



AlpEnMAT Case study on event 2nd Jam Bite “Smart Cities and Regions”

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ALOT s.c.ar.l.

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1 Event structure and agenda

The second JAM BITE event took place on April 3 2014 from 9.00 am to 4.30 pm in Legnano. The general subject of the event was “Smart Cities and Regions”. As mentioned before, the event took place in Legnano at TecnoCity. 87 participants attended the event. In the following, you can find the agenda for the JAM BITE event in Legnano.

Table 1 Agenda for the JAM BITE event Legnano

Timetable	Action	Content
h. 09.00	<ul style="list-style-type: none"> Registration 	Local registration for the JAM BITE event
h. 09.30	<ul style="list-style-type: none"> Welcome greetings 	<ul style="list-style-type: none"> Guido Piccoli, Dir. ALOT, Agency of East Lombardy for Transport and Logistics Pierantonio Luminari, Vice Major Legnano Municipality Silvia Pagani, Dir. Lombardy Energy Cluster
h. 9.40	<ul style="list-style-type: none"> Keynote Speech 	Giacomo Selmi, SEP Consulting
h. 10.00	<ul style="list-style-type: none"> Key Stakeholders 	<ul style="list-style-type: none"> Bankable bottom-up business approaches to attract investments for smart cities (SITI Torino – Sergio Olivero) Smart City project Comune di Brescia - Nadia Busato Smartfusion Project Gruppo CLAS - Carlo Vaghi Energy efficiency in heating systems Robur S.p.A. - Ferruccio De Paoli Service E-VAI, Lombardy SEMS - Giovanni Alberio
h. 11.00	<ul style="list-style-type: none"> Elevator Pitch 	Companies introduce their “best case”
h. 12.00	<ul style="list-style-type: none"> JAM Session – 3 Round Tables 	<ul style="list-style-type: none"> Greening Industry (moderator Roberto Trifone, STF – 45) “White Certificates” and funds for energy efficiency (moderator Roberto Trifone, STF – 45) Mobility in Smart City (moderator Nadia Busato, Brescia Municipality – 1.30)
h. 13.30 – 14..30	<ul style="list-style-type: none"> Lunch 	
h. 14.30 – 16.30	<ul style="list-style-type: none"> JAM 1:1 	Pre-scheduled meetings

2 Event story (eBook) concept

The eBook regarding this event has not been produced.

2.1 Conference Session

The conference session started with welcome greetings from Guido Piccoli (Dir. ALOT, Agency of East Lombardy for Transport and Logistics), Pierantonio Luminari (Vice-Major Legnano Municipality) and Silvia Pagani (Dir. Lombardy Energy cluster). After the welcome greetings the keynote speech was held from Mr. Giacomo Selmi (SEP Consulting) with the topic “Smart Cities in evolution”. Thereafter, the key stakeholders were presented. In the following, you can find a list of the key stakeholders

- Bankable bottom-up business approaches to attract investments for smart cities | *SITI Torino - Sergio Olivero*
- Smart City project | *Comune di Brescia - Nadia Busato*
- Smartfusion Project | *Gruppo CLAS - Carlo Vaghi*
- Energy efficiency in heating systems | *Robur S.p.A. - Ferruccio De Paoli*
- Service E-VAI, Lombardy | *SEMS - Giovanni Alberio*

During the Elevator Pitch, following companies introduces their “best case” (see Table 2).

Table 2 Attended companies

N°	Companies	N°	Companies
1	RES	9	COMUNE DI NERVIANO
2	ICE	10	BONO
3	ICOOR	11	ALLIX
4	TECNOLARIO	12	SON
5	BICINCITTÀ	13	TIEMES
6	MUOVOSVILUPPO	14	E2S3
7	ABB	15	TECNOLARIO
8	ENERGY TEAM		

2.2 JAM Session

The JAM Session 1 and 2 have been moderated by Roberto Trifone director of STF (STF is a leading company in the field of the heating systems). STF mission is the design and supply of state of the art power generation equipment in all sectors of energy production including thermoelectric power plant like coal, oil, natural gas, biomass and nuclear power plant. 46 participants took part in the sessions 1 and 2. The sessions' outfit has come out like a debate with questions/answers scheme. As you can see in the agenda in Table 1, Session 1 was about "Greening Industry" and Session 2 about "White Certificates and funds for energy efficiency".

The JAM Session 3 was about "Mobility in Smart City". Nadia Busato, responsible of the project Smart City in Brescia Municipality, moderated the Session. In this case 16 participants took part to the session facing these topics: charging station infrastructure, car sharing, bike sharing, problems related to the technological standards, problems related to the regulatory frame. A more restrained context made this session more open for debate-addressed and this allowed the different points of view to emerge.

2.3 Networking

Eight tables have been available for the JAM BITE 1:1 networking session. The following tables provide an overview of the networking session of each attended company/organisation. 21 companies/organisations are listed in the tables. Every table stands for one participating company/organisation.

