

Smart Cities Marketplace



Urban Transition Challenge 2023

How to apply for the SCM matchmaking services



07 September 2023 - [Online Info Session](#)



November 02, 2023 - November 16, 2023
L'Hospitalet del Llobregat, Spain

Smart Cities' Challenges 2023!

Urban Transition Challenge 2023

What is it?

The **Challenge on Urban Transition** aims at identifying cities, consortia, and investors in need of support to accelerate and finance their smart and sustainable projects.

It matches their needs with technical assistance, 1-to-1 consultancy, guidance services and/or peer2peer exchanges from and with EC Smart City experts.

Selected challenge owners (successful applicants that filled in the survey) are eligible to legal, financial, technical and governance assistance, webinar trainings, or even facilitated access to funding and financing via an Investor network.

The expert services are offered by the European Commission's initiative Smart Cities Marketplace.

How to get involved?

1. Cities, consortia, and technical providers wanting to develop, replicate or scale up a project aiming at climate neutrality, or investors interested in investing in a bankable one shall **fill in the following form** describing showcasing their needs and project ideas: <https://ec.europa.eu/eusurvey/runner/SCM-Project-Intake>

Need help with the form? [Guidance document](#) or [direct help via email](#). The project can be in various stages of preparation.

2. The EU Smart Cities Marketplace team evaluates the needs of each applicant and matches them with fitting expert services, potential technical partners, and/or investor interests.

Register now
Open until November 01, 2023

LOCATION
Av. Joan Carles I, 64
08908 L'Hospitalet del Llobregat, Spain

ORGANIZED BY
ACCIÓ
Catalonia's Trade & Investment
Generalitat de Catalunya
Government of Catalonia



The Urban Transition Challenge 2023 is organised by the EC initiative Smart Cities Marketplace as an official partner of the SCEWC Smart Cities Challenges held by ACCIÓ, Catalan Government's Ministry of Enterprise and Labour.

Means, pace and scale of the transition



The **EU Green Deal** set the goal of making of Europe the first climate neutral continent by 2050

- Binding climate **targets**
- **Investments**
- Attention to ensure that the process benefits all parts of society and supports the citizens and territories most exposed to the costs of decarbonisation (**Just transition**)

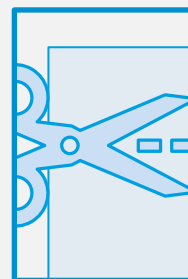
Companies and cities are adapting to reduce climate risk...

