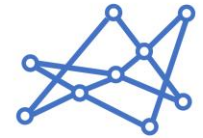


THE JOURNEY OF A SUCCESSFUL EUDP APPLICATION PROCESS



GRANT2GREEN

GRANT2GROW

www.grant2green.com

THE COMPANY AND THE INNOVATION



www.skantech.eu

SkanTech ApS is a Danish supplier of IoT-based fleet management systems for public transportation operators. Established in 2004, the company has a successful product range and long-lasting relations with its customer base.

Within the fleet management framework, so-called driver management is a promising strategy for operational improvements across fuel efficiency, safety and passenger service. SkanTech has ideated a new driver management system for on-board training, team benchmarking and real-time behaviour nudging. The working title is Driver Coach.

SkanTech was looking to soft funding as a funding option. Grant2green became involved at this stage, and the Grant2green collaboration model was the backbone of the journey towards a successful EUDP grant award.

GRANT2GREEN'S COLLABORATION MODEL

We commit to partner for one or more applications.

We expand to target additional opportunities.



EXPLORE

Together, we explore the soft funding landscape.



COMMIT



IMPLEMENT

We implement our application strategy.



EXPAND

We expand to target additional opportunities.

EXPLORE



Signing an NDA initialized a deeper dive into ideation and venture maturity, and a mutual exploration of the soft funding landscape.

SkandTech is an SME and the Driver Coach system has a fuel and climate impact component. This would qualify the project with practically all programs.

We explored InnoBooster, Grand Solutions and EUDP to mention the most relevant Danish programs. And we looked at EuroStars and the European Innovation Councils Pathfinder and Accelerator instruments.

COMMIT



Grant2green developed a funding strategy that presented SkanTech with three options for soft funding that would be relevant depending on the direction of SkanTech's continued ideation.

To arrive at this recommendation, Grant2green considered aspects of timing, technology maturity, possible departure stages of development, time-to-market, the specific needs for new knowledge, and the overall budget sizes of possible project scopes.

The three options were InnoBooster, EUDP and the European Innovation Councils Accelerator program. The decision was to target EUDP.

IMPLEMENT



Grant2green and SkanTech had complementary roles in preparing the application. SkanTech secured partner commitment, described development activities, and did budget cost assessments.

Grant2green focused on project qualification, business plan, impact and project plan descriptions as well as managing the process, handling the many documents and undertaking storyboard analysis to best match EUDP selection criteria.

About 4 weeks after submission, EUDP forwarded the assessment of its external experts, and a hearing letter was prepared to facilitate EUDP's final decision, which was to award the grant.

EXPAND



"We have been really satisfied with Grant2green and look forward to further explore the partnership that we forged for the EUDP application."

Jan Skaarup, CEO of SkanTech ApS

GRANT2GREEN SERVICES



FUNDING PROPOSALS

Green funding opportunities and volumes are growing fast. We develop a funding strategy and secure the funding that you need to develop your business.



INNOVATION MANAGEMENT

It takes innovation management and data-driven business planning to be successful. We support and qualify your venture with partner search, market analysis and strategic business plan development.



PROJECT MANAGEMENT

Grants boost the activity level of your venture. We can handle project management and reporting, allowing you to focus on developing your business.



CLIMATE AND SUSTAINABILITY

Unlocking green funding from the large funds requires that your venture or start-up contributes to the green transition. We assist you in uncovering and documenting your green transition potential.