



Education and Culture DG

Lifelong Learning Programme

LLP-LDV/TOI/2007/IT/195

TRA.I.N.E.R. – Transferring Innovation and Network in Renewable Energies



TRA.I.N.E.R.
TRANSFERRING INNOVATION AND NETWORK IN RENEWABLE ENERGIES

THE LOCAL NETWORK IN MADRID AND CASTILE AND LEON FOR THE TRAINER PROJECT

Projecting a methodology, identifying the stakeholders
and creating the local network



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Introduction

While projecting the TRA.I.N.E.R. project it has been thought important the fact of collecting all the stakeholders (single subjects or group of them, like the associations of entrepreneurs or consortiums of energy service companies etc...) into a local network.

Creating a local network has been already demonstrated in the PRO AERE project (the project that TRA.I.N.E.R. will transfer to a new target) a useful starting point in the needs analysis that will bring to the creation of the materials for the target groups. In fact this way of proceeding permitted a wider involvement of the local actors that brought to considerations deeply rooted in the local social and economical context.

So a methodology has been set up, shared and approved by all the partners.

This methodology has been divided in three different steps:

- 1) identification of the stakeholders considering the target groups (energy demanding SMEs, citizens, public and private technicians and operators);
- 2) description of their role and potential interests in the TRA.I.N.E.R. project (particularly in the use of renewable energies);
- 3) direct contact with them (or with their representative, in case of groups of stakeholders) and organization of a private meeting in which the project is presented in detail and is asked to be part of the network (and, as a consequence, to participate actively to the project).

Through this "3-steps" methodology it is desirable to collect information that will bring to a local territorial and socioeconomic analysis, to an enhanced knowledge and sharing of the thematics regarding the use of renewable energies between the actors and, above all, to an involvement of all the main key players in the network.



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Identification of the stakeholders

BESEL was the responsible partner to organize the first International Seminar of the TRAINER project on April 4th in Madrid in which different association, enterprises and other public and private bodies assisted to get information about the TRAINER project and how to get involved in the Network. In that Seminar BESEL had its first contact with assistants to hearten their participation in the project. Otherwise, and to assure the success of participation, BESEL scheduled private meetings with them to encourage their interest in the TRAINER project.

Below are listed the stakeholders interested in participating in the TRAINER project network.

Enterprises

1. ISOFOTON
2. ENERGIADIFERENCIAL

Public managers and civil employees

1. Spanish Wind Energy Association (AEE)
2. Alcobendas Businessmen Association (A.I.C.A.)

Universities

1. Universidad Alfonso X el Sabio

Creation of the network

Institution/ Association/ Company/ Citizen precinct	ISOFOTÓN
Address	Montalbán 9 28014 Madrid Tel.: (+34) 914 147 800 http://www.isofoton.com/
Contacts	isofoton@isofoton.com

What are the fields of intervention of the institution/association/company/citizen precinct/other?

Isofotón was established in Málaga, Spain in 1981 to initiate the industrial manufacture of photovoltaic cells from silicon wafers, a project that was led by Professor Antonio Luque (Universidad Politécnica de Madrid). In 1985, the Solar Energy activities were consolidated, by including the technology for manufacturing thermal collectors. Since then, Isofotón has offered solar photovoltaic energy solutions (production of electricity) and thermal ones as hot water production.

In 1997 the "Grupo Bergé" acquired Isofotón, which boosted the commercial and production activities, continuing Isofotón with the activities in both fields.

Is this institution/association/company/citizen precinct/other formed by different subject (i.e.: associations are formed by different companies)? If the answer is "YES", please list the names of all the subject (i.e.: associations may reach different companies or consortiums may be owned by many bodies or companies...).

Since 1997 the "Grupo Bergé", through the societies Bergé Solar y Bergé y Cía. S.A. is the biggest partner of Isofotón. It also forms part of a society named **Silicio Energía** and the principal partners are: Isofotón, Endesa, the Andalusian Government, the Banco Europeo de Finanzas and Gea, which main object is a factory to produce polysilicon. Isofotón contributes not only capital for the new factory, but technological leadership as experts in the sector.



