

How to approach Customers or Partners

Workshop for ECSP (European Climate Service Partnership)

Date: 10th to 11th of March 2015

Venue: Germany, Hamburg, Fischertwiete 1 (Chilehaus), Entrance B, Level 6

Programme

March 10th 2015

11.00 *Welcome Coffee*

11.30 Plenary Session

Moderator: Juliane Otto

Welcome Susanne Schuck-Zöllner, CS 2.0

How to explore pathways to customers or partners Daniela Jacob, CS 2.0

Title has still to be determined Antonio Navarra, CMCC

Challenges of stakeholders' involvement in managing agriculture, extreme events and land degradation issues Dan Balteanu, Romanian Academy/Institute of Geography

Lessons learnt from SECIF and KIC-projects Céline Deandreis, formerly IPSL, now ARIA-Technologies

13.15 *Lunch-Break*

14.15 Plenary Meeting:

Moderator: Susanne Schuck-Zöllner

Briefing of Working Groups

14.30 Working Groups Session I

- International Cooperation and Development *Maria Manez, CS2.0*
- Transport, Logistics, Line-bound Infrastructures *Olaf Jonkeren, PBL; Martin König, Environment Agency Austria*
- Insurance, Capital Market *Lutz Cleemann, Senior Consultant*
- Urban Development *Clemens Mensink, Vito*

16.00 *Coffee Break*

16.30 Working Group Session II

- Water *Steffen Bender, CS2.0*
- Energy, Supply and Demand *Robert Vautard, IPSL*
- Agrobusiness, Food Production, Forestry, *Luan Ahmetaj, MedAlb Institute*

18.00 *End of first days program*

19.00 *Dinner in Hamburg Speicherstadt*

Restaurant Wasserschloss, Dienerreihe 4, 20457 Hamburg (self-payment)

March 11th 2015

9.00 *Welcome Coffee*

9.30 **Plenary Session**

Moderator: Lola Kotova

Good Practice in Stakeholder Involvement: The Climate for Culture Project *Katy Lithgow,*
National Trust, UK

10.00 Reports from Working Groups, Session I

11.00 *Coffee Break*

11.30 **Plenary Session**

Moderator: Katharina Bülow

Reports from Working Groups, Session II

12.30 **Plenary Session:**

Moderator: Daniela Jacob

Common Fazit and next Steps

13.30 *Farewell Coffee*

On-going throughout workshop

"Web-Platforms as a Format to address former Customers": Self-running presentation in the launch,
showing examples from all over Europe *Juliane Otto, Ellinor Roth*