



740575

FIRE-IN

D3.1: FIRE-IN context for interacting with Industry and Research  
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## Project Deliverable

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<b>Title</b> <b>D3.1 FIRE-IN Context for interacting with Industry and Research</b>
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**Abstract:**

This document describes the methodology and procedure for establishing the procedures and cooperation schemes for collecting response of RTOs and industry suppliers to the identified CCCs and FCCCs, before implementing the “Request for Ideas”, which is the Task 3.2.

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**Keywords:**

Methodology, Cooperation, Prioritizing

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## Executive Summary

The FIRE-IN project is an initiative funded by the European Commission and initiated on the 1st of May 2017. FIRE-IN has been designed to raise the security level of EU citizens by improving the national and European Fire & Rescue (F&R) capability development process. FIRE-IN addresses the concern that capability-driven research and innovation in this area needs much stronger guidance from practitioners and better exploitation of the technology potentially available for the discipline.

The purpose of this report is to describe the approach and the methodology for establishing cooperation schemes for collecting response of RTOs and industry suppliers to the identified Common Capabilities Challenges (CCCs) and FCCCs (Future), before implementing the “Request for Ideas”, which is the Task 3.2.

The report also clarifies and suggests practicalities to implement the “Request for ideas” procedure based on the work carried out so far in WP1 (the identification of the CCCs) and in WP2 (the screening for existing solutions).



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# 1. Introduction

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The project FIRE-IN has been designed to identify capability gaps from the point of view of practitioners in the field of fire and rescue, and to fill these gaps by implementing a structured mechanism to identify existing solutions or define RDI capability challenges that should be addressed in future call for projects.

Based on the identification of the capability gaps in work package WP1 involving practitioners gathered in 5 thematic working groups (TWG) and the screening for solutions carried out in work package WP2, the work package WP 3 “Collaboration with research, industry and standardization bodies and recommendations” aims at developing the interactions with research, industry and standardization bodies to validate the identified gaps and help expressing the needs for future research, development and innovation.

In the WP3, the first task, T3.1 “Consultation with industry, standardization and policy to prioritise RDI gaps” has been designed to prepare the ground for the interactions with industry, standardization bodies and policy makers that are foreseen in WP3.

The deliverable D3.1 presented in this document describes the approach and the procedure for interacting with industry and RTOs in the WP3. It is mainly based on the work carried out in T3.1 and the interactions with the WP1 and WP2, in particular the methodology for the screening of possible solutions.

This deliverable D3.1 is organised in 3 parts:

- 1) The methodological approach to establish the interactions with industry and RTOs
- 2) The concept of “Request for ideas”
- 3) The recommendations for implementation of the “request for ideas” procedure.



## 2. Methodological approach to establish interactions with industry and RTOs

### 2.1. Reminder of the objectives

Task 3.1 (Consultation with industry, standardisation and policy to prioritise RDI gaps) of the FIRE-IN project aims at establishing procedures and interactive cooperation schemes for collecting response of RTOs and industry suppliers to the identified CCCs and FCCCs, before implementing the “Request for Ideas”, which is the Task 3.2.

In Figure 1, overall concept of relation T3.1 with other tasks is depicted.

