



STAKEHOLDER NEED ANALYSIS

Methodology and start of survey

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FOT-Net is a support action co-funded by the European Commission to network FOT activities at European, national and international level.

WHY STAKEHOLDER NEEDS ANALYSIS

- A Stakeholder is a person or an organisation who could give support to FOTs and/or could be affected by FOT results.
- Stakeholder is different from Actor: Actor is a stakeholder taking an active role in a FOT.
- All stakeholders have a role to play towards deployment (either positive or negative).
- Past and current FOTs are often lacking a balanced representation of stakeholders.
 - User groups or Public Authorities not involved in FOTs on close to market technologies.
 - Industry players not involved in tests concerning their own products.
- If we want to reach deployment this balance is crucial.

WHAT FOT-NET CAN DO

- Propose a process that ensures stakeholder involvement in FOTs thus leading to deployment.
 - Identify all stakeholders (including missing ones) in FOT activities. 
 - Explore and map the needs of the stakeholders.
 - Identify possible deployment scenarios. 
 - Derive strategies in order to ensure that all stakeholders take part in the deployment scenarios.

WHAT FOT-NET IS CURRENTLY DOING

- Explore and map the needs of the stakeholders:
 - Targeted consultation of those stakeholders who are actively involved (“actors”) and those who are not
 - Methodological approach: Qualitative expert interviews by means of an online questionnaire
 - Objectives: Exploration of awareness, past experiences, expectations and motives for active involvement or reserve

WHAT FOT-NET IS CURRENTLY DOING

- Explore and map the needs of the stakeholders:
 - Two draft versions of the questionnaire have been developed by end of September 2011
 - Implementation of online versions on SurveyMonkey and contact letter finalized
 - Pre-tests in order to maximize user-friendliness and acceptance to be finalized by end of December 2011
 - Start of the survey among experts in stakeholder organizations by mid of January 2012

SUMMARY AND CONCLUSIONS

