

EXELIA E.E.

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Subject: Offer regarding Activity A1 of the INTERREG EUROPE project "DeCarb" (5th call activities)
Athens, 18.02.2022

Dear Dr. Grozeva,

Thank you for inviting EXELIA E.E. to submit an offer for the undertaking of services within Activity A1 "COVID-19 impact & new opportunities joint study" and the development of the deliverable "**Joint study on COVID-19 impact & opportunities for DeCarb regions**", under the CPV: 751130000-6 - Supporting services for governments as whole with reference No. DeCarb-027/10.02.2022.

Please find hereby our technical and financial offer, related to the undertaking of services.

We believe that our expertise and experience will significantly contribute to ensuring the development of the requested service at a high standard.

We remain at your disposal for any further information or clarifications.

With regards,

Stavros Vasileios Filopoulos
Managing Director EXELIA E.E.

EXELIA E.E.
ΛΥΣΕΙΣ ΤΕΧΝΟΛΟΓΙΑΣ
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1 Information about the bidder

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Administrative Information	
TAX ID:	EL800474176
Registration number:	124440101000
Manager:	Stavros Vasileios Filopoulos
Account Holder:	Exelia E.E.
Legal form:	Limited partnership
IBAN:	GR30 0140 2090 2090 0232 0003 806
Bank:	ALPHA BANK

2 Company Profile

EXELIA EE (www.exelia.gr), located in Athens (Greece), is a creative learning solutions company, which designs and develops educational and training games, and offers continuous vocational training for social skills with innovative methodologies. Founded in 2013, EXELIA provides specialised consulting services in research and development in the fields of environmental management, information & technology and training, as well as in implementing cross-border research work in the context of international and EU research projects.

EXELIA analyses technological innovation and research, identifies research priorities, plans, organises and develops research activities and builds a cognitive capital in frontier areas. The company has a successful track record in forming strategic long-term collaborations, delivering a high return on investment for its clients in the areas of territorial cooperation, technology based solutions, infrastructures for the public sector, policy shaping and improving.

EXELIA's business scope includes a wide variety of activities including:

- Development of methodologies for the management and implementation of R&D projects
- Design and development of communication strategies
- Creation and dissemination of project results.
- Provision of consultancy services to improve public and private research capabilities
- Implementation and management of research and education activities
- Participation in European projects and the exchange of experience and good practices
- Promotion of education and teaching methodologies through the use of innovative educational games

Expertise in Consulting Services for EU funded projects

EXELIA offers its services in recognition of opportunities and studies to finance the technological, investment and research activities of enterprises and public bodies in the framework of European programs, actions and initiatives.

More specifically EXELIA specialises in the following:

Development of project proposals for submission to European Territorial Cooperation, Education and Training Programs

- Research to identify an original idea based on current needs
- Development and write-up of project proposals
- Formation of a consortium
- Budgeting
- Management of the submission process

