



Co-funded by  
the European Union



ETV4SMEs



ETV4SMEs

# *Report on the “Knowledge and sharing workshop”*

Pisa, 22-24 September 2025

Project: ETV4GreenSMEs - Tailoring an  
Environmental Technology Verification (ETV)  
scheme to Accelerate SMEs' Green Transition

KA 210-VET – Small-scale partnership in vocational educational and training (KA-210-VET)

26.09.2025

## Participants



- Katarzyna Mitrut
- Artur Mazurek
- Barbara Goleniewska

**FONDAZIONE**  
TOSCANA SOSTENIBILE

- Simone Pagni
- Carla Sabatini
- Gabriele Rondini



Co-funded by  
the European Union



ETV4SMEs

## **Table of contents**

<b>INTRODUCTION</b>	<b>2</b>
<b>WORKSHOP'S CONSISTENCY WITH PROJECT PROPOSAL</b>	<b>4</b>
<b>WORKSHOP METHODOLOGY AND ACTIVITIES</b>	<b>7</b>
ACTIVITY #1 STRUCTURE	9
ACTIVITY #2 STRUCTURE	10
ACTIVITY #3 STRUCTURE	12
ACTIVITY #4 STRUCTURE	13
ACTIVITY #5 STRUCTURE	14
ACTIVITY #6 STRUCTURE	15
ACTIVITY #7 STRUCTURE	17
ACTIVITY #8 STRUCTURE	18
ACTIVITY #9 STRUCTURE	20
ACTIVITY #10 STRUCTURE	21
ACTIVITY #11 STRUCTURE	23
ACTIVITY #12 STRUCTURE	25
ACTIVITY #13 STRUCTURE	26
ACTIVITY #14 STRUCTURE	28
ACTIVITY #15 STRUCTURE	29
ACTIVITY #16 STRUCTURE	31
ACTIVITY #17 STRUCTURE	32
<b>QUALITY EVALUATION</b>	<b>33</b>
<b>CONCLUSIONS</b>	<b>37</b>



Co-funded by  
the European Union



ETV4SMEs

## INTRODUCTION

This report presents the meeting structures of the “Knowledge and sharing workshop” of the European project “ETV4GreenSMEs: Tailoring an Environmental Technology Verification (ETV) scheme to Accelerate SMEs’ Green Transition”. The workshop meeting took place in Pisa, Italy, from September 22-24, 2025, with the total organisation of Fondazione Toscana Sostenibile and the support of CNA Association in Pisa. The workshop hosted 6 participants, and some additional guests and presenters from local SMEs.

The meeting had the purpose to underline and stress key points in the Environmental Technology Verification scheme, to be adopted as a guide and to set a kit useful for any enterprise's new service and technology to be certified as specified in the ETV European program, promoting also knowledge concerning obstacles and skills to be considered during the process of verification. It also involved visiting some enterprises that showed interest in the ETV project, to collect and get in touch with their specific point of view on the real subject of developing new environmental technologies, and learning directly from them their aims, obstacles, opportunities and needs.

During the sessions, all participants engaged in discussion and valuing ideas about specific needs to be considered in the process of evaluating new technologies for an environmental impact and to promote the project and make it applicable to the Small and Medium-sized Enterprises (SME), as specified in the ETV European program, to evaluate the application of a scheme and documents to promote ETV evaluation. It was also useful to visit firms and laboratories to get in touch with the concrete part of developing and setting new environmental technologies.

Finally, the workshops were arranged to prepare all participants to be involved in upcoming project activities and collectively to develop key subjects to prepare a useful kit to be used during the next part of the ETV project, to involve Small and Medium-sized Enterprises to evaluate the correctness of key documents to be adopted for better measuring performances concerning environmental technologies.



Co-funded by  
the European Union



ETV4SMEs

## WORKSHOP'S CONSISTENCY WITH PROJECT PROPOSAL

The Knowledge and sharing workshop had strict compliance with the project and respected all its objectives, assessing the main characteristics and opportunities, but also obstacles and difficulties, in the environmental technological verification.

The pre-workshop tasks were carefully designed to ensure that participants arrived with a solid foundation of knowledge and a reflective mindset to contribute meaningfully to the discussions. By completing a self-assessment survey, participants were able to evaluate their prior understanding of the EU Environmental Technology Verification (ETV) scheme and environmental transitions, helping facilitators tailor the sessions more effectively. Reviewing the case studies and resource pack provided participants with practical examples, challenges, and lessons learned, ensuring a shared baseline of knowledge. These activities also encouraged participants to consider the applicability of best practices within their own organisations, creating a fertile ground for exchange and collaboration during the three-day workshop. Together, the tasks fostered readiness, encouraged early networking, and enhanced the quality of dialogue throughout the event.

