



## Deliverable Summary Report: D3.1 (Version 5)

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**Date and version:** 2019.06.30 (v5.0)  
**Work Package:** WP 3 – 'Exploitation and Commercialization'  
**Deliverable name:** D3.1 –  
'Business case updated and maintained according to PRINCE2® template'  
**Deliverable status:** [Completed]

### 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 four editions of this Business Case were completed according to plan - see [1]-[4].
2. A Business Exploitation Group (BEG) Meeting #5 was held on June 6<sup>th</sup> 2019 - with focus on customer-interactions and learnings – along with pending tasks.
3. The fifth edition of the Business Case was completed during June 2019 – this is according to the revised plan – as the user-meeting at Østerild had priority over updating the BC.
4. EMD is reporting KPI-tracing for its fast-track InnoWind products.

### Deliverables and Outcomes

The first version of the business case was ready on June 30<sup>th</sup> 2017

The second version was ready on October 26<sup>th</sup> 2017 – with focus on Business Model Canvas'.

The third version – with focus on KPI's and competitor analysis was ready on March 31<sup>st</sup> 2018.

The fourth version – with updated KPI's and IPR process was ready on September 30<sup>th</sup> 2018.

The fifth version – with KPI-tracking of the 'Fast Track' was ready on June 30<sup>th</sup> 2019.

### References

- [1] Deliverable Summary Report: D3.1 (2017.06.30 – version 1.0)
- [2] Deliverable Summary Report: D3.1 (2017.10.12 – version 2.0)
- [3] Deliverable Summary Report: D3.1 (2018.03.31 – version 3.0)
- [4] Deliverable Summary Report: D3.1 (2018.09.30 – version 4.0)
- [5] Business Case – InnoWind, 2016-06-30 (5<sup>th</sup> edition)