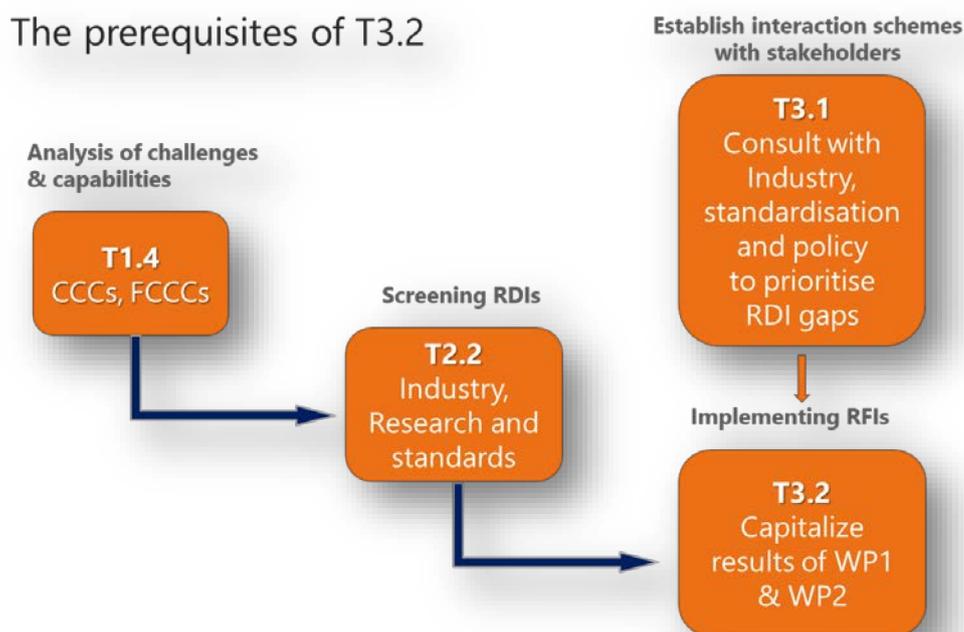


Figure 1: Task 3.1 in the context of the WP3

#### Text from the DoA:

Based on the output of WP1, the task T3.1 shall plan a procedure named “Request for ideas” aiming to allow relevant R&D actors to provide their relevant RDI approach to address a particular CCC or FCCC. The plan shall define a proper scheme for using the outcomes of WP1 and WP2 and provide a consistent framework for familiarisation of the users with RDI solutions and make aware the Research and Industry of the operational needs and priorities of the F&R practitioners.

Public consultation, supported by relevant tools of the e-FIRE-IN platform, with relevant stakeholders will be used to allow collecting feedback of RTD actors concerning the identified priorities of the practitioners and orientating EU industry to focus to specific operational needs. Such scheme shall use proper arguments including Operational priority (CCC), Solution maturity (TRL), industrialisation level (TTM), interoperability and standardisation aspects aiming to identify potential stakeholders and to assess prominent and efficient solutions. This task shall also define the concept of the Request for ideas: objectives, context, specifications (public consultation, showcase, PoC, demo etc), potential recipients, monitoring procedures, assessment procedures... This work will be done in coordination with FIRE-IN TWG5 managers.



One of the main challenges to set-up interactions with organizations and experts that are outside the consortium is to catch their motivation so that they answer the request from the consortium, effectively contribute and further interact, if possible, for the 3 cycles that are foreseen in the project over the 5 years duration.

In order to be effective in establishing the contact and get the motivation, the partners from WP3 have decided to develop an approach that will minimize the burden of the solicitations and that will raise the interest to interact with the FIRE-IN consortium.

A methodological approach has been developed to establish the contact with several individuals representing the stakeholders target groups (industry, standardization bodies and policy makers). This approach is presented in the paragraph 2.2. It pays attention to well identify the stakeholders we want to interact with, and to limit the number of solicitations (email, interviews or meeting requests) and therefore the burden created by our demands.

## 2.2. Methodological approach

The methodological approach to establish the contact with the relevant stakeholder groups as part of task 3.1 has been organized in 4 phases:

### Phase 1: Establish cooperation schemes and define the context to interact with the stakeholders:

The purpose of the phase 1 is to establish the contact and obtain the consent that the stakeholder will answer the consultation to prioritize the RDI gaps and provide new ideas for innovative solutions during the “request for ideas” in Task 3.2.

The identified stakeholders are:

- RTOs: Security WG Security of EARTO, IMG-S WGs, ETPIS, etc.
- Industry representatives:
  - Risk owners (Critical Infrastructures, Seveso plants): EPSC/CEFIC, EIGA, FEA, CONCAWE... and other industry associations
  - Solution providers: ESF, EOS, ECSO...
- Standardization bodies, through the Security Sector Forum (leadership CEN, NEN)
- Policy makers: Mainly DG HOME, DG ECHO and DG ENV, also some policy-makers at national level (SGDSN in France...)

In this phase 1, stakeholders have been identified in a list shared between the WP3 and the WP2, drafted by INEDEV, and further developed with the contribution of the WP members.

In order to establish the relations prior to the consultation, a draft model letter informing about the project has been drafted by INEDEV and reviewed by FhG-INT. The model letter presents the context of the project, its objectives and the number and intensity of the interactions expected with the contacted stakeholders.

