WYBRANE PROJEKTY
I PRODUKTY PROMOWANE
W RAMACH PROJEKTU
Water RtoM


norway grants
Polish-Norwegian Research Fund
deWELopment
Rozwój i walidacja metod zintegrowanej oceny stanu ekologicznego rzek i jezior na potrzeby planów gospodarowania wodami w dorzeczu deWELopment
Koordynator projektu:
dr Hanna Soszka
Instytut Ochrony Środowiska – Państwowy Instytut Badawczy (IOS-PIB)-Warszawa
Numer projektu: PNRF-220-AI-1/07
www.deWELopment.eu
www.fbn.opi.org.pl
Closing Conference of Polish-Norwegian Research Fund

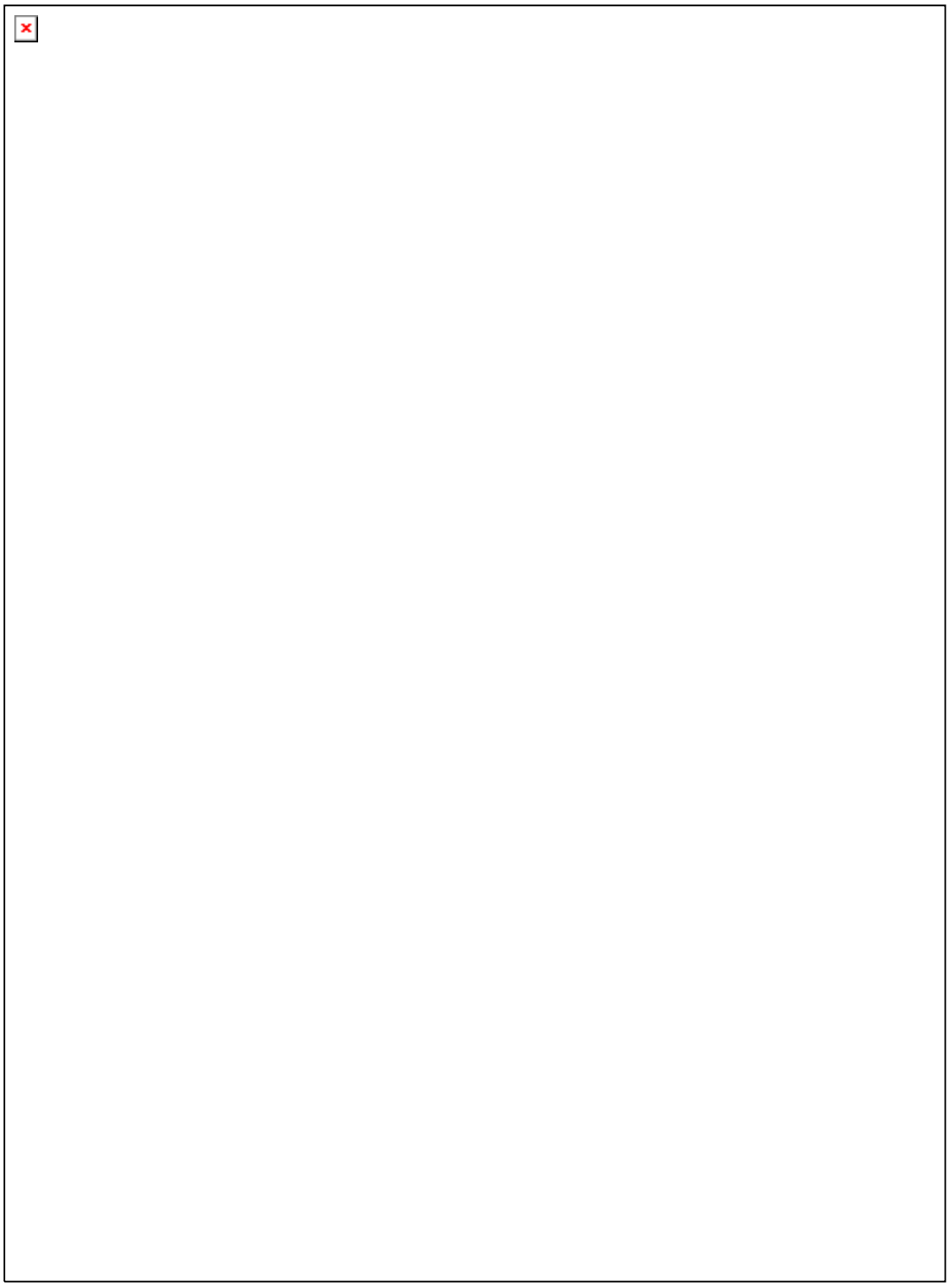

norway grants
Polish-Norwegian Research Fund
deWELopment
Problemy omawiane w ramach projektu były inspirowane przez wymagania stawiane przez Ramową Dyrektywę Wodną (RDW) i brakiem odpowiednich instrumentów do oceny stanu ekologicznego wód słodkich w Polsce.
Celami projektu były:
- sprawdzenie możliwości zastosowania istniejących metod biologicznych oceny wód powierzchniowych w Polsce,
- opracowanie nowych rozwiązań metodologicznych dla RDW klasyfikacji zgodnej z jezior i rzek,
- oszacowanie niepewności i ryzyka błędnych klasyfikacji,
- opracowanie zasad łączenia wyników ocen, opartych na badaniach różnych organizmów wodnych
www.fbn.opi.org.pl
Closing Conference of Polish-Norwegian Research Fund

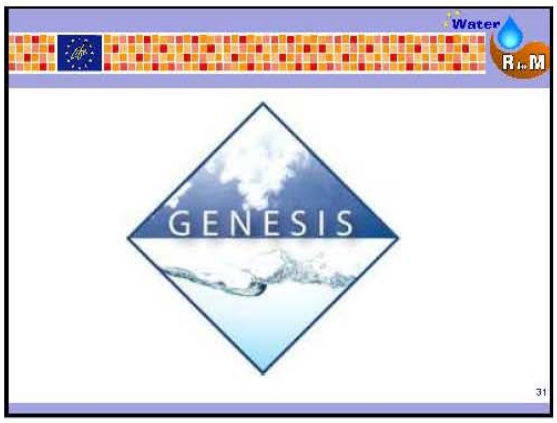

Water
R to M
Developing Cost-effective Environmental Monitoring Network (DECEMON)
Opracowanie ekonomicznego systemu monitoringu środowiska
UNIVERSITAT POLITÈCNICA DE VALÈNCIA
DEPARTAMENTO DE INGENIERIA HIDRAULICA Y MEDIO AMBIENTE
UNIVERSIDAD POLITECNICA DE VALENCIA, SPAIN/Hiszpania
Dr Andrej Abramic
tel: +34 675 44 8182, e-mail: anab1@doctor.upv.es
Badania są wynikiem różnych projektów dotyczących wód przybrzeżnych Walencji realizowanych w ramach wdrażania RDW. Zostały sfinansowane przez Conselleria de Infraestructuras, Territorio y Medio Ambiente (Regionalne Ministerstwo Infrastruktury, Planowania Przestrzennego i Ochrony Środowiska).
15


Water
R to M
Opracowana metoda:
•umożliwia ocenę i podniesienie wydajności systemu monitoringu środowiska w zakresie wdrażania RDW,
•pozwala na określenie, czy częstotliwość próbkowania może być zmniejszona, a jeśli to możliwe, zmniejszyć liczbę aktywnych punktów poboru próbek,
•stanowi narzędzie skutecznej polityki monitorowania stanu wód powierzchniowych,
•umożliwia obniżenie kosztów i czasu pracy
•dostarcza dokładną i wiarygodną ocenę jakości środowiska.
Zastosowanie metody na wodach przybrzeżnych Walencji umożliwiło zredukowanie o ponad 50% ilości punktów poboru próbek i wprowadzenie mniejszej częstotliwości pobierania próbek.
Metoda nie jest ograniczona przez czynniki geograficzne, typ wód ani rodzaj badanych wskaźników.
DECEMON


Geokompozyty
sorbujące wodę
innowacyjne technologie
wspomagające wegetację roślin
INNOWACYJNA GOSPODARKA


Water
R to M
Głównym celem projektu jest uzyskanie innowacyjnego produktu w postaci geokompozytów sorbujących wodę wraz z technologiczną instrukcją jego praktycznego stosowania, różnych obszarach zastosowań, oraz sposobem wprowadzania do podłoża.
Celem użytecznym, szczególnie ważnym społecznie, będzie poprawa efektywności wykorzystania zasobów wody.
Podstawowym celem zatrzymania wody zmagazynowanej w geokompozytach sorbujących wodę jest wydłużenie czasu, w którym roślinność może bezpośrednio z niej korzystać. Spowoduje to optymalizację warunków wegetacji roślin, ale również zmniejszenie ogólnego zużycia wody m. in. w rolnictwie poprzez lepsze jej wykorzystanie.
Superabsorbenty (SAP-y) są to luźno usieciowione polimery hydrofilowe
Mają zdolność absorbowania dużych ilości wody
1g SAP-u może zaabsorbować do 1000g wody
geosap




GENESIS
31


GENESIS:
JEST TO SYSTEM WSPOMAGAJĄCY ORGANIZATORÓW KĄPIELISK ORAZ INSPEKCJĘ SANITARNĄ W CELU OCHRONY OGÓLNEGO STANU ZDROWIA UŻYTKOWNIKÓW. OPROGRAMOWANIE, KTÓRE JEST PRODUKTEM KOŃCOWYM PROJEKTU, WSPIERA PROCES PODEJMOWANIA DECYZJI O WYPRZEDZAJĄCEJ KONTROLI JAKOŚCI WÓD W KĄPIELISKACH A ELEKTRONICZNY BIULETYN POPRAWIA SZYBKOŚĆ ROZPOWSZECHNIANIA INFORMACJI O OGÓLNEJ JAKOŚCI WODY
GRUPA DOCELOWA: INSPEKTORZY SANITARNI, ADMINISTRATORZY KĄPIELISK, INSTYTUCJE WODNE, BIURA TURYSTYCZNE, WŁADZE LOKALNE: STAROSTWA POWIATOWE, GMINY, SOŁECTWA, WŁADZE REGIONALNE: URZĘDY MARSZAŁKOWSKIE, URZĘDY WOJEWÓDZKIE, WOJEWÓDZKIE ZARZĄDY MELIORACJI I URZĄDZEŃ WODNYCH, REGIONALNE ZARZĄDY GOSPODARKI WODNEJ, WOJEWÓDZKIE INSPEKTORATY OCHRONY ŚRODOWISKA.
KONTAKT: ZAKŁAD GOSPODARKI WODNEJ I SYSTEMÓW WODNO GOSPODARCZYCH , INSTYTUT METEOROLOGII I GOSPODARKI WODNEJ PAŃSTWOWY INSTYTUT BADAWCZY, ODDZIAŁ W KRAKOWIE UL. P. BOROWEGO 14, 30-215 KRAKÓW, POLSKA
TOMASZ WAŁCZYKIEWICZ: TOMASZ.WALCZYKIEWICZ@IMGW.PL
ROMAN KONIECZNY: RKONIEC@GMAIL.COM
32


Revitalisation
of Urban River Spaces
REURIS
33


REURIS: REURIS TO PIERWSZA W EUROPIE ŚRODKOWEJ PRÓBA STWORZENIA, WE WSPÓŁPRACY TRANSNARODOWEJ, PEŁNEGO ZESTAWU ZASAD REWITALIZACJI PRZESTRZENI NADRZECZNYCH I ZILUSTROWANIA ICH POPRZEZ PRAKTYCZNE WDROŻENIE. WSKAZANIE I PRZEŁAMANIE WSPÓLNYCH BARIER DLA REWITALIZACJI PRZESTRZENI NADRZECZNYCH ORAZ SPOSOBÓW ICH USUWANIA – W TYM POPRZEZ REALIZACJĘ PROJEKTÓW PILOTOWYCH.
GRUPA DOCELOWA: WSZYSTKIE INSTYTUCJE ZAINTERESOWANE PODJĘCIEM PODOBNYCH DZIAŁAŃ. WŁADZE LOKALNE: STAROSTWA POWIATOWE, GMINY, SOŁECTWA, WŁADZE REGIONALNE: URZĘDY MARSZAŁKOWSKIE, URZĘDY WOJEWÓDZKIE.
KONTAKT:
LESZEK TRZĄSKI
E-MAIL: REURIS@GIG.EU
AGNIESZKA GIEROSZKA
MAŁGORZATA KOPERNIK
E-MAIL: REURIS@GIG.EU
34


DZIĘKUJEMY PAŃSTWU
ZA UWAGĘ
Serdecznie zachęcamy do odwiedzenia naszej strony Internetowej www.waterrtom.eu
35

5.4 GREEN WEEK – EU

European event Water RtoM - GREENWEEK

21st - 25th May 2012, Brussels

Water RtoM participants

Beatriz Medina (Amphos 21)

Benoît Fribourg-Blanc (OIEAU)

Silviu Lacatusu (CFPPDA)

Aleksandra Mrozik (GWF)

Liaison Committee participants

Simon Ingall (WssTP)

INTRODUCTION

The European event at Green Week 2012 consisted in technical conferences and an exhibition on three levels with 52 stands about green business solutions, NGO activities, local and regional authorities, European and international bodies, etc.

It was organized by the European Commission, DG Environment at Charlemagne building Rue de la Loi 170, 1000 Brussels.

Water RtoM was included in the Life Environment projects showcase together with 5 other projects and its presence was announced on the website as illustrated in the following screenshot of the website:

METHODS

- Each partner of WaterRtoM was present during two days to present the projects to interested people and promote the project by distributing the promotion documentation. Amphos 21 mounted the stand with OIEau and GWF dismantled it with CFPPDA.
- Conferences with a potential interest for WaterRtoM were selected and one of the partners present went to attend it and collected relevant information. Specially to the event:
    - **STREAM satellite event during the Green Week**

      FILM SESSION: Water technologies transfer from research to policy and industry

- On the stand and for each interested people, the partners explained the projects objectives and gave the leaflet and visit card and a selection of output factsheets.

MATERIALS

- Graphical support during the week with 3 posters, flyers, visit cards and the output Factsheets.
- A stand shared with 5 other Life+ projects related to water. Those projects were:
    - 3 WATER
    - AQUA PROJECT
    - CREAMAgua Project
    - Pesticide LIFE
    - INESCOOP
- A brochure holder dedicated to WaterRtoM, and some brochure holders on the stand and on the Life+ communication team stand.

MINUTES AND CONCLUSION

WaterRtoM was present in the Life+ area, close to the coffee break, therefore visible to visitors.

- **Contact**: Eveline Durieux (Knowledge transfer facilitator)
- **Identified interest:** to promote Water RtoM through their channels
- **Comments:** this is the agency dedicated to support communication in the LIFE PROGRAM
- **Next step:** we could propose them an article text with some outputs and also use their contact database

- **Contact**: Ralph Philip, Porject Officer Water (Local Governments for Sustainability, ICLEI)
- **Identified interest:** interested in the objectives of water RtoM, we provide them the flyer, but we might get in further contact with them, as this a network of local governments and they could maximize our impact of activities.
- **Comments:** local level
- **Next step:** identify possible synergies with them

- **Contact**:Ellen Gregio, Technology Consultant on Knowledge Transfer, (Isle Utilities)
- **Identified interest:** they targets are the Industry, therefore those outputs from research targeting Industry. They would be very happy to promote them among their network (UK industries)
- **Comments:** at UK level
- **Next step:** identify outputs improving industry processes and send them to them

- **Contact**:Demie Moore,Corporate Relations, Education and Training.
- **Identified interest:** they are interested in outputs improving irrigation
- **Comments:**
- **Next step:** to send outputs improving irrigation to croplands

GENERAL CONCLUSIONS

This European event is very good for the WaterRtoM project's research. A lot of future outputs can be found there.

INDICATORS

- Nº of contacts XX
- 3 posters hold on the Life+ area
- Leaflets distributed 840
- Visit card distributed 1000
- Outputs selected Factsheets:
    - Gniezno: 20 copies
    - GENESIS WP3000: 20 copies
    - OPEN MI: 20 copies
    - WEISS: 20 copies
    - ECOWATCH: 20 copies
    - WATERCHANGE: 20 copies
    - A-PORT: 20 copies
    - STEDIWAT: 20 copies

PICTURES

 WATER RESEARCH TO MARKET 3WATER	 LIFE projects zone Comarca de Los Monegros European Landowners Organisatio Water Research to Market

5.5 HYDROGAIA – FR

Brokerage event Water RtoM - HYDROGAIA

6th- 7th June 2012, Montpellier, France

Water RtoM participants

Natacha Jacquin (OIEAU)

Liaison Committee participants

Yunona Videnina (Vers'Eau)

INTRODUCTION

The brokerage event at HYDROGAIA EXHIBITION consisted in bilateral interviews with different SME in the water sector in order to present organizations and find commonalities among two presenters.

It was organized by the Europe Enterprise Network (Languedoc-Roussillon and the International Water Pole in Montpellier). The event entailed more than 50 organisations involved which belong to the water field in different sectors. The procedure of this event consists in book the interviews with those organizations in which there could be a potential cooperation. In this sense, Water RtoM presented itself as an organization in the event database with 3 whised cooperation:

- To find interesting innovations in the case the interviewed organizations is doing research
- To find potential developers, sellers to our already assessed outputs

METHODS

- OIEAU investigate the list of participants and identify what Water RtoM could offer to them with the support of Ms Yunona Videnina (Vers'Eau) and M. Yvan Kedaj (SWELIA, a water SME network),
- Interviews were booked according to the above basis
- In each interview (of 30 minutes duration each), OIEAU presented the general aim of Water RtoM and what could be of interest to the other interviewer.
- Some actions were agreed to further collaborate with each organization, in the case that commonalities were encountered.
- Water RtoM partner also had a look to the exhibitors and interviewed other potential stakeholders from SWELIA and the International competitiveness Water Pole.

MATERIALS

- Flyers, detailed List of the assessed output.
- Flyers were also distributed in the stand of the event organisers.

MINUTES AND CONCLUSION FROM EACH INDIVIDUAL INTERVIEW

1. SWELIA and BIO UV

- Contact: M GUILLEMAN, President

www.swelia.com – info@swelia.com

www.bio-uv.com

BIO-UV – ZAC de la petite Camargue – CS90022 – 34403 Lunel Cedex – France

e-mail: bgillmann@bio-uv.com

tel: +33 (0)4 99 133 911

- Identified interest: President of a network of water enterprises SWELIA

M Guilleman is also President of the water Enterprise BIO UV, Designer and manufacturer of ultraviolet water treatment equipment in the private and public swimming pool and spa market

- Comments:

Needs: M Guilleman is interested in an innovative research output on Ultraviolet led treatment

- Next step:

To contact him after 28/06 to work closely

2. FARMEX technologies

- Contact: Christophe BRUN

Export department, Parc du sesquier – 34140 Mèze – France

www.framex.fr

brun@farmex.fr

tel : +33 (0) 467 189 111

- Identified interest:

Farmex is specialized in the design, supply, construction and installation of equipment and international projects for Drinking Water Supply, Sanitation and Irrigation.

