

# Flexiheat

## Getting businesses together

### Introduction Flexiheat

- Re-using waste heat can create major opportunities and benefits for organizations and the environment.
- Suppliers can generate new ways of income while customers can get access to cheaper energy resources.

Despite these benefits, waste heat networks are not an emerging phenomenon these days in The Netherlands

### Goal of Flexiheat

Speeding up the process of implementing waste heat networks.

### Goal of this research paper

Investigating the decision making process which precedes the implementation phase of a waste heat network and ranking the most important decision making factors within this process.

A heat network is affected by many different forces:

- Legislation
- Alternatives
- Available Techniques
- Ambition / Goals / Business model of the network



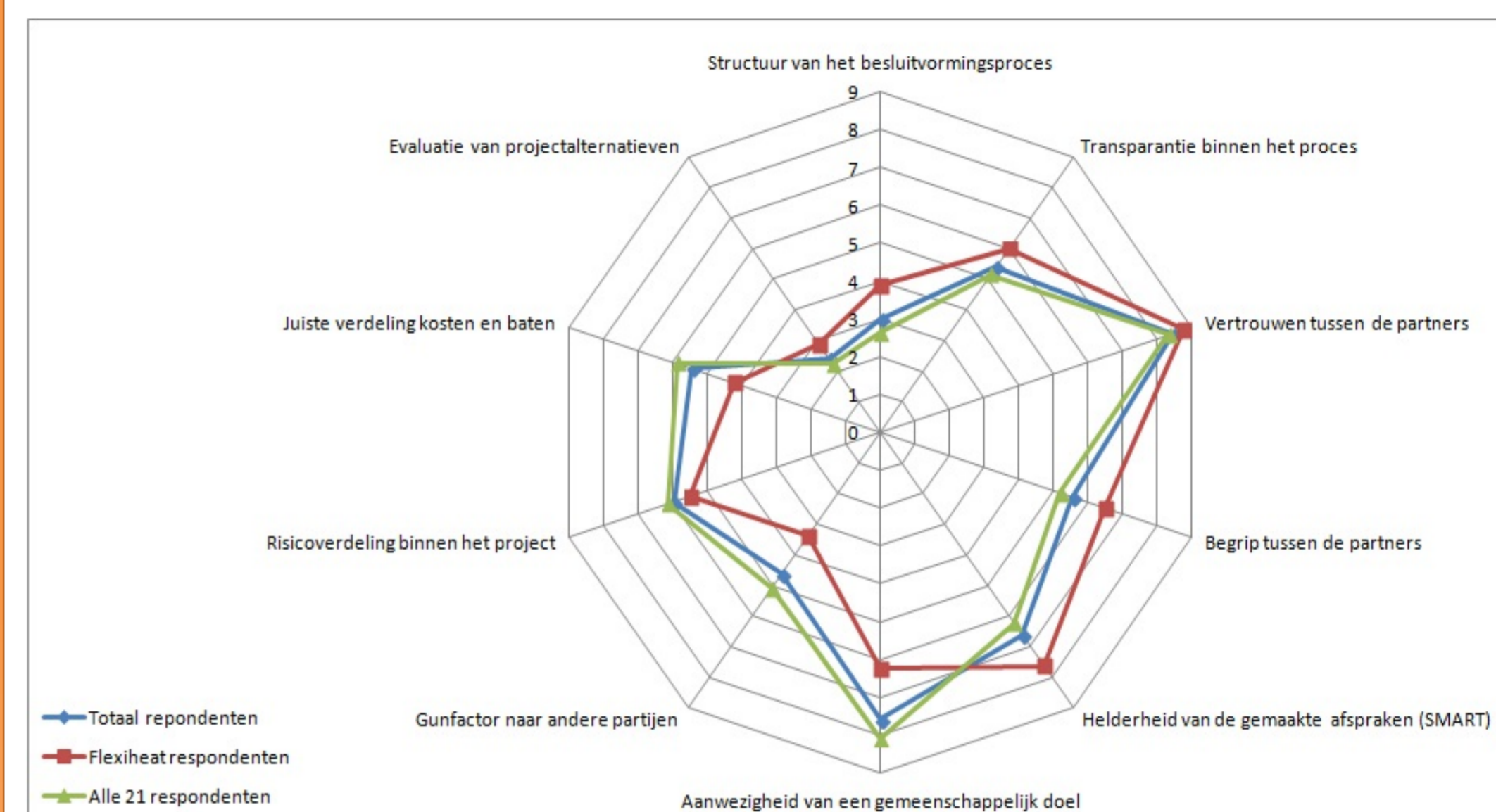
### Research question

Which parameters are the most important factors in the decision making process of heat networks?

### Methodology

- Literature study
- In-depth interviews
- (digital) survey
- Workshop
- Analytic Hierarchy Process (AHP) Ranking methodology (MCDA)

### Preliminary Results



Category	Priority	Rank
1 Structuur van het proces	2.3%	10
2 Transparantie	6.4%	6
3 <b>Vertrouwen</b>	<b>28.2%</b>	<b>1</b>
4 Begrip	6.6%	5
5 SMART afspraken	13.8%	3
6 <b>Gemeenschappelijk doel</b>	<b>20.5%</b>	<b>2</b>
7 Gunfactor	3.3%	8
8 Risicoverdeling	9.3%	4
9 Verdeling kosten baten	6.4%	6
10 evaluatie alternatieven	3.1%	9

AHP results

### Conclusion

Three most important decision making parameters within heat networks are:

- Trust
- Common goal
- Clear agreements

There is some lack in consistency when a cross case analysis is conducted over different stakeholder groups.

This inconsistency requires additional attention of decision making parameters during the decision making process.

### Next step

Designing a conceptual framework for the decision making process for the establishment of waste heat networks.