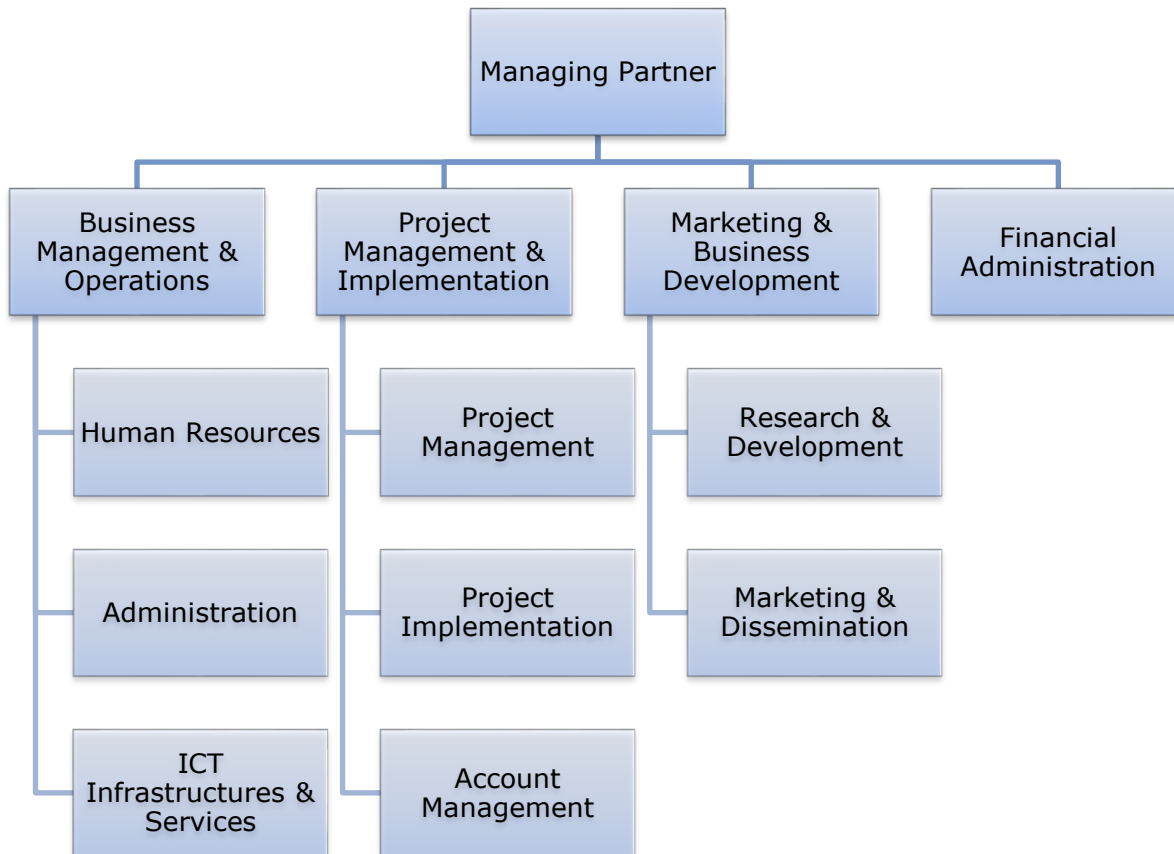
Project Management and implementation of European projects

- Administrative and financial support: Funding & company contracts, regulatory compliance, consortium coordination, reporting of economic and scientific progress
- Technical support: Strategic planning, partner guidance, development and follow-up of work plan, quality assurance of deliverables, organization of transnational meetings

Consulting/consulting services

- Design and implementation of surveys and studies
- Development of methodologies, planning and support of research activities
- Development of dissemination plans and materials
- Organization of dissemination events including seminars, workshops and opening meetings
- Writing policy proposals and recommendations

EXELIA's organisational structure



3 Experience in EU funded projects

EXELIA has participated in EU funded projects, both as a partner and as a private consultant/external expert to participating organisations. Below is an indicative list of these projects and a brief description of its role and contribution to the project's results and implementation.

Provision of services as an external expert

#	Project	Funding Program	Duration (start – end date)	Brief description of the project	Brief Description of EXELIA's role	Client	Status
1	Decarb - Supporting the clean energy transition in EU coal-intensive regions" (PGI05587)	INTERREG EUROPE	01.06.2018 – 31.05.2023	DeCarb brings together 9 partners (9 countries), to exchange experiences & transfer knowledge on how to transition from the carbon-intensive era towards the clean energy future. It will support regions	A5.1 Action plans joint development Action Plan development which aims to improve policy instruments of Western Macedonia 2014-2020 through the	Regional Association of Local Governments of Western Macedonia	complete

				to secure sustainable development, economic & societal stability, and a role in the 2030 energy mix.	knowledge and experiences gained from interregional cooperation in the framework of the DeCarb project.		
2	PLASTEKO – Supporting EU regions to curb plastics waste and littering (PGI06169)	INTERREG EUROPE	01.08.2019-31.07.2023	PLASTEKO supports 8 partners from 8 EU countries, through joint policy learning efforts and exchanges of experiences, to benefit from the momentum of the EU plastics strategy and achieve their goals in terms of protecting the environment, increasing resource	Methodology & tools for the Open call implementation	Municipality of Rethymno (Lead Partner)	Complete