Annex 1: list of identified stakeholders

Annex 2: draft model letter



## Phase 2: Prepare the mean to collect feedback on the CCC and FCCC findings of WP1 and WP2

A summary of the results of the CCC and FCCC findings obtained by the activities of WP1 and WP2 is being prepared to make the volume of information understandable by the stakeholders who will be contacted in WP2 (validation of the screening) and WP3 (“request for ideas”).

**Table 1: Overview of Common Capability Challenges (CCC) identified by the FIRE-IN project**

CCC	High flow of effort in hostile environment	Low frequency, high impact	Multi-agency / multi-leadership environment	High level of uncertainty	Screening field
Incident Command Organization	Focus on sustainability of safe operations	Prioritize the reduction of vulnerability and increase interactions with the public	Distribute decision-making	Strategies choosing safe scenarios, and maintaining credibility	Publications and projects
Pre-planning	Pre-plan a time-efficient, safe response	Negotiate solutions with stakeholders for anticipated scenarios	Plan interoperability and enhance synergies	Focus on governance and capacity building towards more resilient societies	Publications and projects
Guidance instruments	Establish procedures and guides	Standardize capabilities in front of pre-established scenarios.	Establish an interagency framework	Build doctrine for resilience in emergency services and societies	Standards
Knowledge cycle	Train specific roles	Learn about possible scenarios focusing efforts in key risks and opportunities	Build a shared understanding of emergency and train interagency scenarios	Focus on integral risk management	Publications and projects
Information management	Information cycle.	Manage key information focused on decision-making	Define common information management processes between agencies.	Provide an efficient, flexible flow of information for a shared understanding	Publications and projects
Community involvement	Develop public self-protection to minimize responders exposures	Prepare population for the worst scenario before it happens.		Cultural changes in risk tolerance and resilience	Publications and projects
Technology	Use technology to assess risks and minimize responder’s engagement	Simulate complex scenarios	Technological tools to support data sharing	Get a clear picture of the risk evolution	Technologies

Practically, a document should be prepared that presents the matrix with the CCCs and for each cell of the table 1, the summary of the screening carried out in WP2.

This information summary shall be communicated to the individuals representing the targeted stakeholders we want to interact with. This information is an input to collect a feedback and the endorsement of the screening, and the basic information for the implementation of the “request for ideas”. Indeed, for the “request for ideas” the person contacted should be aware of the knowledge gained by the consortium in order to propose new ideas on the top.



With the wish to facilitate the interaction with the contacted stakeholders, reinforce the interest and attractiveness of the work requested, it has been proposed to introduce a traffic-light system. The traffic light system, easy to understand, shall be used to show the level of coverage of each CCC using explicit criteria such as the ones presented in the 3 tables below.

**Table 2: Criteria to characterize the level of coverage of the CCCs for the “publications and projets” screening field**

Criteria	Green	Yellow	Red
Operational value	Many projects on the topic, that are already completed and delivered available knowledge in articles and guidance documents	Few projets completed on the topic, sometimes only at national level. 1 or 2 on-going projects.	Further research and development needed.
Access to knowledge	Peer reviewed international guidance document or standard available Training courses available.	A few papers available sometimes only at national level	Only papers or communication pointing the need to address the topic

**Table 3: Criteria to characterize the level of coverage of the CCCs for the “standard” screening field**

Criteria	Green	Yellow	Red
Operational value	Peer reviewed international guidance document or standard available	Standard or guidance document in preparation or mentioned as future work of some technical committees	The need to address the topic has been expressed by the community

**Table 4: Criteria to characterize the level of coverage of the CCCs for the “technologies” screening field**

Criteria	Green	Yellow	Red
Operational value of existing solution	already available and operational	available as pilot solution / demonstration	further research and development needed
Solution maturity (TRL) and industrialisation level (time to market, TTM)	9<TRL Already available on the market	6<TRL<9 Already developed as prototype and being tested / validated	TRL<6 Still need some research and development
Interoperability and standardization	Availability of the standards describing to solutions and interoperability issues	Awareness of need for standard	Standard not yet addressed



The criteria proposed in the 3 tables above might be adjusted to the particularity of each CCC. The information gathered during the screening phase (T2.2) should be used to apply the criteria and determined the colour of the CCC cells.

