



**PAVITR**

**Potential and Validation  
of Sustainable Natural & Advance Technologies  
for Water & Wastewater Treatment,  
Monitoring and Safe Water Reuse  
in India**

**Type of action:** Research and Innovation action (RIA)

**Project duration:** 48 months (01.02.2019 – 31.01.2023)

**Deliverable D9.2: Report of the EU-India Workshop and  
Matchmaking Tour**

**Version: 1**

**Work package:** WP9 – Road to Market

**Responsible partner:** 7- BIOAZUL

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CO	Confidential, only for members of the consortium (including the Commission Services)	
CI	Classified, information as referred to in Commission Decision 2001/844/EC	



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## Document change history

**Table 1:** Document change history

Version	Date	Author	Description
1	18.01.2021	Pilar Zapata (BIOAZUL)	1 <sup>st</sup> Preliminary report
1	31.01.2022		Submission

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## Deliverable 9.2: report of the EU-India workshop and matchmaking tour

### Executive Summary

The present deliverable aims to report the main outcomes of the EU-India workshop and matchmaking tour will take place during the second half of year 2022. This activity is framed within Work Package (WP) 9, called “Road to the market”, and directly related to the **Project Incubator Programme** to be developed by SEECON within this WP in 2022.

WP9 has been designed to **create a level playing field for European and Indian Industries and SMEs** working in the water sector, paving the way for a potential joint venture for manufacturing of water treatment technologies and systems. Furthermore, the aim of the WP is to **support and empower Indian entrepreneurs in their endeavour to establish and successfully run their own business** in sustainable sanitation and/or water and resource management, as well as to **support existing SMEs in the water and sanitation sector to expand their portfolio** including sustainable and adapted products and services.

One of the main aims of this workshop and matchmaking tour is showing the attendees the pilots constructed in the framework of PAVITR project and present them their initial results. However, based on the impact of COVID-19, our experts have not been able to finalise the installation of the prototypes in the time projected in our Grant Agreement, so the activities projected could not take place at the time expected. **Therefore, deliverable 9.2 was instructed by the EC Officers to be presented in two versions.**

In agreement with the EU scientific project officer and as described in the extensive justification letter for amendment AMD-821410 from 04.06.2020, D9.2 " Report of the EU-India Workshop and Matchmaking Tour " will be split in two parts. Version 1 of deliverable 9.2, to be submitted within the present reporting period (RP2), will outline the future contents of the deliverable and the information available at this point, while version 2, to be submitted within the next reporting period (RP3), will present the results once the task is finally conducted.

## Task framework

This task is framed within Step 2 of the **Project Incubator Programme** to be developed by SEECON in 2022. This Programme is composed of several steps:

- Step 1: Initiate Matchmaking (timeframe: January – October 2022).
- Step 2: Implement Online Project Incubation Sprint (timeframe: November 2022).
- Step 3: Consolidate Project Design and Financing Strategy (timeframe: December 2022 – December 2023).

The EU-India workshop and matchmaking tour is an activity conceived to continue the matchmaking step of the Incubator Programme (Step 1) that will be materialised by implementing the Online Project Incubation Sprint (Step 2). Within Step 1, a matchmaking process for interested business partners will be launched to reach out to external project partners potentially interested in incubating a joint project to tackle a relevant Water-related challenge in India. Through Calls for Expressions of Interests, direct mailing campaigns and dissemination through social media, several potentially interested candidates will be selected and connected to PAVITR project partners. The aim is to further develop a rough draft of a project concept to continue with the Programme.

At this point, once preliminary project designs are drafted, SEECON will implement a multi-day Project Incubation Sprint with the support of BIOAZUL and AMU. This online event is designed to validate the draft project concept, deepen knowledge on PAVITR technologies, outline project governance structures, and map out potential financing sources. This activity will culminate in a field visit to show the pilots onsite. It is initially foreseen to focus the visit in Aligarh, where 6 out of the 14 PAVITR pilots are congregated, and further organise specific visits to the other pilots in Dhanbad, Nagpur, Pune, Kharagpur and Visakhapatnam upon request of the participants.



**Figure 1:** Location of PAVITR pilot sites (the number of pilot sites at each location is indicated)

## Deliverable D9.2

Report of the EU-India Workshop and Matchmaking Tour – Version 1



Furthermore, Aligarh not only congregates 6 PAVITR pilots, but also 2 additional pilots from a previous FP7 EU-India project called [SWINGS](#) (Safeguarding Water resources in India with Green and Sustainable technologies, Grant agreement ID: 308502), what will make the visit even more enriching for the selected candidates.

### Initial timeframe

Tasks foreseen within WP9 have been outlined and time framed by SEECON. As shown, task 9.2 is programmed for the first half of November 2022, once all needed previous work has been done. The starting-up of the activity in terms of logistics and other organisational issues will be in the second half of July, and there will be an additional activity corresponding to task 9.1 devoted to the identification of candidates that will run from April to August 2022.

Task	Responsible	Deadline	Jan 22	Feb 22	Mar 22	Apr 22	May 22	Jun 22	Jul 22	Aug 22	Sep 22	Oct 22	Nov 22	Dec 22	Jan 23
Develop adapted and didactic training material	SEECON	31.01.2022													
Develop Training Concept	SEECON	31.01.2022													
Buy-in of Partners	SEECON	21.02.2022													
Outline Agenda, learning objective, sessions	SEECON	30.02.2022													
Develop contents	All Partners	30.06.2022													
Outreach to potential partners for matchmaking	BIOAZUL, AMU	31.08.2022													
Empower and support 15 industries and SMEs in India	BIOAZUL	31.11.2022													
Logistical set-up of training	AMU	31.09.2022													
Implementation of training	BIOAZUL / AMU	15.11.2022													
Creating the basis for Joint Ventures	SEECON	15.11.2022													
Promote joint ventures between EU and Indian Industries and SMEs	AUTARCON	31.01.2023													
Matchmaking activities pre-workshop	NEERI	15.11.2022													
Coaching activities post-workshop	AIMEN	31.01.2024													=>