

# Deliverable 2.3: Report summarising the different outputs and tool created in WP2



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#### **INTRODUCTION**

BELT – Boost Energy Label Take up – is a project funded by EU Horizon 2020 program which aims to promote the uptake of more efficient energy-related products .

BELT has the objective to facilitate the transition period from the old energetic label to the new one, informing and supporting all stakeholders, and to reduce to a minimum errors at all levels of the value chain from manufacturer to consumer.

Regulation (EU) 2017/1369 aims to promote the uptake of more efficient energy-related products, repealing Directive 2010/30/EU and the first Directive 92/75/EEC.

The EU energy label has been designed to provide consumers with accurate, recognizable and comparable information regarding energy consumption, performance and other essential characteristics of domestic household products.

It allows consumers to identify how energy efficient a product really is and how to assess a product's potential to reduce costs related to energy consumption.

Currently, products are labelled on a scale of A+++ (most efficient) to G (least efficient). In a consumer survey, it emerged that about 85% of European citizens always look at the energy label before buying a product, however, the current one (scale from A +++ to G) is difficult to understand considering that the higher classes are densely populated. Therefore, the label is to be 'rescaled' (scale from A to G): a product showing an A+++ energy efficiency class will, for example, become a B class after rescaling, without any change in its energy consumption. The most efficient class (class A) will initially be left empty to leave room for more energy efficient models. This initiative, combined with eco-design rules, could save 200 TWh of energy annually, which is equivalent to all the energy consumed by the Baltic countries in a year.

The BELT project has the following three main goals:

- to facilitate the transition period to the new rescaled label, informing and training all principal stakeholders and market actors
- to stimulate consumers to choose better energy performing products
- to stimulate manufacturers to research and to further improve their products, thus, stimulating innovation and investment.

The BELT project focus area is buildings a low carbon climate resilient future and shares common objectives with UN SDGs on Carbon Neutrality and Climate Resilience. On the supply side, BELT fosters a cleaner and more per foment generation technologies which are better integrated in various levels of the energy system, and, on the demand side, enables consumers to play a more active role in the energy transition.





# **EXPECTED RESULTS OF WP2**

WP2 is dedicated to the gathering of information and creation of knowledge and tools that will be used by the other work packages. Four work packages use in fact the results of WP2 to reach the four main target groups.

WP2 provides the foundations of the project. It does in fact:

- gather all relevant information and knowledge (lessons learned from previous or ongoing projects, existing tools, norms and so on)
- develop an environmental, social and techno-economic assessment to define the drivers for the different stakeholders
- develop tailored methodologies and tools to support the outreach to different stakeholders and target groups in WP3-WP4-WP5-WP6.
- create a master plan of communication activities that will be further detailed and specified in WP3-WP4-WP5-WP6
- create necessary supports such as fact sheets, unique designs and layout as well as clear messages for the target groups

# **WP2 SPECIFIC TASKS**

WP2 is composed of seven tasks to allow a better management and follow up of such a key work package:

# Task 2.1 Gather relevant information (norms, standards, etc)

This task represents the state of the art. AE will gather relevant information linked to products, norms, labels, calculation methods and previous experience while Sofies will reach out for information coming from market actors (manufacturers, retailers and other stakeholders).

Furthermore, AE will keep contact with the co-ordinators of other relevant EU or national projects to assure alignment and to be able to valorise to the full the previous experience, learning, documents and tools.

Partners: <u>AE</u>, Sofies, consumer organisations; months 1-6

## Task 2.2 Environmental, social and techno-economic assessment

Understanding the environmental, social and techno-economic performances are important drivers for the success of the project. In collaboration with consortium partners, a number of target products will be selected to perform the evaluation. Several scenarios will be tested and compared for each product selected to a 'baseline' scenario in which target products are produced in line with Directive 2010/30/UE (the current energy labelling system). Each of the scenarios tested in which the target products are designed in line with Regulation (EU) 2017/1369 (the new energy label system) will be evaluated after one, five and ten years of the introduction of the new legislation. The study will be carried out at national and European level.





The assessment of environmental savings (e.g. energy savings, GHG emission reductions) due to the introduction of the new rescaled labelling system will be based on LCA methodology and focus on the evaluation of:

- energy demand (MJ primary energy);
- GHG emissions (CO<sub>2</sub>, methane, etc.); and
- air polluants (SO<sub>2</sub>, particulate matters, VOCs, etc.).