Then, each CCC cell of the matrix (table 1) shall be coloured according to the compliance with the criteria proposed in the 3 tables.

In order to facilitate the collection of answers from the stakeholders, the e-FIRE-IN platform shall be used as an interface.

A coloured matrix (Table 1) presenting the CCCs after the evaluation of the coverage by existing solutions should be displayed on a webpage.

The consulted stakeholder should be able to click on each cell and find the information presenting:

- A summary of the CCC and, if he/she wishes an access to more detailed information coming from the work in the TWG of WP1;
- The evaluation of the level of coverage of the CCC based on the criteria from tables 2, 3 and 4, and if he/she wishes an access to more detailed information providing evidence of the evaluation (e.g. link to guidance instrument, description of technologies available in the ENCIRCLE catalogue...);
- The invitation to validate and therefore, endorse the evaluation, or to provide additional information that can lead to change the initial evaluation of the level of coverage of the CCC, or/and to provide additional evidences of the evaluation;
- The “request for ideas” to improve the level of coverage of the CCC, with questions that are presented in the next paragraph.

Nota bene:

After the distribution of the draft report D3.1 end of November 2018, WP2 and WP3 partners have agreed to use this traffic light system and the partners in charge of the screening (KEMEA, Fraunhofer, INEDEV) have implemented it for the CCCs they had worked on.

In parallel, ENSOSP with the support of the WP4 partners have developed in November 2018 the online version of the matrix that will be coloured after the evaluation.



### 3. Definition of the concept of “Request for ideas”

The concept of “request for ideas” is briefly introduced in the project DoA. As part of the task T3.1, the concept of “request for ideas” has been further defined.

The “request for ideas” is a procedure within the FIRE-IN project to collect recommendations for the development of solutions addressing the CCCs identified in WP1, that are not well covered based on the results of the screening carried out in WP2. These recommendations are expected from the stakeholders outside the consortium and will be used to draft the Strategic Research and Standardization Agenda (SRSA) and Policy Brief as it is foreseen in the task T3.4.

For a given CCC, i.e. one cell as described in the table 1, and characterized with the traffic-light system, the stakeholders will be asked to provide ideas and recommendations for research, development and innovation to fill the gaps, and cover properly the CCCs. An example is provided in the table 3.

**Table 5: Example for the CCC for Technology – High flow of effort in hostile environment: use technology to assess risk and minimize responder’s engagement**

Criteria	Green	Yellow	Red
Operational value of existing solution	Several UGV (unmanned ground vehicles) exist on the market, but are still very expensive		
Solution maturity (TRL) and industrialisation level (time to market, TTM)	9<TRL Already available on the market		
Interoperability and standardization		Awareness of need for standard: no standard exists but the topic has been raised	

The ideas that are requested should address the following issues:

- Operational value of existing solutions
  - o Green: Can you recommend existing solutions covering the CCC?
  - o Yellow: Can you recommend solutions in development covering the CCC?
  - o Red: Can you specify the objectives and characteristics of the solution that should be developed to address the CCC?
  
- Solution maturity (TRL) and industrialisation level (time to market, TTM)
  - o Green: What are your recommendations to increase the deployment of the existing solutions and improve the operational (facilitate access, reduce the price, facilitate public procurement...)?



- Yellow: What type of demonstration or PoC are needed to elevate the TRL of the solution?
- Red: not relevant
  
- Interoperability and standardization
  - Green: Can you recommend future standards that will improve the effectiveness, and the interoperability of the solutions covering the CCC.
  - Yellow: Can you recommend standards that are needed to facilitate the use of the solutions covering the CCC.
  - Red: not relevant

These generic questions should be asked to the stakeholders. They should answer for the topics they are familiar with. Based on the answers, the on-line CCCs matrix will be updated to reflect the information collected during the consultations. If relevant, the colours of the cells will be revised.

In order to facilitate the collection of answers, but also to present the results of the WP1 and WP2 in an attractive manner, the table 1 shall be put on-line on the project website and by clicking on the CCC cells, the information available after the screening in WP2 should be made accessible and the questions corresponding to the “request for ideas” should pop up.



## 4. Recommendations for implementation of the “request for ideas” procedure

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For the implementation of the “request for ideas” procedure there are several steps, for which the following recommendations can be formulated.