Table 3 BA ENERGIE

Time	Company	Table
14.30 - 14.45	BA Energie - Green to Green	TAVOLO 1
14.45 - 15.00	BA Energie - Unicredit	TAVOLO 1
15.00 - 15.15	BA Energie - RES	TAVOLO 1
15.15 - 15.30	Ba Energie - Son	TAVOLO 1
15.30 - 15.45	Ba Energie - Ice	TAVOLO 1
15.45 - 16.00	BA Energie - Voltasolar	TAVOLO 1
16.00 - 16.15	Ba Energie - ICIM	TAVOLO 1
16.15 - 16.30	Ba Energie - Tiemes	TAVOLO 1

Table 4 COMUNE DI BRESCIA

Time	Company	Table
14.30 - 14.45	Comune di Brescia – Tecno-lario	TAVOLO 2
14.45 - 15.00	Comune di Brescia - Lab#ID	TAVOLO 2
15.00 - 15.15	Comune di Brescia – Energy Mobility Innovation	TAVOLO 2
15.15 - 15.30	Comune di Brescia - Sems	TAVOLO 2
15.30 - 15. 45	Comune di Brescia - Robur	TAVOLO 2
15.45 - 16.00	Comune di Brescia - Intecs	TAVOLO 2
16.00 - 16.15	Comune di Brescia - Muovosviluppo	TAVOLO 2

Table 5 EXERGY S.p.A.

Time	Company	Table
14.30 - 14.45	Tiemes - Exergy	TAVOLO 7
15.15 - 15.30	Green to Green - Exergy	TAVOLO 6

Table 6 ENERGY MOBILITY INNOVATION NANORIDE

Time	Company	Table
15.00 - 15.15	Comune di Brescia – Energy Mobility Innovation	TAVOLO 2

Table 7 GREEN TO GREEN

Time	Company	Table
14.30 - 14.45	Green to Green – Ba Energie	TAVOLO 1
14.45 - 15.00	Green to Green - ICIM	TAVOLO 6
15.00 - 15.15	Green to Green - ICE	TAVOLO 6
15.15 - 15.30	Green to Green - Exergy	TAVOLO 6
15.30 - 15. 45	Green to Green - SITI	TAVOLO 6
15.45 - 16.00	Green to Green - Sems	TAVOLO 6
16.00 - 16.15	Green to Green - Unicredit	TAVOLO 6
16.15 - 16.30	Green to Green - Intecs	TAVOLO 6

Table 8 ICE

Time	Company	Table
14.30 - 14.45	ICE - SITI	TAVOLO 3
14.45 - 15.00	ICE - RES	TAVOLO 5
15.00 - 15.15	ICE – Green to Green	TAVOLO 6
15.30 - 15.45	ICE - BA Energie	TAVOLO 1
16.00 - 16.15	ICE - Sems	TAVOLO 4

Table 9 ICIM S.p.A.

Time	Company	Table
14.30 - 14.45	ICIM - Sems	TAVOLO 6
14.45 - 15.00	ICIM – Green to Green	TAVOLO 6
15.00 - 15.15	ICIM - Tiemes	TAVOLO 7
15.30 - 15.45	ICIM - RES	TAVOLO 4
16.00 – 16.15	ICIM – Ba Energie	TAVOLO 1

Table 10 ICOOR

Time	Company	Table
14.30 - 14.45	ICOOR - Intecs	TAVOLO 8
15.15 - 15.30	ICOOR – Muovosviluppo	TAVOLO 5
15.30 - 15.45	ICOOR – Tecno-lario	TAVOLO 3
15.45 - 16.00	ICOOR - Lab#ID	TAVOLO 7

Table 11 INTECS

Time	Company	Table
14.30 - 14.45	Intecs - ICOOR	TAVOLO 8
14.45 - 15.00	Intecs - Sems	TAVOLO 8
15.00 - 15.15	Intecs - Robur	TAVOLO 8
15.30 - 15.45	Intecs – Muovosviluppo	TAVOLO 5
15.45 - 16.00	Intecs – Comune di Brescia	TAVOLO 2
16.00 - 16.15	Intecs - Lab#ID	TAVOLO 5
16.15 - 16.30	Intecs – Green to Green	TAVOLO 6

Table 12 Lab#ID

Time	Company	Table
14.30 - 14.45	Lab#ID – Muovosviluppo	TAVOLO 4
14.45 - 15.00	Lab#ID – Comune di Brescia	TAVOLO 2
15.00 - 15.15	Lab#ID – Sems	TAVOLO 4
15.15 - 15.30	Lab#ID - RES	TAVOLO 4
15.45 - 16.00	Lab#ID - ICOOR	TAVOLO 7
16.00 - 16.15	Lab#ID – Intecs	TAVOLO 5

Table 13 EXEMPIA

Time	Company	Table
16.15 - 16.30	Exempla – Sems	TAVOLO 4

Table 14 MUOVOSVILUPPO

Time	Company	Table
14.30 - 14.45	Muovosviluppo - Lab#ID	TAVOLO 4
14.45 - 15.00	Muovosviluppo – Tecnolario	TAVOLO 3
15.00 - 15.15	Muovosviluppo - SITI	TAVOLO 5
15.15 - 15.30	Muovosviluppo - ICOOR	TAVOLO 5
15.30 - 15.45	Muovosviluppo - Intecs	TAVOLO 5
15.45 - 16.00	Muovosviluppo - Exempla	TAVOLO 5
16.00 - 16.15	Muovosviluppo – Comune di Brescia	TAVOLO 2