Interested by the concept of water rtom

- Comments:

SWELIA member

He will visit the e-fair on water rtom website and feed back

- Next step:

Waiting for his feed back

3. LYSA (software in water and urban waters)

- Contact: Corinne THONON-DEROUET**, responsible back-office**

www.lysagroup.com – cthonon@lysagroup.com

tel: +33 (0) 466 64 58 14

- Identified interest**:**

Lysa is specializes in delegated management for water-related services and purification for municipalities, public authorities and other operators in medium-sized cities suffering from

insufficient or deteriorated water supplies.

- Comments**:**

SWELIA Member

Presentation of Water RtoM, she told that she will visit the e-fair to make us her feed-back

- Next step**:**

Waiting for his feed back

4. PAQUES

- Contact: Yannick GALLOUIN, sales manager

www.paques.nl

y.gallouin@paques.nl

Mobile: +33 (0) 6 65 52 07 37

- Identified interest**:**

Paques does this by developing ingenious anaerobic water purification systems that produce energy from wastewater, whilst purifying the water and facilitating water reuse. The biogas produced in the purifying process is a source of green energy, a field of emerging interest worldwide

Consultant for industries effluents treatment.

- Comments**:**

They work with universities, research teams to develop new technologies in bioga They do not really need a service like water rtom.

Next step**:**

5. ASA

- Contact: Guillaume CHRIST

http://www.asa-sas.com/

info@asa-sas.com

Tel : +33 (0) 467 59 36 40

199 rue de l'oppidum – 34190 Castelnau le lez - France

- Identified interest**:** Advanced Solutions Accelerator

Offer: Deep knowledge of IT Applications Development for Sciences.
ASA is staffed with Phds, Software Engineers.
We also deliver high performance computing skills and service as well as Applied Mathematics, including Digital Imaging.
Additional activites include servers, cluster and deep storage infrastructure architectures design and implementation.

Looking for: Partners and customers (Industrial, Laboratories, Research Centres)

- Comments**:** Interested to receive a list of 4-5 outputs to evaluate the interest for his organization
- Next step**:** Stay connected and send a list of 4-5 innovative software in water domain from the e-fair of Water RtoM

6. HYDROPRAXIS

- Contact: Nelly PEYRON

http://www.hydropraxis.com

npeyron@hydropraxis.com

tel : +33 (0) 679 42 05 70

2 rue Beauséjour – Bât F n°172 – 34090 Montpellier

- Identified interest**:**

Hydropraxis is a consulting firm specializing in water hydrology and water benefiting from extensive experience in the implementation of flood warning systems and crisis management.

Distribute the software PCSWMM (hydraulic modelling software)

- Comments**:**

Interesting contact, seeing all the innovative softwares availables in the e-fair

- Next step**:** Stay connected

7. HELIOPUR technologies

- Contact: Laurent SOHIER, Président

www.heliopurtech.com

Laurent.sohier@heliopurtech.com

Tel: +33 (0) 4 86 78 11 44

139 rue Philippe Girard – 84120 Pertuis

- Identified interest**:**

French company developing applications and systems for a new solar and biological technology devoted to dissolved compounds and microbial contaminants removing or recovery and fresh water recycling

- Comments**:**

He is interested in a service which links the different partners and support them in forming partnerships and cooperation (the step before the development of a project)

- Next step**:** See innovative outputs in green treatment for hazardous substances

8. Transferts LR

- Contact: Jean-Michel CLERC, technological advisor, water and risks

www.transferts-lr.org

clerc@transferts-lr.org

L'Acropole, 954 av. Jean Mermoz – 34000 Montpellier

Tel : +33 (0) 665 53 84 94

Member of EEN

- Identified interest**:**

Transferts LR is a Regional Development Agency committed to the promotion of innovation and technology transfer.

Transferts LR is a privileged interface between Industry, Research and Funders. Creating links, identifying partners… helping build those bridges to success. We have both the technological and the institutional culture that can open the way to funding for your development in the Languedoc Roussillon Region.

Transferts LR can assess the projects, make recommendations, provide technological advice and market surveys, help coordinate…throughout the entire development of the projects.

- Comments**:**

M Clerc gave us some advices on the IPR. It is necessary to have precise information on the status of the access to the research output (what are the commitments with funders/country/enterprise of the research team, are there in open access or not, are the team agree for cooperation, what kind of agreement are possible, what are the costs, etc…

Difficult to evaluate if Water RtoM is complementary with Transferts LR or in the same domain ?

Needs: innovative research outputs at the European level (UK) in management of the interactions between air and water for public swimming pools (losses of energy and water, how to manage a three-phases reactor…)

- Next step**:**

Stay connected and analyze precisely what could be the connection with Transferts LR.

Plan a meeting with M Clerc to better understand what could be our connection?

9. Pôle de Compétitivité Eau de Montpellier

- Contact: Patrick FAISQUES, interim President

And Sebastien Fonbonne

- Identified interest**:**
- Comments:
- Next step**:**

Send a flyer to S. Fonbonne to contact Ms Bernadette CONTI, EA Eco Enterprise (Provence Alpes Cotes d'Azur region) and Midi-Pyrenees Innovation

Suggestion to :

- Contact program EUREKA (similar to water RtoM) http://www.eurekanetwork.org/

- Watching the innovations in Germany, Paris (similar objective with the universities in Paris)

- Invite the Water Cluster in the French national seminar in Sept 2012 in Limoges

GENERAL CONCLUSSIONS

This brokerage event has been very useful to allow us to know how we can promote our results or not. To identify gaps in our methodology and to identify new potential users and multipliers of our information.

The brokerage event is not the right place to promote the individual factsheets for several reasons:

1) The face-to-face meeting is 30mn long; there is not enough time for presenting all the outputs. The objective is only to inform about water RtoM and the potential innovations not so far from the market. OIEau invite them to visit the website www.watertom.eu/e-fair and to take up one or more outputs if they are interested. OIEau has prepared a table with all the assessed outputs (25) sorted by type and availability (IPR status). Regarding the profile of the interviewers, it was easier to attract them from the field of their activities.

2) The contacts on the professional stands with the SME obey to the same rules; we have few minutes to convince them of the interest of water RtoM as a service.

The list of sorted outputs by type is a very useful tool to attract the SME; like that we can propose concrete new tools facilitating the discussion and the interest of the people met.

All the people seem to be very interesting in the concept of water RtoM. All say that it is very usefull to have a link between the researchers and the implementers.

Thay accept to help Water RtoM to progress in visiting the e-fair and send us their comments (strong and weak points) and needs if they don't find in the e-fair interesting products, or interesting information for them.

After the event, OIEau has reminded all the contacts to thanks them for their participation and listing and remind to visit the e-fair and send their comments.

We have to spread our efforts through the professional networks but Hydrogaia shows that the

networking is interesting to spread information but the leaders are not so well informed on the needs of their members

As in SMAGUA, we note that Universities knowledge Transfer Departments are doing a work very similar to water RtoM; they have already identified the results from their research (normally when they are finished), they are also attending to exhibitions fairs, congress, seminar, to promote those outputs, but in a general way.

Most of our interviews understood Water RtoM aims, and find in any case a way to collaborate. This is important to consolidate this project as a service.

The main interest in Water RtoM for the SME met in Hydrogaia is 1) to offer them products, 2) with all useful information and support them to create partnerships with the owners of the products (rights, financial aspect for reuse and develop, commercial agreement…).

They said that they can easily find money to develop an innovation (through OSEO, and public fund) but what they need is to help them to create a partnership with the owner of the output.

Only one ask for a specific need, but all the other SME (mainly developers of software) are interesting in visiting the e-fair to see what is available.

INDICATORS

- Nº interviews 4
- Nº of contacts 6
- Leaflets distributed 25 english
- List of outputs distributed: no – only oral presentation
- Number of SME: 9
- Cluster : 1

ATTACHMENTS

- Event frame
- List of outputs, focused on Hydrogaia visitors
- List of interviews

EVENT FRAME **HYDROGAIA (Montpellier, June 2012) Brokerage event – water fair**
1. Objective of the seminar: FOCUS ON A SPECIFIC TOPIC (a key challenge) ***To promote Water RtoM as a service in a brokerage event to the end-users (innovators, developers and sellers)*** ***To identify potential users of the assessed research outputs available in the e-fair to go further in the implementation of the service***
2. Context Water RtoM defined a communication plan (PMS) for all the duration of the project (sept 2010- aug. 2013) : we planned European events, national events to promote and disseminate innovative research outputs. This activity is enclosed in the Action 3 of the project
3. Targets of the water RtoM seminar: Private companies, consultants Network of SME Network of Science Policy Interface **→Supported by EEN Network, International Competitiveness Water Pole (placed in Languedoc Roussillon region), Vers'eau**

4. Our expectations

1. **Innovative research outputs promotion**:

- To encourage the SME to visit the e-fair with the innovations to make further development.
- For this purpose we presented the list of outputs sorted by type in order to attract the potential users.
- To emerge the needs of the SME in order to give us some tracts to identify the next list of research outputs (2012 and 2013)

2. **Test Water RtoM as a Service**:

- To evaluate the interest of a service for the SME, their networks
- To identify current gaps of Water RtoM project: is the e-fair well informing on innovations, is the content enough clear, Do SME find interesting products and related information
- Testing the service that Water RtoM can offer to the selected outputs to be further promoted among the event visitors. Are we able to promote the selected innovations even if we are not the researcher owners of that ideas?

3. **To promote Water RtoM** among the visitors

5. Message to deliver

Water RtoM is a LIFE demonstrative project with the ambition to develop a service to facilitate the transfer between the researchers and the end-users (water providers, stakeholders)

In order to develop a useful service, water RtoM needs to test its tools with the targets (private and public companies).

6. Date, agenda and place

Date : *6-7 June 2012*

Draft agenda:

- Duration of the brokerage event in the Hydrogaia fair is 2 days (6-7/06),
- Language: English – French
- Entry fee : free

Place: Montpellier, France, Hydrogaia exhibition

7. Means and resources

Documents to prepare:

WaterRtoM: leaflet/brochure, Sorted list of the products available in the Water RtoM e-fair

Presented innovations:: none The idea is to present all the products focus on the activity of the SME.

- Logistical means: none

8. Agenda & planning

1. Complete factsheets and BC to have enough information on key words (themes, type of outputs, IPR)
2. Strong knowledge on all outputs to promote them
3. Prepare info for the EEN e-platform.
4. Prepare short interviews of SME
5. Prepare info on Water RtoM
6. Practicalities: travels, subsistance

9. Budget (€)

- Registration costs – 0€
- Natacha Jacquin
    - Travel costs : car rent (Limoges-Montpellier) return
    - Subsistence costs : 1 night – 2 lunches – 1 dinner

10. Indicators to evaluate the event

Number of participants : many (it is an exhibition, difficulty to know exactly how many attendees)

Number of contacts interested in future collaboration: 3-4

Number of distributed leaflets: 25

Number of feed-back from the established contacts during the event: PENDING

11. Potential risks

- To have enough interested SME for Water RtoM and the innovative products
- To create awareness on the new service of Water RtoM

12. Feedback and lessons learnt

1) Interest for SME : Water RtoM interests the SME met. SME need a support to create relationship and partnership with the owners of the outputs. Some of them need support to identify potential products to develop and to make agreements/collaboration with the owners.

10 face-to-face discussions reinforce the utility of water RtoM;

2) Similar initiative: Water RtoM partners have to be careful to the other similar initiatives: many transfer schemes exists (such as the universities which promote the research results, Transfer LR (a public authority involved to facilitate the development of Research results and link them with SME), German transfer organisation, EUREKA…

3) Transfer Agreements: Water RtoM has to give very precise information on the intellectual property. For the SMEs the main important thing to know is what are the constraints for an agreement to use, develop and sell (to put on the market) the research outputs. Many discussions around licensing, Patent, partnership agreement, commitment agreement with other organisations/ country, readiness of the owner for collaboration etc.

13. Photos

Face-to-face meetings. Natacha Jacquin explains what is Water RtoM to a potential developer (here are M SOHIER - Helio Pure technologie, and M GALLOUIN- PAQUES). N. Jacquin presents the potential outputs and motivates them to visit the e-fair) and to give us their feed-back.

NEW WATER INNOVATIONS FROM RESEARCH –
20 outputs ranked by Type of output (June 2012)

NB. 5 outputs are not presented in this table because there are no information on the IPR or no agreement from the owner.

Type of output	Project Acronym	WaterTopic & key words	Partners for next developement	IPR	Description	agreement	country
DSS - Decision Support System (software+ methodology+ guideline) to determine and prevent the risks of deterioration of waters quality in agricultural catchments during floods events, transposable to the southwestern part of the European territory	AGUAFLASH	River, water pollution, agricultural catchments, flood events, water quality deterioration	Software developer (for user friendly interface),, Scientific for demonstration of the transferability	IPR property of the partners of the project	The AguaFlash is a method to determine the risks of deterioration of waters quality in agricultural catchments including floods events, transposable to the southwestern part of the European territory (France, Spain, Portugal). This project aims to mathematically define these relationships and to make them available in a tool for identification and characterization of the production zones of pollutants, particularly pesticides, in periods of flooding.	yes, not in writting	FR
DSS, groundwater contamination assessement and remediation efforts	FOKS	groundwater risks management	companies in contamination assessement, water supplies companies Next steps: more tests for more data	no protection by IPR, free	New tools for groundwater contamination assessment and build upon existing ones as well as elaborate a joint transnational strategy for groundwater management and a transnational decision support system. FOKS will focus on the remediation efforts in degraded areas on the key sources of contamination. By employing this approach, the effectiveness of mitigation measures should increase significantly. This would contribute to satisfy the need for protection and enhancement of environmental resources, as well as reduction of man-made hazards.	yes	PL

Type of output	Project Acronym	WaterTopic & key words	Partners for next developement	IPR	Description	agreement	country
DSS - Decision support system - methodology for integrated environmental impact and risk assessment which was applied for water users (polluters) in 4 river basins	STEDIWAT	Quality of natural systems, Management process, monitoring, modelling	Water resources management stakeholders: research organizations, water authorities, environmental protection agencies, water users (industries, agriculture, municipalities), NGO's for cooperation and asistance. To test the methodology and the tool	All the results of this project represent the exclusive property of the members of the research team	It develops a complex and original support system based on state-of-the-art in multidisciplinary research and innovative technologies for online monitoring (remote sensing), GIS technologies, data analysis and modeling, scenario development and prediction, considering all the sustainable development dimensions, advanced treatment technologies for wastewater reuse, environmental management instruments and communication and data management; - It facilitates knowledge transfer, communication and cooperation between researchers, decision makers and other stakeholders, considering the actual pressures on water supply and demand, as well as the behavior of different stakeholders.	yes	RO
DSS - Decision Support Systems (several modules, tools incorporated, integrated into packages to analyse diverse problems	AQUATOOL_ DMA	River basin management, water resources	Ready to be used - transferability to international market	University of Politechnic of valence	AQUATOOL is a tool for the construction of decision support systems for planning and integrated management of water resources. It can be analyzed in an integrated way, and at river basin level quantitative, qualitative, economic and environmental, also incorporating other aspects, such as priorities and management rules. It consists of a series of modules that are integrated into a single system in the user control unit allows graphics defining the schema of the water system, databases, the use of the above modules control and graphical analysis of the results. Great implementation in Spanish river basin planning.	yes	ES

Type of output	Project Acronym	WaterTopic & key words	Partners for next developement	IPR	Description	agreement	country
DSS in detection of episodes of water quality (identification of damages, assessement of water quality, detect and predict contamination episodes), based on canadian methods	ECOWATCH	Urban discharge, agricultural pollution, eutrophisation episodes, risks for fish communities	Water utilities and water authorities, more marketing actions, more case studies	Industrial property belongs to ADASA (COMSA EMTE group).	ECOWATCH is capable to identify environmental damages occurred in river basins on time. The detection system is able to obtain water quality phenomena indicators using a few physical-chemical variables recorded continuously which can be associated, with a high probability of cause-effect relationship, with human pressure on the water environment, such as urban discharges or diffuse agricultural pollution. The data delivered to the end users will inform about the status of these three phenomena with water quality indicators. The software will determine: Waste water and urban discharges, Episodes of eutrophication and episodes of fish risk.	yes	ES
DSS, An innovative tool to build a Water Emission Inventory planning Support System (in taking current best practices to a higher level)	WEISS	Pollution of the surface waters, Urban pollution, industrial pollution, agricultural pollution, priority substances	Administration active in water management and their consultants for Mainly data collection. And could build a consortium to develop a European project to further test and improve the tool in another context: can give the opportunity to develop specific local cases on emissions not yet included in the tool	The output is the ownership of the project partners. The documentation is available for free in the website and the WEISS.exe can be used for free. The software can not be modified without prior consent of the owners	The main aim propelling the elaboration of an innovative Water Emissions Inventory Planning Support System (WEISS) is to support competent authorities with the implementation of the Water Framework Directive (WFD). More precisely the objective is to develop an instrument for the identification of objectives and measures to reach the good water quality status and for the collection of the required information	yes	EU (life) BE

Type of output	Project Acronym	WaterTopic & key words	Partners for next developement	IPR	Description	agreement	country
DSS - Software (system and tools) improves the dissemination of the information regarding the general quality of bathing areas. Innovation in the integration of the information	GENESIS WP3000	Bathing waters, quality, alerting, generic information space	Next steps: marketing action, improvement of the alerting system Partners: sanitary services, water institutions, water managers, bathing area management and funding	GENESIS (FP7)	GENESIS project is to validate and demonstrate the GENESIS solution through one concrete and typical use case, in the fresh surface water quality domain. That is more they support sanitary inspection regarding the diagnosis and decision making about additional sampling in the bathing areas threatened by the bacteriological contamination or general loss of the water quality, and a possible action plan to enable a fast warning system.	yes	EU
DSS- Software and method integrating forest impact and water resource; Guidance for good practices	SEMEAU	Impact of forest on water resource, management process	watershed managers, forest managers, researchers etc… Informatics ingineering to develop friendly interface	Software is property of the Paris Mines High School. The method developed by the SEMEAU project is free. Obligation to participate to a training session	Method to apply existing surface water and groundwater modelling tool taking into account forest impact on water resource. This modelling tool will help to evaluate quantitative forest management impacts on water resource. The method used allows integrating specificities of small mountainous watershed covered by forest.	yes, not in writting	FR
DSS- Software for groundwater resources modeling using “eigenvalues"; model aquifer (simulation and characterisation), easy tool	SMAA	Management process, groundwater resources	to finilise the tool and new functionalities of calculation. Public and private entity interesting in using the tool	Industrial property belongs to Tragsatec (TRAGSA Group)	New modelling software of aquifer details) that allows water managers to easily identify the quantities of groundwater masses without using sophisticated modeling tools.	yes	ES

