ENERGOTRAIN
AS A BUSINESS MODEL

Mantas Jonauskis, Project manager, Partner
REGIONAL INNOVATION MANAGEMENT CENTRE
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Initiation of a voluntary system for development and recognition of professional competences and skills of the building workforce in Lithuania in relation to requirements for nearly zero energy buildings.

Development and piloting of Training and Certification schemes (ENERGOTRAIN)
ENERGOTRAIN
DEMAND DRIVEN APPROACH

PRIVATE AND PUBLIC CUSTOMERS REQUIREMENTS

- STRATEGIC DEFINITION
- PREPARATION & BRIEF
- CONCEPT DESIGN
- DEVELOPED DESIGN
- TECHNICAL DESIGN
- CONSTRUCTION
- NEARLY ZERO ENERGY BUILDING
  - RECOMMENDATIONS FOR CUSTOMERS
  - IN USE

REQUIREMENTS FOR TECHNOLOGY

- QUALIFICATION SCHEME
- TRAINING SCHEME
- TECHNOLOGY DESCRIPTIONS
- TRAINING PROGRAMS
- COMPETENCE DESCRIPTIONS
- TRAINING OF TRAINERS
- RULES OF PROCEDURES/ TESTS
- PILOT TRAINING AND CERTIFICATION OF WORKERS

REQUIREMENTS FOR COMPETENCES

- COMPETENCE PASS

SKILLS DEMAND

WORKERS IN THE FIELD OF NEARLY ZERO ENERGY BUILDINGS

SKILLS SUPPLY
ENERGOTRAIN AS A BUSINESS MODEL

**Key Partners**
- Technology Suppliers
- Large Employers
- Training Providers

**Key Activities**
- Definition of Industry Standards
- Access to Industry Knowledge

**Value Propositions**
- Workers Meeting Industry Standards
- Co-Creation and Ongoing Feedback

**Customer Relationships**
- Online Communication

**Customer Segments**
- Construction Companies Looking for Skills
- Workers Looking for Career Opportunities

**Key Resources**
- Information System

**Channels**
- Fees for Technology Positioning
- Fees for Accreditation of Training Providers
- Certification Fees

**Cost Structure**
- Industry Expertise

**Revenue Streams**
- Information System

Source: [www.businessmodelgeneration.com](http://www.businessmodelgeneration.com)
Project Partners & Contacts

Regional Innovation Management Centre (Coordinator)

Contacts: Mr. Mantas Jonauskis, phone +370 682 55835, email. mantas@rvc.eu,
address: Šeimyniškių str. 1A, LT-09312, city: Vilnius, Lithuania

Lithuanian Builders Association
Certification Centre of Building Products
Vilnius Gediminas Technical University
Training Centre for Energy Specialists
Vilnius Jerusalem Labour Market Centre
Vilnius Builders Training Centre
National Passive House Association

Project website: www.energetinisefektyvumas.lt