



GREENOV Seminar – *Clustering SMEs for Renovation Jobs*

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Energy Engineer



Some Background Information...

- Codema: Dublin's Leading Sustainable Energy Agency
- Founded in 1997 - Initiative of Dublin City Council With Support From the European Commission
- Our Aim: We aim to make sustainability the norm in Dublin, while contributing to the global issue of combating climate change.



What We Do

Act as energy adviser to four Dublin Local Authorities

Work at both a local and European level to help Dublin become an energy-smart city



Local & European Partners

Local



Dublin City Council
Comhairle Cathrach Bhaile Átha Cliath



European Partners



Our Work

- ❑ Work with both the public and private sectors
- ❑ Understand the dynamics of both the public and the private sectors
- ❑ Focused on maintaining the balance between business and environmental objectives



What can GREENOV do for Ireland?

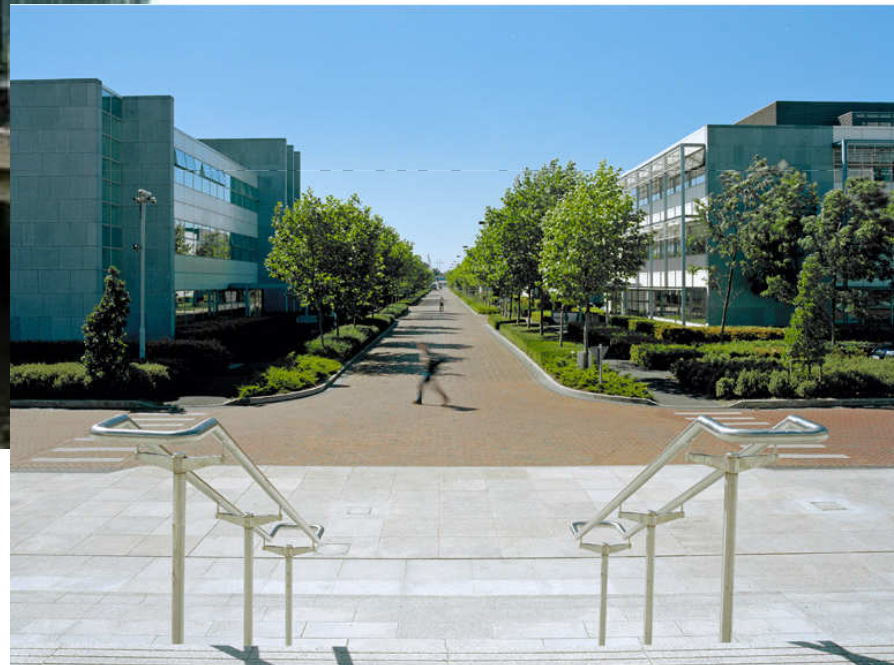


WORK IN PROGRESS

- ❑ Establish a cluster of SMEs working in sustainable renovation
- ❑ Increase the competitiveness of these SMEs



So how do we create this network of SMEs?



Why this cluster makes sense for the construction sector

- ❑ Increases market share
- ❑ Increases company income
- ❑ Increases flexibility and capabilities



What will GREENOV add?

1. A trans-national network
2. A Supply Tender Portal



Trans-national cluster

- Through the **GREENOV** project we have the opportunity to create a trans-national cluster linking innovative Irish SMEs with businesses across northwest Europe.



Supply Tender Portal



eTenders Public Procurement

The website for Irish public tenders

[Accessibility](#)

- Home
- About Us
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- Supplier's Pages
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[REGISTER HERE](#)

info@etenders.gov.ie
(01) 617 7944

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EVENTS
WORKSHOPS
SEMINARS

welcome to the eTenders procurement website

eTenders has been developed by the Department of Finance and is designed to help you find and publish tender notices on government and public sector procurement across Ireland. Register now as a buyer or supplier and experience the immediate benefits of eTendering and eSourcing.

Our Support Team will guide you through the process of setting up your profile and are available to give advice on various legislation and directives.

Download the [Quickstart Guide](#) to eTenders.

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Create, edit, publish and manage tender notices in a secure environment, ensuring compliance with EU regulations.



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Suppliers

Search for high and low value contracts and receive email alerts of new business opportunities in your sector.



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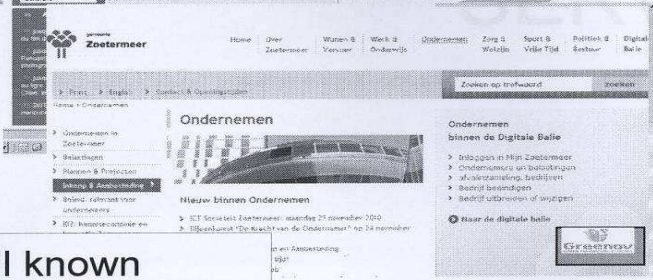
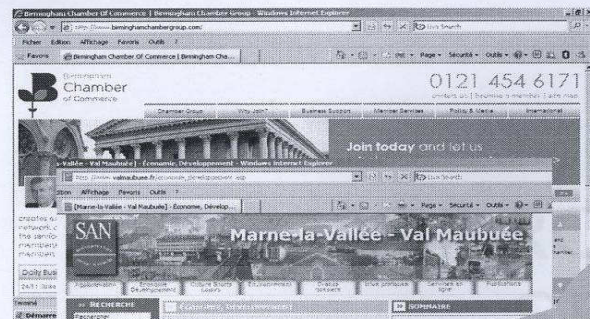