Step 1: initial contacts with the stakeholders

- Send only one message to establish the contact and indicate the future consultation for the WP2 and WP3
- Take advantage of the Advisory Board members to establish the contact
- Enrol the stakeholders among the Associated Member community
- Take advantage of meetings, workshops, seminars to identify the stakeholders and establish the contact

Step 2: consultation for the “request for ideas”

- Prepare didactic documents that should be easy to use to react and provide the requested ideas
- Take advantage of meetings, workshops, seminars to provide explanation and distribute the “request for ideas”
- Use the eFIRE-IN platform to collect the answers to the “request for ideas” as an interactive tool, if not for the first cycle, probably from the second cycle of FIRE-IN.



## 5. Annex 1: list of identified stakeholders

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First Name	Last Name	Legal entity (organization) Name	Legal entity short name	Legal entity name in English	E-mail	Comments
Fredrik	Rosen	Research Organisation of Sweden	RISE	Research Organisation of Sweden	<a href="mailto:fredrik.rosen@ri.se">fredrik.rosen@ri.se</a>	
Andreas	Rogge	Bundesanstalt für Materialforschung und –prüfung (BAM)	BAM	German Federal Institute for Material Research and Testing	<a href="mailto:andreas.rogge@bam.de">andreas.rogge@bam.de</a>	
Brigitte	Serreault	IMGS-TAG	IMGS	IMGS-TAG	<a href="mailto:Brigitte.SERREAUULT@unice.fr">Brigitte.SERREAUULT@unice.fr</a>	in contact with a lot of RTDs in the whole Europe
Samantha	Lim	INERIS	INERIS	INERIS	<a href="mailto:samantha.lim@ineris.fr">samantha.lim@ineris.fr</a>	<a href="#">Leading discussion on security of chemical sites in France</a>
Bernard	Guezo	CEREMA	CEREMA	CEREMA	Bernard.Guezo@cerema.fr	
Marieke	Klaver	TNO Security	TNO	TNO	<a href="mailto:marieke.klaver@tno.nl">marieke.klaver@tno.nl</a>	
Kjersti	Brattekas	FFI	FFI	FFI	Kjersti.Brattekas@ffi.no	
Valerio	Cozzani	University of Bologna	UniBo	University of Bologna	<a href="mailto:valerio.cozzani@unibo.it">valerio.cozzani@unibo.it</a>	leading discussion on security of chemical sites in Italy

First Name	Last Name	Legal entity (organization) Name	Legal entity short name	Legal entity name in English	E-mail	Comments
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Luigi	Rebuffi	European Organisation for Security	EOS	European Organisation for Security	Luigi Rebuffi <luigi.rebuffi@eos-eu.com>	<a href="http://www.eos-eu.com/">http://www.eos-eu.com/</a>
Henk	Vanhoutte	European Safety Federation	ESF	European Safety Federation	<a href="mailto:henk.vanhoutte@eu-esf.org">henk.vanhoutte@eu-esf.org</a>	
Jacques	Roujansky	CICS	CICS	French Industry Association for Technology suppliers in security	<a href="mailto:roujansky@cics-org.fr">roujansky@cics-org.fr</a>	

First Name	Last Name	Legal entity (organization) Name	Legal entity short name	Legal entity name in English	E-mail	Comments
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Mario	Calderon	UNE	M	Spanish National Standardisation Body	<a href="mailto:mario.calderon@une.org">mario.calderon@une.org</a> ; <a href="mailto:fernando.utrilla@une.org">fernando.utrilla@une.org</a>	active in Bridgit2, standardization support to innovation.
Merel	Haverhals	NEN	NEN	Dutch National Standardisation Body	Merel.Haverhals@nen.nl	Coordinator of the Security Sector Forum initiative
René	Lindner	DIN	DIN	German National Standardisation Body	<a href="mailto:rene.lindner@din.de">rene.lindner@din.de</a> ; <a href="mailto:Christopher.Liedtke@din.de">Christopher.Liedtke@din.de</a>	<a href="#">in charge of the security programme at DIN</a>
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Perti	Woitsch	Geowise	Geowise	Geowise	<a href="mailto:persti.woitsch@geowise.fi">persti.woitsch@geowise.fi</a>	<a href="#">Coordinator of the ResiStand project</a>
Aikaterini	POUSTOURLI	DG Home	DG Home	DG Home	<a href="mailto:Aikaterini.POUSTOURLI@ec.europa.eu">Aikaterini.POUSTOURLI@ec.europa.eu</a>	He has contacted JM Dumaz