Type of output	Project Acronym	WaterTopic & key words	Partners for next developement	IPR	Description	agreement	country
DSS - Software related Interface standard, innovating because integrate tool and open modelling interface	OpenMI	All aspects of water management and use and the domains affected.	Any organisation to contribute to the developement of the tool OpenMI	The OpenMI is available under an Open Source licence. No charge is made and it may be used for any purpose. For a model to be labelled 'OpenMI Compliant' it must conform to the OpenMI specification in all respects. The IPR is owned by the OpenMI Association	The OpenMI is an interface standard which allows models to exchange data as they run. It nables linking of models of different processes and hence facilitates the understanding of process interactions. Eg. questions that lead to the need for such understanding and hence modelling might be: Could dynamic pricing of water achieve savings in water and energy consumption and so prolong the life of capital works. What are the implications of climate change on the cost of flood insurance ?	not in writting	FR
DSS - Software to save energy in the water treatment plants (air). Automatic contrôle system for energy optimization in menbrane bioreactors.	MBR	Urban pollution, Quality of natural ecosystem, chimistry	SME, potential end-users Test the membranes	Patent		yes	ES
Methodology (procedure) and recommendations; mapping, assessment (land use/intercatyion with water)	ACCUA	Water use and adaptation to global change	Public organisations producing policies, universities, research centres and environmental consulting enterprises	free use software	Water planning adaptation to climate change impacts. The main objectives are (1) to establish land vulnerabilities according to water availability and (2) to propose adaptations addressed to overcome these vulnerabilities. And finally, to suggest recommendations on how to optimize future water uses	yes	ES

Type of output	Project Acronym	WaterTopic & key words	Partners for next developement	IPR	Description	agreement	country
Methodology. Developing Cost-effective Environmental Monitoring Network to reduce financial and human efforts in decreasing the sampling frequency with the same ecological quality assessment	DECEMON	Quality of natural ecosystem, management process, surface water, WFD environmental monitoring network, coastal waters	Public/private entity interested in further development of methodology, software management tools, dissemination, etc. Scientific research developed by multidisciplinary team combined knowledge in environmental science, biology, statistic, hydrodynamic...	No intellectual property rights, methodology is available for anyone who wants to use it or for further development	This methodology can assess and elevate the efficiency of the environmental monitoring network in the scope of the WFD. It can recognize if sampling frequency could be reduced and if possible, decrease the number of active sampling stations. DECEMON can provide efficient water monitoring policy to reduce the financial and human efforts and to deliver accurate and reliable ecological quality assessment. Applying this methodology financial and human efforts, required for environmental monitoring within WFD, could be significantly reduced .	Yes	PL
Collaborative platform in agricultural sector, scenarios, assistance to decision makers	CONCERT'EAU	water in agriculture	clients,	Acceptables Avenirs	A technological collaborative platform that aim to design and to evaluate scenarios of agricultural practices, to deliver to decision makers a short list of agricultural practices that are economically sustainable, that respect surface water quality, and that are highly accepted by farmers and stakeholders. Integration of economical, environmental and societal dimensions of implementation of water policies	yes	FR

Type of output	Project Acronym	WaterTopic & key words	Partners for next developement	IPR	Description	agreement	country
Method - Decision making methods, ecohydrological technologies, system for training and cooperation, methodology, guideline, recommandations	EHREK	Ecohydrological rehabilitation, reservoir, lakes, rivers rehabilitation,	water supplies companies		Development of a specific conceptual program of activities for rehabilitating the recreational reservoirs in Arturówek (Lodz); • Implementation of developed activities and execution of program-related investments; • Using a model system of reservoir rehabilitation (exemplary) in teaching and training; • Preparation of a system operation manual • Development of a framework rehabilitation strategy for other reservoirs and rivers.	yes	PL
Guidelines, methods for integrated assessement of ecological status of rivers and lakes. New indices for biological elements. Publications	deWElopment	Management process, quality of natural ecosystem, improving status of aquatic ecosystems,	Scientists and specialists from the output expansion area: Water managers, institutions responsible for surface water monitoring, research institutes dealing with hydrobiology (rivers and lakes ecosystems).	5 polish scientific institutions	Methodology for ecological status assessment of rivers and lakes in order to improve monitoring programs for surface waters. It recommends the rules for integrating different metrics within and across biological elements into one final assessment result and indicates the rules for quantifying the uncertainty and assessing the risk of misclassification.	yes	PL
Methodology and modelling tools (WCMS), cost benefit analysis for water resources planning	WATERCHANGE	impacts of global change on water resources, resources planning	Technical cooperation, consultant engineers to adapt the WCMS to other basins, outside Spain, to train to use the WCMS	IPR for CETaqua, CRAHI with reasonable commercial conditions	Methodology and a modelling tool) to assess impacts of global change on water resources management and evaluate adaptation measures, to support and ease future planning. The output of the project is a decision support tool which aims to help in decision making in the context of global change and better estimate the impacts of global change in long term water resources management	yes	EU (life) ES

Type of output	Project Acronym	WaterTopic & key words	Partners for next developement	IPR	Description	agreement	country
Innovative technologies to prevent eutrophisation in water reservoirs, ecotones performance (denitrification walls)	EKOROB	Eutrophisation, measure to achieve the good ecological water status, agricultural pollution	end in 2014. Market of water treatment, Water supply, Scientists, Local authorities and private owners with the eutrophication problem	IPR	The goal of the project is setting up a program of activities for reducing diffuse pollution in the basin of the Pilica River by means of cost-effective ecohydrologic methods, that will help achieve a good ecological status of water in the Sulejowski Reservoir. Another goal is preparation of a manual for optimal ecotone formation, with special attention being paid to the effectiveness of diffuse pollution removal and formation of biodiversity.	yes	PL
Technology, modern treatment, green method, use natural resource of UV radiation, sunlight for the treatment of water with pesticides	FENPEST	surface water and groundwater, industrial wastewater	ready to use, but implementation at real scale. SME, R&D units, administrations for commercial agreement	IPR received	Method green, modern treatment, unapproachable until now in the country; Use natural source of UV radiation - sunlight; Reduce waste from the treatment by turning iron hydroxide sludge separated by flotation.	yes	RO
Technology - after treatment technology for urban wastewater sludge, developement of biotechnology solution (for use in agriculture)	NPTT	Wastewater, rehabilitation of waste water treatment plants	water utilities, private companies interested to buy the technology	IPR received	Achieving a composting technology, short time obtained from the waste treatment and waste water treatment plants of a product with high potential for fertilization of agricultural land; Transformation of difficult waste disposed of station treatment plants into a valuable, marketable product, that will help to increase the benefit of water-channel operator; recovery and valorisation of other types of waste (plant ones); end product - compost as fertilizer.	yes	RO

Pro'Hydro - Brokerage event Schedule

Office International de l'Eau
Ms Dr Natacha JACQUIN

2012-06-07

10:30 Table: 6

ASA
Guillaume CHRIST
Software Development for Laboratories, Industrial and Research Centers.

2012-06-07

13:30 Table: 2

PAQUES BV
Yannick GALLOUIN
Solutions techniques pour répondre aux futurs enjeux de l'eau

2012-06-07

14:00 Table: 2

Hello Pur Technologies
Dr Laurent SOHIER
Solar and biological water purification and disinfection

14:30 Table: 2

no logo

SMILE RAIN
Frédéric BERTOLO
autonomie de gestion de la ressource en eau

2012-06-08

20:20 Hall: 12
Stand: F404

EGIS EAU
Patricia LEVRAULT
EGIS EAU

Status: pending

5.6 BROKERAGE EVENT WITHIN EXPOAPA – RO

Brokerage Event within EXPOAPA Romania (Bucharest, 12 June 2012)

12 June 2012, Bucuresti,Romania

Water RtoM participants

Silviu Lacatusu - CFPPDA

Nicoleta Ilie - CFPPDA

Otilia Prodan - CFPPDA

INTRODUCTION

The Water Training Centre together with its partners in the project Water Research to Market and Romanian Water Association organized a brokerage event dedicated to companies interested in taking research results and to research institutions that have developed research products dedicated to the water sector, on June 12, 2012, within the event EXPOAPA 2012 - Parliament House, Unirii Hall, stand 32.

EXPOAPA 2012 - International Water Forum is an international event, annual and multi-faceted, which gathers in its agenda different topics and events ranging from the technical-scientific to the promotion of programs and projects, from in depth analysis of the existing situation to projections of future developments, from conferences and seminars with a large number of participants to face to face meetings, from the international exhibition organized by providers of equipment and technologies to a ceremony of awards for operators with significant results in a specific area of interest .

The brokerage event managed to bring research team representatives and representatives of companies interested in taking innovative solutions face-to-face by scheduling meetings for them within the stand of Water Research to Market Project. The appointments scheduling was done before carrying out the brokerage event and took into account the research projects that have responded to the invitation to attend the meeting and the interest of company representatives that can take research results for the results recorded in this brokerage session.

Within the Water RtoM Project's stand within EXPOAPA 3 tables were arranged for meetings and each meeting scheduled for approximately 30 minutes.

METHODS

- CFPPDA invited all projects with transferable results to participate in the brokerage event organized within its stand.

- Following the responses received potential partners have been identified (among companies invited to the forum, ARA members, EEN member companies) who were sent invitations with details of the results which could be transferable to them.

- Based on confirmations received face to face meetings with the duration of 30 min were set.

- On June 12 the scheduled meetings took place within Water RTOM stand.

- Given the pragmatic nature of the meetings, the Water RTOM representatives did not participate directly in the meetings, the feedbacks was received separately after the event.

MATERIALS

- Project brochure

- Factsheets: APIFLOT, FENPEST, HIBROX, ERPISA, NPTT, URBWATER

Appointments scheduled for June 12, 2012

	DFR Systems	National Institute of Research - Development for Industrial Ecology - ECOIND			Faculty of Hydrotechnics - UTCB	
Project Acronym / representative ..... Time schedule	APIFLOT - Eng. Gabriel PETRESCU - PhD. Eng. Bogdan-Dumitru NĂSĂRÎMBĂ-GRECESCU - PhD. Eng. Ioana Corina MOGA	FENPEST Phd. Ines NITOI	NPTT Eng. Viorel PATROESCU	HIBROX Phd. Eng. Viorel BUMBAC	ERPISA Phd. Eng. Nicolae ALBOIU	URBWATER Prof. Phd. Eng. Radu DROBOT
10:00 - 10:30	1) SC Apaserv Satu Mare SA - PhD. Eng. Thomas Dippong 2) SC APA CANAL SA Galati - Eng. Popa Doina		Eng. Csaba Bauer - Manager Ape Uzate, SC Compania AQUASERV SA			
10:30 - 11:00			SC Apaserv Satu Mare SA - PhD. Eng. Thomas Dippong	Eng. Csaba Bauer – Wastewater Manager, SC Compania AQUASERV SA		
11:00 - 11:30	Apa Canal Sibiu Claudiu Şari		SC Apa CTTA SA Alba - Ionita Eugen			
11:30 - 12:00	RAJA Constanta - Rodica Mihai		Apa Canal Sibiu - Claudiu Şari	SC Apa CTTA SA Alba - Ionita Eugen	SC Apaserv Satu Mare SA - PhD. Eng. Thomas Dippong	
12:00 - 12:30			RAJA Constanta - Rodica Mihai		1) A.N. Romanian water - Luminita Mlenajek 2) Basin Water Administration OLT - Camelia Nita	SC Apaserv Satu Mare SA - PhD. Eng. Thomas Dippong

	DFR Systems	National Institute of Research - Development for Industrial Ecology - ECOIND			Faculty of Hydrotechnics - UTCB	
12:30 -13:00		SC Apaserv Satu Mare SA - PhD. Eng. Thomas Dippong				1) A.N. Romanian Water - Florentina Soare 2) Basin Water Administration OLT - Camelia Nita 3) A.N. Romanian Water - Luminita Mlenajek
LUNCH						
14:00 - 14:30		RAJA Constanta - Rodica Mihai	Compania de Apa Somes - Cluj Neamtu Calin		Basin Water Administration Dobrogea - Litoral - Popescu Daniela	Basin Water Administration JIU - Viorica Miloomepe
14:30 - 15:00		CUP Focsani , Vrancea - Dan Iorgulescu	Compania de Apa Buzau - Monica Apostu			

In this event was promoted six research results, registered during May-June 2012, they were scheduled 21 meetings face-to- face between representatives of regional operators of water supply and sewage (**SC APASERV Satu Mare, SC COMPANY AQUASERV SA Targu Mures, SC APA CANAL SA Sibiu, SC RAJA SA Constanta, SC SOMEŞ WATER COMPANY SA, SC COMPANY WATER SA Buzau, SC PUBLIC UTILITIES COMPANY SA Focsani, SC APA CANAL SA Galati**) and representatives of the Romanian Waters National Administration, the Olt Water Basin Administration, the Jiu Water Basin Administration, with specialists of the National Institute of Research - Development for Industrial Ecology - ECOIND, Faculty of Hydrotechnics - UTCB and SC DFR SYSTEMS SRL.

The pre-scheduled meetings from the brokerage event have focus their discussion on following transferable results:

APIFLOT - Performance treatment installation, very compact, which can solve the problem of heavily loaded waste water by applying artificial Dissolved air flotation - SC DFR Systems SRL;

FENPEST - Advanced Technology degradation of pesticides by applying a photocatalytic advanced oxidation process that uses sunlight as a source of UV-VIS associated with recuperative separation by flotation of iron, catalyst in the process of degradation - INCD ECOIND**;**

HIBROX - Biotechnological hybrid process for wastewater treatments with high content of ammonium - INCD ECOIND;

EPRISA - Assessment and Remediation of historical aquifer layers through unconventional technologies - Faculty of Hydrotechnics, UTCB;

NPTT - Method and installation for post treatment of residual urban sludge in order to be use as agricultural fertilizers - INCD ECOIND;

URBWATER - Decision support system in urban water management - Faculty of Hydrotechnics, UTCB.

GENERAL CONCLUSSIONS

The objective of the brokerage event was to facilitate direct meetings between representatives of the research projects and representatives of implementers.

By organizing these direct meetings the time usually required for the transfer of information from research to market was considerably reduced. Selection by each implementer of the results that are of interest to him increased efficiency in information transfer by their participation only in the selected meetings.

The feedback from the participants in these meetings was positive, each declaring their willingness to be involved in identifying sources of funding for the transfer of results, this being the main obstacle in the multiplication of the results. The facilitation of direct contact between research and implementation eliminated intermediary factors that may cause both delays and fragmentation of information with regards to market needs and innovative results.

In the event, most participants showed their willingness to continue working with Water RTOM as a service.

The integration of the brokerage event within EXPOAPA 2012 has brought a large number of participants in direct meetings. During the brokerage event, the available space (3 tables) was occupied 85% of the time.

Within the EXPOAPA event, specialized scientific environment representatives, gathered at the annual meeting of the Technical and Scientific Council, positively appreciated the actions undertaken in the brokerage event Water RtoM. Moreover, on the ECOIND institute website -www.ecoind.ro (one of the most important research organizations in the field) considerations were posted on the brokerage event.

http://www.incdecoind.ro/noutati/water-research-to-market-brokeraj-de-tehnologii.html

The text of the article:

"Water Research to Market, technologies brokerage

ECOIND specialists attended the first brokerage event organized within EXPOAPA by the Water Training Centre, the project implementation team of Water Research to Market, Parliament House, June 12, 2012.

The event offered the opportunity for initiating new collaborations and developing the existing ones between water and sewerage companies and providers of solution resulted from research within the field of water.

Within the bilateral meetings opportunities for technology transfer, collaboration in dedicated research projects and provision of integrated environmental services were identified.

We thank the organizers for the professionalism with which they acted as a facilitator of technology transfer between research and the market. "

INDICATORS

- No. of meetings face-to- face: **21** (see page2 - Appointments scheduled for June 12, 2012)
- No. of contacts: **12** (Annex 3 - PARTICIPATION REGISTRATION -brokerage - practician_template+ scans)
- Leaflets distributed **50** Romanian/ CFPPDA stand + **100** Romanian /ARA-organizer (main entrance)
- Number of factsheet : **5** - APIFLOT, **3** - FENPEST, **7**-NPTT, **2**- HIBROX, **4**- ERPISA, **5**- URBWATER.

ATTACHMENTS

- Publication of an article in the EXPOAPA 2012 Event Bulletin - Annex 1
- Outputs - Annex 2
- PARTICIPATION REGISTRATION -brokerage - practician_template+ scans - Annex 3
- PARTICIPATION REGISTRATION -brokerage - researcher_template+ scans - Annex 4

Dissemination: Brokerage event	**Type communication action: schedule meetings face to face**
1. Objective of the brokerage: increasing the proximity of research products to market *To implement the idea of Water RtoM as a service in a brokerage event by promoting seven outputs registered for this event*	
2. Context Water RtoM defined a communication plan (PMS) for the entire duration of the project (Sept. 2010- Aug. 2013): we planned European events, national events to promote and disseminate innovative research outputs. This activity is enclosed in Action 3 of the project	
3. **Targets of the brokerage event:** Companies and research institutes with activities and concerns in the water field, searching for Romanian and foreign partners:	

• Companies: SMEs, technology providers, utility companies, intercommunity development agencies, basin administrations;

• Research & Development institutions, universities, universities of applied sciences, research and development organizations, experts;

4. Our expectations

- strengthening the relationship between research and the market by strengthening the Water RTOM image as a service among stakeholders
- identifying new opportunities to develop new projects / partnerships between the two parties
- formulation of requests and offers for the two parties
- compliance to the scheduled meetings program
- To promote Water RtoM among the visitors

5. Message to deliver

Water RtoM is a LIFE demonstrative project with the ambition to develop a service to facilitate the transfer between the researchers and the end-users (water providers, stakeholders)

In order to develop a useful service, Water RtoM needs to test its tools with the targets (private and public companies).

6. Date, agenda and place

Date : *12 June 2012*

Draft agenda:

- Duration of the brokerage event within the EXPOAPA fair is 1 day (12/06),
- language: English - Romanian
- Entry fee : free

Place: Bucharest, Romania

7. Means and resources

Documents to prepare:

a) WaterRtoM: leaflet/brochure, poster, roll up

b) 25 projects electronic project files; printed project files of the 6 projects included in the brokerage session X 20

Presented innovations: 6 (selected within the project and which have registered for face to face meetings).

Logistical means:

Laptop equipped to allow viewing of factsheets, e-fair of the project

Wired internet connection (in order to consult the e-fair)
Photo camera

8. Agenda & planning

- March: booking the stand for EXPOAPA
- May 21: an invitation to join the representatives of the brokerage event for research representatives, who had the availability to participate at the event in June 12, 2012
- Beginning of June:
  - receiving registrations of research representatives: 6 results:
    APIFLOT; FENPEST; NPTT; HIBROX; ERPISA; URBWATER
  - launching of invitations to representatives of companies interested in taking innovative results recorded in the previous stage by filling in the registration form for the scheduling of the meetings.
- June 7: centralization, scheduling and announcing the schedule of meetings (researchers and implementers)
- June 12: conduct of face to face appointments

9. Budget (€)

Booking stand for June 12, 2012

Hardcopies material :

6X20 Factsheets

150 Flyers

2 Posters (EN)

10. Indicators to evaluate the event

- **Meetings: 21 meetings scheduled, only 16 meetings were held**
  Because the Alba partner canceled the meeting the day of the event and he had two meetings scheduled
- Water RtoM results: **6 results were submitted but 5 results were present. A representative of the researchers did not show: URBWATER .**
- companies: **12** (SC APASERV Satu Mare, SC COMPANY AQUASERV SA Targu Mures, SC APA CANAL SA Sibiu, SC RAJA SA Constanta, SC SOMEŞ WATER COMPANY SA, SC COMPANY WATER SA Buzau, SC PUBLIC UTILITIES COMPANY SA Focsani, SC APA CANAL SA Galati, Basin Water Administration OLT, A.N. Romanian Water, Basin Water Administration Dobrogea - Litoral, Basin Water Administration JIU)
- Leaflets distributed: **150**
- Outputs submitted/ Factsheets: **6X20**

11. Potential risks

- To not have enough interesting projects/innovations
- To create awareness of the new service of Water RtoM
- Attracting the relevant participants for the event / their availability
- Failure to respect the schedule for meetings

12. Feedback and lessons learnt

- face to face meetings are the most effective because it is easier to formulate supply and demand
- the duration of the meetings and their consecutive scheduling should be extended (45 min and 15 min time between meetings for the same table)
- in terms of organization parallel meetings for more than 2 tables are hard to manage.
- To avoid delays close contact was held with the two sides scheduled for each meeting.
- Improving the promotion of services to prospective implementers within the industry-potential polluters.
- Time for preparation of the event to facilitate access to information as much as possible to stakeholders should be extended.