Robust and well accepted impact assessment methods such as IPCC 2013 or ReCiPe will be used to quantify the impacts mentioned above.

The data required for the development of the environmental study include the types and performances of equipment, which can be derived from a market study as well as their country of use for the various scenarios. The electricity mix will be modelled using the latest and forecast data from EIA and other reliable sources as well as the work performed for the economic analysis. Emission data will be taken from the ecoinvent database, much used among LCA practitioners due to its transparency and consistency.

Market analysis will be carried out to evaluate trends in energy consumption and the investments on renewable energy by energy providers as well as consumers' expenditure to buy highly efficient products. A survey will provide information on consumers' behaviour and willingness to replace their products with more energy efficient ones and will allow analysis of social acceptance and evaluation of consumer perceptions associated with the introduction of the new labelling scheme. Furthermore, the results will be useful for other tasks such as the formulation of consumer communication campaigns.

Partners: ECO, Sofies; months 1-8

# Task 2.3 Creation of dedicated infographics and factsheets

AE is the co-ordinator of the task and it will assure coherent infographics and factsheets. AE has in fact many in-house creative designers and communications specialists. Sofies will help AE by bringing its technical expertise to help translate the findings of the environmental assessment into a concept and data easily understandable for the development of the different materials. *Partners: AE, Sofies; months 1-8* 

## Task 2.4 Creation of videos and material for the different target groups

Videos and tutorials are a powerful way to convey key messages in a short time. AE and the other partners involved will develop specific videos and tutorials to address the target group properly. Partners: <u>AE</u>, SONAE, Sofies, MCBO; months 3-10

# Task 2.5 Develop training workshops for manufacturers (Circulab)

Sofies will develop dedicated training workshops thanks to its experience in raising awareness and capacity building around sustainability issues. The potential that can be unlocked due to the adoption of the new energy labelling will be emphasised. Several tools/methodologies are available (in particular we could leverage the Circulab business game) and a tailored set of training sessions will be developed to meet the needs of the different stakeholders among manufacturers (e.g. management, design teams, etc). Specific cases and business games will be developed adopting the





Circulab methodology and made available to the wider network of Circulab consultants already active throughout Europe during the project and afterwards. (e.g. Circulab business game). *Partners: Sofies; months 6-12* 

# Task 2.6 BELT tool to help consumers make informed decisions

To better explain and attract consumers, an easy and simple tool will be created and hosted on consumer organisations' websites. The tool will help consumers in evaluating the direct impact of their choice of product in terms of energy saving, economic saving and performance. The tool will draw on the results from environmental and economic assessments and will allow a certain personalisation (e.g. single, couple, family) allowing more fitting advice. Consumers will benefit from this new online tool to compare, to find explanations of the new energy label, to understand its meaning in terms of money and pollution and get tips about how to improve efficiency in the use of appliances.

Partners: <u>AE</u>, TA, OCU, DECO, ZPS, SOFIES, months 2-12

# Task 2.7 Validation of key messages and master plan of communication

A master plan of communication will be created, regularly updated (at least every three months) and managed in this task. The plan will include a macro-calendar of the activities that will be performed, the tools that will be used, the messages and the evaluation methods. In WP3-WP4-WP5-WP6 the macro plan will be further detailed (micro planning) and implemented. *Partners: AE, all, months 1-30* 

## DIFFERENT OUTPUTS AND TOOL CREATED IN WP2

In order to have an efficient communication plan, AE gathered relevant information linked to products, norms, labels, calculation methods and previous experience through different channels which are mainly the EU regulation, the opinion of the energetic experts in the consortium and other principal stakeholder.

AE also asked to all the partners involved in BELT project to gather from their specific target the main FAQ's they had about the new energy label. This allowed the project partners to have an initial point for their communication. Here below the key information and the relative communication outputs gathered.

In wp3 have been created Detailed communication plan for each BELT partner and they are continuously updated.

In wp2 has been created different outputs. Here below the list of all outputs created and that are going to be developed. Some of these outputs has been created in coordination with LABEL 2020 project's partners.