				efficiency, alleviating health effects, and boosting innovation.			
3	GPP4GROWTH - Green public procurement for resource-efficient regional growth (PGI02462) (5 th call activities)	INTERREG EUROPE	01.09.2022-31.08.2022	Map the impact of COVID-19 on GPP implementation, provide examples of successful practices and identify promising recovery & resilience pathways	Project management support tasks & development of A3 Methodological and thematic instructions for the organization and coordination of meetings between partners and stakeholders.	University of Patras	In progress
4	AQUARES - Water reuse policies advancement for resource efficient	INTERREG EUROPE	01.08.2019-31.07.2023	AQUARES brings together 10 partners from 9 countries, to achieve efficient	development of common methodology for the	BALTIC COASTS	Complete

	European regions” (PGI05582)			water management through water reuse, profit from the opportunities in the water market, and secure the protection of water bodies.	preparation of action plans within the activity A5.1.The purpose of the methodology is to support AQUARES partners in developing their action plans to efficiently address their needs in advancing water reuse.		
5	INVALIDIS - Protecting European Biodiversity from Invasive Alien	INTERREG EUROPE	01.06.2018 - 31.05.2023	INVALIDIS brings together 7 partners from 7 countries, to improve their environmental	Development of the project’s Sustainability Plan within activity A4.2	ICETA – Institute of Sciences, Technologies and Agroenvironment	Complete

	Species (PGI05271)				<p>policies, by supporting policy measures for the prevention, early detection and control of IAS.</p>	<p>“Implementing the Sustainability Strategy”</p>	<p>of the University of Porto</p>	
6	<p>PLASTECO – Supporting EU regions to curb plastics waste and littering (PGI06169)</p>	<p>INTERREG EUROPE</p>	<p>01.08.2019 – 31.07.2023</p>	<p>PLASTECO supports 8 partners from 8 EU countries, through joint policy learning efforts and exchanges of experiences, to benefit from the momentum of the EU plastics strategy and achieve their goals in terms of protecting the environment, increasing resource efficiency, alleviating health effects, and boosting innovation.</p>	<p>Development of communication and dissemination materials including i) the project’s communication strategy ii) the project’s website and social media pages iii) the semi-annual electronic newsletters iv)</p>	<p>Stara Zagora Regional Economic Development Agency</p>	<p>In progress</p>	

					poster v) brochure vi) press release templates		
7	TOUREST – Tourism Water Management for Sustainable Adrion Coastal Ares (No. 753)	INTERREG ADRION	01.01.2018 – 31.12.2019	TOUREST supports the development and proliferation of sustainable tourism policies & practices to increase water efficiency in ADRION coastal areas, seeking to: a) minimise the negative impacts of tourism activities on natural heritage, and b) protect increasingly scarce water resources. These focal interventions points will directly	Development of i) TOUREST Communication Plan, ii) Social networking pages and groups iii) development of TOUREST e- newsletters iv) TOUREST brochure, poster and press release templates	Region of Crete	Complete

				contribute to the implementation of the 4th EUSAIR pillar.				
8	INVALIDIS - Protecting European Biodiversity Invasive Species (PGI05271)	EUROPE from Alien	INTERREG EUROPE	01.06.2018 - 31.05.2023	INVALIDIS brings together 7 partners from 7 countries, to improve their environmental policies, by supporting policy measures for the prevention, early detection and control of IAS.	Development of communication and dissemination materials including i) the project's communication plan ii) the project's website and social media pages iii) the semi-annual electronic newsletters iv) poster v) brochure vi)	Bucharest-Ilfov Regional Development Agency	Complete

					press release templates		
9	INHERIT - Sustainable Tourism Strategies to Conserve and Valorise the Mediterranean and Coastal Natural Heritage (Ref. 3076)	INTERREG MED	01.02.2018 - 31.01.2022	INHERIT aims to conserve and valorise natural heritage in MED coastal and maritime tourist destinations, alleviating the adverse effects of overcapacity tourism in these areas through the promotion of sustainable tourism.	Development of i) Testing methodology for partners to evaluate the application of self-regulated measures and ii) Testing reports on self-regulated natural heritage protection initiatives	Association for Preservation of the Heritage of Mertola	Complete
10	CONDEREFF - Construction and Demolition Waste Management Policies for Improved Resource	INTERREG EUROPE	01.06.2018 - 31.05.2023	CONDEREFF aims to accelerate policy work on improving resource efficiency and introduce green growth opportunities	Development of communication and dissemination materials including i) the	Auvergne-Rhône-Alpes Energie Environnement	Complete