Table 15 RES

Time	Company	Table
14.45 - 15.00	RES - ICE	TAVOLO 5
15.00 - 15.15	RES – BA Energie	TAVOLO 1
15.15 - 15.30	RES - Lab#ID	TAVOLO 4
15.30 - 15.45	RES – ICIM	TAVOLO 4
15.45 - 16.00	RES – Tecno-lario	TAVOLO 3
16.00 - 16.15	RES - Tiemes	TAVOLO 3
16.15 - 16.30	RES - Unicredit	TAVOLO 3

Table 16 ROBUR

Time	Company	Table
14.30 – 14.45	Robur – Unicredit	TAVOLO 5
15.00 - 15.15	Robur - Intecs	TAVOLO 8
15.30 - 15. 45	Robur – Comune di Brescia	TAVOLO 2

Table 17 SEMS

Time	Company	Table
14.30 - 14.45	Sems - ICIM	TAVOLO 6
14.45 - 15.00	Sems - Intecs	TAVOLO 8
15.00 - 15.15	Semes - Lab#ID	TAVOLO 4
15.15 - 15.30	Sems – Comune di Brescia / Sems - Voltasolar	TAVOLO 2 / TAVOLO 7
15.30 - 15. 45	Sems - Son	TAVOLO 7
15.45 - 16.00	Sems – Green to Green	TAVOLO 6
16.00 - 16.15	Sems - ICE	TAVOLO 4
16.15 - 16.30	Sems – Exempla	TAVOLO 4

Table 18 SITI

Time	Company	Table
14.30 - 14.45	SITI - ICE	TAVOLO 3
14.45 - 15.00	SITI - Voltasolar	TAVOLO 4
15.00 - 15.15	SITI – Muovosviluppo	TAVOLO 5
15.30 - 15. 45	SITI – Green to Green	TAVOLO 6

Table 19 SON

Time	Company	Table
14.45 - 15.00	SON - Tiemes	TAVOLO 7
15.15 - 15.30	SON – BA Energie	TAVOLO 1
15.30 - 15. 45	SON - Sems	TAVOLO 7
15.45 - 16.00	SON - Exergy	TAVOLO 8

Table 20 TIEMES

Time	Company	Table
14.30 - 14.45	Tiemes - Exergy	TAVOLO 7
14.45 - 15.00	Tiemes SON	TAVOLO 7
15.00 - 15.15	Tiemes – ICIM	TAVOLO 7
15.15 - 15.30	Tiemes – Tecno-lario	TAVOLO 3
15.45 - 16.00	Tiemes - Unicredit	TAVOLO 4
16.00 - 16.15	Tiemes - RES	TAVOLO 3
16.15 - 16.30	Tiemes – BA Energie	TAVOLO 1

Table 21 TECNO LARIO

Time	Company	Table
14.30 - 14.45	Tecno-lario – Comune di Brescia	TAVOLO 2
14.45 - 15.00	Tecno-lario - Muovosviluppo	TAVOLO 3
15.00 - 15.15	Tecno-lario - Exempla	TAVOLO 3
15.15 - 15.30	Tecno-lario -Tiemes	TAVOLO 3
15.30 - 15. 45	Tecno-lario - ICOOR	TAVOLO 3
15.45 - 16.00	Tecno-lario - RES	TAVOLO 3

Table 22 VOLTASOLAR

Time	Company	Table
14.45 - 15.00	Voltasolar - SIT1	TAVOLO 4
15.15 - 15.30	Voltasolar – Sems	TAVOLO 7
15.30 - 15. 45	Voltasolar – Unicredit	TAVOLO 8
15.45 - 16.00	Voltasolar – BA Energie	TAVOLO 1

Table 23 UNICREDIT

Time	Company	Table
14.30 - 14.45	Unicredit – Robur	TAVOLO 5
14.45 - 15.00	Unicredit - BA Energie	TAVOLO 1
15.30 - 15. 45	Unicredit – Voltasolar	TAVOLO 8
15.45 - 16.00	Unicredit – Tiemes	TAVOLO 4
16.00 - 16.15	Unicredit – Green to Green	TAVOLO 6
16.15 - 16.30	Unicredit – RES	TAVOLO 3

2.4 Market place

In Figure 1, you can see the market place at the JAM BITE event. The picture shows, brochures, project publications and flyers.

As you can see, at the market place, the participants could find enough information about projects or companies at that day. The market place was organised close



Figure 1 Market place

to the conference room. An exhibition place was set outside the building at that day.

2.5 Grand final

As JAM 1:1 was scheduled in the afternoon, there was no grand final performed for this JAM BITE event.

3 Event evaluation

Within chapter 3, the second JAM BITE event about “Smart Cities and Regions” has been evaluated. The following subchapters providing the results of the evaluation in form of prior set evaluation table. By reference to these tables, every part of the second JAM BITE event has been evaluated.

3.1 Participant’s registration

Table 24 Evaluation Participant’s registration

	JAM BITE concept draft	Event (followed/modified/applicable)	Deviations (if modified or not applicable)
Description	At the beginning of each event participants should receive an instruction on how to complete their badge with the information on their company; participants receive the badge, the stickers and the agenda of the day	followed	
Timing	Max. 30 to 45 minutes	40 minutes	
Tools	<ul style="list-style-type: none"> Badges (booklets) Stickers Pens 	<ul style="list-style-type: none"> Followed Followed Not applicable 	<ul style="list-style-type: none"> / / Not necessary
Human resources	2 to 3 persons	2 persons	
Materials	<ul style="list-style-type: none"> Participants list Agenda 	<ul style="list-style-type: none"> Not followed Followed 	<ul style="list-style-type: none"> Not decided yet /
Notes	Materials: we also gave an info sheet about AlpEnMAT, some white papers, the stickers for the badge and an evaluation form with the related instructions to the participants.		