ANNEXES:

- Project files: 6 registered - Annex 2
- Registration form researcher+ received scans - Annex 4
- Registration form implementer + received scans - Annex 3
- Photos

Photos:

6. ANNEX 2 - NATIONAL SEMINARS REPORTS

6.1 FINAL WORKSHOP WATER CHANGE – ES

National Seminar

FINAL WORKSHOP OF life + WATER CHANGE PROJECT

February 2012 ad-hoc event with the Water Change project

Dissemination: National seminar and workshop	**Type communication action: presentation**

1. Objective of the seminar: TO PRESENT FINAL RESULTS OF THE PROJECT AND TO DISCUSS ON FUTURE ACTION TO UPTAKE THE PROJECT RESULTS

To disseminate the idea of « water RtoM, as a new service, from the Research to the Market" and to create a discussion on results uptake in the water field of climate change adaptations

2. Context

Water RtoM defined a communication plan (PMS) for all the duration of the project (sept 2010- aug. 2013) : Amphos 21 has planned some specific events in Spain and some other as ad-hoc from existing ones, in order to take advantage of the reached attendance.

2 national events, organised by each partner. For Spain, Amphos 21 will organise :

- 1) Waterchange Final Workshop (Barcelona) 22 February 2012,

- 2) Innovacion en agua (Madrid) – 8-9 May 2012

1 European events organised by A21 during :

- 1) SMAGUA (Zaragoza) March 2012

The first event in Porto during the INBO General assembly was a test of what could be a brokerage event.

Each partner has the same item in their own country.

3. **Targets of the water RtoM seminar:**

Water managers (administrations, regional authorities, water agency, basin organisations,..), NGO, socio-professionals in the water domain (agricultural chambers or councils…), research organisations,

Private companies, consultants

4. Our expectations

Debate about the relevance of the innovations selected by Water RtoM and their potentiality to be used by the participants or potential users, and how they can be further promoted or improved to be uptaken.

To identify other promising innovations pointed out by the audience.

Identify the gaps of Water RtoM project

Identify the solutions to fill the gaps on the addressed outputs (what are the missing developments, what are the barriers to implementation, what improvements to make ...),

Encourage the partnerships between the participants to use the presented innovations (and/or to make further development).

5. Message to deliver

Water RtoM is a LIFE demonstrative project with the ambition to develop a service to facilitate the transfer between the researchers and the end-users (water providers, stakeholders).

After the end of a research project more work in transferring the knowledge must be undertaken, and the output must be package in something more tangible and a product or a service.

In order to develop a useful service, water RtoM needs to test its tools with the targets (private and public companies).

6. Date, agenda and place

Date : 23rd February 2012

Draft agenda:

- Duration of the seminar: 1 day –
- language: Spanish
- Entry fee : free

The day will be composed of two parts :

Part 1: general presentations

- General presentations : Water Change Final results, similar projects and key issues (amon them Transfer of results)

Part 2: Workshop debate

- 14h-17h, Sessions of 20 mn: Debate in groups related to the key topics, two discussions were dedicated to Transfer of Knowledge.

Place: Spain, Cornella de Llobregat (close to Barcelona), during the Final Workshop of LIFE+ Waterchange link

7. Means and resources

Documents to prepare:

- Presentation of Water RtoM (going to key issues for the audience) (attached)
- Poster (attached)
- Ideas for the Workshop (attached)

Presented innovations: among the audience there were 3 research groups who belong to 3 selected innovations for REMAS: Water Change, ACCUA, SCARCE

Take photos

8. Agenda & planning

Retro planning 2012

Early march: agreement to participate

Mid March: send ideas for a presentation and hel p with the Workshop organisation

9. Budget (€)

- Entry fee free
- Poster costs
- Travel costs (km)

10. Indicators to evaluate the event

Number of participants (50 - 100) : 31

Number of contacts interested in future collaboration: 5

Number of new solutions: 3

- 4 New research projects to be assessed through ReMAS: CORFU, CONHAS, MONTES, SCARCE
- 1 New contact as end-user: AQUALOGY

11. Potential risks

To have enough participants for constructive discussions

12. Feedback and lessons learnt / Minutes

Conclussion for the workshop:

Conclusion from the Working groups: Transfer of results and potential use

- Financial resources: Transfer of results requires several actions to be undertaken and thus requires time from both sides (research team and final user). As a consequence, the most important barrier to transfer of results comes from the financial resources needed. This step could be included in the project's objective from the beginning: The different stakeholders of interest (final users, those who will commercialize the product…) should be involved in the project from the start to ease the transfer once the results are obtained. The elaboration of reports and actions facilitating transfer should be included in the objectives of a project.
- Implication of final user: It was suggested that for a satisfying result transfer, the presentation of projects / results should be adapted to the final user and done with precise objectives. When the final user is not sufficiently implicated it can be a barrier to the transfer of results.
- Knowledge transfer: Knowledge transfer follows the same rules as other types of transfer, even if in this case the receiver is another group of scientist which will continue with the project.
- Benefits and risks: To ease the transfer process, benefits and risk for the final user (social impact…) should be quantified. This could change the implication of the final user towards transfer activities.

Poster presentation session

13. Presentation

PROBLEMATICA

- Los resultados de la investigación, en diferentes aspectos relacionados con la implementación de la DMA, no siempre están listos para ser inmediatamente aplicados o utilizados
- Se precisan entre 10-12 años para completar el ciclo de desarrollo e implementación de un resultado de la investigación en el campo del agua (FUNDETECT, 2007)
- Normalmente la transferencia de los resultados de la investigación mediante publicaciones, y en pocos casos se cuestiona la tipología de los resultados producidos (GEISLER, 2004)

POSICIÓN DE LA EC

- Dificultad puesta de manifiesto en la Common Implementation Strategy, CIS.
- Grupos de trabajo SPi (Science-Policy interface, www.spi-water.eu), Pero…se crean bases de datos poco útiles para su uso por parte de gestores e implementadores.

2

EN LA INTERFAZ ENTRE INVESTIGACIÓN/CIENCIA Y MERCADO/IMPLEMENTACIÓN

WATER RtoM,

WATER SPI – CLUSTER (FP7: WATERDISS, STEP-WISE, STREAM)

OBJETIVO

Acelerar la transferencia de los resultados de investigaciones relacionadas con temas de agua para una mejor implementación de las Directivas del Agua Consolidar un paso intermedio.

ALGUNOS CASOS DE ANÁLISIS DE WATER RTOM

HAY SOLUCIONES, EJEMPLO:

PROBLEMA → **SOLUCIONES RECIENTES** → **Evaluación y Análisis de mercado**

ADAPTACIÓN AL CAMBIO CLIMATICO EN LA PLANIFICACIÓN DE CUENCAS

WATER CHANGE

- Tipo de resultado: Metodología y herramienta modelización
- Tipo de solución: crear escenarios, análisis de impacto, analisis coste beneficio, y plan de adaptación
- Targets: Confederaciones, administraciones

Listo para usar??

ACCUA PROJECT

- Tipo de resultado: Metodología y recomendaciones
- Tipo de solución: mapas de vulnerabilidades, modelos balance aguas, interacciones uso y demanda.
- Targets: Municipios, otras investigaciones

Listo para usar??

14. DRAFT QUESTIONS FOR THE Transfer of Knowledge WORKSHOP

Note: This document was prepared with Cetaqua (Water Change team) and Clara Rovira from the Transfer of Knoweledge department in Aqualogy company.

4/ Transferencia de los resultados

Propósito (¿Dónde queremos llegar?): Que cada gestor de recursos hídricos tenga la posibilidad de usar herramientas apropiadas para integrar el cambio global en su planificación

Situación (¿Dónde estamos?): Muchas herramientas/metodologías existen (análisis coste beneficio, creación de escenarios climáticos, mejora en modelización…), desarrolladas por diferentes grupos de investigación (CETaqua, CREAF, ICRA…) en distintos proyectos (WATER CHANGE, ACCUA, SCARCE /…). Cuando se acaba estos proyectos, las herramientas producidas no están necesariamente adaptadas a los requisitos de los usuario potenciales y/o no están conocidos por ellos.

Problemas (¿Considerando la situación, qué nos impide llegar al propósito?)

1. Hay riesgos en la implementación de los resultados, en "innovar". ¿Cómo reducir esos riesgos?
   a. Riesgos económicos
   b. Riesgos técnicos: poco usable, poco transferible (geográficamente), necesita mucho training,etc.
   c. Riesgos de mercado: competencia, realmente es una solución?
   d. Riesgos legales: burocracia de patentes, de propiedades intelectuales, etc.
   e. Riesgos sociales: aceptación social, etc.
2. Hay limitaciones en la transferencia tecnológica. ¿Cómo facilitar la transferencia tecnológica? ¿Qué oportunidades existen?

   ¿La I+D+i que se realiza responde a necesidades actuales? ¿Está preparado el mercado para incorporarlos?

   ¿Los resultados de los proyectos de I+D son transferibles directamente a los usuarios finales?

¿Las administraciones aportan las herramientas suficientes y adecuadas para facilitar la transferencia? (subvenciones, RedOTRI, European Enterprise Network...)

¿Cuales son aquellas iniciativas para facilitar la transferencia que están dando mejores resultados? (spinoffs, licencias de explotación comercial, partenariado, contratación directa del desarrollo de la I+D...)

Qué riesgos suponen nivel de precisión necesitamos para modelar la cuenca que sea capaz de contestar nuestras preguntas?

¿Qué se debe transferir? (la divulgación debe ir dedicada a los proyectos o enfocarlos en los resultados?

Facilitadores: e-tools, pero hay muchas? ¿cómo integrarlo?

Soluciones (¿Qué formas tenemos de atacar el problema? ¿Qué estrategias tienen más posibilidades de éxito?)

Preguntas relacionadas (para el moderador)

Ya incluidas en el apartado "problemas"

Soluciones (ejemplos)

-

Borradores – a eliminar

Creo que hay demasiadas preguntas y el debate quizás se disperse demasiado. También veo que hay muchas preguntas que pueden tener respuestas similares. He agrupado preguntas y he puesto dos temas principales sobre los que centrar el debate:1. Identificación de riesgos de innovar para las empresas (o sea los factores internos de los receptores de la transferencia a los que se tienen que enfrontar) y por otro lado 2. Los que desarrollan la I+D y las administraciones facilitan suficiente o no la actividad de transferencia tecnológica (factores externos a los receptores de la transferencia que dificultan o ayudan a ese proceso).

1. Los riesgos en la implementación de los resultados, es decir en innovar, cómo reducir esos riesgos.
   a. Riesgos económicos
   b. Riesgos técnicos: poco usable, poco transferible (geográficamente), necesita mucho training,etc.
   c. Riesgos de mercado: competencia, realmente es una solución?
   d. Riesgos legales: burocracia de patentes, de propiedades intelectuales, etc.
   e. Riesgos sociales: aceptación social, etc.
2. Limitaciones y oportunidades para la transferencia tecnológica. Cómo facilitar la transferencia tecnológica.

   ¿La I+D+i que se realiza responde a necesidades actuales? ¿está preparado el mercado para incorporarlos?

   ¿Los resultados de los proyectos de I+D son transferibles directamente?

   ¿Las administraciones aportan las herramientas suficientes y adecuadas para facilitar la transferencia? (subvenciones, RedOTRI, European Enterprise Network...)

   ¿Cuales son aquellas iniciativas para facilitar la transferencia que están dando mejores resultados? (spinoffs, licencias de explotación comercial, partenariado, contratación directa del desarrollo de la I+D...)

Sobre problemas y posible soluciones para transferir proyectos, creo que sería bien enfocar el debate sobre proyectos de Cambio Global y recursos hídricos (Water Change, ACCUA, SCARCE). ¿Tienes ideas de preguntas más específicas para completar la lista que nos mandas? Gracias!

->Claro mis preguntas son a nivel general, pero se han de contextualizar en Cambio Global y recursos hídricos como comentas, por ejemplo

- Riesgos económicos: problemas en innovar (en mi punto de vista INNOVAR es cuando se transfiere el conocimiento de investigación a la implementación) en cambio climático en el esquema actual en crisis
- Riesgos políticos: estrategia actual para incentivar innovar en adaptarse al cambio climático
- Riesgo social: prioridades en temas ambientales.

1. ¿Cómo transferir más rápidamente resultados de investigación?
2. Limitaciones y Oportunidades actuales para la transferencia de conocimiento: punto de vista del implementador y punto de vista del investigador.
3. ¿ Las soluciones actuales responden a necesidades reales?
4. Flexibilidad en la divulgación de resultados científicos: nuevas herramientas (e-tools, etc.)
5. Los riesgos en la implementación de los resultados, es decir en innovar:

a. Riesgos económicos
b. Riesgos técnicos: poco usable, poco transferible (geográficamente), necesita mucho training,etc.
c. Riesgos de mercado: competencia, realmente es una solución?
d. Riesgos legales: burocracia de patentes, de propiedades intelectuales, etc.
e. Riesgos sociales: aceptación social, etc.

15. **POSTER**

WATER RESEARCH TO MARKET

To speed up the transfer of water related research outputs

Jacquin, N.*; Sobociński, Z.**; Lacatusu, S.***; Medina, B.****; Neveu, G.*

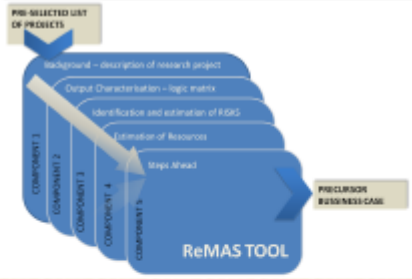
(*) Office International del L'Eau, France; n.jacquin@oieau.fr; g.neveu@oieau.fr; Gdanska Fundacja Wody, Poland; zbigniew.s@gfw.pl ; (**) Fundatia central de formare si perfectionare profesionala in domeniul apei, Romania; wide@ara.ro; (***) Amphos 21, Spain; beatriz.medina@amphos21.com

The demonstrative Water RtoM project aims to speed-up the transfer of research outputs to implementers, with a targeted time of 3 - 5 years by filling the gap between the research and existing technology transfer schemes by pro-actively searching, assessing and promoting research outputs.

PROJECT ACTIVITIES

- The permanent watching of the sector; On the research side, identification of current projects at EU and national level continuous survey and listing of outputs, upstream discussions with research performers on their outputs, first ranking of the outputs in term of distance-to-the-market; On the implementation side, permanent survey of rising questions and demand for tools by practitioners.
- The ReMAS, Research market Assessment strategy; a standardized method for an in-depth assessment of the potential benefits of emerging tools / methods to assess research outputs in term of their distance-to-market. For those research outputs ranked "close-to-implementation", an individualized strategy for implementation (a business case) will be developed in close negotiation with the selected research teams to define further steps.
- The promotion of Innovation Precursors; It will be organized during events, to identify both sites for implementation, and implementers ready to take over the output. It will also develop an active community of practices in involving the targeted stakeholders in social networking.

GENERAL METHODOLOGY



- To develop a standardized method for an assessment of the potential benefits for the market of emerging tools from research (REMAS tool)
- To disseminate innovations and to promote the innovators (through a Marketing Strategy)
- To support target groups for developing innovation projects (design of guidelines) in partnership with Europe Enterprise Network

EXPECTED RESULTS

✓A methodology to assess the transfer of research outputs into the market - REMAS

✓A service for practitioners

✓30 business cases for selected innovations (outputs from the research)

✓E-fair with innovations www.waterrtom.eu/efair_facility

Water RtoM concerns YOU

Our targets are:

Project consortium:

Office International de l'Eau · Gdańska Fundacja Wody · AMPHOS 21 · ebra

In partnership with:

enterprise europe network · WssTP · taske

The Water RtoM project is a three-year European project funded by the European Commission - Grant agreement n°: LIFE09 ENV/FR/000593

www.waterrtom.eu

6.2 NATIONAL SEMINARS IN POLAND REPORT

The first event has fulfilled this purpose took place:

- **from 14-16.02.2012** in Chorzow. It has a form of conference related to water-sewage management, which Zbigniew was partly chairing. He used this opportunity to share information about the purpose and assumptions of WaterRtoM project as well as to deliver information about each of the outputs (brochures and factsheets with contact details). The target group of this conference were water managers, local and national authorities and staff from water treatment facilities.

Furthermore, GWF has organized 2 national events in March.

- First of them was held **on 7.03.2012** in a form of conference on EKOTECH Kielce Fair. The subject of conference is " Water in the environment- usage, protection and threats". GWF plans to focus on dissemination of the project by means of presentations, factsheets, information brochures and posters and possible direct contact with the output owners.
- **National seminar GDANSK UNIVERSITY OF TECHNOLOGY (Gdansk, 14 March 2012):**On a special invitation from Mrs. Hanna Obarska who is a professor of Technical University of Gdansk, specializing in sewage management technology, Aleksandra Mrozik and Zbigniew Sobociński (Polish partner team) were delighted to participate in a seminar devoted to the subject of Gdansk Water Foundation and the Water Research to Market project. Using this occasion, we focused on describing the GFW as a partner in numerous European projects, including 'Water Research to Market' project. We had the pleasure to inform the audience about main objectives of the WaterRtoM project, also we presented our actions so far, giving the detailed description of evaluation tools designed and used for enhancing project assessment. We focused on the subject of e-seminars, listing down all of advantages of such on-line meeting. Last but not least, we presented few projects already qualified for further promotion by Polish partner. We also provided information about the contact details and additional materials regarding the subject of the project; brochures, factsheets and a contact list for all those who are interested in receiving further information about the project. 27 people participated in the seminar and part of them declared their contact data on the list provided by the GFW. This data will be added to the main data base of WaterRtoM project. Out main comments after this event is that WaterRtoM as a team should devote more time on promotion among your researchers and academic background. Not only they have proved to be very interested in a context of dissemination of project events but also they have shown us that some of them might become the potential partners for future outputs.

European events:

GWF has already participated in **WOD-KAN** event, treated as international one. The place of the event was in Bydgoszcz **22-24.05.2012.** WOD-KAN Fair is a place where each year producers of techniques, technologies and devices meet and take this chance to promote their own business as well as to find new technologies and/or methods of improvement in all aspects of business operations of water and sewage sector (all according to EU directives).

For the next semester GWF is planning to use the chance and distribute WaterRtoM concepts on **POLEKO fair** on 20-23.11.2012.

We are still in the phase of plans, however if everything goes as planned we will have 4 events in the first semester of 2012, one international and 3 national ones.

