



Deliverable Summary Report: D3.1 – Version 1

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Date and version: 2017.06.30 (v1.0)
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 – with continuously update and in agree to market conditions and partner strategies. 3) To establish a number of 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

1. Common project goals discussed and established during kickoff meeting at Risø @ 2017-04-21
2. Process presented and discussed during first project meeting at Risø
3. Business exploitation group (BEG) established, with the following representatives
DTU: Merete Badger, Andreas Bechmann
EMD: Morten Thøgersen, Anders Brask
DHI-Gras: Rasmus Borgstrøm, Torsten Bondo og Lars Boye Hansen
4. A BEG working meeting was held at DHI-Gras @ 2017-06-13 on business options, and business canvas modelling
5. A Porter 5-forces analysis was made by Merete Badger
6. A user survey was created in WP1 and used as input for understanding user requirements
7. A PRINCE2 compliant business case document [1] created using available sources – it includes also benefits register, risk register, business model canvas' and five-forces analysis as appendices

Deliverables and outcomes

The first version of the business case was ready on June 30th.
Next scheduled update is September 30th.

References

[1] Business Case – InnoWind, 2017-06-30