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Why has this institution/association/company/citizen precinct/other been considered important and inserted in the network of stakeholders?

The company is working directly on Renewable Energies. As an added value it forms part of a consortium with companies very important in Spain in the Energy related sector (Endesa) or public entities (Andalusian Government). A company with such important partners working in the area of solar panels is considered important and we think it will be really useful to have it in the project network.

Has this institution/association/company/citizen precinct/other any past experience in activities regarding renewable energies?

Isofotón has four lines of business that cover the entire spectrum of the value chain of technology for using light and solar radiation: Photovoltaic Solar Energy, Thermal Solar Energy, Distribution Market (national and international) and Project Market (Grid Connection Systems carried out in countries with appropriate legislative frameworks, and Off-Grid Systems which consist mainly of Rural Electrification Projects in developing countries).

What is the potential contribution of the institution/association/company/citizen precinct/other to the network?

Isofotón can provide its knowledge in all the fields already mentioned in previous questions. We think the consortium that Isofotón form part of can provide them with a really interest point of view to share in the network created for the TRAINER project.

They count with big experience in Renewable Energies related fields, and because of their own activity they will continue with many R&D activities. Their knowledge will be always updated, so this can be a great partner contributing with the last ideas regarding the field of work of the TRAINER project.



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Institution/ Association/ Company/ Citizen precinct	ENERGIADIFERENCIAL
Address	Ctra. De Loeches, 13 portal D – 4º A 28850 Torrejón de Ardoz (Madrid) Tel.: (+34) 667 465 956 http://energiadiferencial.com/
Contacts	ilp@energiadiferencial.com

What are the fields of intervention of the institution/association/company/citizen precinct/other?

Energiadiferencial was founded in 2006 as an engineering studio. It offers consultancy services to architects interested in sustainable buildings, understanding it as the use of solar thermal and solar photovoltaic applications as well as the development of techniques based on the concept of the "passive building". It also works in maximizing energy efficiency as the differential concept both in design and building.

As a consultancy it has also some experience in dissemination, mainly about Renewable Energies applied to architecture and building.

Is this institution/association/company/citizen precinct/other formed by different subject (i.e.: associations are formed by different companies)? If the answer is "YES", please list the names of all the subjects (i.e.: associations may reach different companies or consortiums may be owned by many bodies or companies...).

No, it is not.

Why has this institution/association/company/citizen precinct/other been considered important and inserted in the network of stakeholders?

We have considered companies as an important type of stakeholders to have in the network. Energiadiferencial is really new company, working in the field where the TRAINER project is developed, so it has innovative ideas about Renewable Energies. In spite of being a new company its origin was in 1996, in a university competition to create a solar plane. It gives the company a mixture of expertise and novelty that has been one of the main facts to insert it in the network.





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Has this institution/association/company/citizen precinct/other any past experience in activities regarding renewable energies?

It has already explained above the field of work of the company Energiadiferencial, always related to Renewable Energies. The experience is mainly applied to energy efficiency in buildings, including solar thermal and solar photovoltaic applications.

What is the potential contribution of the institution/association/company/citizen precinct/other to the network?

As a new company in the consultancy field it has new ideas to apply to the projects they are working in. The fields of work of Energiadiferencial are solar thermal and solar photovoltaic energy, as well as sustainable architecture. The experience of the company in those fields and the continuous tasks that they are developing will keep them in touch with the last concepts regarding Renewable Energies. This is what the company can give to the network, actualized information about a lot of aspects regarding Renewable Energies.





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Institution/ Association/ Company/ Citizen precinct	Asociación Empresarial de Eólica Spanish Wind Energy Association (AEE)
Address	C/ Serrano, 143 28006 Madrid Tel.: (+34) 917 451 276 www.aeeolica.org
Contacts	acena@aeolica.org

What are the fields of intervention of the institution/association/company/citizen precinct/other?

