

# Call For Proposal guide Lines

Acquisition and follow-up strategies for the  
European Project ICaRE4Farms



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## CALL FOR PROPOSALS – TERMS OF REFERENCE

This document acts as a reference detailing the process for applicants targeting application for support from the ICaRE4Farms project. It is intended to serve as the primary source of information regarding the terms and conditions that apply to receive support from this project.

It should be consulted by potential applicants as part of an integrated package of documentation available via the ICaRE4Farms website :

<https://www.nweurope.eu/projects/project-search/icare4farms-increase-the-capacity-of-renewable-energies-re-in-farms-in-the-north-west-europe-region-by-using-solar-thermal-energy/>

## Preface

One of the activities described in the I4F project manual is the open call for proposals; an effort to gather more applicants for the installation of solar thermal installations besides those selected for each of the national pilot sites inside of the project. The aim of the project is to contact at least 17 individual farmers and follow up on these farmers, even beyond the project term. The activity concerning the call for proposals is aimed at finding and contacting these farmers, following up on initial contact by maintaining relations and estimating whether these farms are suitable for STE and, if they fulfil the requirements, eventually installing an STE system at these sites .

In order to properly perform these activities, a general step-by-step process for acquisition is required, as well as guide lines on how to quickly assess whether a particular business case is interesting for the farmer. This document will describe these strategies, as well as the requirements and figures required to estimate whether a system is feasible.

## About the Project

ICaRE4Farms is a project subsidised by the European Union in order to promote & develop the uptake of next generation STE systems in the North-West region of the continent. Since historically solar thermal installations have not been popular in this region, due to a lower amount of solar irradiance compared to the southern regions, the market potential for these cost-effective installations remains unrealized.

The catalyst for the project is the development of more efficient and cost-effective methods for solar thermal energy generation and storage, through the use of vacuum tubes, integrated buffer tanks, reflective baseplates and soil dissipation. Modern installations can be up to 1.5x as efficient as the more archaic systems of the 1980s.

Moreover, the ongoing energy crisis in Europe causes many companies and farmers to look for alternative sources for their energy. Rather than using propane, natural gas or electricity as the sole source of heat for industrial activities, a hybrid system that uses sunlight as much as possible – yet still uses some amount of conventional sources for uptime during winter – makes it possible to use the solar thermal installation in a very cost-effective manner.

The project demonstrates the feasibility and wide range of applications of solar thermal installations in this region through the development of multiple pilot installation in France, the Netherlands & Belgium. At the time of writing, the first pilot installation is up-and-running in France, while second & third pilots in the Netherlands & in Flanders (Belgium) are under construction. Solar thermal installations can be used anywhere where hot water is required on a farm. This includes 2 types of activities: direct uses (milk preparation, cleaning of milking parlours, etc) & building heating (pig or poultry farms, greenhouses). Among our 4 anticipated pilot installations, applications revolve around feeding veals & cleansing (in 2 calves farm) & heating an aromatic herbs glasshouse as well as the anaerobic digestion process of manure.

In addition to these pilot installations, the project aims to help 17 interested parties build an installation on quick notice with assistance from the manufacturer and consultants partaking in the project. The open call is one activity through which these 17 potential installations are meant to be located.

The open call is meant to find parties who are interested in building their own solar thermal installation. At the same time, the open call is meant to filter through applicants in order to select those parties that are most likely to generate a positive business-case, in order to streamline the construction process.

Should you be interested in participating, then applying through the open call will have some notable benefits for you.

## Call For Proposal benefits and Method of initial contact

People who apply for an installation through the Call For Proposals will receive some additional benefits. These are meant to attract more applicants and make sure the goal of seventeen installations is realised. The benefits that will be granted to applicants are:

1. A 10% discount on the hardware costs of the investment
2. A free, detailed consultation by Fengtech to review the applicant's farm and applicability of STE for their process
3. An extended warranty (two additional years of full warranty on the hardware of the installation, raising the investment safety up to 6 years)

These benefits will only be extended to potential clients who apply through the open call as described in this document. As such, a selection must be made in order to assign the seventeen slots to potential applicants. This will be done through the means of initial contact.

