



## Deliverable Summary Report: D3.1 (Version 2)

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**Date and version:** 2017.10.12 (v2.0)  
**Work Package:** WP 3 – 'Exploitation and Commercialization'  
**Deliverable name:** D3.1 –  
'Business case updated and maintained according to PRINCE2® template'  
**Deliverable status:** [Delayed – 1 month]

### Deliverable description (mainly from project plan)

A Business Exploitation Group (BEG) will be formed to ensure the following goals: 1) Maximize business benefits from the deliverables and work packages for the commercial project partners. 2) Align business goals and technical goals – to continuously update and to agree with market conditions and partner strategies. 3) To establish several business KPI's and follow these throughout and possibly after the project period. 4) To connect InnoWind products and services directly to partner sales organizations and business goals. 5) Further develop and maintain the business case according to best practice and the PRINCE2® template.

Expected outcome:

- A set of business KPI's to be followed throughout the project
- Business case updated and maintained according to PRINCE2® template (D3.1)

### Activities and tasks completed (since last report; this is a recurring milestone)

1. The first edition of the business case document was completed according to schedule (June 30<sup>th</sup>, for activities, see [1])
2. The 2<sup>nd</sup> meeting in the BEG was held at Risoe-DTUs @ 2017-10-04, with focus on the following main subjects: a) Revisit and discussion on business-case (1<sup>st</sup> edition), b) Business model Canvas for Long Term Track, c) Distribution of data, d) Standardized formats, e) Value propositions canvas' by Osterwalder. This work will be integrated into the business case documentation.
3. A Business Model Canvas for the long term track was completed.

The BEG has agreed to work to update the revision 1 of the PRINCE2 compliant business case document [2] – and it will be ready ultimo October 2017 (before meeting in the steering committee, scheduled 2017.10.26).

### Deliverables and outcomes

The first version of the business case was ready on June 30<sup>th</sup>.

The first scheduled update was set to September 30<sup>th</sup>, but is slightly delayed due to very full calendars for project participants after the summer holiday. New agreed deadline is October 26<sup>th</sup>.

### References

[1] Deliverable Summary Report: D3.1 (2017.06.30 – version 1.0)

[1] Business Case – InnoWind, 2017-06-30 (with expected 1<sup>st</sup> revision ultimo October 2017).