...but the **pace and scale of adaptation need to significantly increase.**

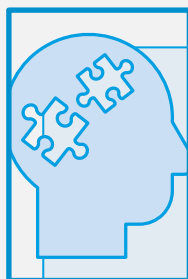
Main barriers to climate neutrality



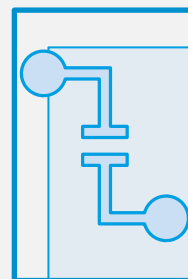
Lack of funding /
financing schemes



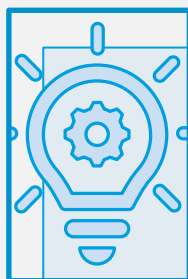
Fragmentation of
responsibilities



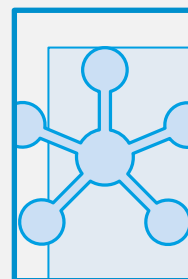
Lack of human resources
or skills



Disconnection strategy –
actions



Lack of knowledge about
the “right” solutions



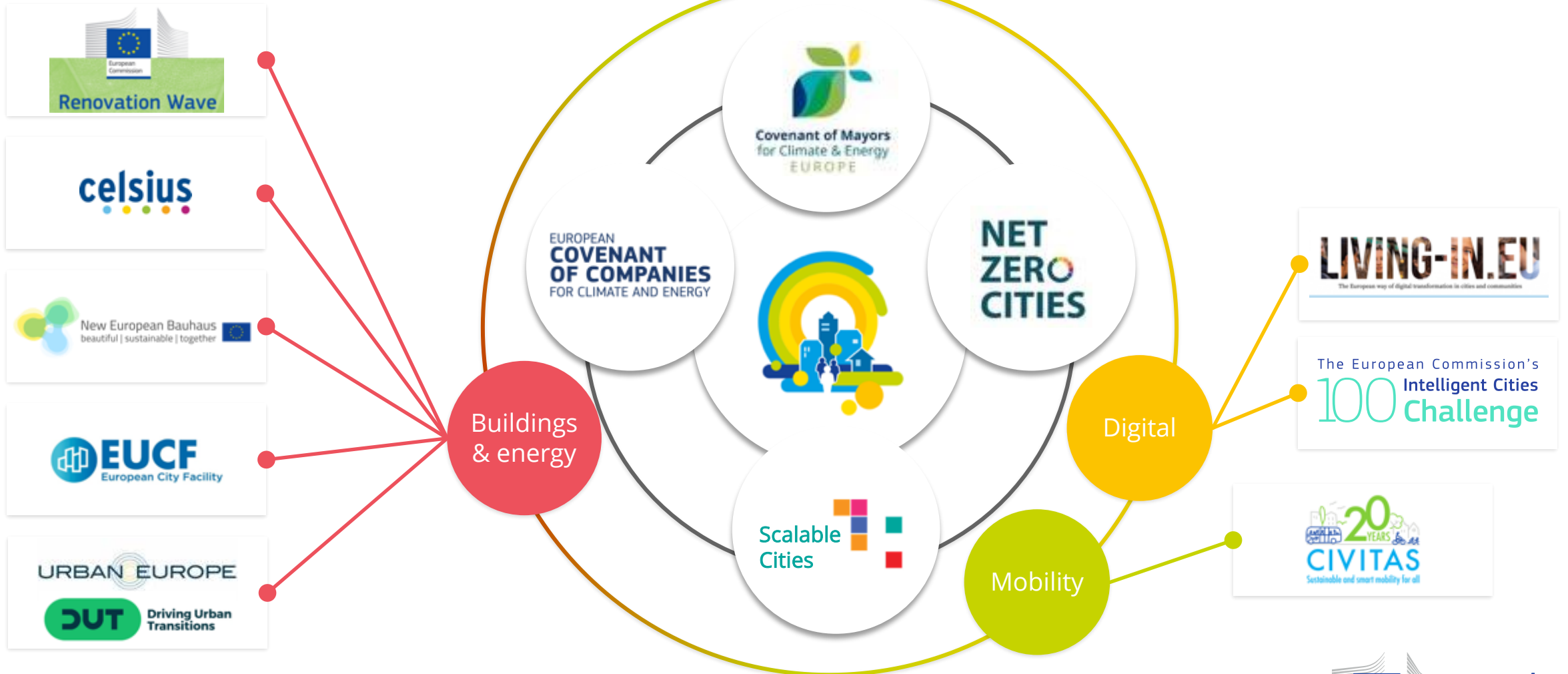
Lack of cooperation with
private sector

WHY is the EC Smart Cities Marketplace a resource for cities, businesses, and investors?



- **SUPPORTS AND ACCELERATES**
 - the identification of smart city projects to develop or invest into
 - their replication and scale up

- **INFORMS**
 - EU local communities – particularly from small and mid-sized cities ($\leq 100,000$ inhabitants) – on how to become climate-neutral.



And its expanding Investor network



AMBER
INFRASTRUCTURE GROUP

Aquila Capital 

 **ASPER**

arcus
INFRASTRUCTURE PARTNERS

 **Civiesco**

eeef
EUROPEAN ENERGY
EFFICIENCY FUND


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Your Capital -

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GNE FINANCE
High Impact Investments


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FINANCE

 **JOULE
ASSETS**

 **KYOTHERM**
Investing in clean energy

 **PIONEER**
POINT PARTNERS

 **PRIMEVEST**
Capital Partners

reenag

SCIF SMART CITY
INFRASTRUCTURE
FUND

 **Suma Capital**

...and expanding!

WHO can apply?



- **Cities and city consortia from EU Member States**
 - focus on small and mid-sized cities (≤ 100.000 inhab.)
 - larger cities also welcome
 - + from Participating countries in Horizon Europe Programme
- **Businesses, SMEs, and project developers** encouraged to contact the relevant city administration(s) to see if a consortium can be formed
- **Investors**

WHY should you engage in the Urban Transition Challenge?



- **Accelerate** the implementation of projects aiming at making your city climate neutral and financing opportunities
- **Benefit** from free-of-charge (financial, technical and governance) assistance
- **Receive** personalised project support according to your interests and availability
- **Join** networking sessions with cities, technical providers, and other key players with interest in co-developing projects in the areas of clean energy, sustainable mobility and ICTs
- **Gain** facilitated access to funding
- **Meet** with investors to pitch and improve a project, get feedback, and build relationships for future investments

WHAT type of support is provided?