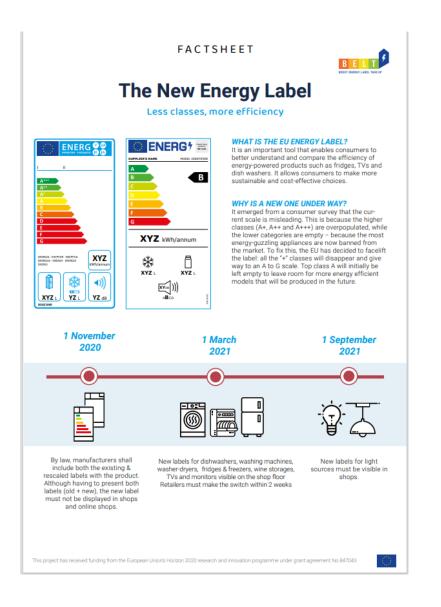




# **INFOGRAPHICS & FACTSHEET**

BELT consortium has created a factsheet, addressed to all target groups, in order to give an overview of the principal changing in the label rescaling. This factsheet has been translated in several language (Spanish, French, Dutch, Italian, Greek, Lithuanian, Slovenian, Italian, Portuguese, Finnish).

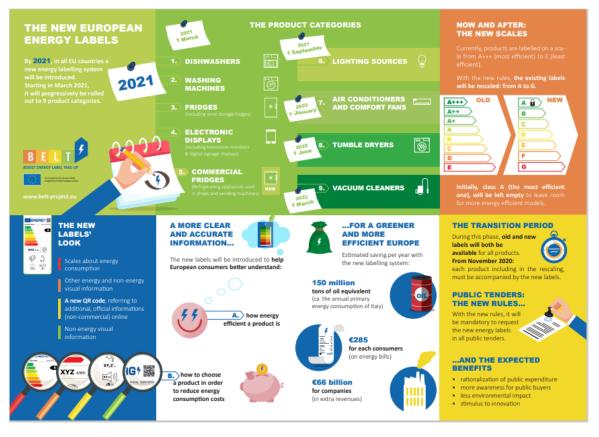
Here you can download the English version: <u>https://www.belt-project.eu/consumers</u>



MCBO has created also some infographics for PPP and BPP target group that have been readapted to reach out other target groups like consumers, schools or retailers.







## **WEBSITES**

All the websites created are constantly updated with the project news and results.

- In November 2019 has been created by AE developers, in coordination with BEUC, BELT official website <a href="https://www.belt-project.eu/">https://www.belt-project.eu/</a>. The website is a showcase page, where BELT partners will publish all project's news. The results of the project will be showed in each partner website, which is also linked in BELT website. We preffered to do in this way because all partners websites already have a network and many visits. In this way it will be easier to spread project's results. Otherwise BELT would have had to invest money to make the official website visible through seo and advertising actions. Using partners website we will reach a larger number of people saving money. BELT official website will be used also from BEUC linked third parties to share the web tool, which is embedded in BELT website, to their national consumers in Greece, Ireland and Lithuania.
- ERION, BELT partner in charge to reach manufacturer target group has created a specific website, embedded in their company website. In this landing page you can find the records of webinars, you can download specific leaflet and guidelines for manufacturers and retailers. <u>https://www.newenergylabelt.eu/en</u>





 MCBO (Metropolitan City of Bologna), BELT partner in charge to reach public procurers and business procurers personnel target group has created a specific website, embedded in their company website

https://www.cittametropolitana.bo.it/progetti\_europei/Progetti\_europei/BELT

- BEUC news: <u>https://www.beuc.eu/press-media/news-events/eu-project-will-walk-</u> <u>consumers-through-new-energy-label</u>
- ZPS, that is a Slovenian partner in charge of the outreaching of consumers in their country has created a specific web page in its company website: <a href="https://www.zps.si/index.php/dom-in-vrt-topmenu-331/nova-energijska-nalepka">https://www.zps.si/index.php/dom-in-vrt-topmenu-331/nova-energijska-nalepka</a>
- KEPKA, which is one of BEUC linked third parties in charge to communicate towards consumers in Greece has create a specific web page in its company website: <a href="https://www.kepka.org/belt">https://www.kepka.org/belt</a>
- AE has created a specific hub for BELT project : https://www.altroconsumo.it/belt
- OCU has created a specific hub for BELT project:
- DECO has created a specific hub for BELT project:
- TA has created a specific hub for BELT project: <u>https://www.test-aankoop.be/nieuw-</u> energielabel/info

#### WEB TOOL

ALTROCONSUMO has created for all the consortium a calculator to embed in their websites.