To sum up 2012:

- 14-16.02: Chorzow, conference

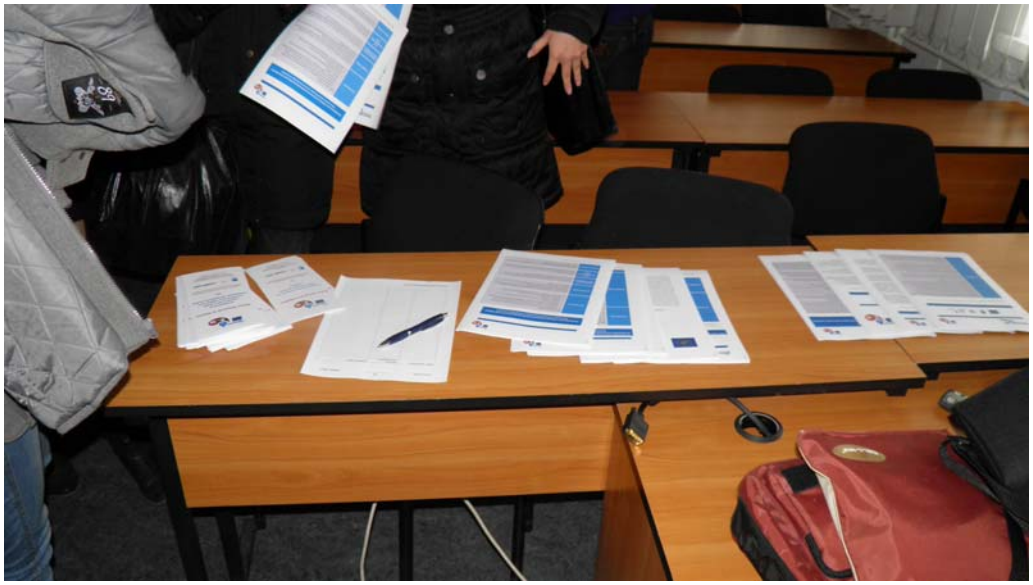
- 07.03: Kielce Fair, conference
- 22-24.05: WOD-KAN Fair
- 14.03 : Technical University of Gdansk seminar
- 2 e-seminars
- Additional promotion activities

8-10.02.2012. Mr. Sobociński participated in the 7th International Scientific Practical Conference for Water Suppliers and Administration.

He distributed information about WaterRtoM -leaflets and FSs (in Polish) to a dozen or so directors of water companies. He made contact with the company Water Point that can help in disseminating information on WaterRtoM and the outputs. 13-14.02.2012 Mr. Sobociński participated in the 3rd National Conference Training Methods of sewage sludge treatment in Chorzow. Next he visited IMGWs and RZGWs (The Institute of Meteorology and Water Management - National Research Institute, The Regional Water Management Board). Such as at Ukraine he will distribute the information about WaterRtoM and outputs. Regarding 2011 except the brokerage in Porto, GWF didn't organize any actions to concrete promotion Water RtoM. Dissemination of information took place during the occasion of the actions at that time.

Also, due to the training character of our company we have decided to organize a meeting regarding further promotion Water Research to Market outputs. During the meeting each of different sectors of trainings, represented by different employees has identified their target group to which we were able to match the group of interesting outputs. This way target group of administrative seminars will receive an information about methodologies and procedures rather than software or technologies- the same system will be applied to other groups. To those employees of Gdansk Water Foundation who are not directly involved in the project we have explained the need for further promotion and agreed that to trainings which have the highest frequency promotion materials will be prepared. Also, besides designing a questionnaire that includes information about the project we would like to create a data base for new a newsletter which helps to disseminate information about project further.

Photo - Technical University of Gdansk seminar



6.3 NATIONAL SEMINAR BUCHAREST – RO

"Transferring water research outcomes in practice"

Romania (Bucharest, 27 March 2012)

Dissemination: National Seminar and discussion	**Type communication action: presentation**

1. Objective of the seminar:

- Promoting the transferable results of research projects selected by the Water Research to Market services to the water and sewerage supply services.
By presenting and discussing a number of 12 projects selected in year 1 and 2 within Water Research to Market Project, dedicated to the target group.

- Promoting Water Research to Market as a service.
The dissemination of 8 BC resulting after the first year of Water Research to Market Project.
To disseminate the idea of « Water RtoM, as a new service, from the Research to the Market".

2. Context

Water RtoM defined a communication plan (PMS) for all the duration of the project (sept 2010- aug. 2013) :

CFPPDA has planned some specific events in Romania, in order to take advantage of the reached attendance.

2 national events, in Romania, CFPPDA will organise :

- 1) "Transferring water research outcomes in practice" (Bucharest) - 27 March 2012,

- 2) "Supporting innovative solutions among regional operators" (Constanta/Iasi) – 30 August 2012

1 European events and one scheduled broker sesione organised by CFPPDA during :

- 1) EXPOAPA 2012 (Bucharest) 11-13 June 2012
Each partner has the same item in their own country.

3. Targets of the water RtoM seminar:

The target group was formed by basin administration, intra-Community development associations, research institutes, universities, SMEs, regional water and wastewater operators, representative of the Romanian Association Water management (LC Member)

During the four sessions of the event agenda, attended by 80 people. List of participants is attached in Annex 1.

4. Our expectations

- Debate about the relevance of the innovations selected by Water RtoM and their potentiality to be used by the participants or potential users, and how they can be further promoted or improved to be up taken.

- To identify other interesting innovations pointed out by the audience.

- Identify the gaps of Water RtoM project (Questionnaire-Annex 2).

- Identify the solutions to fill the gaps on the addressed outputs (what are the missing developments, what are the barriers to implementation, what improvements to make ...),
- Encourage the partnerships between the participants to use the presented innovations (and/or to make further development).

5. Message to deliver

Water RtoM is a LIFE demonstrative project with the ambition to develop a service to facilitate the transfer between the researchers and the end-users (water providers, stakeholders).
After the end of a research project more work in transferring the knowledge must be undertaken, and the output must be package in something more tangible and a product or a service.
In order to develop a useful service, Water RtoM needs to test its tools with the targets (private and public companies).

6. Date, agenda and place

Date : 27 March 2012
Duration of the seminar: 1 day
Language: Romanian
Entry fee : free
Draft agenda:
The day will be composed of four parts and provided a brief overview of each project followed by a discussion focused on the results presented moderated from a personality of the water sector in Romania:

Session I:	**Moderator Prof. Phd. Eng. Alexander MĂNESCU - Foundation President CFPPDA**
09^{00} - 09^{05}	Welcome
09^{05} - 09^{30}	Project "Water Research to Market" Presentation - Foundation CFPPDA - **Eng. Silviu Lăcătușu**
09^{30} - 09^{50}	URBWATER - **DECISION SUPPORT SYSTEM WATER MANAGEMENT IN URBAN** TECHNICAL UNIVERSITY OF CIVIL ENGINEERING BUCHAREST - THE FACULTY OF HYDROTECHNICS **Prof. Phd. Eng. Radu Drobot**
09^{50} - 10^{10}	AQUATHM - **"COMPLEX PROGRAM TO ENSURE WATER QUALITY AND SAFETY FOR CONSUMERS IN EXPOSURE TO CARCINOGENIC SUBSTANCES (THM) FROM DRINKING WATER"** ENVIRONMENTAL HEALTH CENTER CLUJ NAPOCA - **Assoc. Prof. Phd. Anca Elena GURZĂU**
10^{10} - 10^{30}	RIWA-TECH - **ADVANCED TREATMENT TECHNOLOGIES FOR RECYCLING INDUSTRIAL WASTEWATERS,** "GHEORGH ASACHI" TEHNICAL UNIVERSITY OF IAȘI, DEPARTMENT OF ENGINEERING AND ENVIRONMENTAL MANAGEMENT, **phd. Eng. George Bârjoveanu**
10^{30} - 11^{00}	Coffee Break
Session II:	**Moderator Lecturer Dr. Eng Sorin PERJU - TECHNICAL UNIVERSITY OF CIVIL ENGINEERING BUCHAREST**
11^{00} - 11^{20}	ERPISA - **ASSESSMENT AND REMEDIATION OF HISTORICAL POLLUTION OF LAYERS OF AQUIFERS BY UNCONVENTIONAL TECHNOLOGIES,** TECHNICAL UNIVERSITY OF CIVIL ENGINEERING BUCHAREST - THE

	FACULTY OF HYDROTECHNICS , **phd. Eng. Nicolae ALBOIU**
11^{20} - 11^{40}	BIOSPIM - **MOLECULARY IMPRINTED POLYMERS AS SUPPORTS FOR THE BUILDING OF ENZYMATIC BIOSENSORS FOR THE MONITORING OF SOME POLLUTANTS IN WATERS** UNIVERSITY OF BUCHAREST, RESEARCH CENTER FOR ENVIRONMENT PROTECTION AND WASTE RECOVERY - PROTMED - **phd. Eng. Andrei SÂRBU**
11^{40} - 12^{00}	AGRICOLNAM - **METHODS OF USING SLUDGE DERIVED FROM BIODEGRADABLE WASTE (FROM WATER CATCHMENT WWTP) IN ORDER TO REDUCE THE POLLUTION** POLITEHNICA UNIVERSITY OF BUCHAREST - CENTER FOR RESEARCH AND ECO-METALLURGICAL EXPERTISE (ECOMET) - **phd. Ecaterina MATEI**
12^{00} - 12^{20}	AMAP - **ADVANCED MATERIAL ARCHITECTURES AND THEIR APPLICATION FOR TREATMENT OF POLLUTED WATER** INSTITUTE OF PHYSICAL CHEMISTRY «ILIE MURGULESCU» ROMANIAN ACADEMY **phd. Florica PAPA**
12^{20} - 13^{30}	Lunch Break
Session III:	**Moderator Prof. Phd. Eng. Vladimir ROJANSCHI - vice-rector Ecological University Bucharest**
13^{30} - 13^{50}	FENPEST - **PROMOTING GREEN TECHNOLOGIES BASED ON PHOTO-INDUCED OXIDATION PRESSES IN WATER TREATMENT CONTAINING PESTICIDES** NATIONAL RESEARCH AND DEVELOPMENT INSTITUTE FOR INDUSTRIAL ECOLOGY - INCD ECOIND, **phd. Eng. Ines NIȚOI**
13^{50} - 14^{10}	BIOENZINIT - **BIOSENSORS BASED ON COVALENTYLY IMMOBILIZED ON POLYMERS ENZYMES FOR THE MONITORING OF NITRATES AND NITRITES FROM WATERS FOR HUMAN CONSUMPTION** THE NATIONAL INSTITUTE FOR RESEARCH & DEVELOPMENT IN CHEMISTRY AND PETROCHEMISTRY, **phd. Eng. Andrei SÂRBU**
14^{10} - 14^{30}	NPTT - **SUSTAINABLE MANAGEMENT IN THE MANAGEMENT AND UTILIZATION THE ORGANIC SLUDGE FROM URBAN WASTE WATER TREATMENT PLANT - POST-TREATMENT OF ANAEROBIC STABLE SLUDGE** NATIONAL RESEARCH AND DEVELOPMENT INSTITUTE FOR INDUSTRIAL ECOLOGY - INCD ECOIND, **Eng. Costel BUMBAC**
14^{30} - 15^{00}	Coffee Break
Session VI:	**Moderator phd. Vasile CIOMOȘ - President of Romanian Water Association**
15^{00} - 15^{20}	HIBROX - **BIOTECHNOLOGY HYBRID PROCESS FOR WASTEWATER TREATMENT WITH HIGH LEVEL OF AMMONIUM** NATIONAL RESEARCH AND DEVELOPMENT INSTITUTE FOR INDUSTRIAL ECOLOGY - INCD ECOIND, **Eng. Ion Viorel PĂTROESCU**

15^{20} - 15^{40}	APIFLOT - **THEORETICAL AND EXPERIMENTAL RESEARCHES IN ORDER TO DESIGN AN ADVANCED TREATMENT TECHNOLOGY (FLOTATION) FOR HEAVILY LOADED WASTEWATERS** S.C. DFR Systems S.R.L. - **phd. Eng. Bogdan NĂSĂRÎMBĂ-GRECESCU**
15^{40} - 16^{00}	Conclusions / Closing

7. Means and resources

Documents to prepare:

a) WaterRtoM: leaflet/brochure, roll up, Registration form for participation in the seminar (collection the contact details), List of participants and contact details - Annex 3, Event agenda, Feedback questionnaire.

b) 20 projects: factsheet, powerpoint for demonstration/presentation (12 projects).

Presented innovations: 12 (2 selected in the list of the year 1 and 10 selected in year 2). The selected projects were related to the water supply services and sewage. sewage.

In the event 10 research results selected by Water RtoM the consortium in first year of the project were disseminated. Their acronyms are: AGUAFLASH, WATER CHANCE, A-PORT, GENESIS WP3000, SEMEAU, SMAA, ECOWATCH, DeWELopment, FENPEST, NPTT.
Also 10 research results selected by Water RtoM the consortium in second year of the project were promoted. Their acronyms are: URBWATER, AQUATHM, RIWATECH, ERPISA, BIOSPIM, AGRICOLNAM, AMAP, BIOENZINIT, HIBROX, APIFLOT.

Logistical means:

- Laptop equipped to allow viewing demonstration/presentation.
- Photo camera

8. Agenda & planning

- January: Identify and discuss with LC and specialists ARA the new projects selected for Water RtoM,
- February: Inviting research teams to join the national seminar on 27 March 2012 (send invitations),
- Early March: receiving confirmation of participation of research teams and support in completing the project sheets, sending invitations to practitioners and the EEN Romania,
- Mid March: receiving confirmation of participation from practitioners and organizational activities,
- Deployment of the seminar,
- Send feedback questionnaire and recording responses received.

9. Budget (€)

- renting the conference room
- 2 coffee breaks
- 1 lunch

Hardcopies material :

Factsheets, event agenda, List of participants, brochures, dossier / linking material, maps,
Roll-ups

10. Indicators to evaluate the event

Number of participants: 80 persons (Anexa 1)
Number of distributed leaflets: 80
Number of distributed factsheets: 20 projects X 80 persons
Number of promoted results: 20
Questionnaire - feedback: 8

11. Potential risks

- Not to have enough interesting/ transferable projects/innovations.
  - identifying over 50 projects in the year two of which 20 projects were invited to participate and 12 projects answered.
- Absence of interest of research institutions to accelerate the transfer of research results.
  - promotion / awareness on the research teams of the possible future benefits in case of a successful transfer
- Highly technical presentation of research results to the detriment of their marketing presentation.
  - providing a model / template for achieving media *. ppt by research teams.

12. Feedback and lessons learnt

- The presentation of projects / results should be adapted to the final user and done with precise objectives. When the final user is not sufficiently implicated it can be a barrier to the transfer of results.
- The involvement of personalities in the water sector (with university expertise) on moderation of the 4 sections of the seminar facilitated discussions that have followed each presentation of the proposed transfer result. Materials related transferable research results (the project sheets) should be sent on advance by participants, thus they would be more motivated and discussions would follow more easily.
- Attaching feedback questionnaires to complete their map and request to end the event. Poor collection of questionnaires after the event.
- During the seminar were brought to attention three other research projects that are interested to work with Market Research Water team.
- Completing to project data sheet contact of the project partners.
- Formalizing the institutional / create a platform where implementers to express the problems they face (formulation requirement) and to facilitate the development environment of cooperation.
- Insufficient development of national legal framework and specialist departments from the research institutions facilitating the transfer results to market.
- Willingness to invest to services such Water RtoM is high by organizations from the private sector.

Annexes:

Annex 1 - List of participants

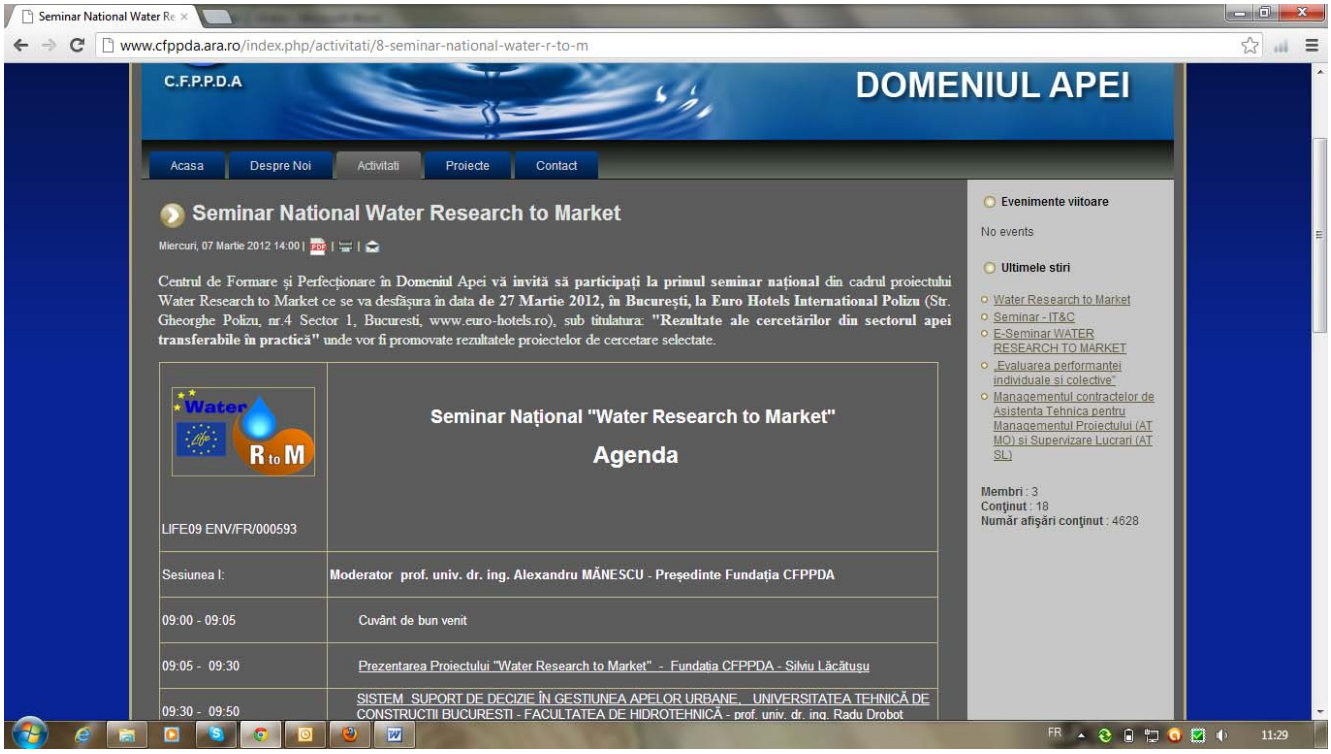
Annex 2 - Questionnaire

Annex 3 - List of participants - contact details

Annex 4 - 20 project sheets

Annex 5 - Links to project PowerPoint presentations (ro) sustained in the event:

http://www.cfppda.ara.ro/index.php/activitati/8-seminar-national-water-r-to-m



- Introduction Water RtoM :

www.cfppda.ara.ro/images/stories/Materiale/water_R_to_M/0_-_Introduction_Water_RtoM.pdf

- URBWATER:

www.cfppda.ara.ro/images/stories/Materiale/water_R_to_M/1-urbwater-drobot-waterrtom.pdf

- AQUATHM:

www.cfppda.ara.ro/images/stories/Materiale/water_R_to_M/2_-_AQUATHM_-_Dumitrescu_-_WaterRtoM.pdf

- RIWATECH:

www.cfppda.ara.ro/images/stories/Materiale/water_R_to_M/3_-_RIWATECH_-_Barjoveanu_-_WaterRtoM.pdf

- ERPISA:

www.cfppda.ara.ro/images/stories/Materiale/water_R_to_M/4_-_ERPISA_-_Alboiu_-_WaterRtoM.pdf

- BIOSPIM:

www.cfppda.ara.ro/images/stories/Materiale/water_R_to_M/5_-_BIOSPIM_-_Sarbu_-_WaterRtoM.pdf

- AGRICOLNAM:

www.cfppda.ara.ro/images/stories/Materiale/water_R_to_M/6_-_AGRICOLNAM_-_Matei_-_WaterRtoM.pdf

- AMAP:

www.cfppda.ara.ro/images/stories/Materiale/water_R_to_M/7_-_AMAP_-_Papa_-_WaterRtoM.pdf

- FENPEST:

www.cfppda.ara.ro/images/stories/Materiale/water_R_to_M/8_-_FENPEST-Nitoi_-_WaterRtoM.pdf

- BIOENZINIT:

www.cfppda.ara.ro/images/stories/Materiale/water_R_to_M/9_-_BIOENZINIT_-__Sarbu_-_WaterRtoM.pdf

- NPTT:

www.cfppda.ara.ro/images/stories/Materiale/water_R_to_M/10_-_NPTT_-_Bumbac_-_WaterRtoM.pdf

- HIBROX:

www.cfppda.ara.ro/images/stories/Materiale/water_R_to_M/11-hibrox-patroescu-waterrtom.pdf

- APIFLOT:

www.cfppda.ara.ro/images/stories/Materiale/water_R_to_M/12_-_APIFLOT_-_Petrescu_-_WaterRtoM.pdf

Annex 6 - Photos

6.4 NOVIWAM WORKSHOP – LIMOGES – FR

Water RtoM in NOVIWAM workshop

NOVIWAM – In-house and external training activities in France

LIMOGES 27, 28, 29 March 2012

Place: OIEau, 15 rue E. Chamberland, Limoges

The workshop takes place in the frame of the NOVIWAM training activities planned in France for the NOVIWAM partners. The aim is to exchange and discuss on potential collaborations about IWRM projects and programs. A specific day is dedicated to the training of the participants in link with the implementation of the Joint Action Plan (JAP). In addition, OIEau proposes a visit tour of the National Training Centre and a presentation of its national and international activities.