In addition to the fundamental task of representing the wind power sector to the various administrations and entities, AEE activity focuses on the task undertaken by the Working Groups that address virtually all areas affecting wind energy.

Another key point is the organization of events to analyze all players with the most important topics at every moment and the publication of reports and studies on the sector, as the Yearbook which has become an inescapable reference on the wind.

In addition, among other activities, EEA holds the secretariat REOLTEC (Platform Technology Sector Wind), ICEX coordinates with the presence of Spanish companies in trade fairs and conferences abroad and disseminates the reality of wind energy with the presence in days , Conferences and courses.

Is this institution/association/company/citizen precinct/other formed by different subject (i.e.: associations are formed by different companies)? If the answer is "YES", please list the names of all the subject (i.e.: associations may reach different companies or consortiums may be owned by many bodies or companies...).



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Some of the partners associated to AEE are listed below:

- 360 CORPORATE FINANCE, S.A. - <http://www.360corporate.com>
- 3M ESPAÑA, S.A.- <http://www.3m.com>
- ABO WIND ESPAÑA, S.A.- <http://www.abo-wind.com/es/>
- ACCIONA GREEN ENERGY, S.L.-<http://www.accion.es>
- AEPA - ASOCIACIÓN EÓLICA DEL PRINCIPADO DE ASTURIAS
- ALARDE SOCIEDAD DE ENERGÍA, S.A.-<http://www.aldesaconstrucciones.es>
- ALEASOFT (ALEA BUSINESS SOFTWARE, S.L.)-
<http://www.aleasoft.com>
- ALSTOM POWER SERVICE, S.A.- <http://www.alstom.es>
- APECYL (Asociación de Promotores de Energía Eólica Castilla y León)- <http://www.apecyl.com>
- APREAN RENOVABLES (Asociación de Promotores y Productores de Energías Renovables de Andalucía)- <http://www.aprean.com>
- APRECAM (Asociación de Promotores de Energía Eólica Castilla-La Mancha)-
<http://www.aprecam.com>
- AREVA T&D IBÉRICA, S.A.- <http://www.areva-td.com>
- Ascot Insurance Services España- <http://www.ascotuw.com>
- ASEA BROWN BOVERI, S.A.- <http://www.abb.es>
- AVANTI WIND SYSTEMS, S.L.- <http://www.avanti-online.com>
- BANCOSABADELL INVERSIÓ I DESENVOLUPAMENT- <http://www.bancosabadell.com>
- BARLOVENTO RECURSOS NATURALES, S.L.- <http://www.barlovento-recursos.com>
- BEAS DE INGENIERIA, S.L.
- BESEL, S.A.- <http://www.besel.es>
- BRUZON&MILLER CORREDURIA DE SEGUROS Y REASEGUROS, S.A.- <http://www.bruzon-miller.com>
- CAIXA D'ESTALVIS DE CATALUNYA- <http://www.caixacatalunya.es>
- CALIDAD ENERGÉTICA, S.A.
- CAPITAL ENERGY, S.A.- <http://www.capitalenergy.es>
- CASTELLWIND-03, S.L.
- CENTRO NACIONAL DE ENERGÍAS RENOVABLES (CENER)- <http://www.cener.com>
- COPCISA ELÉCTRICA, S.L.U- <http://www.copcisa.com>
- DANOBAT S. COOP.- <http://www.danobat.com>
- DEWI GmbH Sucursal en España- <http://www.dewi.es>
- DIMECO TÉCNICAS INDUSTRIALES, S.L.- <http://www.dimecoti.com>
- ECOTECNIA ENERGÍAS RENOVABLES, S.L.- <http://www.ecotecnia.com>
- ELDU, S.A.- <http://www.eldu.com>
- ELECTRIZITATS-GESELLSCHAFT, S.L.- <http://www.egl-espana.com>
- ELEVADORES GOIAN, S.L.- <http://www.goian.com>
- ELSPEC ENGINEERING LTD.- <http://www.elspec-ltd.com>



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Why has this institution/association/company/citizen precinct/other been considered important and inserted in the network of stakeholders?