- Matchmaking events
- Financing masterclasses
- Webinars
- 1-to-1 consultancy services (technical, financial, legal, engagement)
- Peer-2-Peer exchanges
- Deal meetings

HOW to benefit ?



1. Fill in the application form.
2. Register to the brokerage event on b2match and complete your profile before 1st of November.
3. Choose **format** (physical meetings*, online meetings or both).

**The physical meetings will be organised at SCEWC happening in Barcelona from 7-9 November 2023.*

The screenshot shows the European Commission's Smart Cities Marketplace website. The header includes the European Commission logo, a 'Log in' button, and a search bar. The main navigation menu has options for Home, Projects and sites, Insights, Matchmaking, Community, Scalable cities, and News and events. The current page is titled 'Call for Applications - Matchmaking Services' and contains the following text:

The Smart Cities Marketplace provides regular matchmaking services to help cities and city consortia with their project proposals to achieve climate neutrality. On a regular basis calls for applications are published. These aim to help with identifying projects, or further shaping project ideas to become bankable through tailor-made technical assistance. Matchmaking services also aim to help investors to find smart city proposals. Projects with a high maturity level can be further supported through the deal meetings with the platform's **Investor Network**. The Smart Cities Marketplace's support is thus provided throughout the 'Explore', 'Shape' and 'Deal' stages of the respective projects.

Submit your concept note

Interested cities or city consortia can respond by providing as much information as possible in the intake form, available [here](#), with the details of their projects.

The call is open for six weeks after its launch after which applications will be assessed and a personalised follow-up will be assured regarding the matchmaking services that the Smart Cities Marketplace can provide you with. A response within the timeframe of the current call will ensure that your application is followed up promptly. The current call runs from 16 February until 31 March. However, the intake form is permanently available on the website, in case you would like to apply at a later stage (further calls will follow). If you need help with filling out the intake form, you may consult the **Guidance Document** (also see below) available, or contact the Smart Cities Marketplace via the **helpdesk**.

To be eligible for the call, applications must comply with the following minimum requirements:

- Applications must concern project concepts to be situated in one of the EU Member States, or in a country being eligible under the **Horizon Europe programme**
- Applicants must represent a city or a consortium including at least one city that endorses the project. Small and mid-sized cities, meaning cities with less than 100.000 inhabitants are the main target group of the matchmaking, although larger cities are also welcome to apply.
- Applicants must have identified a project or technology suitable for intervention (i.e., in the area of clean energy, sustainable mobility and digital solutions), the geographical area in which the project is planned, the main target beneficiaries of the project, and the main stakeholders to be engaged.

Applicants can also take advantage of the Smart Cities Marketplace services, which provide support for developing project ideas. In order to prepare and/or improve the project to become eligible for an application, we recommend consulting the growing collection of Solution Booklets available on the Smart Cities Marketplace website [here](#).

...and if you need **HELP** for your application?



Guidance document

Smart Cities Marketplace Call for applications



Smart Cities Marketplace

European Commission

Why apply?

‘Engage, Explore, Shape, and Deal’

The Smart Cities Marketplace offers matchmaking services for cities and city consortia who want to participate in the green transition in various stages of the project preparation. Likewise, matchmaking services aim to help investors find smart city proposals.

By responding to the call for applications and filling out the intake form available on the Smart Cities Marketplace website (‘Engage’), cities and city-led consortia secure an opportunity to get tailored support. This support can vary from identifying potential project ideas in the area of choice (‘Explore’), to providing targeted technical assistance to make their projects bankable (‘Shape’) and be matched with suitable investors (‘Deal’).

Who can apply?

The Smart Cities Marketplace matchmaking services are available for all EU cities and city consortia with a focus on small and mid-sized cities, meaning cities with less than 100.000 inhabitants, although also larger cities are welcome to apply.

Businesses, SMEs, and project developers who are interested in implementing projects at the city level are encouraged to contact the relevant city administration(s) to see if a consortium can be formed.

The matchmaking services are designed to support project concepts in the areas of clean energy, sustainable urban mobility and digital solutions, to accelerate their transition towards climate neutrality.

How to apply

When submitting an application, applicants will be asked to identify themselves, describe their project idea, indicate the geographical area where the project will be implemented, the main stakeholders involved and target beneficiaries. In addition, they will have to self-assess the maturity level of their project. Accurately assessing a project’s maturity level is important to ensure that relevant matchmaking services can be provided. To determine the Project Maturity Level (PML) of your project, a user-friendly online self-assessment tool is available [here](#).

