

02.2. - Piloting the green energy database and market place



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1. Summary

Output 2.2 focused on the pilot testing of the Green Energy Database and Marketplace. The partners focused on populating the supply side (registering experts and suppliers) and engaging the initial batch of SME users. While some partners achieved a solid base of registered suppliers, others faced challenges in convincing stakeholders to join "yet another platform." The pilot phase revealed that while the tool increases visibility and offers verified contacts, its success relies heavily on reaching a critical mass of users, continuous updates, and localized content. The sustainability potential is generally rated between 3 and 4 (on a 5-point scale), often contingent on future funding or integration with established institutions (like RARS or SIEA).

2. Building the Database (Supply Side)

How many suppliers/experts were registered in the database?

PP1 (LEASP):

2 suppliers officially registered. At the moment we have registered 3 experts, the ones that also support the running of OSS in their region. It is possible to include more users.

PP3 (FIB):

For the 3 SMEs of the pilot, the database offered access to a limited but relevant set of pre-identified energy solution providers and experts, rather than a large, comprehensive supplier pool, but no supplier of the region is registered.

PP5 (DEX IC):

9 experts/suppliers registered.

PP6 (SBA):

8 experts/suppliers registered.

PP7 (RARS):

5 suppliers.

PP8 (BSC SME Ruse):



6 suppliers.

PP11 (Energiaklub):

11 technology suppliers, 7 energy advisors, and at least 3 funding consultants.

3. User Engagement (Demand Side)

How many users were registered and how does the database help SMEs?

PP1 (LEASP):

We already have a well developed system and database as part of Slovenian OSS which is somehow useful to SMEs.

PP3 (FIB):

Registration: From the perspective of the pilot, 3 users can be considered as potential pilot users of the database, but only 1 is already registered.

Value: The database should help SMEs by structuring and pre-filtering available suppliers and experts, making it easier to identify suitable providers for renewable energy, energy efficiency measures, and advisory services without navigating an untransparent market.

PP5 (DEX IC):

Registration: 4

Value: The database helps SMEs navigate in overcrowded market by providing access to verified suppliers. In addition, we have added ten insight pages offering a wide range of useful and relevant information to support SMEs in their energy transition.

PP6 (SBA):

Registration: SIEA advisors & network, including "List of energy auditors" for Slovakia and a catalogue of decarbonization solution providers.

Value: collection feedback.

PP7 (RARS):

Registration: 4



Value: Increases visibility of local energy service providers and funding consultants, improving SME access to verified information and advisory support.

PP8 (BSC SME Ruse):

Registration: 4

Value: Increased visibility of transnational offers, customised SME questionnaire.

PP11 (Energiaklub):

Registration: 2.

Value: The platform is accessible in at least 5 languages, with further language versions planned, making it relevant for a broad user base. It provides SMEs with a structured overview of available experts, suppliers and funding sources in the field of renewable energy and energy efficiency, helping them make informed choices.

4. Functionality and Feedback

How satisfied were users with the database functionality (1-5 scale) and why?

PP1 (LEASP):

Score: 3

Why: Platform is in early implementation.

PP3 (FIB):

Score: 3

Why: The SMEs saw value in having a centralized overview of suppliers, but expected a larger number of providers, clearer quality assurance, and more tailored results to fully rely on the platform.

PP5 (DEX IC):

Score: TBA.

PP6 (SBA):

Score: 5

Why: A platform where companies, solutions, and experts come together, enabling companies to find them when they are looking for them.



PP7 (RARS):

Score: 3

Why: Platform is in early implementation; awareness and registration still ongoing.

PP8 (BSC SME Ruse):

Score: 4.

Why: The platform offers the ability to use services of leading companies; new knowledge for contacts with partner organizations, opportunity to decrease the expenses and to integrate RES in practice, expands the known databases for green energy transition.

PP11 (Energiaklub):

Score: No structured feedback collected yet.

Why: The platform was only recently launched and is still being promoted. User testing planned for the next period.

5. Challenges in Launch and Usage

What were the biggest challenges in database/marketplace launch and usage?

PP1 (LEASP):

As mentioned, we already have such services as part of the OSS and therefore it makes is changes to to see the value in the new one.

PP3 (FIB):

Limited awareness, skepticism toward “yet another platform”, difficulties in comparing offers even with a database, and the need for more localized, sector-specific, and verified supplier information were the main challenges.

PP5 (DEX IC):

To distinguish between high-quality and low-quality suppliers, and at the same time convince reputable suppliers that it is worth registering in the database even though it is not yet actively used.

PP6 (SBA):

The biggest challenge in terms of usage was attracting key stakeholders and their willingness to explore a new platform (among hundreds of others) and persuade them of its usefulness on its own. This was equally relevant to both experts, the marketplace, and hence database setup.

PP7 (RARS):

Limited digital engagement from SMEs and need for more practical examples and localized content to motivate participation.

PP8 (BSC SME Ruse):

To persuade suppliers to be included in yet another database/ platform and understand the benefits for them.

PP11 (Energiaklub):

Collecting high quality entries, motivating experts to join.

6. Sustainability and Future Development

Sustainability potential (1-5 scale), reasons, and recommendations.

PP1 (LEASP):

Reason: If fully developed with a good list of verified suppliers, etc, we believe it would be most useful and with that the sustainability could be assured.

PP3 (FIB):

Score: 3

Reason: The marketplace has potential if it is continuously updated, moderated, and integrated with advisory services, but its long-term sustainability depends on institutional support and reaching a critical mass of users and suppliers. SMEs value trusted, verified, and easy-to-compare information more than the sheer number of platforms. A database is most effective when combined with personal advisory support, sector-specific examples, and clear guidance on funding and implementation pathways.

PP5 (DEX IC):

Score: 3,5.

Reason: If there is a budget to keep adding new suppliers and moderation, then it could be working. But there will need to be way more than the current amount of suppliers.

Lesson Learned: We believe the database can become a highly valuable tool if it succeeds in better connecting suppliers from different countries, which we see as its strongest competitive advantage. At the same time, it will require adding a significantly larger number of suppliers to reach its full potential.

PP6 (SBA):

Score: 3.

Reason: It would be difficult to maintain focus on the marketplace without the dedicated budget and key personnel from the perspective of the owner, SMEs and experts likewise. What may help is the capitalisation with the Credit4CE project and shielding the above mentioned activities by SIEA.

PP7 (RARS):

Score: 4.

Reason: Integration with RARS and the GEKOS digital service ensures long-term continuity, localized management, and adaptability to future programs.

Lesson Learned: The database should further evolve with localized content, user-friendly guidance in local language, and stronger promotional support from RARS to enhance engagement and usage.

PP8 (BSC SME Ruse):

Score: 4.

Lesson Learned: The database should be extended and updated regularly. Recommendations for the database: AI integration, more detailed information about the registered companies, option for direct communication, additional sections in the search page where every company can list their services.

PP11 (Energiaklub):

Score: 3 - the platform is a promising tool, but only if continuously moderated and updated.

Reason: For long-term value, a clear governance structure, multilingual support, and an expert backed evaluation mechanism are needed.

Lesson Learned: It is important to strike a balance between openness and credibility. While the platform must be easy to join, it must also guarantee quality through moderation or expert vetting. User engagement depends on visibility and perceived value.