Post-workshop tasks were introduced to ensure that the knowledge and experiences gained did not end with the workshop but continued to generate impact within participants' organisations and across international partners. The post-survey assessment allows for measuring knowledge retention and collecting constructive feedback for improving future initiatives. Meanwhile, the refinement and contribution to the Step-by-Step ETV Action Plan Guide (T1) enable participants to translate learning into actionable strategies, while also sharing challenges and recommendations with peers. By finalising action plans, organising internal follow-up activities, and collaborating across borders, participants help to consolidate outcomes and strengthen collective progress toward environmental transitions. These tasks extend the workshop's value, reinforcing long-term collaboration between Italy and Poland while supporting meaningful application of ETV principles in real-world contexts.

Below is a description of the activities carried out during the workshop, also explaining their coherence with the objectives of the ETV4GreenSMEs project.

**Activity #1: The preparatory activities focused on introducing the work plan.** Key discussion points included **possible reactions and interest from Small and Medium-sized Enterprises (SMEs)**, the main subjects involved in developing environmental technology (such as water, resource recycling, and energy needs), the most important aspects of the market to be involved, and the **obstacles and opportunities related to the scheme's applicability in real and theoretical cases.**

**Activity #2: Introducing the CNA Pisa network and its role in involving SMEs** across various market sectors was a valid way to spread information among several SMEs within the local geographical area.

**Activity #3: A presentation was made on the basic aspects of Environmental Technology Verification (ETV)** to identify and emphasize the main subjects to be considered during the upcoming workshop sections, in accordance with the European ETV program.



Co-funded by  
the European Union



ETV4SMEs

**Activity #4: A visit to Kalliope Srl, a potential SME interested in the ETV process, was a direct activity focused on discovering and spreading information about the ETV project.** It also aimed to understand the SME's point of view regarding the opportunities, obstacles, and benefits gained by adopting the ETV transition process.

**Activity #5: A presentation about success stories in SMEs focused on the aims and skills necessary to proceed through an ETV transition process,** including a consideration of concrete cases strictly connected to ETV guidelines.

**Activity #6: According to the main guidelines, a first workshop was led by Fondazione Toscana Sostenibile to identify the organisational competencies and gaps needed for an SME to undergo an environmental transition.**

**Activity #7: Visit to a potential SME interested in the ETV process (IProd Srl) is another activity directly engaging the target group of the project.**

**Activity #8: A further visit was made to Pont-Tech and Cerfitt, potential SMEs interested in the ETV process, in order to identify good parameters for developing best practices and promoting the project** among several SMEs operating within a specific market sector and geographical area.

**Activity #9: A new visit to Nemesys Srl, a potential SME interested in the ETV process, offered valuable insight into the eventual applicability of the ETV process,** particularly for high green technology solutions involving power production and the use of power accumulators.

**Activity #10: A second workshop, led by Fondazione Toscana Sostenibile, addressed the gaps related to needs and problem-solving in human, financial, and technological resources.** It also covered the opportunities and skills necessary to develop and safeguard the process of acquiring an environmental technology in SMEs.

**Activity #11: Inspired by the preceding workshop, a panel discussion was encouraged among all the participants to identify key subjects to consider when applying the project.** The discussion aimed to help SMEs be informed about the opportunities, skills, competencies, obstacles, and other important factors involved in the ETV process.

**Activity #12: Suggested as a voluntary-based activity, visiting Piaggio's Museum in Pontedera was a good opportunity to observe how technological skills can be merged with art and craft skills,** promoting cultural activities related to specific themes and geographical areas.

**Activity #13: Getting in touch with the municipality of Montopoli in Valdarno (PI) was designed to help the project team discover the needs and competencies of SMEs in a specific local context.**

**Activity #14: This activity was dedicated to designing and defining the best Action Plan for developing successful strategies to be used in spreading the ETV scheme among SMEs.**



Co-funded by  
the European Union



ETV4SMEs

**Activity #15: Thanks to the final visit to Italprogetti SpA, a potential SME interested in the ETV process, we discovered how new specific technologies developed in one market sector can be utilized in other different sectors.** This visit also helped in spreading the applicability of the ETV process in various ways.

**Activity #16: This activity involved presenting and discussing the aim of developing and realizing Massive Open Online Courses (MOOCs),** which is another planned result of the project.

**Activity #17: Planning the next activities to be well organized for the future is very important among all participants.** This planning is crucial to address all suggestions and meet the aims of the ETV project as defined in the European guidelines used.

All materials and presentations used will be listed in the “Props” column in the description of each workshop. They reference internal project documents and presentations that due to their character will not be shared online for everyone. They can be, however, available on request upon further editing.