Another activity in I4F is the development of an online feasibility tool by CCS Energieadvies. This tool, which can be found on <https://app.molnify.com/app/ccsolarfeasibilitytool>, allows anyone to calculate a business case for STE systems on their farm based on their specific heat demand. At the time of writing, the tool is not marketed yet, but it will soon be shared through the ICaRE4Farms website and through LinkedIn.

A contact form can be found on the start page of the tool. Any potential applicant can fill in one's information here, and read about the call for proposals (including the above listed benefits). If they are interested, they can hit a button stating their interest, at which point an automated email will be sent to the committee members with the contact information they entered. At the same time, the information they filled into the tool (such as herd size, location etc.) will be registered in a database for later review by the committee as well. This marks the start of an acquisition procedure. Additionally, separate contact forms are prepared that can be handed out at events to increase the project's outreach.

## Calls Submission and Deadlines

The open call will consist of three distinct waves, during which applicants can show their interest for the application. To apply, go to <https://app.molnify.com/app/ccsolarfeasibilitytool> and fill in your contact details. Filling in the rest of the online tool will also help you get an indication of your farm's business case, but is not required. Applications will be handled consecutively and chronologically , ; submissions can occur in the framework of any of the three phases listed in the table below.

Phase*	Call N°	Dates
1	Wave 1	Opening: 01/11/2022 Closing: 01/02/2023
2	Wave 2	Opening: 16/02/2023 Closing: 16/05/2023
3	Wave 3	Opening: 01/06/2023 Closing: 01/09/2023

\*In the event that all slots are occupied, no additional call may be triggered. Hence, Wave 1 may be both first and last opportunity to seize the proposed assets.

Consequently, one applicant is deeply encouraged to submit as soon as one expresses any interest and receive information about the present proposal.

Applications must be submitted **by 17:00 CEST of the established cut-off dates.**

## Required Documentation / Method of Submission

Initial interest in the open call can be made clear through the online tool, as mentioned earlier. The tool can be found on <https://app.molnify.com/app/ccssolarfeasibilitytool>. After initial contact is made between the committee and the applicant, they will be asked to supply several documents in order to proceed with the application. These documents will be asked for in the application email, but are also listed here.

- **Legal documentation for the compliance of the eligibility:**
  - **Legal entity form:** signed. ([Download template](#))
  - **Legal existence:**
    - **Company Register** or similar, showing the name of the organization, legal status, the legal address and registration number and, if applicable, a copy of a document proving VAT registration (in case the VAT number does not show on the registration extract or its equivalent).
    - The company also must show evidence of the date of incorporation.
    - In the case of the place of employment, the applicant must prove additionally the existence of it as well as the evidence of having at least one employee working in it with the corresponding legal documentation.

## Conditions to be considered for the submission

- Applicants must **fulfil and respect all the eligibility conditions** listed in this document
- Applicants must provide **all required documentation** when prompted.
- Applications must be submitted **by 17:00 CEST of the established cut-off dates.**
- The submission must be issued in one of the North-West Europe official languages of the programme: English, French, Dutch, German.
- Supplied documentation must be **readable, accessible and printable.**
- Applicants must only apply **once** per phase of the open call.
- Participants must provide every information required within the application form, whatever the available format they have selected ; besides, in the event of insufficient data & after 2 reminders sent to the contact mail, one application review will be postponed to a later date ; in case of no further information, it will be considered rejected until renewed contact



## Selection Procedure

As detailed above, the acquisition procedure starts when someone shows their interest in participating through the online tool, or by filling in a contact form. At this point the applicant will be labelled a PA (Potential Applicant). The next step is to register this person's name and details in a centralised list of contact, in order to keep track of the different applicants and their current status. One of the committee members (likely Fengtech) will contact the applicant and perform an initial assessment of their situation based on the criteria that are found in this document (see: assessment criteria section). Afterwards, their status will be updated in the list of contact ; the committee members will vote on whether or not to grant this applicant a slot in the Call For Proposals. Below is a flow chart describing the general procedures and follow-up steps.