3.2 Introduction

Table 25 Evaluation introduction

	JAM BITE concept draft	Event (followed/modified/applicable)	Deviations (if modified or not applicable)
Description	<ul style="list-style-type: none"> Emotional Video describing AlpEnMAT and JAM BITE Short welcome and explanation of the AlpEnMAT and Jam Bite concept. (Presentation provided by UC) 	<ul style="list-style-type: none"> Not followed Followed 	<ul style="list-style-type: none"> Not the final version /
Timing	Max. 10 minutes	Followed	
Tools	<ul style="list-style-type: none"> Video Presentation template (provided by UC) 	<ul style="list-style-type: none"> Not followed Followed 	<ul style="list-style-type: none"> Not the final version /
Human resources	Presenter from the partner who hosts the event	followed	
Materials	<ul style="list-style-type: none"> Beamer Microphone 	<ul style="list-style-type: none"> Followed Followed 	
Notes	See the speakers' presentation attached		



3.3 Today's special

Table 26 Evaluation today's special

	JAM BITE concept draft	Event (followed/modified/applicable)	Deviations (if modified or not applicable)
Description	Brilliant keynote speaker, a sort of Guru rather than technical/academic experts, bringing a "vision", with good communication skills	Followed	
Timing	20 minutes	Followed	
Tools	If necessary, PowerPoint Presentation with few slides with very little text, motivational	Followed	
Human resources	Presenter from the partner who hosts the event	Followed – Giacomina Selmi – SEP Consulting	
Materials	<ul style="list-style-type: none"> • Beamer • Microphone 	<ul style="list-style-type: none"> • Followed • Followed 	
Others	Briefing	Followed – during the days before the event, with the Keynote Speaker and with the moderators of the sessions	
Notes	See the speakers' presentation attached		



Table 27 Further presentations

	JAM BITE concept draft	Event (followed/modified/applicable)	Deviations (if modified or not applicable)
Description	Presentations by the key stakeholders	Followed	
Timing	Max. 10 minutes each	Followed	
Tools	If necessary, PowerPoint Presentation with few slides with very little text, motivational	Followed	
Human resources	Key stakeholders	Followed	
Materials	<ul style="list-style-type: none"> • Beamer • Microphone 	<ul style="list-style-type: none"> • Followed • Followed 	
Others	Briefing	Followed	
Notes	<ul style="list-style-type: none"> • key stakeholders' presentations, 1 of them (Nadia Busato) was the same person who moderated the JAM Session 3 • See the speakers' presentations attached 		



3.4 JAM 99

Table 28 Evaluation JAM 99

	JAM BITE concept draft	Event (followed/modified/applicable)	Deviations (if modified or not applicable)
Description	Each participant explains in 99 seconds what he/she does, what he/she offers and what he/she is looking for	Followed	
Timing	<ul style="list-style-type: none"> 99 seconds for each presentation Max. 30 presentations 	<ul style="list-style-type: none"> Followed Followed – 14 presentations 	
Tools	Timer	Followed – a person from the staff has marked the time	
Human resources	One participant for each pitch	Followed	
Materials	<ul style="list-style-type: none"> Beamer Microphone 	<ul style="list-style-type: none"> Followed Followed 	
Notes	<ul style="list-style-type: none"> Even it is a 99 seconds presentation, based on our experience; we suggest using 3 slides PPT presentation. It is more effective for participants to understand the basics information of the company (logo, products, etc....). See the elevator presentations attached 		



3.5 JAM 1:1

Table 29 Evaluation JAM 1:1

	JAM BITE concept draft	Event (followed/modified/applicable)	Deviations (if modified or not applicable)
Description	<ul style="list-style-type: none"> Bilateral meetings organised by advanced subscription during the registration to the event Additional subscription during the event 	<ul style="list-style-type: none"> Followed Followed – for spontaneous JAM 1:1 	
Timing	<ul style="list-style-type: none"> Max. 90 minutes total 15 minutes for each meeting 5 minutes to change tables 	<ul style="list-style-type: none"> Followed Followed – inclusive the change of tables Modified 	
Tools	Bell to announce the end of each meeting round	Modified	The staff has marked the time
Human resources	One person checking the time	Followed	
Materials	Small desks/tables	Followed	
Notes			



3.6 JAM Session

Table 30 Evaluation JAM Session

	JAM BITE concept draft	Event (followed/modified/applicable)	Deviations (if modified or not applicable)
Description	<ul style="list-style-type: none"> Round tables - According to the main theme and list of 3 to 4 sub-themes from the participants Max. 12 to 15 participants per group 	<ul style="list-style-type: none"> Followed Modified 	<ul style="list-style-type: none"> / As Session 1 and 2 have been sequential, the participants just did not move and attended the two sessions. The total number for session 1 and 2 was 46.
Timing	45 to 90 minutes	Followed – 90 minutes	
Tools	Live twitting, taking notes, pin board, flipchart, papers, pencils	Modified	No pin board
Human resources	<ul style="list-style-type: none"> 1 facilitator, communication skills rather than technical knowledge; fostering participation, motivating the group; facilitating rather than leading the discussion 1 “secretary” chosen within the group of attendees, summarizing the discussion, very essential (not minutes), focus on the topics discussed 1 live twitting person 	<ul style="list-style-type: none"> Followed Followed – staff ALOT Followed – staff UC 	
Materials	<ul style="list-style-type: none"> Template for the story of the discussion Round tables or circles with chairs, a smartphone or tablet or pc 	<ul style="list-style-type: none"> Followed Followed 	
Others	Briefing of the facilitator	Modified	The facilitator was briefed days before and knew how to brief the participants
Notes			