	Efficiency (PGI05560)			in the countries of the partnership.	project's communication plan ii) the project's website and social media pages iii) the semi-annual electronic newsletters iv) poster v) brochure vi) press release templates		
11	CASTWATER - Coastal areas sustainable tourism water management in the Mediterranean (Ref.1262)	INTERREG MED	01.11.2016 - 31.10.2019	CASTWATER aims to support sustainable tourism water management in MED coastal areas, by improving the monitoring and assessment of the	Project management and coordination activities	Municipality of Rethymno (Lead Partner)	Complete

				water sustainability performance of the tourism.			
12	SYMBI - Industrial symbiosis for Regional Sustainable Growth and a Resource Efficient Circular Economy (PGI00291)	INTERREG EUROPE	27.07.2016 - 28.02.2017	SYMBI aims to improve the provisions and support the implementation of policy instruments and measures for the diffusion of industrial symbiosis, to add value, reduce production costs, and relieve environmental pressures through increased resource efficiency and	Services related to Activities "C1.2 - Quality assessment" and "A1.4 - Prescribing green public procurement as an enabler of industrial symbiosis"	FYNDECYT-PCTEX (Lead Partner)	Complete

				greenhouse gas emissions. The overall improvement is anticipated to positively contribute in regional sustainable development and job creation.			
13	SYMBI - Industrial symbiosis for Regional Sustainable Growth and a Resource Efficient Circular Economy (PGI00291)	INTERREG EUROPE	08.09.2016 - 31.12.2016	Same as above	1. Development of Input Study for Activity A3.1 "Policies that can create attractive market conditions for private sector investments" 2. Development of B1.2-	Pannon Novum Non Profit Kft. (Project partner)	Complete

					Sustainability plan		
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Participation in EU projects as a project partner

#	Project	Funding Program	Duration (start – end date)	Brief description of the project	EXELIA's role	Status
1	VET4APPS – Strategic partnership to develop innovative VET open educational resources for mobile apps entrepreneurs, (2014-1-FR01-KA202-008702)	ERASMUS+	01.09.2014 – 31.08.2016	VET4APPS aims to develop a Vocational Education and Training (VET) programme to develop the skills of the mobile app workforce, with a particular focus on business and design skills.	Partner	Completed

#	Project	Funding Program	Duration (start – end date)	Brief description of the project	EXELIA's role	Status
2	CYCLOVET - Improving skills and competences of cycling instructors for European territorial administrations (2015-1-EL01-KA202-013994)	ERASMUS+	01.10.2015 – 31.09.2017	Cyclovet aims to promote professional development of cycling instructors across Europe.	Partner	Complete
3	3DPRISM – 3D Printing Skills for Manufacturing (2015-1-UK01-KA202-013432)	Erasmus+	01.11.2015 – 01.02.2018	3DPRISM aims to support VET provision on 3D printing skills and to identify new occupational profiles in the manufacturing sector, in order to facilitate and accelerate the integration of new skills and qualifications.	Partner	Complete
4	SMARTEL – Smart Metering and Home	Erasmus+	01.09.2016 – 31.12.2018	SMARTEL aims to increase the quality of VET	Partner	Complete

#	Project	Funding Program	Duration (start – end date)	Brief description of the project	EXELIA's role	Status
	Automation Technologies Re-training for electricians (2016-1-LT01-KA202-023154)			provisions for electricians to match their competence and skills with smart metering and home automation needs of a fast-changing market.		
5	HR4AD – Age-diverse workforce management for HR managers (2016-1-EL01-KA202-023534)	Erasmus+	01.11.2016 - 31.10.2018	HR4AD aims to develop updated CVET training resources to support European HR managers and VET providers to build and deliver courses that address the modern challenges of the ageing workforce.	Partner	Complete
6	BLISS – Blockchain Skills for ICT	Erasmus+	01.10.2017 – 31.03.2020	BLISS aims to further strengthen key competences in VET	Partner	Complete