- AC: <u>https://www.altroconsumo.it/belt</u>
- OCU: <u>https://www.ocu.org/belt</u>
- DECO: <u>https://www.deco.proteste.pt/belt</u>
- TA: https://www.test-aankoop.be/nieuw-energielabel
- BEUC LINKED THIRD PARTIES: has translated the calculator created from Altroconsumo and embed in BELT website. Then they have created a link to their company websites to BELT calculator. <u>https://www.belt-project.eu/belt</u>
- SLOVENIA ZPS: has developed its own calculator in coordination with AC. Here's the link: https://dev.zps.si/BELT/.

#### VIDEO

In WP2 BELT consortium has produced a master video divided in 5 chapters. In this way we will have 5 short videos (more suitable for social media users) and one long video to upload on BELT partners websites.

- 1. Introduction of the new energy label (which appliances are included, what is going to change and when there will be the transition period)
- 2. Focus on consumer target group





- 3. Focus on retailers obligations
- 4. Focus on manufacturers obligations
- 5. Focus on PPP/BPP target groups

MCBO has also created another video, dedicated to PPP and BPP target group: <u>https://youtu.be/VuFACM0I7CA</u>

Here's the links where you can find BELT video:

TA - links for all video embedded in the website or social media channels (youtube) for BELT project.

YouTube	ENG spoken – NL subtitles	ENG spoken – FR subtitles
Long version	https://youtu.be/0EMoUv6JrcA	https://youtu.be/UG-qZ0KbJ24
Consumers	https://youtu.be/CJbIUXBoFWI	https://youtu.be/cL2ONuRaccM
Retailers	https://youtu.be/6s_mQ53B0YU	https://youtu.be/9DKR1AgNgvg
Manufactur ers	https://youtu.be/Yv1EBJ3Ifzs	https://youtu.be/CMvW9vDchnA
Procureme nt personnel	https://youtu.be/KT1gPV21pHo	https://youtu.be/D27ID83jB60
YouTube	NL voiceover	FR voiceover
Consumers	https://youtu.be/_n6rImfC36c	https://youtu.be/bNIOyn7Ji7s
TA site	NL	<u>FR</u>
Site with	https://www.test-aankoop.be/nieuw-	https://www.test-achats.be/nouveau-
video/link	energielabel/	label-energetique
to tool		
NEWS	https://www.test-	https://www.test-
	aankoop.be/huishoudelektro/wasmachin	achats.be/electromenager/lave-
	es/nieuws/nieuw-	linge/news/nouveaux-labels-





	energielabel?fbclid=IwAR3nDTuMCDuaC Wi8JzJJEddx1OxUsG8LqxWl8r8LXuKZMFc -ZWiTif8jgu4	energie?fbclid=IwAR150Ef3dzljbkwD5s TpUpiSQDfXRq_mjk4R6jheWHdyB9Xno LmquSk9xwU
PRESS	https://www.test- aankoop.be/huishoudelektro/wasmachin es/pers/belt-16022021	https://www.test- achats.be/electromenager/lave- linge/presse/belt-16022021
Social media	NL	<u>FR</u>
LinkedIn	https://lnkd.in/dkZdnKB	https://lnkd.in/diqcPSn
Short video for FB	https://www.facebook.com/TestAankoop /posts/3254460191252863	https://www.facebook.com/TestAchats /posts/10160701843928275

**MCBO** - links for all video embedded in the website or social media channels (linkedin) for BELT project.

Linkedin	
Nuevo sistema de etiquetado de la UE	https://www.linkedin.com/posts/belt-for-buyers_nuevo-sistema-de- etiquetado-de-la-ue-activity-6755052612745236480-ye79/
Neues EU- Kennzeichnungssys tem	https://www.linkedin.com/posts/belt-for-buyers_neues-eu- kennzeichnungssystem-activity-6754343863336374272-ebTG/
New energy labelling system	https://www.linkedin.com/posts/belt-for-buyers_new-energy-labelling- system-activity-6751824885158313985-xm6E