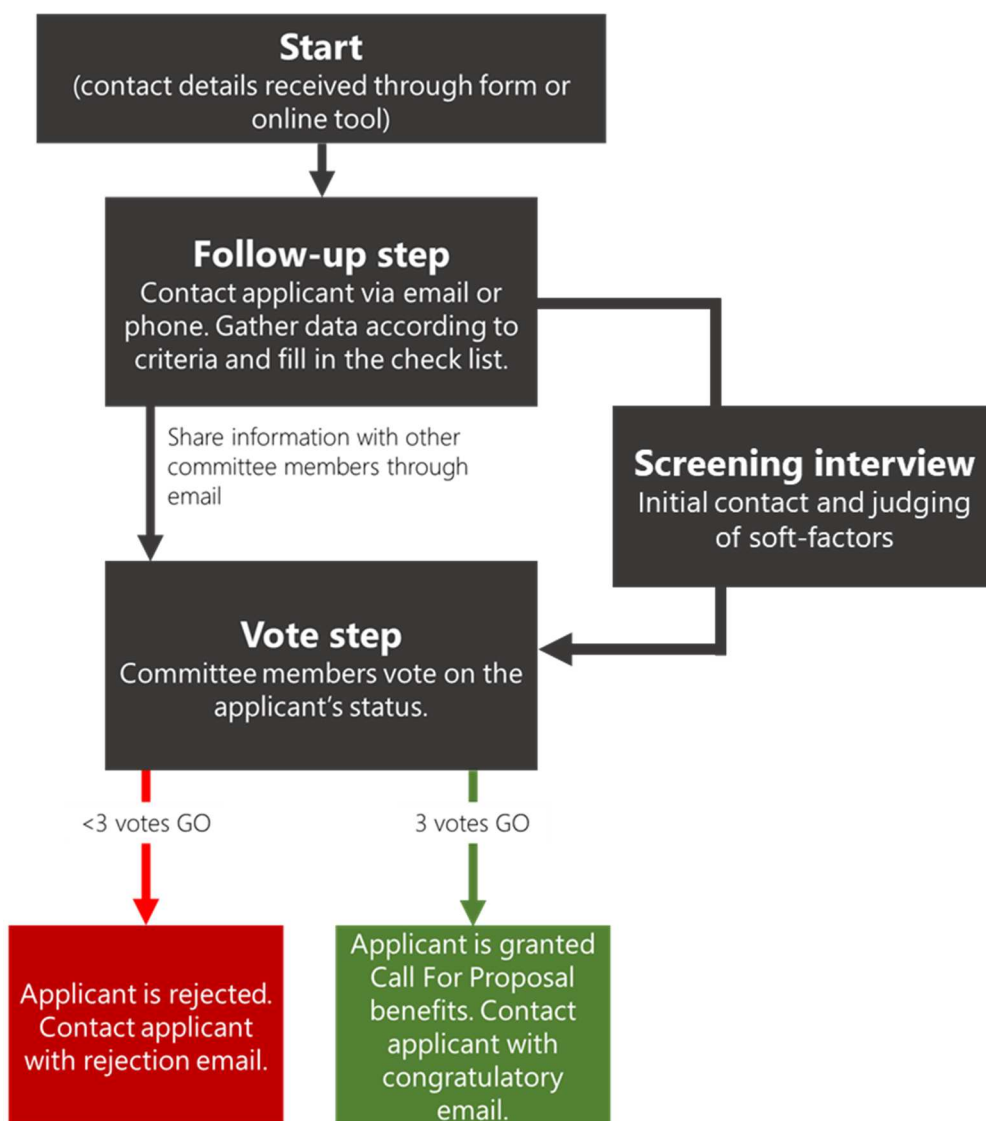


Figure 1: General Acquisition steps

## Assessment Criteria

For the assessment of an application, a set of criteria must and will be considered. Solar thermal installations entails an adequate environment for proving itself viable and cost-effective.

For instance, a farm that has little-to-no hot water demand during the summer time is unlikely to benefit from a solar thermal installation.