#	Project	Funding Program	Duration (start – end date)	Brief description of the project	EXELIA's role	Status
	Professional (2017-1-FR01-KA202-037259)			provision for ICT professionals, by developing and making available educational resources and materials to address existing occupational needs and mismatches, resulting from the dynamic penetration of blockchain technology across all sectors of the EU economy		
7	ENVIRECA – “Greening” apprenticeships in the HORECA industry (2018-1-IT01-KA202-006773)	Erasmus+	01.09.2018 – 28.02.2021	ENVIRECA aims to improve HORECA work-based learning (WBL), by developing and making available new training content to better align WBL schemes with	Partner	Complete

#	Project	Funding Program	Duration (start – end date)	Brief description of the project	EXELIA's role	Status
				emerging workplace requirements with regards to environmentally sustainable work practices		
8	CONDAP – Digital skills for workplace mentors in construction sector apprenticeships (2018-1-UK01-KA202-048122)	Erasmus+	01.10.2018 – 31.03.2021	CONDAP aims to introduce a systematic approach to the VET of mentors in construction apprenticeships, so as to continuously support their professional development, with a particular focus on the support of in-company mentors digital skills and teaching ability.	Partner	Complete

#	Project	Funding Program	Duration (start – end date)	Brief description of the project	EXELIA's role	Status
9	FACTORY - Fostering Adaptability and enhancing Competences Towards a digital industry (2018-1-FR01-KA202-047726)	Erasmus+	01.09.2018–31.08.2021	FACTORY aims at developing the competences of professionals (workforce in industrial business) or future professionals to face the challenges of digitization in order to foster their employability and adaptability.	Partner	Complete
10	EASY HEALTH - Ease and Secure employability with HEALTH education (2018-1-FR01-KA204-047743)	Erasmus+	01.09.2018–31.08.2021	EASY HEALTH aims at supporting individuals in acquiring and developing key competences and more particularly competences related to hygiene and health linked to professional inclusion.	Partner	Complete

#	Project	Funding Program	Duration (start – end date)	Brief description of the project	EXELIA's role	Status
11	ARIS - Artificial Intelligence skills for ICT professionals (2019-1-BE01-KA202-050425)	Erasmus+	01.09.2019 – 28.02.2022	ARIS forms a Strategic Partnership to strengthen the key digital competences in VET provision for ICT professionals by offering an up-to-date curriculum and Open Educational Resources in Artificial Intelligence to address the existing occupational skills needs and mismatches.	Partner	In progress
12	UPWOOD – Up-skilling construction workers in wood construction methods for energy efficient buildings	Erasmus+	01.10.2019 – 31.03.2022	UPWOOD aims to address current and emerging occupational skills needs for energy efficiency and innovative woodworking construction practices, by	Partner	In progress

#	Project	Funding Program	Duration (start – end date)	Brief description of the project	EXELIA's role	Status
	(2019-1-AT01-KA202-051488)			improving work-based learning VET		

4 Team members to be involved in the development of the services

Vassilis Koutsogiannis is an experienced research consultant, specialized in the development, management and implementation of European co-funded R&D and Territorial Cooperation programs. He has presented articles in international scientific conferences on the subject of political strategy and communication philosophy. Since 2018, Vassilis has been a member of our research and analysis team, where he has been involved in the development of research studies within the scope of INTERREG EUROPE (CONDEREFF, EXTRA-SMEs and AQUARES) and INTERREG MED projects (INHERIT), as well as in the drafting of project proposals.