Nuovo sistema	https://www.linkedin.com/posts/belt-for-buyers_nuovo-sistema-europeo-
europeo di	di-etichettatura-energetica-activity-6747420946379878400-HOrJ/
etichettatura	
energetica:	

**OCU** - links for all video embedded in the website or social media channels (youtube) for BELT project.

Youtube	
Consumers version	https://www.linkedin.com/posts/belt-for-buyers_nuevo-sistema-de- etiquetado-de-la-ue-activity-6755052612745236480-ye79/
Complete version	https://www.linkedin.com/posts/belt-for-buyers_neues-eu- kennzeichnungssystem-activity-6754343863336374272-ebTG/

**ZPS** - links for all video embedded in the website or social media channels for BELT project.

ZPS	
Youtube channel	https://www.youtube.com/channel/UCkpxOte3GJjvxlUdo9ONMMA
Embedded or add link in webpage news	https://www.zps.si/dom-in-vrt-topmenu-331/nova-energijska- nalepka/10819-na-zps-smo-za-sole-pripravili-ucno-uro-o-novi-energijski- nalepki, https://www.zps.si/dom-in-vrt-topmenu-331/nova-energijska- nalepka/10792-nova-energijska-nalepka-je-tu.
Add in the material for schools lesson	https://www.zps.si/dom-in-vrt-topmenu-331/nova-energijska- nalepka/10819-na-zps-smo-za-sole-pripravili-ucno-uro-o-novi-energijski- nalepki
FB (consumers)	https://www.facebook.com/zpsslo





TWITTER	https://twitter.com/zpsslo
LINKEDIN	https://www.linkedin.com/company/828315/admin/
Online retailer MIMOVRSTE (ZPS partner) published video on its webpage	https://www.mimovrste.com/nova-energijska-nalepka
Retailer Merkur published video on its webpage	https://www.merkur.si/nova-energijska- nalepka?fbclid=IwAR0Nxzb5IbNTCWIL7RVg9CzHSwZ3fXhdQQKsTi0Ytza1nzrT 1WvBEPqSZUg

**EKPIZO** - links for all video embedded in the website or social media channels for BELT project.

EKPIZO	
Consumers version	https://www.youtube.com/watch?v=c2vtZ-FR2zE
Retailers version	https://www.youtube.com/watch?v=FkFrlUMsVgw
Website	http://bit.ly/35bUp1V
FACEBOOK	http://bit.ly/3pbAKq6
LINKEDIN	http://bit.ly/370o9Qx
TWITTER	https://bit.ly/2MV9r6e

**KEPKA** - links for all video embedded in the website or social media channels for BELT project.

FACEBOOK	https://www.facebook.com/kepka.org/posts/10159103481347206





YOUTUBE	https://youtu.be/iJyAd_v8G_U
TWITTER	https://twitter.com/EvangeliaKekele/status/1365193983991906304

ALCO - links for all video embedded in the website or social media channels for BELT project.

website	https://www.lvoa.lt/belt-projektas/vaizdo-informacija-gamintojams/
	https://www.lvoa.lt/belt-projektas/vaizdo-informacija-pardavejui/,
	https://www.lvoa.lt/belt-projektas/vaizdo-informacija-vartotojui/
YOUTUBE	https://www.youtube.com/watch?v=uXLntWdFvBk

CAI - links for all video embedded in the website or social media channels for BELT project.

website	https://thecai.ie/new-generation-eu-energy-labels/
TWITTER	https://twitter.com/the_cai/status/135064149968506881?s=21
	https://twitter.com/the_cai/status/1364491663826169860?s=21
	https://twitter.com/the_cai/status/1365411161869611012?s=21
	<pre>https://twitter.com/the_cai/status/1366286615556063233?s=21</pre>

#### **DECO** - links for all video embedded in the website or social media channels for BELT project.

YOUTUBE	https://youtu.be/y7McnJ6qzDQ
YOUTUBE	https://youtu.be/29RTqyB9jsQ
YOUTUBE	https://youtu.be/EB1MMJkIGUY