The Spanish Wind Energy Association main objectives are:

- To promote the execution, development and implementation of projects for the wind energy use.
- To co-ordinate activities before the different public administrations and entities
- To focus the members initiatives
- To be the vehicle for the discussion and dialogue with the public Administration
- To support the development of the wind energy
- To promote the adequate measures to defend the members interests
- To, collectively, inform and disseminate the development of the activities carried out

AEE is a discussion forum, a representation and communication channel among the wind energy promoters at the different levels of the society. That is why AEE is considered as a good stakeholder to be included in the TRAINER project, and their partners are a very interesting public for the network.

Has this institution/association/company/citizen precinct/other any past experience in activities regarding renewable energies?

As it has been explained, the Association since its creation works in the field of Wind Energy and it can contribute to the promotion and development of the results of the project.

What is the potential contribution of the institution/association/company/citizen precinct/other to the network?

AEE could contribute in the project to the network promoting the project within its associated enterprises and providing many contacts to the project. This Association will act as the intermediate between the TRAINER project and his associated companies, encouraging an active participation of the companies in the network. Moreover, AEE has a wide experience in this field and may also bring new knowledge and technical information regarding the developments of particular technologies regarding Renewable Energies.





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Institution/ Association/ Company/ Citizen precinct	Asociación de Empresarios de Alcobendas (AICA) Alcobendas Businessmen Association (AICA)
Address	Plaza del Pueblo, nº 1 – 4ª planta 28100 Alcobendas (Madrid) Tel.: (+34) 916 541 411 http://www.aica-asoc.com/
Contacts	aica@aica-asoc.com

What are the fields of intervention of the institution/association/company/citizen precinct/other?

The “Asociación de Empresarios de Alcobendas” was founded in 1976 under the name of AEDA. After the merger in 1984 with the “Asociación Mercantil de Alcobendas y San Sebastián de los Reyes” it was called AEMIDA. It was in 1990 when finally changed its name to the current AICA.

The main goal of the “Asociación de Empresarios de Alcobendas – A.I.C.A.” is to join businessmen, industrial owners, merchants and autonomous professionals from Alcobendas, creating cooperation and collaboration links between them, to get the best possible defence of their interests.

A.I.C.A.’s field of work is Alcobendas, a city placed in the north of Madrid with a population over 100.000 people. Alcobendas counts with a really important economic activities centre, which hosts more than 600 companies related to services, distribution and clean industries. It also has an industrial area with five business parks.

A.I.C.A. is a member and founder partner of CEIM – CEOE; CEIM is the Business Confederation of Madrid, and CEOE is the Spanish Confederation of Business organizations. In this sense A.I.C.A. has active participation in the Business world, including many fields of work (clothing, consultancy, financial, telecommunications, free time...).

Is this institution/association/company/citizen precinct/other formed by different subject (i.e.: associations are formed by different companies)? If the answer is “YES”, please list the names of all the subject (i.e.: associations may reach different companies or consortiums may be owned by many bodies or companies...).



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AICA has more than 125 companies associated. We can mention some of them:

- Simon Says
- Radio Estudio
- Sanitas
- Viajes Crisol
- Rafael Hoteles
- Mutua Universal
- Muebles Las Heras
- Randstad
- Limpiezas Clean4you
- Gerarmotor
- Golf Park
- Euroquality
- El 104
- Enbici
- BBVA
- Bancaja
- Caja España
- Alcobendas Entertainment
- Acf Consultores
- Acens Technologies

Why has this institution/association/company/citizen precinct/other been considered important and inserted in the network of stakeholders?

AICA has many types of different associates. Especially industrial companies can have more interests in Renewable Energies due to high energy consumption. AICA, as the association that assembles all the companies, is a really good contact to spread the information of the network that will be created.