3.7 JAM Café

Table 31 Evaluation JAM Café

	JAM BITE concept draft	Event (followed/modified/applicable)	Deviations (if modified or not applicable)
Description	The JAM Cafe where people who are not involved in the activities can meet and talk	Followed	
Timing	All day	Followed	
Tools	Coffee, tea and other beverages, snacks	Followed	
Human resources	1-2 catering people	Followed	
Materials	Small desks/tables	Followed	
Notes			

3.8 JAM Market place

Table 32 Evaluation JAM Market place

	JAM BITE concept draft	Event (followed/modified/applicable)	Deviations (if modified or not applicable)
Description	<ul style="list-style-type: none"> A place where participants can provide and find information (on products and services of etc.) Exhibition and demonstration of products Posters session (template provided by UC) 	<ul style="list-style-type: none"> Followed Followed – close to the event sessions Followed 	
Timing	All day	Followed	
Tools	<ul style="list-style-type: none"> Information for the possibility of distribution of promotion materials Template for posters 	<ul style="list-style-type: none"> Followed – weeks before and at the beginning of the event during the registration Followed 	
Human resources	One person showing the platform and helping people who want to subscribe	Not applicable	Platform was not ready to use
Materials	<ul style="list-style-type: none"> One pc to show the JAM BITE platform Tables for participants flyers Wall of posters 	<ul style="list-style-type: none"> Not applicable Followed Followed 	<ul style="list-style-type: none"> Platform was not ready to use / /
Notes			



3.9 Grand final

Table 33 Evaluation Grand final

	JAM BITE concept draft	Event (followed/modified/applicable)	Deviations (if modified or not applicable)
Description	<ul style="list-style-type: none"> Short wrap up of the day Summary of the JAM Session: one person per discussion round Outlook and feedback round [what's new, chances of collaboration, hints for follow ups and further Jam Bite events?] WHAT'S NEXT (just one slide with next events) 	<ul style="list-style-type: none"> Modified Modified Modified Modified 	<ul style="list-style-type: none"> No grand final in the afternoon, there was only JAM 1:1 Summaries of the sessions were held at the end of each session Hints for follow ups and further JAM BITE events were explained during the Conference Session Hints for follow ups and further JAM BITE events were explained during the Conference Session
Timing	Max. 30 min	Not applicable	No grand final
Tools			
Human resources	Presenter from the partner who hosts the event	Modified	Yes, but in the Conference Session
Materials	<ul style="list-style-type: none"> Microphone Beamer 	<ul style="list-style-type: none"> Not applicable Not applicable 	<ul style="list-style-type: none"> No grand final No grand final
Notes			



4 General impression and conclusions

Within chapter 4, different impressions and conclusions from the JAM BITE event in Legnano will be explained in more detail. In this chapter some impressions about what worked well at the JAM BITE event, what not and what should be improved are given.

What worked well?

- The organisation of JAM 99 with a short PPT support. It was more effective, but in this case you have to schedule the speeches and no spontaneous JAM99 are possible. Therefore, we propose to guarantee 15 minutes free after the scheduled ones, for last-minute “pitchers”.
- JAM 1:1, it works well, but it needs a lot of organization before the live event (we hope that with the Matchmaking Tool it will be easier).
- Presentations of the JAM SESSION (speeches of the moderators during the plenary). These presentations should introduce the topic of the session in a very precise way.
- Compliance with the timing.
- Possibility to send out the SMEs contacts that have already confirmed the authorization to privacy. Many SMEs have requested contacts of other SMEs met during the event. This should work with the platform.
- Follow-ups are fundamental.
- Market place and a place reserved for exhibition materials (e.g. electric vehicles, charging stations, etc...) is a very attractive tool.
- JAM Café all day long gives many chances to meet other SMEs.

What needs to be improved?

- JAM Session: The chairman have to be very rigorous and tied to the theme.
- JAM 1:1: Meetings need to be more marked temporally because participants have a tendency to delay the process.
- JAM 1:1: We can implement the Jam 1:1 session with more time that is available and more meetings.
- The space for the lunch was too little and there were not enough seat places to have a relaxed lunch.
- Evaluation form should be submitted almost as compulsory.

What did not?

- We spent a lot of time to involve participants by phone and mails.
- It is very hard to invite SMEs and stakeholders from abroad to join a transnational event; more cooperation from the consortium is necessary.
- More marketing materials for participants (e.g. flyers with next event calendar, how to use the platform, brochures, etc...) is needed.
- Subscriber to the platform should receive newsletters with alerts about the incoming events.
- The timing has to be controlled very strictly.
- Not a good idea to schedule the JAM 1:1 in the afternoon, because many persons who are not involved just leave the location after their lunch.