FACEBOOK	https://www.facebook.com/watch/?v=873094513438608
FACEBOOK	https://www.facebook.com/DecoProteste/videos/862052547685310/
FACEBOOK	https://www.facebook.com/DecoProteste/videos/961719344400262
LINKEDIN	https://www.linkedin.com/feed/update/urn:li:activity:67583902966665420 80
LINKEDIN	https://www.linkedin.com/feed/update/urn:li:activity:67648314646316687 36/
LINKEDIN	https://www.linkedin.com/feed/update/urn:li:activity:67674335990514688 00
TWITTER	https://twitter.com/decoproteste/status/1352625945648263168
TWITTER	https://twitter.com/decoproteste/status/1361609513950994435

**ECODOM** - links for all video embedded in the website or social media channels for BELT project.

Website https://www.newenergylabelt.eu/en/training   Facebook https://fb.watch/4TR2xDhEFA/   Newsletter https://e8h2a.emailsp.com/f/rnl.aspx/?jkj=qnvzvy:- kl=oxbk&x=pv&=qo_3:&x=pv&1-d=8-5hka2/5000:-&x=pp&x26c- gf19i3a5d=u//wNCLM   https://o8h2a.emailep.com/f/rnl.aspx/?jkj=qnvzvy:- kl=oxbk&x=pv&=qo_3:&x=pv&1-d=8-5hka2/5000:-&x=pp&x26c- gf19i3a5d=u//wNCLM		
Newsletter https://e8h2a.emailsp.com/f/rnl.aspx/?jkj=qnvzvy:-   kl=oxbk&x=pv&=qo_3:&x=pv&1-d=8-5hka2/5000:-&x=pp&x26c-   gf19i3a5d=u//wNCLM	.eu/en/training	Website
kl=oxbk&x=pv&=qo_3:&x=pv&1-d=8-5hka2/5000:-&x=pp&x26c- gf19i3a5d=u//wNCLM		Facebook
https://e8h2a.emailsp.com/f/rnl.aspx/?jkj=qnvzuy:- kl=oxbk&x=pv&=qor3:&x=pv&1-d=dg35702-e8&6:ag&x=pp&xx5gag./- l304h=x/wnNCLM	nl.aspx/?jkj=qnvzuy:-	Newsletter

AE - links for all video embedded in the website or social media channels for BELT project.





FACEBOOK	https://business.facebook.com/70212282110/posts/10157308523657111/
YOUTUBE	https://youtu.be/GSWNGaTjFpE
LINKEDIN	https://www.linkedin.com/company/belt-for-buyers/posts/?feedView=all
website	https://www.altroconsumo.it/belt

## ENVIRONMENTAL, SOCIAL AND TECHNO-ECONOMIC ASSESSMENT

#### Details on environmental data for web tool

A web tool, result of WP2.6, was designed to help consumers understand the benefits of more energy efficient products on their environmental impact and running costs. Sofies contributed the calculations on energy consumption and associated costs and environmental impacts. Below the details on the overall approach, scope, data sources, and assumptions made, are presented.

#### Approach

The aim was to have a flexible tool that would allow consumers of different appliances in different European countries understand the implications of different labels on costs and environmental impact. Given the variability in the appliances, the values used are averages within categories, and emphasis was placed on simplification and user friendliness.

Your country	Belgium					
Capacity of the dishwasher	13	3 place settings				
Number of cycles per week	4					
Results						
	Annual energy consumptions (kWh per year)	Energy consumption per cycle (kWh per cycle)	Electricity costs (euros per year)	Associated CO <sub>2</sub> emsissions (kg per year)	Number of trees required to absorb the CO2	Km of driving a car equivalent
A	101	0.49	29	17	1.7	136
В	122	0.59	35	20	2.0	164
с	143	0.69	41	24	2.4	192
D	164	0.79	46	27	2.7	221
E	185	0.89	52	31	3.1	249
F	206	0.99	58	34	3.4	277
		1.09	64	38	3.8	305

Figure 1. Example of user interface in Excel format. The tool allows the user to define the main parameters of the appliance, as well as the intensity of use and country, in order to obtain tailored impact data per energy label category.





#### Scope

The tool contains data for the appliances and countries in scope of the BELT project:

Primary and secondary target countries: Belgium, Croatia, Greece, Ireland, Italy, Lithuania, Portugal, Slovenia, and Spain.

Appliances: Dishwashers, Washing machines, Fridges, TVs, and Lamps.