To be eligible the submitted applications should complete all the compulsory parts of the intake form. If needed, additional documents should be uploaded.

The intake form is available in all EU official languages. Please note that the working language of the Smart Cities Marketplace is English, therefore the assessment of applications received in other

1

Smart Cities Marketplace Call for applications

languages may require additional time. The Smart Cities Marketplace is not responsible for issues or misunderstandings arising from the quality of the translation.

Cities or city consortia are welcome to submit any questions they may have regarding the application process via [the helpdesk](#).

SELECTION CRITERIA AND ASSESSMENT PROCEDURE

The call for applications aims to identify those projects that would benefit most from an individualised approach. Applications that show a high maturity level (PML 6) corresponding to investment-grade status, as defined through the [Project Maturity Level self-assessment tool](#), could be evaluated to benefit from a fast-track procedure and immediately join the ‘Deal’ activities.

The assessment will mainly check eligibility and project maturity. Besides that, there might be specific reasons why an application is not accepted, e.g., incorrect self-assessment of the PML, lack of sufficient data in the intake form, etc. The applicant will be informed by the matchmaking team about the project’s shortcomings and be re-directed to ensure that a potential follow-up application can be accepted and will also be provided with alternative solutions, such as attending the variety of activities offered to help cities and city consortia further develop their project ideas.

Eligibility

In case of missing documents or information, the matchmaking team contacts the applicant by email, asking for more information within 10 working days. If after that period the information is still incomplete or missing, the application is considered ineligible, and the applicant is informed accordingly and invited to reapply.

Project maturity

The project maturity is assessed based on six possible levels. Depending on the PML resulting from the self-assessment made by the applicant, as verified by the matchmaking team, applications are processed as described below.

PML	The outcome of the assessment
< 1	The applicant is informed about the gaps in the project concept and guided to the ‘Explore’ phase. The applicant is invited to resubmit once the project maturity level has increased, to follow the next steps of the matchmaking services.
1-2	The applicant is informed about the opportunities to benefit from selected matchmaking services, which do not yet include 1-to-1 consultancy services.
3-5	The applicant is informed about the opportunities to benefit from all the relevant matchmaking services, including applying for the 1-to-1 consultancy services.
6	The application is invited to the fast track to the deal meetings.

More details about the PML are provided under the description of the application process.

APPLICATION PROCESS

The application form is available on the Smart Cities Marketplace website [here](#).

Which information has to be provided in the application form?

The application is done through an online intake form, which applicants are invited to fill out to the extent possible. The intake form covers the following items:

- Organisation information

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Smart Cities Marketplace Call for applications

- Contact person
- Project description
- Investment sector targeted
- Project Maturity level
- Investment details
- Estimated costs and revenues
- Economic viability
- Impact
- Potential for replicability and / or upscaling
- Risk and mitigation measures
- Investment roadmap.

The relevant parts of the intake form are displayed online depending on the self-assessed project maturity level (PML), as determined through the [online PML self-assessment tool](#). It is therefore recommended to use the tool when requested in the intake form, in order to have the PML information available when needed for completing the application.

How should the project maturity level (PML) be self-assessed?

The PML is divided into six levels, ranging from an identified project that is suitable for intervention but is still in need of support to further develop the project idea, to a project that is clearly and thoroughly documented to be considered mature and documented clearly and thoroughly to be fruitfully assessed by interested investors. To help applicants better understand and self-assess the level of maturity of their project concept, the Smart Cities Marketplace has developed a simple online [self-assessment tool](#).

Figure 2 Project Maturity Level (PML)

Project Maturity Level	
PROJECT MATURITY LEVEL (PML) Please select the level that you think is more adequate considering the maturity of your project (The high scores self-assessment tool being developed)	<input type="checkbox"/> PML 1 – Potential project identified (project or technology apparently suitable for intervention)
<input type="checkbox"/> PML 2 – Project potential quantified (via audit, study, benchmarking, etc.)	<input type="checkbox"/> PML 3 – Project investment estimated, and suitable business models identified
<input type="checkbox"/> PML 4 – Technical project and business case developed	<input type="checkbox"/> PML 5 – Investment ready (business case and tender model confirmed)
<input type="checkbox"/> PML 6 – Investment offer or tendering requirements created (ready to sign or launch tender)	

Why do you need to add investment details?