Alexandra Tsarouchi holds an MSc in Data Science from NCSR Demokritos and the University of Peloponnese, an MSc in Petroleum Engineering from Technical University of Crete and a MEng in Mineral Resources Engineering from the same University. Alexandra has previous research and working experience as Software Applications Engineer at a Greek Technical Company and as IoT Data and Petroleum Engineer at Oil & Gas Companies in the UK. She has great interest in Data Analysis, Energy and Research. She currently works at EXELIA as a Research and Analysis Consultant for EU – funded Projects.

Alkistis Bouratinou is an Economist with a Masters Degree in Business Administration. She has worked in the field of communication, training, conference organizing and corporate customer management with experience in financial departments of companies focused on financial and accounting analysis. Alkistis has more than 15 years working experience and five years in the field of European project's implementation.

Maria Pavlopoulou holds a BSc. in European Economics with French from the University of Kent and a MSc. in International Development Economics from the same university. She also holds a degree in Economic Analysis and Theory from the Université Pierre-Mendès-France - Grenoble. Maria has previously worked with the American-Hellenic Chamber of Commerce, providing consultancy services on export opportunities for Greek businesses within the US markets and conducted specialised reports presenting insights on the international landscape. Since 2017, Maria has been significantly involved in the management and implementation of EU-funded projects.

5 Context of work

DECARB 5th CALL

The COVID-19 crisis has aggravated pre-existing unfavourable conditions in the DeCarb regions, leading to serious socio-economic challenges that partners need to readily address with novel and targeted policy interventions. The ongoing pandemic has endangered the territorial plans for low-carbon transition and economic diversification, as coal phase-out investments from the public and private sector have currently stalled; even worse, the ensuing economic downturn has exercised additional social pressure on coal-dependent communities (e.g. employee layoffs & further increase of unemployment).

Through-out the 12 month duration of the DeCarb 5th call activities, partners will survey and document the socio-economic impact of the COVID-19 crisis on DeCarb regions' progress with coal phase-out and capacity for planning effective decarbonisation actions. As a second step partners will use this knowledge to enhance their crisis management capacities and identify good practices as solutions for the gaps documented, through three interrelated workshops on:

- i) good digital & green growth practices and funding opportunities for sustainable economic diversification,
- ii) risk management tools for designing resilient decarbonisation transitions, and
- iii) improving decarbonisation planning by integrating participatory approaches based on energy citizenship.

Expected results

- 1 Joint study on COVID-19 impact & opportunities for DeCarb regions
- 7 Online stakeholder meetings
- 1 Workshop on digital & green growth synergies workshop & 1 Conclusions summary
- 1 Risk management for decarbonisation workshop & 1 Lessons learnt summary
- 1 Energy citizenship workshop & 1 Conclusions summary
- 7 Online stakeholder meetings
- 14 Good practices

Project partners

All DeCarb partners (except PP5 - Ministry for Economic Affairs and Energy, State of Brandenburg & PP6 - House of Energy) participate in the additional exchange of experience activities. 5 new Policy instruments will be addressed and only PP9 will address the one from the initial DeCarb activities.

#	Partner Organisation	Abbreviation	Country
PP1 (LP)	Stara Zagora Regional Economic Development Agency	SZ REDA	Bulgaria
PP2	Lodzkie Region	LODZKIE	Poland
PP3	ENEREA Eszak-Alfold Regional Energy Agency Nonprofit Ltd.	ENEREA	Hungary
PP4	South-West Oltenia Regional Development Agency	SWO RDA	Romania
PP7	Regional Association of Local Governments of Western Macedonia	PEDDM	Greece
PP8	Energy Agency of Savinjska, Saleska and Koroska Region	KSEENA	Slovenia
PP9	Extremadura Energy Agency	AGENEX	Spain

6 Technical description of services to be provided

General description of Activity A1 and services provided

Within the context of Activity 1, EXELIA will develop on behalf of the Stara Zagora Regional Economic Development Agency (SZ REDA) a report that will serve as the primary source of knowledge for the upcoming exchange of experience workshops.