The criteria below are the result of several scenario analyses of the feasibility tool, and can give a general indication of when a particular type of farm is financially feasible.

Please note that the criteria differ for each nation, as nations have differing solar irradiance and fuel prices. The criteria below are no replacement for a proper business case calculation, and merely give an early indication to select applicants with. During the follow-up assessment to be performed by Fengtech, an actual tailor-made business case can be made for the applicant. The main criteria can be found below.

	<b>The Netherlands</b>	<b>France (north)</b>	<b>United Kingdom</b>	<b>Ireland</b>	<b>Belgium</b>
<b>Calf feeding</b>	At least 100 calfs	At least 100 calfs	At least 100 calfs	At least 100 calfs	At least 120 calfs
<b>Milk pasteurization</b>	At least 50 cows	At least 50 cows	At least 50 cows	At least 50 cows	At least 60 cows
<b>Cleaning</b>	At least 75 liters per day	At least 75 liters per day	At least 75 liters per day	At least 75 liters per day	At least 90 liters per day
<b>Process heating</b>	At least 20 kWh per day	At least 20 kWh per day	At least 20 kWh per day	At least 20 kWh per day	At least 20 kWh per day

Figure 2: Assessment criteria for different categories of thermal heat demand

The committee will rule whether a particular application fits the required profiles. In addition to the criteria listed above, applications are reviewed on the basis of the following aspects:

- **ORIGIN:** Applicants must be established in the territorial scope of the North-West Europe Area, according to the Programme conditions and aims.  
As such, applications will not be processed beyond the following geographical range: France, Ireland, United Kingdom, Netherlands, Belgium, Germany, Luxembourg, Switzerland (the exact regions may be found following this [link](#)).
- **STATUS:** Applicants must be entities working in the field of agriculture ; it encompasses as well rearing as harvesting activities.
- **SIZE:** Applicants should issue their submission if one's holding hosts between 50 and 400 cattle-(rearing farms) or cover a maximum size of 1 hectare (building heating & underglass harvesting).  
Upon a case-to-case basis, depending on the simulation outcomes, the selected agricultural activity and the slots available, exceeding proposals to the aforementioned framework might be examined.

- **PROCUREMENT OF FUNDINGS:** Applicants must be willing and able to invest in the installation (either through private means or using bank loans)
- **NEEDS:** Applicants must undergo a significant heat demand on one's farm (see specifications later)
- **SCOPE:** Applicants should operate in one of the following sectors of interest : Dairy, Milk-fed Calves, Pig farms or Greenhouses.  
However, upon a case-to-case basis, diverging applications may be granted success in their submission process as long as they comply with the requirement of a full or partial professional activity in the larger agricultural field.

The criteria for these activities were established by calculating the return on investment for these activities using the irradiance data and financial data for the relevant countries, and finding the smallest size of each activity where the installation became profitable. In reality, a farm that pays a higher fuel price will be able to make a return on investment at a lower value. Additionally, farms can have combinations of these activities. In such a case a farm can be a good fit even though it technically does not fit any of these criteria. For example, a farm with 80 calves and 40 milk cows would have sufficient heat demand to provide a positive business case. As such, the criteria listed above are not meant as solid limits but rather as guidelines. This is why each applicant requires some interpretation and assessment, after which the committee members will vote.

## Members of the Call For Proposal Committee

Applications to the open call are processed by a dedicated committee that examine each application based on the criteria listed in the present document. The committee consists of members of several member countries, each of which is listed below with an email address.