5 Evaluation of the questionnaire

At the JAM BITE event in Legnano, the participants have the opportunity to fill in a questionnaire about the event. At the end of the event, 22 participants filled in the evaluation questionnaire. The results of the analysed questionnaires are shown in the following subchapters.

5.1 Privacy

Authorize the processing of personal data in accordance with the law 196/03.

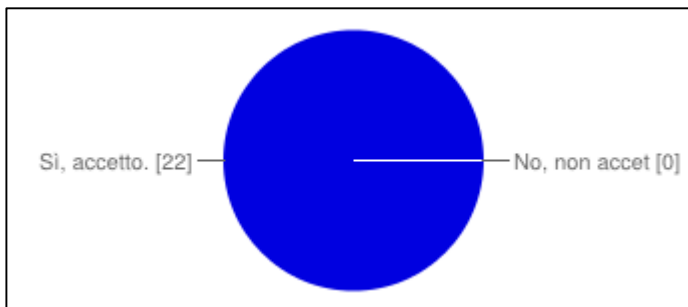


Figure 2 Processing of personal data

All participants, who have filled in the evaluation questionnaire, accept the processing of personal data in accordance with the law 196/03. This result shows also Figure 2. No one did not accept the processing of personal data.

Table 34 Public body – company-taking part to the poll

N°	Companies	N°	Companies
1	ROBUR SPA Icim S.p.A.	7	AGENZIA LAB # ID – LUIC
2	TECNO - LARIO SPA	8	LIBERO PROFESSIONISTA
3	BONO ENERGIA	9	Energy Team SPA
4	ALLIX SRL	10	BICINCITTA' SRL
5	AlaRI	11	TIEMES SRL
6	ICE	12	ALOT

5.2 Evaluation form for the event

How did you know about the event?

Table 35 Knowing about the event

Categories	Absolute	Percent
AlpEnMAT or JAM BITE website	4	18 %
By Email	10	45 %
Colleagues, friends, etc.	4	18 %
Press	0	0 %
Other	4	18 %

How much has the event been interesting?

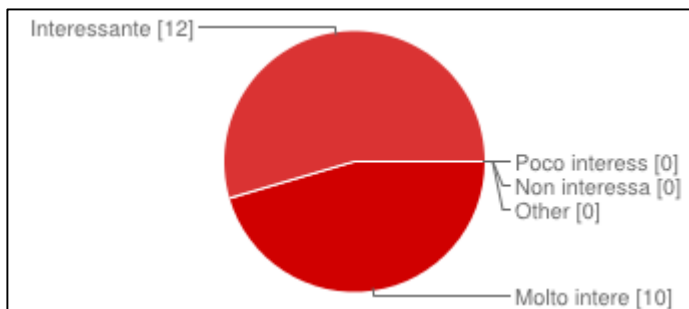


Figure 3 Interesting event

Table 36 Interesting event

Categories	Absolute	Percent
Very interesting	10	45 %
Interesting	12	55 %
Few interesting	0	0 %
Not interesting at all	0	0 %
Other	0	0 %

What did you like most in the event?

Table 37 Most liked in the event

Categories	Absolute	Percent
B2B	2	12,5 %
Everything	1	6,25 %
The varied modality	1	6,25 %
Format	2	12,5 %
Elevator Pitch	2	12,5 %



Key Stakeholders	1	6,25 %
Round tables	3	18,75 %
Themes	1	6,25 %
Timing	1	6,25 %
Plenary session	1	6,25 %
Community approach	1	6,25 %

What did you like least in the event – comments, suggestions etc.

- The interventions of the round tables were too self-referential. To these was available to the first part, especially for relations with the Public Administration. It would have been better to explain the solution to the problems effectively and efficiently, however it is only spoken of their projects (and often virtual)
- Decision to place the Jam Sessions in separate locations
- Timing was too strict
- Participants not known
- Too warm
- Location (2)
- Little time for discussions
- Plenary introduction
- Round tables (2)

Has this event improve your comprehension of AlpEnMAT objectives and activities?

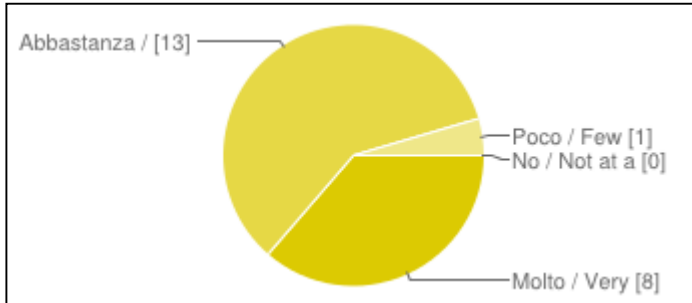


Figure 4 Improvement of comprehension

Categories	Absolute	Percent
Very	8	36 %
Enough	13	59 %
Few	1	5 %
Not at all	0	0 %

