

## **Deliverable C 2-3**

### **Transferability and replication activities**

This deliverable is an outcome of Action C2 “Business model development and transferability evaluation” and in particular of the sub-action C2.2 “Transferability and replication activities”.

Among the objectives of the LIFE DIANA project is to explore the opportunities of replication of the LIFE DIANA solution in other refineries, in other industries and in landfills while taking into serious consideration the public’s opinion and acceptance by the society about the use of engineered soil in their communities. This action plan is included and described in the current deliverable.

Within this deliverable, four dedicated SWOT analysis were conducted. One which reviews the legislation framework, one technical oriented, one looking at the environmental aspects of the project and one which reviews the technology from a business point of view. The main technical outcomes of the SWOT analysis were that the LIFE DIANA equipment is easy to install, the minerals used for the stabilization process are available in the EU countries (as they are mined in the Balkan peninsula) and the produced engineered soil complies with the requirements for landfill construction and restoration. Moreover, the engineered soil can be also applicable to many other industrial activities rendering the LIFE DIANA solution as an environmentally friendly and circular economic technology that complies with the national and EU legislation. On top of that, the LIFE DIANA solution is competitive compared to the other sludge management technologies already existing in the market. However, it is worth mentioning that the successful replication of the aforementioned activities can be feasible provided that a declassification of ES is undergone and if appropriate funding will be available (e.g. other LIFE program, RRF).

Thus, having identified the opportunities and weaknesses that arise from the LIFE DIANA technology, a three-step process was followed

to identify the stakeholders which could potentially invest to the LIFE DIANA technology for their waste valorisation or facilitate the replicability of the solution to other refineries and industries in EU and Greek regions. Then, specific activities were planned and executed to engage these stakeholders to the LIFE DIANA project, to present the main outcomes and benefits of the innovative technological solution and further convince them to adopt the LIFE DIANA technology in full.

The activities aimed at reaching out to stakeholders closely engaged in the crude oil refining and manufacturing of fuels, lubricants and petrochemical intermediates. Then, the stakeholders were contacted either through email, meetings or the CONCAWE meeting to be informed about the LIFE DIANA project and discuss about the future potential to adopt the project's technology. Moreover, other activities stretched out to the mineral industries (such as the Annual meeting of Perlite Institute, the Raw Materials Week etc.) and on the landfill and quarries owners (municipalities/public bodies/companies). Then, the relevant stakeholders, such as the raw materials providers and landfilling sites owners got introduced in the LIFE DIANA technology and outcomes. Furthermore, several networking activities with other projects and events were organized in an attempt to bridge together different stakeholders to successfully exploit the project's potential opportunities for the LIFE DIANA technology's commercialization in various technical applications.