#### Data sources

#### Energy consumption:

Energy efficiency parameters were obtained from the Commission Delegated Regulations:

- Washing machines Commission Delegated Regulation (EU) 2019/2014 of 11 March 2019
- Dishwasher Commission Delegated Regulation (EU) 2019/2017
- Fridges Commission Delegated Regulation (EU) No 1060/2010
- TVs Commission Regulation (EU) 2019/2021
- Lamps Commission Delegated Regulation (EU) 2019/2015

Industry experts were consulted to obtain a better understanding of most frequent parameters in order to present the appropriate options to the tool users (e.g. dishwasher capacity, lamp intensities)

Estimation of costs and environmental impact:

Data on the cost per kWh consumed was obtained from Eurostat, accessed in May 2020 (see table 1 for more information).

Data on carbon emissions per kWh consumed was obtained from Carbon Footprint, 2019, 'Country specific electricity grid greenhouse gas emission factors' (see table 1 for details).

Data on emission from cars was obtained from European Environment Agency (122.4 g CO2/km) corresponding to 2019, while the mass of CO2 stored by growing trees was found at 'Plant for the planet', accessed May 2020 (10 kg CO2/year).





#### Table 1. Costs and carbon dioxide emissions associated

per kWh used in Web Tool

	EUR per kWh	kg CO2 per kWh
Belgium	0.2839	0.167
Croatia	0.1321	0.417
Greece	0.165	0.567
Ireland	0.2423	0.393
Italy	0.2301	0.327
Lithuania	0.1255	0.362
Portugal	0.2154	0.307
Slovenia	0.1634	0.335
Spain	0.2403	0.288

## **CIRCULAB WEBTOOL**

Sofies will be applying the Circulab methodology in workshops aimed at helping manufacturers in the transition to the new energy labels, and encouraging them to foster innovation in the wider context of changing eco-design requirements. The workshops focus on raising awareness and providing the tools for companies to re-design and re-think their products and business models when confronted with challenging scenarios, and are designed to be relevant to different groups of stakeholders among manufacturers, from management to design teams or procurement teams. In preparation for the Circulab workshops, Sofies has created the following new cases and materials:

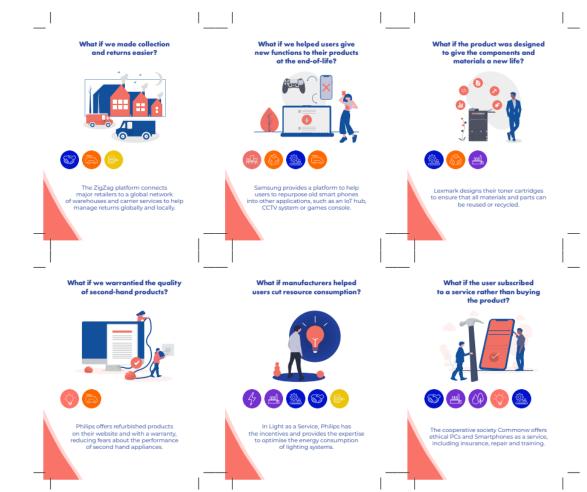
- 4 scenarios reflecting realistic potential challenging situation the manufacturer may face due to the upcoming regulations and broader systemic conditions;
- Filled-in Circulab business canvas, reflecting a fictional home appliance manufacturer;
- 10 'What if' cards, designed to stimulate creative solutions and visualise opportunities;
- Preliminary workshop formats and timings, to be ready to adapt in case travelling and physical workshops are restricted





The workshop is aimed at helping manufacturers in the transition to the new energy labels, and encouraging them to foster innovation in the wider context of changing eco-design requirements. The focus is on raising awareness and providing the tools for companies to redesign and re-think their products and business models when confronted with challenging scenarios, and are designed to be relevant to different groups of stakeholders among manufacturers, from management to design teams or procurement teams.

A detailed description of Circulab workhop materials has been done by Sofies in Deliverable 2.4.



# What if cards: triggering innovative thinking

"What if" cards are designed to help workshop participants think of new possibilities and opportunities to transform challenges into opportunities. For the specific purposes of the BELT workshops, new cards were created that focussed specifically on innovative products and business models related to electronics, energy efficiency and circular economy.