Has this institution/association/company/citizen precinct/other any past experience in activities regarding renewable energies?

The company itself does not have any particular experience about Renewable Energies. Some of the companies of A.I.C.A. by themselves have more experiences due to their own activities, like hotels, for instance. A.I.C.A. offers some training between which you cannot find anyone about energies actually.



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What is the potential contribution of the institution/association/company/citizen precinct/other to the network?

The enormous range of enterprises forming part of A.I.C.A. give this association a great potential to contribute to the network. The number of companies (up to 125) also helps a lot to make very interesting the participation of A.I.C.A. in the TRAINER project. The association will play the role of intermediate between companies and the project, promoting the participation of enterprises in the network, and explaining them the advantages of forming part of this type of networks. And every company can contribute with his experience in different fields that can be related to Renewable Energies in very different ways.

Institution/ Association/ Company/ Citizen precinct	Universidad Alfonso X el Sabio (UAX) Alfonso X the Wise University (UAX)
Address	Campus Villanueva de la Cañada Avenida de la Universidad, 1 28691 Villanueva de la Cañada (Madrid) Tel.: (+34) 902 100 868 www.uax.es
Contacts	fundacion@uax.es montoya@uax.es

What are the fields of intervention of the institution/association/company/citizen precinct/other?

The Alfonso X the Wise University was born in 1993, as a business project based on the principles of freedom and independence, focused to provide students the adequate knowledge to achieve their insertion in the business world.

The maximum educational quality, which is the main objective of the University, is achieved by the constant and continuous effort of the teaching personnel and the use of technical installations and materials needed for it.

The "Fundación Alfonso X el Sabio" (Alfonso X the Wise Foundation) is a non-lucrative private educational and researcher institution. Its main objective is to promote research activities and programs with scientific or cultural character, supporting and complementing the activities carried out by the Alfonso X the Wise University.

In that sense the Foundation promotes the collaboration and participation between companies, associations, institutions and particulars with the University, and contributes to improve the communication and intervention of the University in the society, following the slogan "University of the Company".

Is this institution/association/company/citizen precinct/other formed by different subject (i.e.: associations are formed by different companies)? If the answer is "YES", please list the names of all the subjects (i.e.: associations may reach different companies or consortiums may be owned by many bodies or companies...).

No, it is not.



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Why has this institution/association/company/citizen precinct/other been considered important and inserted in the network of stakeholders?

One of the Foundation's tasks is to promote and develop researches and studies in every area. Between its priorities we can mention driving the scientific, academic, cultural and social progress.

These priorities become challenges and new opportunities that can offer competitive solutions to make possible the cooperation between the Foundation and companies, as well as create new fields of cooperation that follow us to R&D projects, useful to develop the new society.

Taking into account the principles and priorities driving the Foundation is clear that the project fulfil its needs at the same time as the Foundation is a perfect stakeholder for the TRAINER project. It also important to mention that the continuous contact and access of the foundation to university students gives the possibility to easily transmit the interests of the project to them.

Has this institution/association/company/citizen precinct/other any past experience in activities regarding renewable energies?

The Alfonso X the Wise University counts with many Engineering degrees, as Civil, Industrial or Telecommunication Engineer, and Architecture, all of them within the Superior Polytechnic School. It is obvious that all of these degrees have background referring to renewable energies.

What is the potential contribution of the institution/association/company/citizen precinct/other to the network?

The Alfonso X the Wise University and its Foundation can contribute disseminating the TRAINER project between their students and academic staff, specially the ones with technical background referred to Renewable Energies.

They are also really interested in R&D activities, so they can be considered as a typical example of University in Spain with interests in Renewable Energies. In that way the network will beneficiate with another different type or participant. The University will participate in an international network on energies giving its point of view. Universities have always been considered as a seed for future projects, because engineers (in this case) of the future can awake interest in this type of subjects.