The requested joint study aims to provide DeCarb project partners with the analysis of the data collected based on Activity 1 methodology, as provided by PEDDM, regarding:

- 1) The socio-economic impact of the COVID-19 crisis on the partnership regions and the ongoing Just Transition initiatives
- 2) Regional policies and socio-economic characteristics that increased or decreased the vulnerability of the ongoing decarbonisation efforts to the COVID-19 pandemic
- 3) Pathways to just transition and decarbonisation, unlocked by the COVID-19 crisis
- 4) Best practices that could provide a pathway to economic recovery and resilience and which could be incorporated in the current decarbonisation process

Consequently, the aim of this joint study is to:

- 1) Document the impact of the COVID-19 crisis on DeCarb regions and the regional Just Transition initiatives
- 2) Identify common policy gaps or policy initiatives among DeCarb partners, along with regional characteristics that have mitigated or amplified the impact of COVID-19 on the ongoing decarbonisation efforts.
- 3) Collect best practices that could be utilized to promote economic recovery and resilience through their incorporation in the current decarbonisation efforts;
- 4) Provide a comparative analysis of policy responses, drawing useful conclusions on how to increase DeCarb partners' capacity to utilize the lessons learned from the COVID-19 pandemic to further advance their decarbonisation efforts and promote economic recovery and resilience.

Services to be provided by EXELIA

To develop the joint study, EXELIA will:

- 1) Collect and compile the input documentation forms provided by project partners based on the methodology provided by PEDDM.
- 2) Validate partners' input in line with the quality requirements defined in the methodology; EXELIA will consult SZ REDA if input does not meet the requirements. In the event of partners that fail to meet the KPIs defined or have failed to return adequate information, an additional deadline can be given in agreement with the DeCarb Lead Partner (SZ REDA); in this case, the final report will be delivered three calendar weeks after the receipt of the final input, thus setting a new delivery deadline.
- 3) Analyse the data provided. EXELIA will first scan the data through a deductive approach to identify recurrent themes and categorise them under the activity objectives. Then, it will compare the data to identify common issues and main differences across DeCarb regions, focusing on: i) the socio-economic impact of COVID-19 on the DeCarb regions and their decarbonisation efforts, ii) partners' common policy implementation challenges and regional policy gaps uncovered by the COVID-19 crisis, iii) policy initiatives that have mitigated the impact of COVID-19 in Decarb regions, iv) best practices in promoting economic recovery and resilience through the decarbonisation process and v) common solutions, lessons learnt and policy suggestions for DeCarb partners' territorial decarbonisation planning.
- 4) Develop a draft version of the joint study. EXELIA will prepare and disseminate a draft version among the partnership, to enable partners to provide their feedback and suggestions for improvement within the timeline of the Activity 1.
- 5) Develop the final version of the joint study. Having incorporated partners' feedback, EXELIA will deliver the final report to SZ REDA, to be disseminated in the consortium and serve as the reference point for discussions during upcoming DeCarb interregional workshops.

7 Implementation schedule

The final deliverable will be delivered by EXELIA on behalf of the Contracting Authority, following the implementation schedule below, in compliance with the DeCarb project time plan, and the specifications set by SZ REDA.

DeCarb activity	Service	Delivery Date
A1	Joint study on COVID-19 impact & opportunities for DeCarb regions"	30 th April 2022 or 15 working days from the date all necessary input is made available

N.B The deliverable will be developed in English as the partnership official working language.

8 Financial Bid

Athens, 18.02.2022

#	Service / Deliverable	NET Price (€)	VAT (€)	Total Price (€)
1	Joint study on COVID-19 impact & opportunities for DeCarb regions	16.700,00	n/a	16.700,00
Total Price		16.700,00	n/a	16.700,00

- The price for the above service is fixed and will not change from the signing of the contract until the service is provided.
- All elements affecting the price calculation (material costs, travelling costs, daily allowances and any other costs connected to provision of services in frames of this procurement) have been considered by calculating the value of the bid.
- Following the delivery of the output, EXELIA will issue a corresponding invoice for the respective service which will be due and payable in full within 15 days from the issuing date of the invoice.
- EXELIA is registered in the VIES and thus does not charge VAT for intra-community provision of services to entities also registered in the VIES (EU law 2008/8/CE).

Signature/stamp

Stavros Vasileios Filopoulos
Managing Director

EXELIA E.E.
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