*Table 1: Members of the committee, and their contact details.*

<b>Entities</b>	<b>Contact person</b>	<b>Email</b>
Laval Mayenne Technopole (LMT)	Romain Giannini	romain.giannini@laval-technopole.fr
CCS Energie-advies (CCS)	Jordie Eskes	eskes@ccsenergieadvies.nl
Fengtech (FT)	Liqun Feng	Liqun.feng@fengtech.fr
Université Bretagne Sud (UBS)	Herve Noel	Herve.noel@univ-ubs.fr
Chambre d’Agriculture des Pays de la Loire (CAPDL)	Gilles Beaujean	Gilles.BEAUJEAN@pl.chambagri.fr
Boerenbond (BB)	Kristof Severijns	Kristof.Severijns@boerenbond.be

Within this activity, each committee member has different responsibilities:

- As the supplier of the STE systems, Fengtech will handle consultancy and assessment regarding these systems.
- CCS Energieadvies is primarily responsible for developing this guidebook, the feasibility tool on which most of the simulations & assessments will be undertaken and the initial means for acquiring new contacts.
- LMT is included as a controlling party, as the Lead Partner of the broader project to which this call is embedded, and is meant to give an impartial judgement when considering a new Call For Proposal applicant.
- The other parties are each representative of the countries taking part in the project, and they are expected to provide a country-specific insight/standing/approach to shed light upon national particularities

Each of the core project partners (CCS, LMT, Fengtech) together will vote whenever a new applicant is found, to assess whether or not this particular applicant should receive the Call For Proposal benefits. In situations where a language barrier exists that is not covered by the three core members, an additional party will join to represent the region/language of the particular applicant.

These punctual additional parties may be consulted for guiding an enlighten decision upon the core members’ vote.

## Confidentiality and Data Protection

*GDPR compliance:* The General Data Protection Regulation (2016/679/EU) guarantee that the processing of data is carried out in compliance with the fundamental rights and freedoms, as well as the dignity of the data subject with particular reference to confidentiality, personal identity and the right to data protection.

By applying, the applicant agrees on the storage and use of its personal data for the execution of the ICaRE4Farms objectives and work plan. The ICaRE4Farms Consortium commits to handling personal data confidentially during the selection process. The processing of data will be based on lawfulness and correctness in the full protection of its rights and its confidentiality pursuant to the general principles of the GDPR and its Article 24. Therefore, the competitors are informed of the procedure that the data provided by the applicants will be treated exclusively with reference to the procedure for which they submitted the documentation.

For any inquiries regarding the processing of your personal data, please contact [eskes@ccsenergieadvies.nl](mailto:eskes@ccsenergieadvies.nl)

Applications selection and evaluation will be performed under the appropriate ethical conduct and will respect the confidentiality of the information received.

## Gender Equality

ICaRE4Farms seeks gender balance. Therefore, applicants are invited to take all measures to promote equal opportunities between men and women in the implementation of the action. They must aim for a gender balance at all levels of personnel assigned to the action, including supervisory and managerial levels to the possible extent.

The gender of the applicant, in the framework of the open call, has no bearing on the final decision of the committee, as only factors relating to the company will be used to assess whether or not an application will be successful.

## Disclaimer

*Purpose:* This text is explaining the ICaRE4Farms Term of references (call for proposals) for information purposes only. No rights can be claimed on the basis of this document. This document does not reflect the views of the ICaRE4Farms Program.

*Mistakes or inconsistencies:* The ICaRE4Farms Consortium is not responsible for any mistakes or misinterpretations that this text may cause. In the case of inconsistencies, the consortium will determine the steps to be taken, in cooperation with the applicant concerned.

*Consequential damages:* In no event shall either party be liable to the other or any of its affiliates for any consequential, incidental, indirect, special, punitive or exemplary damages (including, without limitation, lost profits, business or goodwill) suffered or incurred by such other party or its affiliates in connection with this ICaRE4Farms selection process, even if advised of the possibility of such damages.

## Contact Information

Entities	Contact person	Email
Laval Mayenne Technopole (LMT)	Romain Giannini	romain.giannini@laval-technopole.fr
CCS Energie-advies (CCS)	Jordie Eskes	eskes@ccsenergieadvies.nl
Fengtech (FT)	Liqun Feng	Liqun.feng@fengtech.fr
Université Bretagne Sud (UBS)	Herve Noel	Herve.noel@univ-ubs.fr
Chambre d'Agriculture des Pays de la Loire (CAPDL)	Gilles Beaujean	Gilles.BEAUJEAN@pl.chambagri.fr
Boerenbond (BB)	Kristof Severijns	Kristof.Severijns@boerenbond.be