The matchmaking aims to meet the requirements of the project and helps to gain an understanding of the envisaged project size and the depth of the preparation to better assess the type of support needed and already investigate potential matches with investors. In the ‘Deal’ phase, the investment details provide investors with insights into the possible performance, operations, cash flow, and overall conditions, and ensures that they can make informed decisions about their investments.

How should impact be calculated?


The impacts of the project must be assessed by the applicants, e.g., in terms of energy savings, avoided emissions, energy production, jobs created, etc.

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...and if you need **HELP** for your application?



Helpdesk

 Log in English Search

Smart Cities Marketplace

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Home > Helpdesk

Helpdesk

Submit your query to the Smart Cities Marketplace below. To ensure correct routing, please select the topic that best describes your request and we will get back to you within the next days.

Your Name *

Your email address *

Topic *

Choose

Subject *

Message *

...and if you need **HELP** for your application?



Solution Booklets

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Home > Insights > Solutions

Solutions

Publication date: Choose

Solution type: Choose

Under Solutions you will find our solution booklets as well as the Smart City Guidance Package and its summary document.

Solution Booklets explain a technology or a concept and its potential for application in a city, in a short booklet of around 30 pages. The booklets are written in an accessible style so that non-technical experts can get grip of the technologies described. They provide various stakeholders with a good overview as well as a dive into what the specific technology or concept includes, and what it could mean for a particular city or municipality. It brings forward the lessons learned from pilot projects and previous applications, the enabling framework, the business case and the potential support the city can deliver to enable the technology or concept to be rolled out. The booklets' subjects range from technical, like district heating and cooling networks or e-buses, to non-technical matters like citizen engagement or implementing sustainable and smart city strategies. All booklets contain a number of relevant examples, descriptions of cases and useful references.

The Smart City Guidance Package was developed under the former EIP SCC Marketplace, which has meanwhile become the Smart Cities Marketplace. It is an overall urban governance and planning manual that has been created on the basis of a wealth of experiences and advice from practices and projects on the ground. The Smart City Guidance Package may be compared to a tree structure to which the solution booklets are attached as its leaves.

Solution Booklet E-Bus

This solution booklet presents electric buses' replication potential and barriers from a technical, financial, social and governance perspective. Desk research

Solution Booklet Building Envelope Retrofit

This booklet focuses specifically on envelope retrofit and considers it from a technical, financial, social and governance perspective. Implementation barriers

Solution Booklet Urban Freight Logistics

The overall goal of urban freight logistics is to provide better and more customised last-time logistic services for citizens, fostering

Solution Booklet Why Circular Cities?

A circular economy is an economic system that decouples economic growth from the consumption of finite natural resources. In a

Smart Cities Guidance Package Summary

This document aims to help fast-tracking financially viable smart climate-neutral urban projects in an integrated and inclusive way. It provides

Solution Booklet Batteries and PV

The overall goal of the transition in the electricity system is to increase the share of renewable energy sources in

Solution Booklet Building Integrated PV

Solar panels based on PV technology are well-known, easily applied and scalable to the energy needs, at least within the

Solution Booklet Citizen Engagement

Cities around the world are looking for ways to address the true needs of their citizens, with a deep level

Solution Booklet District Heating and Cooling

Half of the energy consumed in Europe is used for heating and cooling, and 75% of this energy is still

Solution Booklet Electric Vehicles & the Grid

Electric Vehicles (EVs) have been actively promoted on the European market since nearly a decade. The first Tesla appeared on

Solution Booklet Energy Communities

Energy Communities are a new cooperation concept in the energy market, introduced by the EU Clean Energy Package. They provide

Solution Booklet From Idea To Implementation

This solution booklet provides a roadmap on how to go from a smart and sustainable city project idea to implementation

Some statistics...



