

## **Specification of requirements for an Innovation Process on Air Quality in China**

### **Assistance to the Chinese–Danish Strategic Sector Cooperation Program 2016-2018**

#### **Purpose**

Denmark and China have signed a MOU – a Memorandum of Understanding – and have entered into a Strategic Sector Cooperation in 2016 for the period 2016-2018. The cooperation deals with three thematic areas - Water Resources Management, Wastewater Management and Air Quality, and one cross-sectoral cross-cutting thematic area on Technology Transfer.

The SSC program is planning the execution of an innovation process within the SSC air pollution track. The process involves key participants from the Chinese contacts generated via the SSC program (Ministry of Environmental Protection (MEP) and the environmental authorities from Beijing Municipality (Beijing EPB) and Jiangsu Province (Jiangsu EPD)), Danish key companies in China, Trade Council employees from the embassy, Chinese companies and Danish Environmental Protection Agency (Danish EPA). The main group of key participants will be 15-20 people and the goal will be to introduce Danish air pollution technology sustainably and long-term in China – a goal counting both for the Danish and Chinese sides.

The process must be facilitated by an experienced innovation consultant with international experience.

The process will include 3 workshops including the following activities:

1. Mapping of market barriers
2. Idea generation process where the group generate ideas to overcome the barriers.
3. Testing the suggested ideas (academic exercise)
4. Qualifying ideas
5. Prioritizing ideas
6. Developing a plan for implementing the selected ideas

The key innovation group will be the above mentioned partners who are all located in China, except the Danish EPA. The Danish-based companies with an interest in the Chinese market must also be involved in the process. In order to do so, 1 workshop out of the 3 planned workshops will be held in Denmark – with Danish based companies.

The proposal describes a new approach to decoding the market in China. The project will sufficiently take advantage of information from all networks in China – including the newly generated SSC network, company networks, embassy network etc. This should qualify the discussions regarding market questions.

Both the MEP, Beijing EPB and Jiangsu EPD have an obligation to help introduce European technology to the Chinese market- so even for the Chinese there is a good "hook" in the project. MEP, Jiangsu EPD, Beijing EPB, Danish Embassy and Danish EPA have all confirmed their participation. There is no confirmation from Chinese companies yet. Finding Chinese companies will be part of the preparation process and will involve input from partners, especially the Chinese authorities and Danish companies. Furthermore, the selection of Danish companies for the workshop in Denmark will also be part of the preparations.

### **Scope and schedule**

The Contract Period is from 31 January 2018 to 30 June 2018. The Contract will terminate without further notice at the end of the Contract Period.

### **Deliverables and budget**

The tasks undertaken by the consultant will be as follows:

#### *Preparation and facilitation of a One-day workshop in China (Workshop #1)*

Participants: MEP, Danish EPA, Beijing EPB, Jiangsu EPD, Embassy, Danish China based clean air company and Chinese companies.

Subject: Mapping barriers and generating solution proposals.

Consultancy budget for workshop incl. preparation, wrap up documents and travel: 75,000 DKK excl. VAT

Output: A map of qualified ideas for long term and sustainable introduction of Danish clean air tech companies in China.

#### *Preparation and facilitation of a one-day workshop in Denmark (Workshop #2)*

Participants: Danish EPA, Danish Embassy, Danish clean air companies.

Subject: Mapping barriers and generating solution proposals, reusing input from Workshop #1.

Consultancy budget for workshop incl. preparation, wrap up documents and travel: 50,000 DKK excl. VAT

Output: A map of qualified ideas for long term and sustainable introduction of Danish clean air tech companies in China including findings from Workshop #1.

#### *Preparation and facilitation of a one-day workshop in China (Workshop #3)*

Participants: MEP, MST, Beijing EPB, Jiangsu EPD, Embassy, if possible Danish Companies, 1-2 representatives from Chinese companies.

Subject: Sum up ideas, prioritization of ideas and selection of tracks for implementation.

Developing an operational and detailed implementation plan - who exactly does what!

Consultancy budget for workshop incl. wrap up documents (final implementation plan) and travel: 75,000 DKK excl. VAT

Output: Implementation plan including time line, contact info of involved parties (both companies and authorities), brief activity description and technology demand.

#### *Output format*

The output must be graphically illustrated documents that in a brief and precise way presents the outcomes from the workshops.

#### *Total budget*

The total budget is 200,000 DKK excl. VAT. The budget allocation for the workshops is based on an assumption, that the consultant is Danish based, but can be adjusted if the consultant is Chinese based.

#### **Payment plan**

The contract price is fixed for the duration of the project, possibly with installments subject to specific agreement between the parties. The consultant may invoice in according to approved Guideline.