Registrations and pre-event organisation

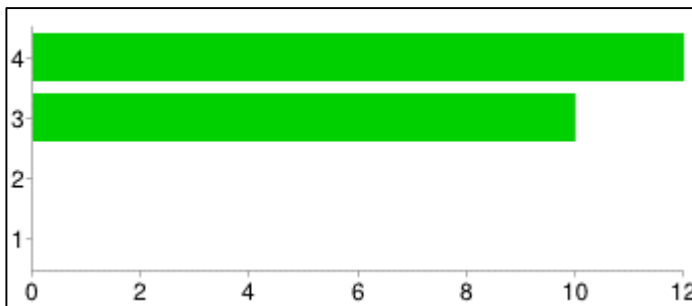


Figure 5 Registration and pre-event organisation

Table 38 Registration and pre-event organisation

Categories	Absolute	Percent
4	12	55 %
3	10	45 %
2	0	0 %
1	0	0 %

Vote for Day organisation (1 to 4)

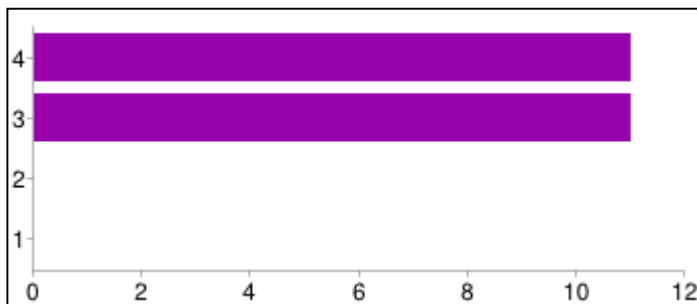


Figure 6 Day organisation

Table 39 Day organisation

Categories	Absolute	Percent
4	11	50 %
3	11	50 %
2	0	0 %
1	0	0 %

Communication materials – Folders with dissemination materials, gadgets, publicat. (1 to 4)

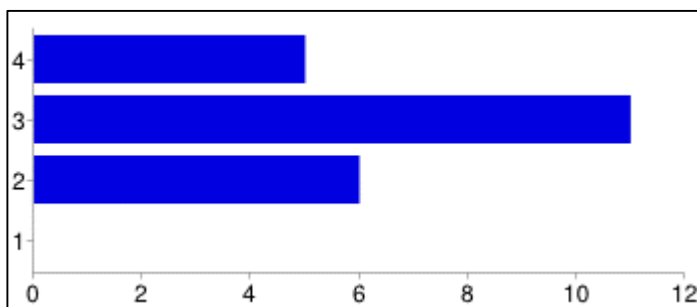


Figure 7 Communication materials

Table 40 Communication materials

Categories	Absolute	Percent
4	5	23 %
3	11	50 %
2	6	27 %
1	0	0 %

Themes (1 to 4)

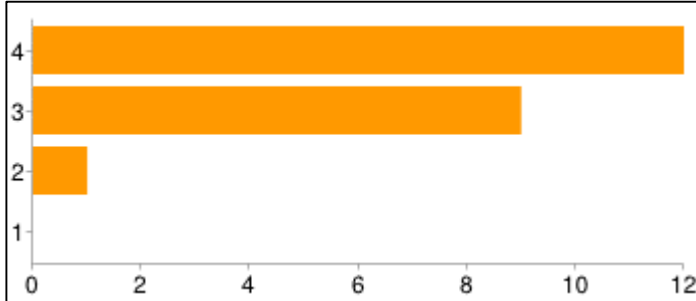


Figure 8 Themes

Table 41 Themes

Categories	Absolute	Percent
4	12	55 %
3	9	41 %
2	1	5 %
1	0	0 %

Presentations quality (1 to 4)

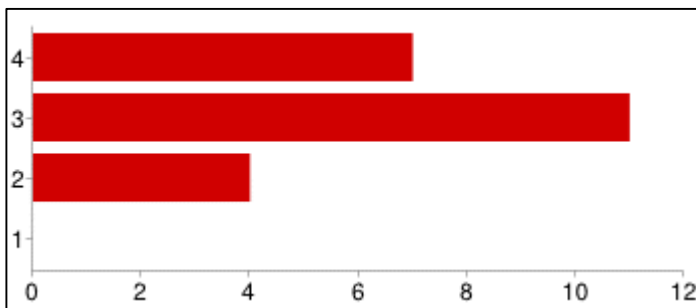


Figure 9 Presentations quality

Table 42 Presentations quality

Categories	Absolute	Percent
4	7	32 %
3	11	50 %
2	4	18 %
1	0	0 %

Discussion and questions (1 to 4)

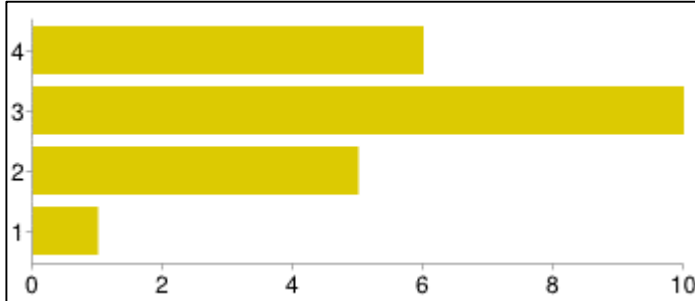


Figure 10 Discussion and questions

Table 43 Discussion and questions

Categories	Absolute	Percent
4	6	27 %
3	10	45 %
2	5	23 %
1	1	5 %

Punctuality (1 to 4)

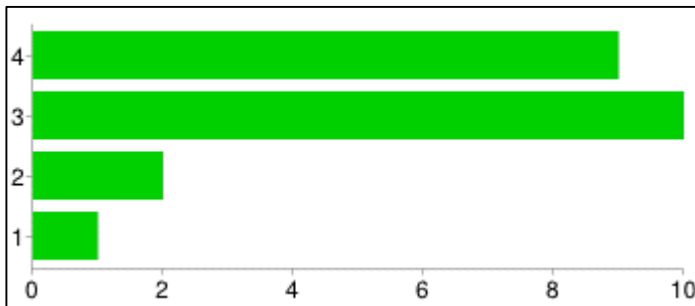


Figure 11 Punctuality

Table 44 Punctuality

Categories	Absolute	Percent
4	9	41 %
3	10	45 %
2	2	9 %
1	1	5 %

5.3 Evaluation Working Table

To which working table did you participate?