127

Bankable project
proposals
received

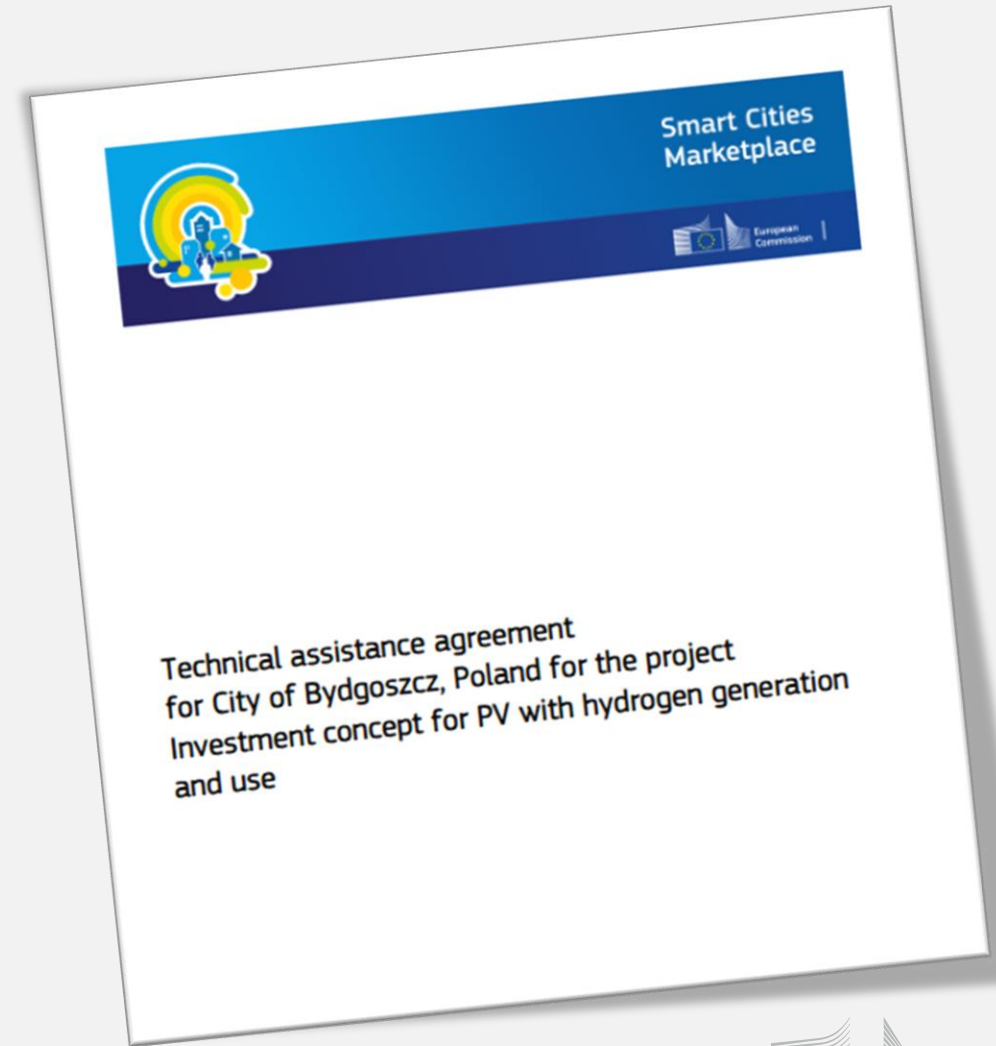
€ 616.3
million

Bankable project
proposals received

EXAMPLE: Investment concept for PV with hydrogen generation and use



- **Bydgoszcz, POLAND:** 100.000-300.000 inhab.
- **GOAL:** Produce solar energy from 10 rooftop PV farms combined with hydrogen hydrolysis for one location to obtain "green hydrogen" as a low-cost energy carrier for public transportation.
- **INVESTMENT VOLUME:** about €52M



Investment concept for PV with hydrogen generation and use



Task name	Task description	Time period
Task 1: Assessment of the current situation	Assess the current situation of the project based on the existing investment concept.	July 2023
Task 2: Assessment of the hydrolysis plant site	SWOT & recommendations.	August 2023
Task 3: Overview of available hydrogen technology	Review of hydrogen supply chain and elements and identification of different technologies, advantages/disadvantages. + Best practices.	August 2023
Task 4: Overview of financing options	Review financing options (European funding and loans) for implementation of the demonstration project.	September 2023
Task 5: Report	Summarize findings	October 2023

HOW TO PREPARE & FOLLOW UP?









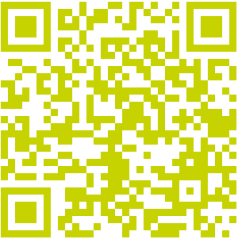





- 2 tailor-made thematic webinars:
 - 24/Oct (10:00-12:00h CET). Empowering Cities: Decarbonising Mobility, [register here](#).
 - 26/Oct (10:00-12:00 CET). Introduction to Navigating Hydrogen Integration in Smart Cities, [register here](#).
- in-person workshop at SCEWC 2023: 08/Nov (10:00-12:00 CET) at European Commission stand “EC initiatives on Climate Neutral and Smart Cities”
- online financing masterclass: 16/Nov (10:00-16:00h CET)
- ...and more to come!

Q&A Session



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