First Name	Last Name	Legal entity (organization) Name	Legal entity short name	Legal entity name in English	E-mail	Comments
Alexandros	Kiriatis	DG ENV	DG ENV	General Directorate for Environment - Desk officer for Chemical Risks	<a href="mailto:alexandros.kiriatis@ec.europa.eu">alexandros.kiriatis@ec.europa.eu</a>	
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Tristan	Simonart	DG DEVCO	DG DEVCO	General Directorate for International Cooperation - CBRNe Centers of Excellence	<a href="mailto:Tristan.SIMONART@ec.europa.eu">Tristan.SIMONART@ec.europa.eu</a>	
François	Murgadella	Secrétariat Général à la Défense et la Sécurité Nationale - Services du Premier Ministre	SGDSN	National Defense and Security Council	<a href="mailto:Francois.Murgadella@sgdsn.gouv.fr">Francois.Murgadella@sgdsn.gouv.fr</a>	
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Tijs	Koerts	European Process Safety Center	EPSC	European Process Safety Center	operations.director@epsc.be; office@epsc.be; tijs.koerts@upcm.nl	
Alain	D'Haese	Fédération européenne des aérosols	FEA	European Federation of Aerosols	<a href="mailto:alain.dhaese@aerosol.org">alain.dhaese@aerosol.org</a>	
Drewin	Nieuwenhuis	CEOC	CEOC	International Confederation of Inspection and Certification Organisations	<a href="mailto:drewin.nieuwenhuis@ceoc.com">drewin.nieuwenhuis@ceoc.com</a>	
Jean-François	Mercier	CEFIC	CEFIC	European Confederation of Chemical Industry	<a href="mailto:jfm@cefic.be">jfm@cefic.be</a>	
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## 6. Annex 2: draft model letter to establish the contact

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## From FIRE-IN stakeholder platform leaders

NAME of the sender

AFFILIATION

Email: email of the sender

Aix-en-Provence, December 6<sup>th</sup>, 2018

## Subject: Invitation to the FIRE-IN project as stakeholder

Dear...,

*In the field of Fire & Rescue, as in most European security research and innovation domains, the successful operational uptake of the outcomes suffers from limited participation of practitioners to the research activities. This is mainly due to practitioners having only little means to attend research activities next to their daily operations. Moreover, no central source of information exists to summarise the fragmented results out of the various R&D programs and initiatives on national and European level. Such condition limits the opportunity for many practitioners in the Fire & Rescue community from learning more about existing solutions or best practices in their domain.*

*To this end, FIRE-IN builds on a significant and heterogeneous **pan-European network of practitioners for identifying and harmonising operational capability gaps** in a central process to create a more demand-driven approach for future R&D and standardisation programs. In addition, FIRE-IN aims on **sharing the knowledge on best practices and already available solutions** in the field of Fire & Rescue. Further info on the FIRE-IN project are available in the attached leaflet and at the official website [www.fire-in.eu](http://www.fire-in.eu).*

*In such framework, the FIRE-IN consortium is glad to **invite you to join the project as stakeholder** to contribute to the identification of existing solutions as well as to definition of the priorities for research. Indeed, FIRE-IN consortium intends to consult stakeholders from research and technology organizations, industry and industry associations, from national and European standardization bodies and policy-makers at national and European level.*

*The expected contributions will be materialized with the interactions during workshops and meetings (organized by you or your network, or by the FIRE-IN project), or contributions to online survey or review of position papers.*

***With this letter, we would like to know your interest in the activities of FIRE-IN and invite you to later actively participate in the activities of the project.***

If you confirm your interest and acceptance to be further consulted, please send an email to [olivier.salvi@ineris-developpement.com](mailto:olivier.salvi@ineris-developpement.com). (or we can provide a generic address such as: [Stakeholders@fire-in.eu](mailto:Stakeholders@fire-in.eu), that could be read by KEMEA and INERIS DEVELOPPEMENT, and other partners of T3.1).

Yours sincerely,

SIGNATURE

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