	Tuesday March 27th, 2012
9:00	**WELCOME**
9:30	**OPENING SESSION** Dominique Preux, Head manager of International Office for Water Objective of the session: Exchange on IWRM projects, discussion on collaboration / synergy with NOVIWAM
9:45	**Presentation of NOVIWAM** Macarena Ureña Mayenco, CENTA, technical coordinator of the project
10:15	**Presentation of IWRM projects in IOW** • European projects dealing with knowledge transfer, French Water Information Center – Natacha Amorsi • WaterDiss, Gaelle Nion, project manager, OIEau www.waterdiss.eu • **WaterRtoM, Natacha Jacquin, project manager, OIEau www.waterrtom.eu**
11:00	Coffee Break
11:15	**Best practices on research program coordination** • IWRM.net and Scientific coordination project (SCP) – Natacha Amorsi, project manager Europe - Water - Science Policy Interface, OIEau • European water Platform (EWC), Natacha Amorsi, project manager Europe - Water - Science Policy Interface, OIEau
11:45	Organisation of the afternoon
12:00	**LUNCH** L'Orangeraie - 1 place Winston Churchill - LIMOGES
14:00	**CIS-SPI (Science-Policy Interface)** Frédérique Martini - European Affairs, Department of scientific and technical activities,

	French National Agency for Water and Aquatic Environments (ONEMA)
14:30	**Feed back from WWF6** on SPI session Gilles Neveu, Head of the Department Development and Innovation, OIEau
15:00	**Exchanges in groups: potential synergies** 4 groups, turn over 30'mn sessions in parallel per theme (WaterDiss, WaterRtoM, CIS-SPI, IWRM.net)
17:00	**Feed back of the working groups discussion**
17:30	Closing session
20:00	**DINNER -** Restaurant "le 27" - 27 rue Haute-Vienne Limoges

	Wednesday March 28th, 2012 – Training Session
9:00	**Data and information management** Sylvain Grellet, Spatial Data Infrastructure Engineer, OIEau • SANDRE, the French National Service for Water Data and Common Repositories Management and Water Information System • Standardization of data exchanges in information bases
11:00	Coffee Break
11:15	**The Web portal EauFrance** Didier Delage, Information manager, OIEau
12:00	**LUNCH** Restaurant la Table du Couvent – 15 rue neuve des Carmes - Limoges
14 :00	**The Partnership Network of water data in Poitou-Charentes** Franck Trouslot, Regional Observatory of Environment Origin, goals, organisation, illustration of products and services
16:00	**Water social and economic value** Yoro SIDIBE (INRA/IRSTEA) Water pricing and exchanges
18:00	Closing Session
20:00	**DINNER** Restaurant le Churchill - 13 place Winston Churchill Limoges

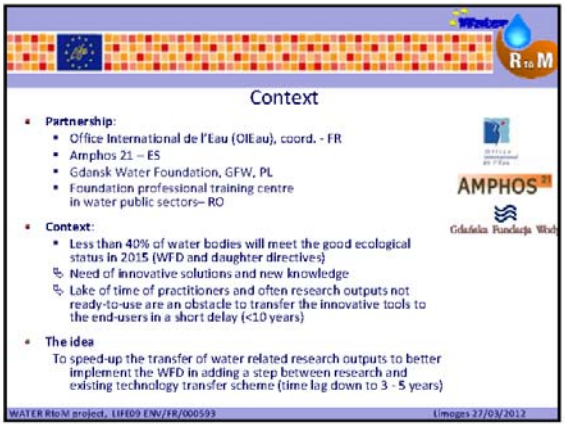
	Thursday March 29th, 2012 – Visit of IOW pilots
9:00	Joseph Pronost (Head of International Projects in the Training Centre), OIeau **Presentation of National Training Centre for Water Professions** • National and International activities of the training centre • Visit of National Training Centre for Water Professions at Limoges
12:00	**LUNCH** Lunch boxes in IOW
13:30	**Departure** to La Souterraine by bus
14:30	**Visit of National Training Centre for Water Professions at La Souterraine** Presentation of pilots (water treatment, wastewater treatment and collection network…), laboratory… Exchanges with trainers on particular subject

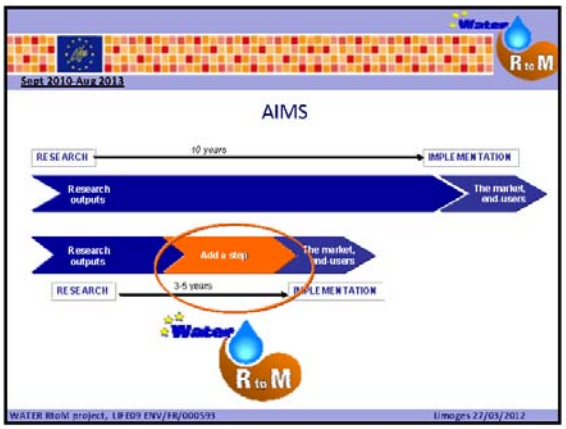
16:30	**Closing session**
17:00	**Departure** to the railways station and to Limoges

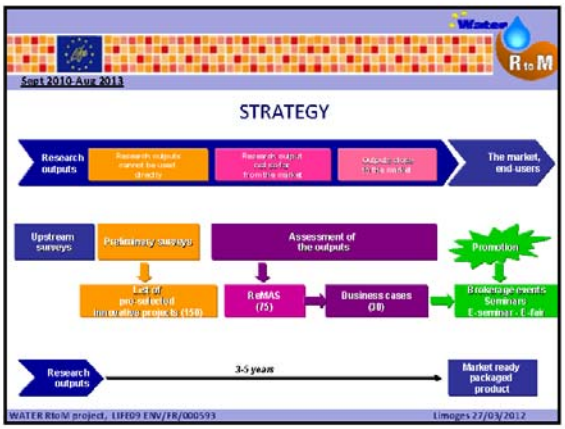
List of participants:

Presence	SURNAME	NAME	FIRM
27-29	ACHILLEOS	Constantia	Sewerage Board of Limassol – Amathus (CY)
27-29	KATHIJOTES	Nicholas	Cyprus University Of Technology (CY)
27-29	ELIADES	Elias	Atlantis Consulting Cyprus Ltd (CY)
27-29	COSTA	Sérgio Bruno	Simbiente – Environmental Engineering and Management (PT)
27 (PM)-29	GARCIA AZCARATE	Teresa	Secretaria General de Agua. Andalucía (SP)
27-29	PALAZON GONZALEZ	Jesús	Ayesa (SP)
27-29	UREÑA MAYENCO	Macarena	CENTA (SP)
27-29	ALIAJ	Guri	DPUK - General department of water supply of Albania (AL)
27-29	ARBEN	Musaj	DPUK - General department of water supply of Albania (AL)
28	TERREAUX	Jean-Philippe	Irstea (ex-Cemagref) (FR)
27-29	YORO	SIDIBE	INRA (FR)
27-29	ALEGRE	Silvia	INRA (FR)
27	LOUINEAU	Jean-François	Conseil Régional Poitou-Charentes (FR)
27	SIROT-DEVINEAU	Anne-Françoise	Conseil Régional Poitou-Charentes (FR)
27	MARTINI	Frédérique	European Affairs Department of scientific and technical activities French National Agency for Water and Aquatic Environments (FR)
28 (PM)	TROUSSELOT	Franck	Observatoire Régional de l'Environnement de Poitou-Charentes (FR)
27-29	BERLAND	Jean-Marc	OIEau - NOVIWAM (FR)
27-29	JACQUIN	Natacha	OIEau - Water RtoM, NOVIWAM (FR)
27	FRIBOURG-BLANC	Benoit	OIEau – Water RtoM, NOVIWAM
27-29	JOMIER	Rémi	OIEau – NOVIWAM (FR)
27	NEVEU	Gilles	OIEau – Head of Development and Innovation Department (FR)
27	AMORSI	Natacha	OIEau – SCP-SPI, EWC, IWRM.Net
27	NION	Gaelle	OIEau - WaterDiss
28	GRELLET	Sylvain	OIEau – Data management and modelling engineer (FR)
28	DELAGE	Didier	OIEau – Information manager (FR)
29	PRONOST	Joseph	OIEau – Training Center (FR)

Presentation :



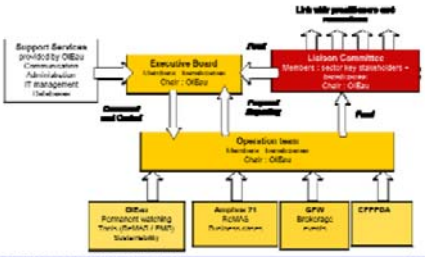




TARGET GROUPS

- the basin and sub-basin authorities
- the urban planners and municipalities
- the water users - agriculture, industries
- the "doers" - suppliers of technologies, the consultancies, the operators (public or private)
- the researchers and the research funding bodies

ORGANISATION OF WATER RTOM



LIAISON COMMITTEE = 8 associated partners

ROLE

- To link the project to the needs of different stakeholders
- To help in market value evaluation of selected outputs
- To support the project consortium in creation of good relation between researchers and potential "end users"

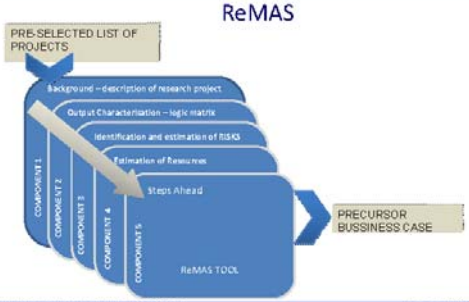
TASKS

- To validate the methodologies developed
- To promote the dissemination of the project activities
- To advise about how to do better and how to design a sustainable initiative for the future
- To consult utility and reasonableness of chosen outputs

ACTIVITIES

- Long list of projects (internal use) and sorted list of innovations
- Dev Tools: ReMAS (internal use)and business cases (public access)
- Promotion of innovations (public access)
  - PMS – communication plan
  - Precursor information factsheets
  - E-tools
- Feed the website www.waterrtom.eu
- Investigation on the sustainability of Water RtoM as a service after the LIFE project

ReMAS



Business Case (1)

- A common part with the ReMAS
- A detailed part:
  - Functioning: compatibility / adaptation /Limitation / technical prerequisites
  - Availability of the output: place / collaboration
  - Market situation: economical effect / sympathy
  - Market Activities to achieve the status « ready to use »: adverstisement / distribution / negociation
  - Legal achievement: copyrights / licenses...
  - Technical Activities to achieve the status « ready to use »: added research / pilot / expertise / services / training needs / translation / packaging ...
  - Economical analysis: costs for software, dissemination, maintenance; updating, personal, commercialisation, expected profits...
  - Weakness of the output
  - Permission of the owner to disseminate the business case

Business Case (2)

- An action plan: concrete actions to get output in the status "ready to use"
  - Research actions (ex further test)
  - Marketing actions – promotion of the output (demo session, translation, interface user)
  - Legal action (ex copyright acquisition)
  - Training and capacity building actions (ex user guide, training modules)
  - Actions post-implementation (ex phone service)

In summary, Water RtoM

To make connections btw. Science and Policy

Water RtoM speeds up the TRANSFER

- Permanent Watching of the Offer & Needs
- Assessment of the distance to the market and road map
- Promotion of innovation precursors

WATER RtoM project. LIFE09 ENV/FR/000593 Limoges 27/03/2012

6.5 NATIONAL SEMINAR IN FORO EUROPEO AGUA

National Seminar

II FORO EUROPEO AGUA

May 2012 ad-hoc event with PTEA (LC member)

Dissemination: National seminar and participatory process	**Type communication action: workshop**

1. Objective of the seminar: TO PRESENT 2 OUTPUTS FROM WATERRTOM TO SPAND OUR AIMS AND IMPROVE OUR WORK

To disseminate the idea of « water RtoM, as a new service, from the Research to the Market" and to create a discussion on results uptake in the water field of climate change adaptations

2. Context

Water RtoM defined a communication plan (PMS) for all duration of the project (sept 2010- aug. 2013) : Amphos 21 has planned some specific events in Spain and some other as ad-hoc from existing ones, in order to take advantage of the reached attendance.

2 national events, organised by each partner. For Spain, Amphos 21 will organise :

- 1) Waterchange Final Workshop (Barcelona) 22 February 2012,

- 2) *II Foro Europeo Agua* (Madrid) – 8-9 May 2012

1 European events organised by A21 during :

- 1) SMAGUA (Zaragoza) March 2012

3. **Targets of the water RtoM seminar:**

All water sector in Spain, especially: water suppliers, water technology developers,

Private companies, consultants, industries, water public sector, governments, scientists

4. Our expectations

- To deeply explain to the general audience what are the Water RtoM objectives and methodology, in doing so also present two of the outputs we have selected, also we facilitated a general discussion.
- To promote the outputs: SMAA (year 1) and SCARCE (year 2)
- To analyze the reasons for innovation in the Spanish water sector by setting a participative methodology on how to accelerate this process.
- Identify market needs and behaviors of the market side towards research side

5. Message to deliver

Water RtoM is aiming at improving Innovation process in the water sector

6. Date, agenda and place

Date : 8 y 9 de Mayo - Waterrtom workshop: 9 de Mayo

Agenda

The whole event was a two days forum, teh second day was dedicated for workshops of LIFE+ projects dealing with water, Water RtoM hold two workshops, one in the plenary session with the whole list of attendance and a reduced number of attendances workshop in the afternoon with a working session approach.

General characteristics

- Duration of the seminar: 1 day –(9th May 2012)
- language: Spanish

As explained above Water RtoM sessions agenda were split in two parts:

Part 1: Plenary Workshop

13,00-13,45 h - 5th Session Project LIFE+ *"Water Research to Market"*.

"What is Water RtoM?". Beatriz Medina. Amphos 21. (15')

***Case studies*:**

SMAA.. Carmen Macías. Tragsatec. (8')

SCARCE.. Alicia Navarro. CSIC. (8')

Discussion *"How to accelerate the transfer of research results?* (12')

Introduction to the 6th session. (2')

Part 2: Workshop debate: World cafe methodology

16,00-18,00 h - 6th Session WORLD CAFÉ *"From Research to Implementation in Water"* – *Amphos 21 organised this session the whole, i.e renting room, lunch, coffee break, invitations, material, etc.(2h)*

Place: Spain, Madrid (it took place during II Foro Europeo Agua) at the CSIC head office.

7. Means and resources / Logistics

a. Invitations by email/preparatory works:

Provided material	Reference in Annexes
Invitation to Water RtoM specific lists - 20/04/2012 – FIRST REMINDER	First email to distribution list (Annex 1)
Information to registered people to the World Café afternoon session: (04/05/2012) - Info on Water RtoM - World café methodology at themes for discussion	Second email to registered people (Annex 2)

GENERAL MATERIAL FOR THE EVENTS

Provided material	Reference in Annexes
Roll up information of the event	Annex 3 – Promotion material
2 posters in Spanish	Annex 3– Promotion material
Flyers in Spanish	Annex 3– Promotion material

Documents provided in the plenary session (*"What is Water RtoM?"*)

Provided material	OBJECTIVE	Reference in Annexes
Presentations: • ***What is Water RtoM***	Generalities and benefits of the project: the idea, context of the project, objectives, methodology and approach, partners	Annex 4 - Presentations
Presentation on 2 outputs: • ***SCARCE and SMAA***	Two present two outputs following Water RtoM recommendations	Annex 4 - Presentations
Questionnaire 1 "Market needs"	Asking for the Market needs (similar to Porto questionnaire)	Annex 5 - Questionnaires
Presentation introducing 6th session	Since the working group was planned in the afternoon, this short presentation aimed at framing the event (room, place, logistics)	Annex 4 - Presentations

Documents provided in the Working session (*World Cafe: from Research to Market in Water*)

Provided material	OBJECTIVE	Reference in Annexes
Presentation Introduction to the session	To explain the methodology of the World Cafe dynamic and the 4 themes for discussion	Annex 4 - Presentations
Material provided for the room: 30 folders with (flyer, document on the methodology, ticket lunch, budget, A21 flyer)	Each participant received a welcome folder with adequate material for the session	Annex 5 – Other provided material
Questionnaire 2 -	This questionnaire aimed at	Annex 5 - Questionnaires

8. Budget (€)

- Sponsorship (contribution to the organisation): 1600€ (Annex 6- Economics)
- Travels: 4 train tickets (4 persons) BCN- Madrid: 4*200€ x
- Entry fee free for organisers
- Material costs. Prints: 226.34
- Room rent: x
- Lunch: x
- Coffee: x
- Subsistence (4 persons): x

9. Indicators to evaluate the event

Number of participants:

- Morning session (plenary): 70-80
- Afternoon session (working group): 21

Number of contacts interested in future collaboration: 9

Number of promoted outputs: 2

Flyers: 240

Filled questionnaires:

- Questionnaire 1 – Market needs: 11
- Questionnar2 – Feedback from the Working session: 10

10. Potential risks

To have enough participants for constructive discussions

To create interesting contacts for the 2 outputs

11. Feedback and lessons learnt / Minutes

Conclusions for the workshop (Spanish version)- Published and available at http://www.plataformaagua.org/index.php?id=450&tx_ttnews[tt_news]=164&cHash=31a7d2cfbe5fc17d41d2cc5a9531c033

See in Annex 6 Spanish published conclusions

12. Attachments:

ANNEX 1 - First email to distribution list

ANNEX 2 - Second email to registered people

ANNEX 3 - Annex 3– Promotion material

ANNEX 4 – Presentations

ANNEX 5 – Other provided material

ANNEX 6- Pictures

13. ANNEX 1 - First email to distribution list (SPANISH)

Estimados amigos/as,

El próximo **Foro Europeo del Agua en Innovación** organizado por la Plataforma Tecnológica Española del Agua tendrá lugar en Madrid los días 8 y 9 de Mayo. En el marco del proyecto **LIFE + Water Research to Market** realizaremos dos sesiones especiales durante el día 9 de Mayo:

- Un workshop plenario: **¿Cómo acelerar la transferencia de los resultados de investigación?** En el que incluimos dos casos de estudio: SMAA (Tragsatec) y el proyecto SCARCE (Consolider).

