

## FAQ Innovation Challenge

### 1) What is the goal of the Innovation Challenge?

The Innovation Challenge aims to give start-ups and other companies the opportunity to carry out pilot projects together with companies from the housing industry (the so-called sponsors). The goal is to improve energy efficiency through digital solutions and at the same time reduce the cost of living for tenants. Therefore, we are looking for innovative solutions that enable different user groups such as managers and engineers to use energy supply data for their daily work in the areas of heating system operation, metering service and IoT management.

To this end, we have prepared six specific challenges (missions) for which we are seeking solutions:

Mission #1: Inventory of all heat-generating equipment

Mission #2: Use information from substations and strings

Mission #3: Analysis of data from heat-generating assets

Mission #4: Further digitization of heating service providers

Mission #5: Generating, optimising and providing periodic consumption information

Mission #6: Establish and operate IoT network with integrated field devices

The sponsors expect this to have further positive effects, e.g.

- Strengthening the innovativeness of the housing associations
- Creating financial benefits for the housing industry
- Finding important innovations and suitable partners for the housing industry
- Expanding and improving collaboration between startups and the housing industry
- Positioning the housing industry as an attractive partner for the startup scene

### 2) Who carries out the Innovation Challenge?

The lead company is Gewobag Wohnungsbau-Aktiengesellschaft, which organizes the Innovation Challenge and carries it out together with other companies (sponsors) from the housing industry.

### 3) Who can participate in the Innovation Challenge?

On the contractor/pilot partner side, all companies that are already active in the area of the missions (see under point 1) - "What is the goal of the Innovation Challenge?") or want to become active there are welcome.

### 4) Who can apply for the Innovation Challenge?

Any company can apply for the Innovation Challenge that is based in Europe, accepts the Gewobag Code of Conduct, has at least 3 employees, has carried out 2 reference projects in the last few years with a volume of at least EUR 50,000,- and offers a product or service to solve one or more of the set missions.

### 5) What is the time schedule?

The Innovation Challenge will start with the invitation to the market to participate on 07.07.2023 (announcement at TED). Requests to participate must be submitted by 07.08.2023, the pitchdecks can be submitted until 11.09.2023, final bids must be

submitted by 30.10.2023 and the selection decision should take place by mid-November 2023. The respective times can be found in the announcement and the award documents.

**6) How is the Innovation Challenge to be publicized in the market?**

The Innovation Challenge is to be publicized in the industry-specific trade media as well as via the relevant award platforms, the Internet and other channels.

**7) Can a contractor/pilot partner receive multiple orders from different sponsors?**

Yes.

**8) Can a contractor/pilot partner decline an order?**

Yes.

**9) How many pilots will the sponsors commission?**

The sponsors will commission a maximum of three pilots.