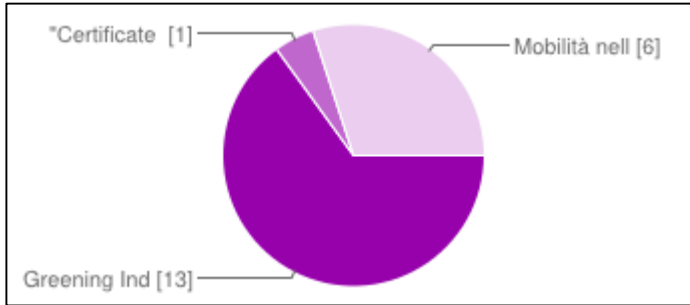


Figure 12 Working Table

Table 45 Working Table

Categories	Absolute	Percent
Green Industry	13	65 %
“White Certificates” and funding for energy efficiency	1	5 %
Mobility in the Smart City	6	30 %

How much has the working table been useful – from 1 to 5

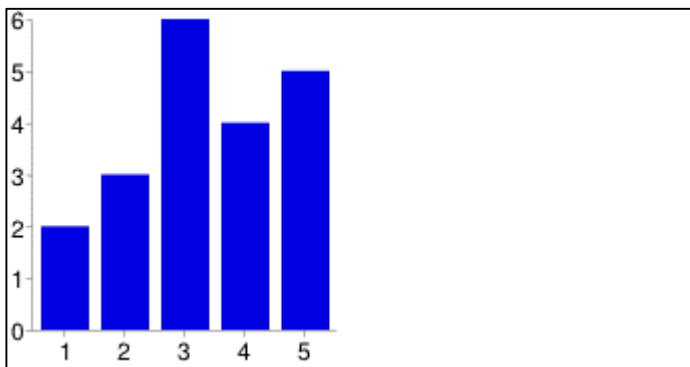


Figure 13 Use of Working Table

Table 46 Use of Working Table

Categories	Absolute	Percent
1	2	10 %
2	3	15 %
3	6	30 %
4	4	20 %
5	5	25 %



Have you found any limits in the organisation of working table? What do you want to propose or suggest for improving the organisation?

- Propose greater clarity in the forms of financing. initial costs of the investment and real economic feasibility today
- Number of interlocutors too high
- Round tables should be open to everybody
- I would have reserved more time to topics more accurate and less free
- Improve the focus on the problems and how they are addressed and resolved effectively
- Increase the quality of the debate’s management

5.4 Evaluation 1:1 (B2B) meetings

Within chapter 5.4, the results of the evaluation of the 1:1 meetings are shown. The participants were also ask, “How do you evaluate the effectiveness of 1:1 (B2B) meetings. Table 47 provides the results of that question. The majority of the participants evaluate the effectiveness as satisfactory, which is a good result.

Table 47 Effectiveness of 1:1 (B2B)

Categories	Absolute	Percent
Not very satisfactory	0	0 %
Satisfactory	5	83 %
Very satisfactory	1	17 %

5.4.1 JAM 1:1 session 1

Subject known

Following companies known about the subject:

- Muovosviluppo
- INTECS
- SITI
- SOM
- GREEN2GREEN



The meeting was preliminary to...

Table 48 Analyse of the B2B meetings

Categories	Absolute	Percent
Simple exchange of information	2	22 %
Possible future collaborations	7	78 %
Collaborations already in course	0	0 %

Which type of collaboration?

Table 49 Type of collaboration

Categories	Absolute	Percent
Commercial	2	40 %
Research & Development	2	40 %
Other	1	20 %

5.4.2 JAM 1:1 session 2

Subject known

Following companies known about the subject:

- RES
- E-VAI SEMS
- UNICRDIT
- EXERGY

The meeting was preliminary to...

Table 50 Analyse of the B2B meetings

Categories	Absolute	Percent
Simple exchange of information	3	43 %
Possible future collaborations	4	57 %
Collaborations already in course	0	0 %



Which type of collaboration?

Table 51 Type of collaboration

Categories	Absolute	Percent
Commercial	0	40 %
Research & Development	1	50 %
Other	1	50 %

5.4.3 JAM 1:1 session 3

Subject known

Following companies known about the subject:

- TIMES
- SEMS
- VARME KILDEN
- TECNO-LARIO
- GREEN2GREEN

The meeting was preliminary to...

Table 52 Analyse of the B2B meetings

Categories	Absolute	Percent
Simple exchange of information	2	33 %
Possible future collaborations	4	67 %
Collaborations already in course	0	0 %

Which type of collaboration?

Table 53 Type of collaboration

Categories	Absolute	Percent
Commercial	1	33 %
Research & Development	1	33 %
Other	1	33 %