Supply Tender Portal

- ❑ *Percentage of Contracts awarded to firms domiciled in another country:*
 - EU Average 1.49%
 - Ireland 17.70%
- ❑ Ireland awards twelve times more contracts to foreign suppliers than the European average



Supply Tender Portal



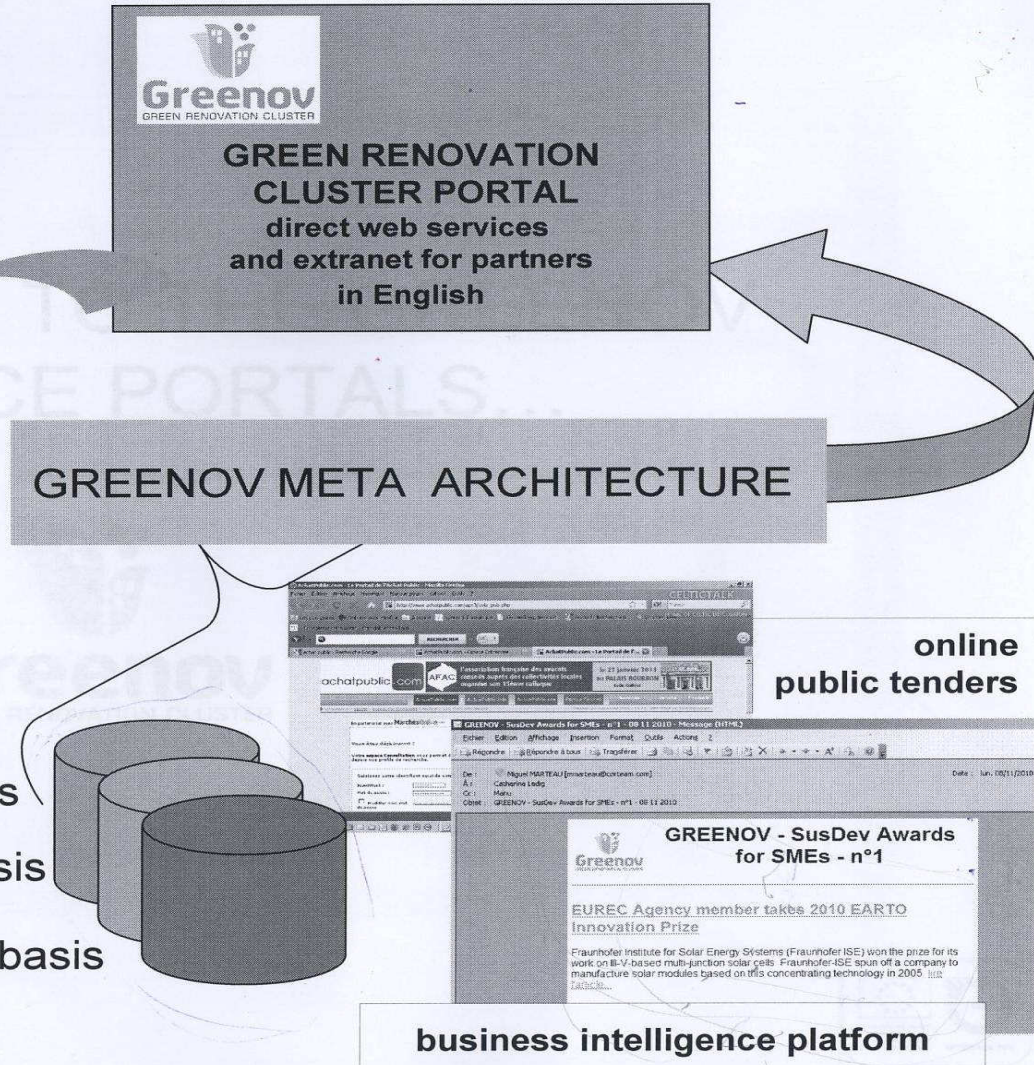
well known
Greenov partner
websites using
their own
languages

Opportunities

Other data bases

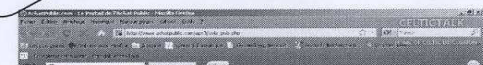
Greenov expert data basis

Best practice data basis

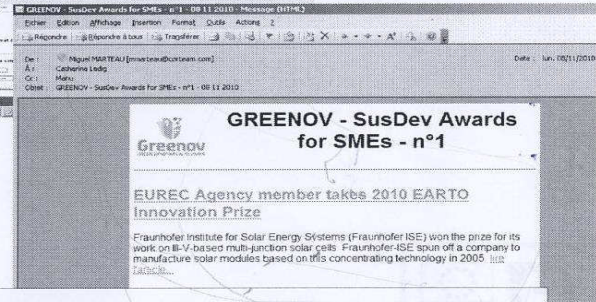


Greenov
GREEN RENOVATION CLUSTER
GREEN RENOVATION CLUSTER PORTAL
direct web services
and extranet for partners
in English

GREENOV META ARCHITECTURE



online
public tenders



business intelligence platform

GREENOV and Ireland

- ❑ Through the GREENOV project we aim to create a “cluster” of SMEs who are connected to the Sustainable Renovation Sector
- ❑ Connect these SMEs with similar groups or clusters in the partner countries throughout northwest Europe



A sustainable renovation cluster for Ireland

□ How do we achieve this?

