

## **FAQ Innovation Challenge (English)**

### **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 systems

Mission #2: Use of information from substations and strings

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

Mission #4: Further digitalisation of heating service providers

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

Mission #6: Developing and running an IoT network with integrated field devices

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

- Strengthening the innovative power of the housing associations
- Creating financial benefits for the housing industry
- Identifying 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 start-up scene

### **2) Who runs the Innovation Challenge?**

The lead sponsor is Gewobag Wohnungsbau-Aktiengesellschaft, which organizes and carries out the Innovation Challenge. GBG Mannheim acts as an additional sponsor. The EFL as advertising partner.

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

On the side of the contractors/pilot partners, all companies are welcome 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.

**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 1 reference project in the last few years with a volume of at least EUR 25,000 and offers a product or service to solve one or more of the mission statements.

**5) What is the time schedule?**

The Innovation Challenge starts 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, bids 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 addition to publication at TED) both in the industry-specific trade media and via the relevant award platforms (e.g. <https://portal.beschaffungsportal.de/ui/awardProcedure/01892b1c-76d4-4b7a-8734-4a01b3598c17>), on the Internet and via 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?**

Sponsors will commission a maximum of 10 pilots in total.

----- added from here meetup -----

**10) How many bids can each company submit?**

Each company (i.e. each applicant) can submit several bids for the different missions, but together with other companies only one bid per mission.

**11) How can bids be submitted together with a partner?**

We welcome bids in which several companies work together. The internal relationship must be clarified independently between the partners and the application process is identical to bids submitted alone.

**12) Is it possible to combine the missions in one application?**

Yes, the missions can be combined if an offered solution allows it – the main mission is to be named.

**13) Is experience with housing associations a requirement for participation?**

Experience with housing companies is not a mandatory requirement.

**14) Will Gewobag and/or GB Mannheim provide sample data?**

Yes, both companies can provide sample data as far as this is already technically possible. These will of course be anonymized and in accordance with the procurement guidelines.

**15) Are the order sizes shared between Gewobag and GBG Mannheim?**

No. Each company awards the contracts on its own and in the advertised sizes of EUR 25,000, EUR 50,000 and EUR 100,000. Applications can be designed for all three sizes and the appropriate size will then be decided during the bidding process.

Each offer ideally includes the four volume options.

**16) What happens if I submit (two) different bids on different Mission Missions?**

Then (two) offers are in competition and will be evaluated separately from each other.

**17) How are offers that do not correspond to the specified missions evaluated?**

The evaluation criteria in the competition are designed so abstractly that they can also be applied to "wild" offers.

**18) Can LoRaWan be used as a technology?**

Yes, if it can be embedded in the existing infrastructure.

**19) What is meant by references?**

References serve to prove that a company has already performed certain services to a certain extent. For us, reference projects are a way of assessing this in the context of competition.

**20) What happens if I have several different value propositions for the mission statements?**

You can submit them in a combined bid or in different bids in the competition. A combined bid may be advantageous, but this cannot be definitively determined before the bids are evaluated.

**21) Is a Digital Twin required for Missions 1 and 4?**

Not necessarily, but it can be very helpful.

**22) What size heat pumps are currently used?**

Gewobag does not currently use heat pumps. A rollout is planned next year, probably with systems from 50 kW to 1 mW.

**23) How is intellectual property of the partner protected?**

The intellectual property of the project partner is protected on two levels in the Innovation Challenge:

In terms of **procurement law**, the intellectual property is protected by the procurement law regulations on confidentiality, refraining from passing on the contents of bids, etc.

Under **contract law**, intellectual property is governed by specific clauses included in the master agreement (framework agreement) and in the pilot agreements between sponsor and project partners. Depending on the specific service and the associated requirements, the regulations can be further specified when the pilot contract is concluded.

Gewobag will hand over the contracts to all participants, whom it will invite to submit the final bids.

**24) Are offers with a subscription model accepted?**

Yes, subscription models are accepted if they make sense.

**25) Can a company from outside the EU, e.g. Israel participate in the competition?**

No.

**26) What exactly does project start on January 1 mean?**

The project start date is at the end of the competition. This date is currently still flexible, as there may still be procedural processes to complete. The exact start date will be determined jointly by the partners, but as soon as possible. A project duration has also not yet been determined.

**27) Is it possible to take part in the competition as a legal entity, i.e. not as a company?**

Yes, as long as three employees are employed.

**28) How will data be collected in Mission 2 and 4 and by whom?**

The data can be collected by employees or service providers of the housing companies, but if better opportunities come here from contest participants, they can be used.

**29) Are there many small problems or one big one to be solved in the competition?**

All 6 missions are equally important.

**Remark:**

- The information given is simplified and is no substitute for an examination in individual cases.
- The specifications in the award documents (including answers to specific questions from bidders) are always decisive.
- The sponsors cannot give the participants in the competition any instructions as to how they must structure their bids.
- The provisions of public procurement law remain unaffected.