- Una sesión participativa: **"De la Ciencia al Mercado en Agua"**, siguiendo la metodología *World Café*, y es aquí donde necesitamos que colaboréis y brindaros la oportunidad de explicar desde vuestro punto de vista vuestro rol en el ciclo de la innovación. En el caso del sector de la implementación: *¿vuestros problemas reciben soluciones efectivas de la ciencia?* En el caso de la ciencia *¿se implementan vuestros resultados?.*

En la hoja de inscripción del Foro no olvidéis apuntaros a esta sesión de trabajo!

(Incluiremos coctel-comida, y café)

El **programa general** del Foro lo podéis descargar en:

http://www.plataformaagua.org/fileadmin/redactores/Descargas/II_Foro_Europeo.pdf

Recibid un cordial saludo

Proyecto LIFE + Water Research to Market, www.waterrtom.eu

Beatriz Medina

14. ANNEX 2 - Second email to registered people (SPANISH)

Estimado XX,

Gracias por inscribirte a la sesión de tarde del día 9 de Mayo durante el II Foro Europeo del Agua que organiza la PTEA – WORLD CAFÉ: *DE LA CIENCIA AL MERCADO EN AGUA, ¿Cómo ACELERARLO?*

Con el fin de garantizar la organización de la sesión, rogamos que si finalmente no puedas asistir nos lo comuniques lo antes posible. Igualmente si tengas algún tipo de restricción en la dieta.

En este email queremos hacerte llegar un programa de la sesión detallada y alguna información práctica sobre la sesión:

- Documento explicativo de la sesión
- Mapa de localización de la sala y comedor.

Esperamos que sea una discusión interesante!

Un saludo

BEATRIZ MEDINA
Proyecto Water RtoM
www.waterrtom.eu
contact @waterrtom.eu

b. ATTACHMENT 1 – Explanation on the Working group session

SESIÓN PARTICIPATIVA WORLD CAFÉ ®

"DE LA CIENCIA AL MERCADO EN AGUA, CÓMO ACELERARLO"

9 De Mayo de 2012, Madrid

Con el fin de maximizar los resultados y permitir una mejor organización de esta sesión de trabajo os adjuntamos la siguiente información:

- El programa de la sesión
- Procedimientos general del método World Café
- Información práctica

1. PROGRAMA

Sesión 6 WORLD CAFÉ: "De la Ciencia al Mercado en Agua"		
14:15 – 16:00	Comida (en la Residencia CSIC)	
16:00 – 16:15	Introducción a la metodología de la sesión	E. Vilanova/ B. Medina (Amphos 21)
16.15 – 17:30	Grupo de trabajo informal que pretende encontrar a grupos de interés, científicos, profesionales en un ambiente distendido con el fin de discutir las siguientes cuestiones (*a validar*): 1. Innovación en agua: ¿estrategia u oportunidad de conocimiento? 2. ¿Cuáles son los canales de comunicación más eficientes para difundir una innovación? 3. Los problemas del sector agua en el ámbito profesional, ¿encuentran soluciones de manera efectiva de la investigación? 4. ¿Se ha de acercar el mercado a la ciencia o la ciencia al mercado?	Todos los participantes
17:30 – 18:00	Presentación y discusión de la sesión de trabajo	Reporteros de los cada mesa
18:00	Fin de la sesión	

2. METODOLOGÍA WORLD CAFÉ

La sesión de tarde tendrá lugar en formato World Café, un método de trabajo en grupo que provee un ambiente creativo para un diálogo colaborativo, intercambiando conocimientos, y creando posibilidades para crear acción. La sesión se enmarca dentro del proyecto LIFE+ Water Research To Market. Durante la sesión se ofrecerá café, té y pastas.

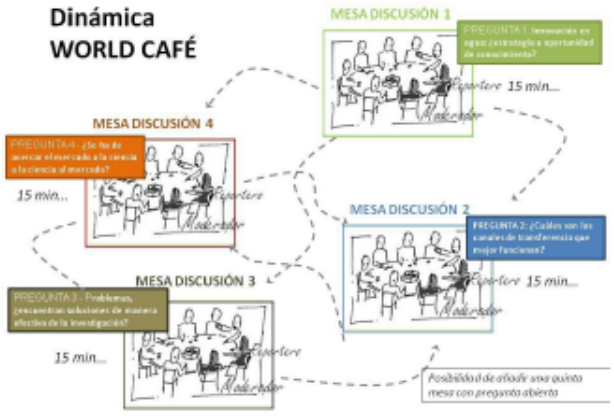
La sesión consta de 4 rondas de discusión de 20 minutos cada una. En la sala de la sesión habrá 4 o 5 mesas, cada mesa está dedicada a un tema-cuestión y es facilitada por un *moderador*. El *moderador* da la bienvenida a los integrantes de las mesa de la discusión, facilita la discusión y controla el tiempo de discusión. Los *moderadores* son asistidos por *reporteros* que toman nota

en post-it de las ideas que van saliendo y las transmite a los siguientes grupos que pasarán por la mesa. Ambos permanecen en la misma mesa durante todo el tiempo de discusión y cada mesa tiene un *moderador* y un *reportero*. Aproximadamente cada tema-cuestión es tratado durante 15 minutos, pasado este tiempo los integrantes se mueven hacia otra mesa a discutir otro de los temas-cuestión planteados.

Al comienzo de cada ronda los integrantes se presentan a sí mismos (nombre, institución, etc.) antes de comenzar la discusión.

Las cuestiones serán discutidas y las ideas son recogidas en **tablones** para que los resultados sean visualizados. Al final de la discusión todos los grupos de trabajo sintetizan los resultados y se establece una plenaria final de discusión. Cada reportero de cada mesa será el encargado de resumir las principales ideas recogidas en cada mesa.

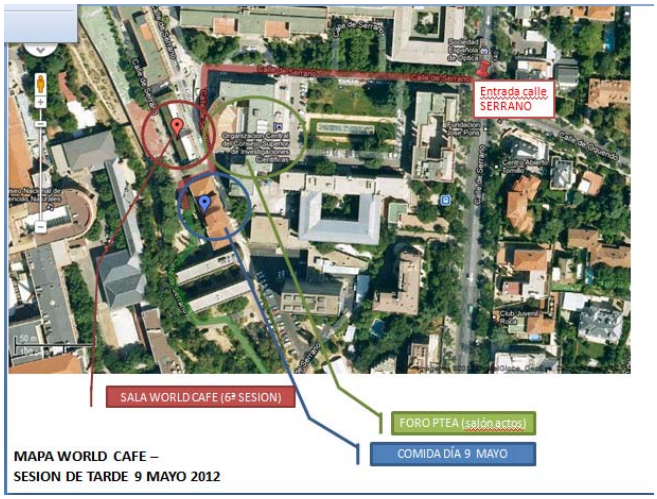
El propósito final es compartir y construir conocimiento e ideas en integrarlos en la metodología Water RtoM recogiendo todos los casos específicos y experiencias personales.



3. **LOGISTICA: COMIDA Y SALA DE TRABAJO**

- Durante el día 9 podéis recoger vuestra inscripción a esta sesión en la mesa dedicada a ello en el hall de la sede del CSIC.
- A las 14:15, comida conjunta de los integrantes de la sesión en le Residencia del CSIC (se entrega vale junto con la inscripción).
- A las 15:45 vuelta a la sala de la sesión indicada con un cartel anunciando la sesión (sala de prensa del CSIC).

c. ATTACHMENT 2 – Logistics



MAPA WORLD CAFE –
SESION DE TARDE 9 MAYO 2012

15. ANNEX 3 - Annex 3– Promotion material

d. Water rtoM flyer (Spanish)

e. Notice board (Spanish)

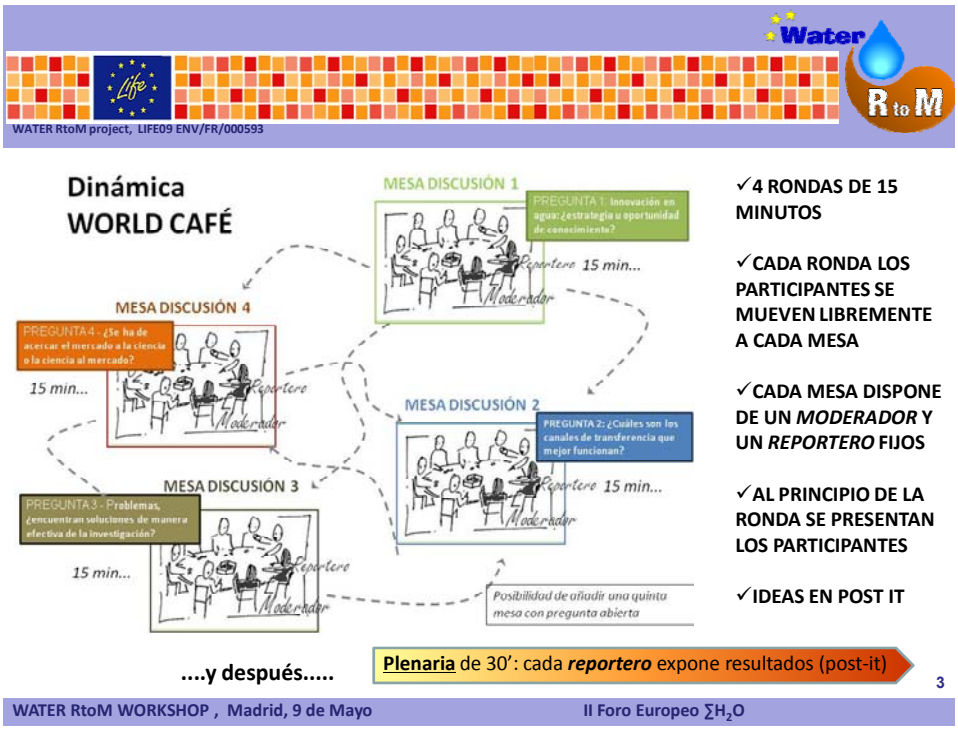
f. Poster (Spanish)

16. ANNEX 4 – Presentations

g. What is Water RtoM + SMAA and SCARCE

Factsheets in separated document

h. Presentation Introduction to the session

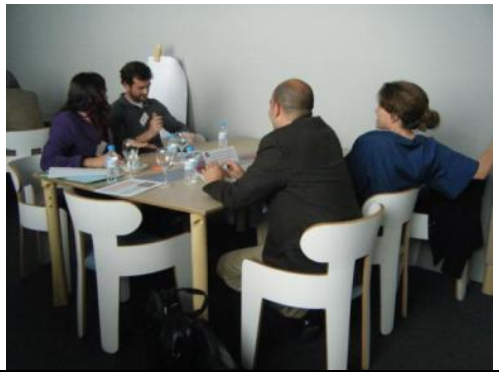


17. ANNEX 5 – Other provided material

i. Example of badges

Beatriz Medina
AMPHOS 21

18. ANNEX 6 – Pictures



	 MESA 2	 MESA 3

7. ANNEX 3 - E-SEMINARS REPORTS

7.1 RECULTIVATION OF JELONEK AND WINIARY LAKES IN GNIEZNO - PL

E-SEMINAR 16 MAY 2012
Gniezno Output

Communication Action:	**E-seminar**

Objective of the event:

The objective of this event was to conduct a short seminar via internet. Such a seminar would focus on project chosen by the WaterRtoM for promotion. By inviting the authors of the project we are able to introduce the subject better. It is much cheaper and causes less effort. The subject of this e-seminar is "Recultivation of Jelonek and Winiary lakes in Gniezno by inactivation of phosphorus in bottom sediments" and authors invited : PROTE- authors off the technology, authorities of Gniezno community- who used the technology on their lakes. Both of the speaker proved excellent quality of presentation and deep knowledge on the subject to answer all of the questions.

Targeted Audience

To choose target audience one should think: who is the product referring to, who can possibly be interested in using it and whose decision matters in applying it. In our case we knew that the target group will refer to all communities tha have a problems with eutrophication of lakes. Also sanitary inspectors and institutes that will have to estimate how this technology influences the environment. Due to the fact that it is a technology –technologist who would understand the purpose and methods of work and could either improve it or simply use it.

Expected behaviour of the targets

The expected behaviour of targets is to enforce on them to think about applying the technology in their own cities, on their own water aquifers. Also with the help of Gniezno authorities it is easier to understand how the bureaucratic procedures might look like from the point.

Message to deliver (simple, clear, concise, single)

To introduce a new technology already applied and proved working. Technology of phosphorous inactivation in lakes sediments used in Gniezno is available on the market and ready to be reached for. It focuses not only on inactivation of phosphorous in the water but also on sediments. Furthermore in the context of the project a lot of work was done on the area next to lakes(plants removal and re-plantation, changes in water paths.

Indicators to evaluate the achievement of the objective

Indicators have to be measurable, precise, specific, realistic, …

To evaluate the achievement of the objective we have prepared questionnaires for participants and speaker to fill up- when obtained will be enclosed. Also we have been recording the meeting and presentations.

Feedback from the activity

E-seminar is a very good idea for realization of conferences and trainings. It enables participation of people from all corners of Poland and even abroad. It also enables administrator to have a full control over the meeting. However one should remember to practise connection with the participants before the actual meeting. We had more than one situation in which participants attended using laptop

microphone solo- even though we warned them about the connections problems. Some of the participants were unable to install their equipment which also caused more time looses before the planned meeting. Our new strategy towards them is to call and organize a meeting independently before 2 e-seminar. An example of a good practise is the chat room which at some point turned into "question field" to avoid interruption we proposed all participants to place a question that they have (during presentation and not only) in the box and after the presentation authors as well as other participants will try to answer them and come into a discussion.

7.2 EH-REK - PL

E-SEMINAR EHREK 29.08.12

Communication Action: E-seminar

Objective of the event:

The objective of this event was to conduct a short seminar via internet. Such a seminar would focus on project chosen by the WaterRtoM for promotion. After first e- seminar, we have decided to focus on the subject of recultivation of water aquifers, pollution prevention and general problems connected with urban aquifers that are shallow and suffer due to the anthropogenic activity. One of the objective at this e-seminars was to gather a group of different people – not only to enlarge our data base but also to make sure that the main goal of our project –promotion of outputs is being achieved in a larger group of participants. Also, year 2013 has been dedicated to all lakes in Poland so our goal is to fit in those frames and use this fact for further promotion of the outputs.

Targeted Audience

Target audience of this e-seminar consisted from people involved in water sector and environmental protection. We have managed to choose a different group of participants than the last time- which is good because this way we make sure that the purpose of dissemination is kept. Different activities and their everyday responsibility puts their attention to other details. The only person that repeated was Mrs. Jadwiga Trzcińska- our previous speaker for "Gniezno" project. It was very interesting to have her again because her experiences were much different than in case of EHREK project which resulted in an interesting discussion.

Expected behaviour of the targets

The expected behaviour of target groups is to convince them about applying the technology in their own cities, on their own water aquifers. Also with the help of Gniezno and EHREK project it is easier to understand how the bureaucratic procedures might look like from their point. At the beginning of the presentation EHREK's project leader Mr. Jurczak has already mentioned that some of good practise have been already copied. What is more, after the project- local authorities in Lodz decided to take care of the project further- monitor aquifers and prevent pollution if necessary. Also, they are willing to invest in recultivation in other aquifers in Lodz.

Message to deliver (simple, clear, concise, single)

Technologies, methodologies or procedures introduced on e-seminars have already been tested and are ready to use. EHREK output brings a big advantage to the environment due to the fact that it shows the ecohydrological way of aquifer management. Main message that we, partner of the project, would like to deliver is connected with actions that we undertake to promote the output. On each e-seminar we start from

the introduction to the project and its main tasks, we try to focus on showing how advantageous and interesting it is to join us. Why what we do might be profitable. In case of EHREK project we are trying widely to show the necessity of urban aquifer recultivation. Thanks to gained experience and help of key speakers who can advise on the whole procedure- we try to encourage other authorities to focus on this important environmental issue. Also for them it might be a way to obtain some additional information about social ecological education, administration steps and potential mistakes to be avoided.

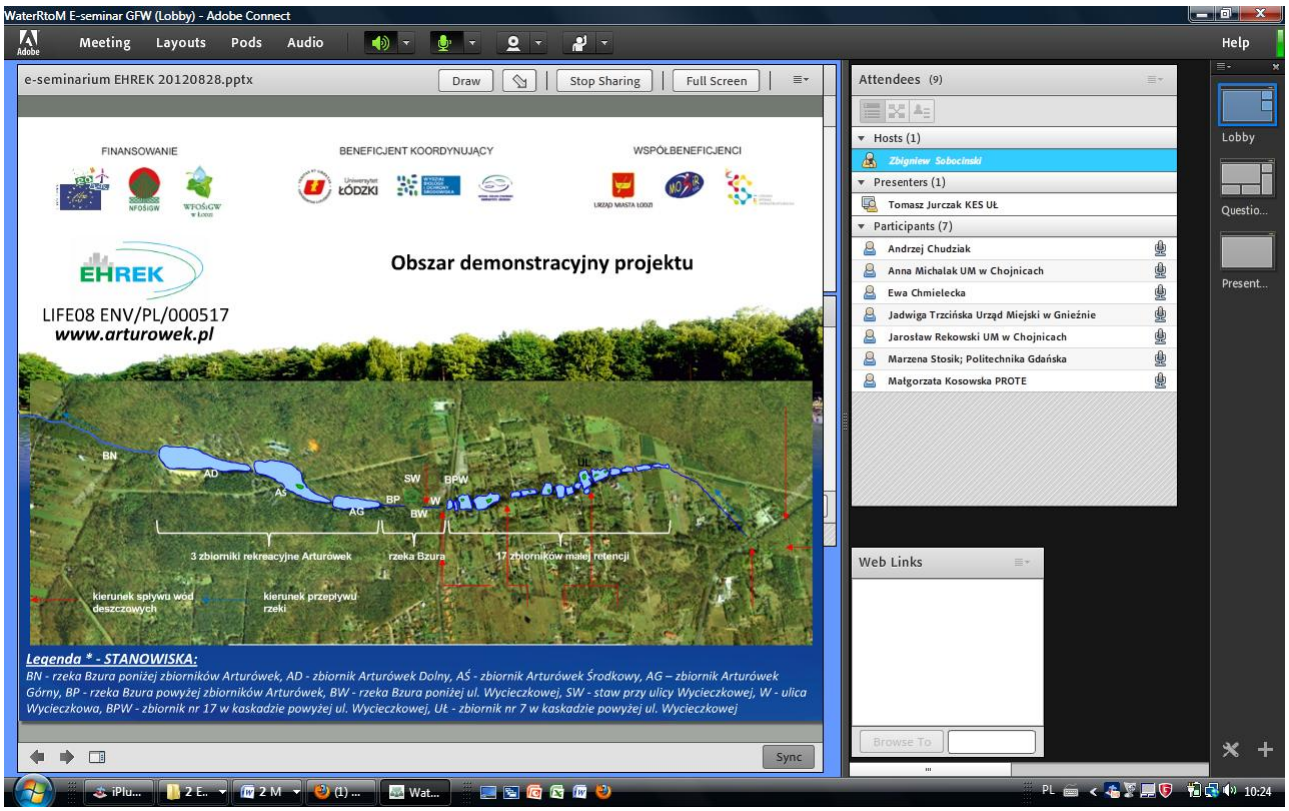
Indicators to evaluate the achievement of the objective

Indicators have to be measurable, precise, specific, realistic, …

As stated in the "objective" point. We wanted to focus on different audience to ensure the maximum information flow. We have managed to do that. All in all we have decided to invite 10 people involved in water management, local authorities. I enclose their names in the scan of e-seminar room. To evaluate the achievement of the objectives we have prepared questionnaires for participants and speaker to fill up- when obtained will be enclosed. Also we have been recording the meeting and presentations. Which is already available.

Feedback from the activity

General concern regarding this type of communication is connected with the need to practise connection with the participants before the actual meeting. We had more than one situation in which participants attended using laptop microphone solo- even though we warned them about the connections problems. Some of the participants were unable to install their equipment which also caused more time looses before the planned meeting. Our new strategy towards them is to call and organize a meeting independently before 2 e-seminar. An example of a good practise is the chat room which at some point turned into "question field" to avoid interruption we proposed all participants to place a question that they have (during presentation and not only) in the box and after the presentation authors as well as other participants will try to answer them and come into a discussion. Another example of a feedback from this e-seminar was a visit of 2 people from Koscierzyna City Council – from which we had 2 e-seminar participants. They wanted to discuss recultivation of lakes and the idea of aquifer management. They have asked us about Gniezno Recultivation project and contact details as well as deWELopment project. Both of the projects were chosen for further promotion through Water RtoM project. What is more, due to the "2013 Lakes year" a GWF participant was asked to join meetings regarding recultivation of lakes in Pomerania area which gives us a chance to disseminate information about the project among Universities and companies that provide that kind of services.- this way we get the access to new contacts.


WaterRtoM E-seminar GFW (Lobby) - Adobe Connect
Meeting Layouts Pods Audio Help
e-seminarium EHREK 20120828.pptx
Draw Stop Sharing Full Screen
FINANSOWANIE
BENEFICJENT KOORDYNUJĄCY
WSPÓŁBENEFICJENCI
EHREK
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Obszar demonstracyjny projektu
BN
AD
AŚ
AG
BP
BW
SW
BPW
W
UŁ
3 zbiorniki rekreacyjne Arturówek
rzeka Bzura
17 zbiorników małej retencji
kierunek spływu wód deszczowych
kierunek przepływu rzeki
Legenda * - STANOWISKA:
BN - rzeka Bzura poniżej zbiorników Arturówek, AD - zbiornik Arturówek Dolny, AŚ - zbiornik Arturówek Środkowy, AG – zbiornik Arturówek Górny, BP - rzeka Bzura powyżej zbiorników Arturówek, BW - rzeka Bzura poniżej ul. Wycieczkowej, SW - staw przy ulicy Wycieczkowej, W - ulica Wycieczkowa, BPW - zbiornik nr 17 w kaskadzie powyżej ul. Wycieczkowej, UŁ - zbiornik nr 7 w kaskadzie powyżej ul. Wycieczkowej
Sync
Attendees (9)
Hosts (1)
Zbigniew Sobocinski
Presenters (1)
Tomasz Jurczak KES UŁ
Participants (7)
Andrzej Chudziak
Anna Michalak UM w Chojnicach
Ewa Chmielecka
Jadwiga Trzcińska Urząd Miejski w Gnieźnie
Jarosław Rekowski UM w Chojnicach
Marzena Stosik; Politechnika Gdańska
Małgorzata Kosowska PROTE
Web Links
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Present...
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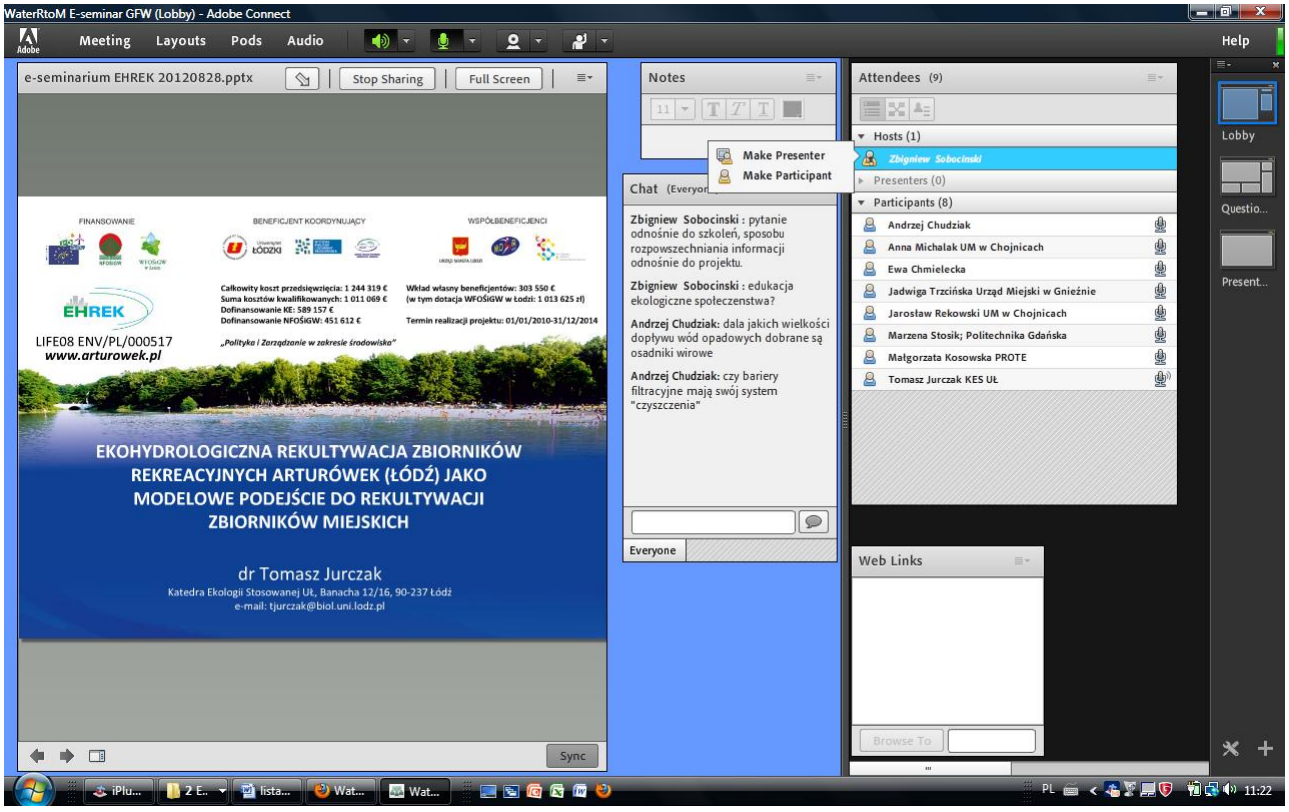

WaterRtoM E-seminar GFW (Lobby) - Adobe Connect
Meeting Layouts Pods Audio Help
e-seminarium EHREK 20120828.pptx
Stop Sharing Full Screen
FINANSOWANIE
BENEFICJENT KOORDYNUJĄCY
WSPÓŁBENEFICJENCI
Całkowity koszt przedsięwzięcia: 1 244 319 €
Suma kosztów kwalifikowanych: 1 011 069 €
Dofinansowanie KE: 589 157 €
Dofinansowanie NFOŚiGW: 451 612 €
Wkład własny beneficjentów: 303 550 €
(w tym dotacja WFOŚiGW w Łodzi: 1 013 625 zł)
Termin realizacji projektu: 01/01/2010-31/12/2014
„Polityka i Zarządzanie w zakresie środowiska"
EHREK
LIFE08 ENV/PL/000517
www.arturowek.pl
EKOHYDROLOGICZNA REKULTYWACJA ZBIORNIKÓW REKREACYJNYCH ARTURÓWEK (ŁÓDŹ) JAKO MODELOWE PODEJŚCIE DO REKULTYWACJI ZBIORNIKÓW MIEJSKICH
dr Tomasz Jurczak
Katedra Ekologii Stosowanej UŁ, Banacha 12/16, 90-237 Łódź
e-mail: tjurczak@biol.uni.lodz.pl
Sync
Notes
Make Presenter
Make Participant
Chat
Zbigniew Sobocinski : pytanie odnośnie do szkoleń, sposobu rozpowszechniania informacji odnośnie do projektu.
Zbigniew Sobocinski : edukacja ekologiczne społeczenstwa?
Andrzej Chudziak: dala jakich wielkości dopływu wód opadowych dobrane są osadniki wirowe
Andrzej Chudziak: czy bariery filtracyjne mają swój system "czyszczenia"
Everyone
Attendees (9)
Hosts (1)
Zbigniew Sobocinski
Presenters (0)
Participants (8)
Andrzej Chudziak
Anna Michalak UM w Chojnicach
Ewa Chmielecka
Jadwiga Trzcińska Urząd Miejski w Gnieźnie
Jarosław Rekowski UM w Chojnicach
Marzena Stosik; Politechnika Gdańska
Małgorzata Kosowska PROTE
Tomasz Jurczak KES UŁ
Web Links
Browse To
Lobby
Questio...
Present...
11:22

WaterChange E seminar

Report not yet available – in progress

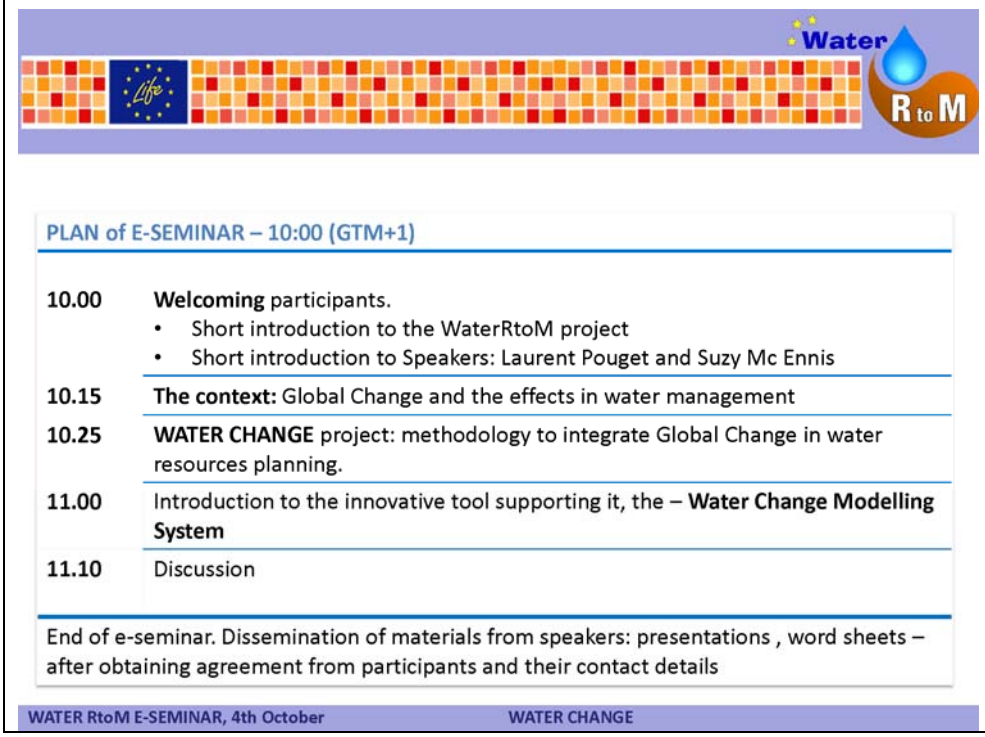
The recordings :

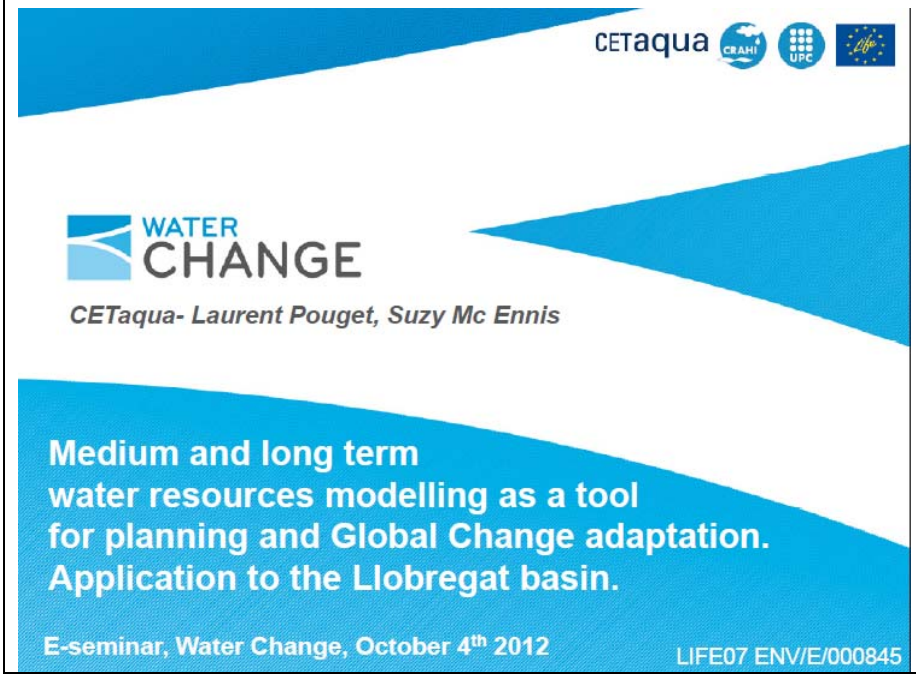
e-seminar_Water change video (17 mn) : http://office-international.adobeconnect.com/p6z04rmjor2/

e-seminar_Water change discussion (6 mn) http://office-international.adobeconnect.com/p3zlkhlra06/

e-seminar waterchange (15 mn) http://office-international.adobeconnect.com/p3qds950qxg/

e-seminar bm (2mn) http://office-international.adobeconnect.com/p1kednd8sdd





Frame

Frame for E-seminar organisation
Communication Action: WCMS **Type of the communication action E-SEMINAR**
Objective of the event: *(Information, appropriation, action…), our needs , etc…* The main objective of this e-seminar is to create awareness on the WCMS tool and encourage participants to uptake it.
Targeted Audience Target users of WCMS output, there are two types • Water river basin agencies in Europe • Consultant engineers in water planning from Europe
Expected behaviour of the targets To express interest in the tool and be proactive during the discussion.
Message to deliver (simple, clear, concise, single) • Title of the e-seminar: How to better estimate the impacts of global change in long term water resources management? The WCMS tool. • Objectives: Are you integrating the impacts of global change in the water planning? Do you know new tools that could support your decisions in water planning in accordance with the future challenges? This e-seminar is framed in the LIFE+ project WATER CHANGE and organised by LIFE+ Water Research to Market project and aims at explaining a new tool to assess impacts of global change on water resources management and evaluate adaptation measures: Water

Change Modelling System – WCMS).

Means & Resources to implement to reach the objective

Organiser: Amphos 21 (Water RtoM)

Speakers: Cetaqua (WaterChange)

Web system: Adobe connect

Agenda, planning, date and place

4th October 2012

Indicators to evaluate the achievement of the objective

Number of attendants (max. 15): 4

Number of potential cross-border contacts

Number of feedback provisions

Level of interactions and pro-active discussion

Video: 1 http://www.waterrtom.eu/audiovisual

Main constraints

Low attendance, contents too technical, lower involvement of participants.

Implementation of the action

Task	Timing	Responsible
First announcement: - Mailing to key contacts - Mailing to other contacts - Using "multipliers" of information	August	Amphos 21 (CETAQUA validates)
Familiarization of CETAQUA with the e-tool – to plan a meeting	August	Amphos 21 and CETAQUA
Second announcement: - reminder	September	
Information on the practicalities of the e-seminar: instructions how does it work, planning pre-meetings with the participants to test the tool	Mid-september	Amphos 21
Mailing and phoning to	End-september	Amphos 21

registered participants to remind the meeting		
Presentations and contents	End-September	CETAQUA
E-seminar	4th October	Amphos 21 and CETAQUA
Feedback to participants	November	Amphos 21 and CETAQUA

Announcement

WATER RESEARCH TO MARKET - eSEMINAR

How to consider Global Change in water resources planning?

Thursday, 4th October 2012, 10:00-11:30 am

How to assess impacts of global change on water resources and evaluate adaptation measures? How to support and ease a future planning? This e-seminar focuses on the methodology considered in the WATERCHANGE project[1], including an application to a Mediterranean region.

The e-seminar is part of the Water RtoM promotion marketing strategy aiming at accelerating the transfer of research outputs to practitioners. The e-seminar brings the possibility to establish active discussions among practitioners and researchers during a 2-hour web-based conference, focused sharply on one topic. The aim of the e-seminar is to address information on new research outputs facing key current problems in the water sector.

This e-seminar provides:

- A key E-lecturer on **Global Change** and the effects in **water management.**
- A presentation of the WATER CHANGE methodology to integrate Global Change in water resources planning and introduction to the innovative tool supporting it, the – **Water Change Modelling System** (Lecturers: Laurent Pouget and Suzy Mc Ennis).
- The possibility to stream a discussion between scientific experts and policy makers.

Requirements to attend the course:

- Fluent listening English.
- Be professionally active in the water management domain:
  - Water river basin agencies in Europe.
  - Consultant engineers in water planning from Europe.
- Logistics – internet connected computer with set of headphones with a microphone. (You will receive a confirmation by e-mail with URL address of the web-meeting site).

Registration

- For registration please click HERE or send an email to Ms. Beatriz Medina, beatriz.medina@amphos21.com
- Responsible organisations: AMPHOS21, CETAQUA

More details on Water RtoM eSeminars are available HERE

www.waterrtom.eu

[1] 2012 IWA Project Innovation Awards Global Competition: Honour Awards, category Planning
2012 IWA Project Innovation Awards Europe & West Asia Regional Awards: Winner , category Planning