Co-funded by  
the European Union



ETV4SMEs

## WORKSHOP METHODOLOGY AND ACTIVITIES

The “ETV4GreenSMEs: Tailoring an Environmental Technology Verification (ETV) scheme to Accelerate SMEs’ Green Transition” workshops followed a structured methodology across their three days to achieve their objectives of promoting a better knowledge of the environmental technology verification scheme.

Before the workshop session, pre-workshop tasks were explained and assigned to all 6 participants, and all workshop activities are explained in the chapter below.

The following table summarises the structure and methodology adopted.

Workshop Title	Aim	Methodology
The preparatory activities focused on introducing the work plan	Presenting the agenda.	Presentation, discussion
Introducing CNA's initiatives supporting ETV process for SMEs (FTS)	Introducing the business support activities of the CNA Pisa network, as a good way to inform many SMEs in the region.	Study visit
Basic aspects of Environmental Technology Verification (TVE) (FTS)	Presenting the key aspects of an ETV process, applicable to a SME interested in certifying its technology	Presentation, discussion
Visit #1 to a SME potentially interested in ETV process – KALLIOPE SRL	Visiting and introducing Kalliope Srl's approach to its core business, such as new technology applications in communications and services for other businesses	Study visit
Assessment of Success Stories from SMEs	Presenting some key experiences and success stories to identify the main important subjects to be considered during ETV process development	Presentation, discussion, workshop
Organisational competencies for SMEs needed to start and go through environmental transition	The workshop focused on identifying the most important aspects to be considered in an SME ETV process to start and continue an environmental transition, including human, financial, organizational opportunities, and obstacles	workshop
Visit #2 to a SME potentially interested in ETV process – IPROD SRL	Visiting and introducing IPROD Srl's SME business activity, focused on organizing and developing job facilities and opportunities (also in a technological field), to <b>avoid waste of time, resources, and finances</b> and to reach a better production level for their customers (SMEs)	Study visit



Co-funded by  
the European Union



ETV4SMEs

Workshop Title	Aim	Methodology
Visit #3 to a SME potentially interested in ETV process – PONT-TECH and CERFITT	Visiting and introducing PONT-TECH and CERFITT's core business as a technological company incubator, designed to supply facilities to several high-technological SMEs	Study visit
Visit #4 to a SME potentially interested in ETV process – NEMESYS SRL	Visiting and introducing Nemesys Srl's core business as a technological company, focused on finding a green way to produce hydrogen/ammonia battery recharging systems using renewable power sources	Study visit
Experiences of SMEs for the environmental processes' development (Workshop #2)	A workshop to learn and discuss key aspects to consider in a SME ETV process, focusing on competencies, obstacles, and benefits in the market when adopting the ETV scheme	Workshop
Visiting Piaggio's Museum	As a suggested activity, FTS and EFA participants visited Piaggio's Museum, where <b>some iconic technological Italian-made products can be found, linked to advertising, art, and crafts</b>	Visit (voluntary activity)
Introducing the municipality of Montopoli in Valdarno (PI)	Introducing the municipality's activity as a supporter in the ETV process, particularly for SMEs operating in the local area	Study visit
Design and methodological definition of the Action Plan for SMEs	Presenting key points to be considered in <b>developing an Action Plan</b> to be adopted in the SME ETV process	Brainstorming
Visit # 5 to a SME potentially interested in ETV process – ITALIAPROGETTI SpA	Visiting and introducing ITALIAPROGETTI SpA's core business as a <b>technological company developer</b> , specializing in wastewater and other fluids treatment	Study visit
Exploitation of the ETV model transformation for SMEs (ETV MOOC)	Presenting several opportunities to use Massive Open Online Courses to <b>identify and improve all kinds of competencies</b> in a SME interested in the ETV transition process	Workshop, presentation



Co-funded by  
the European Union



ETV4SMEs

## ACTIVITY #1 STRUCTURE

“The preparatory activities focused on introducing the work plan”

### FTS

**Session:** Initiation of the workshops.

**Objectives/Expected results:**

At the end of this session, partners will know:

- About the planned activities set for the three-day meeting.
- Goals and objectives of the workshops.

Session	Description	Props
Welcome and introduction of the meeting agenda. 100 min.	 <p>The scheme of three-day agenda was introduced. Point by point, key subjects were explained by Simone Pagni (FTS), focusing on the most important objectives and partners involved in the three-day meeting.</p>	<p>Workshop agenda, file name: Agenda_ETV4GreenSMEs_KSW_Italy_22-24September25</p> <p>located in ETV4GREENSMES - &gt; A3 Knowledge Sharing Workshop</p>
Planning discussion with all 6 participants. 20 min.	The planned agenda was confirmed by the participants, stressing the importance of the impact of the SMEs visits on the project and participants' knowledge.	



Co-funded by  
the European Union



ETV4SMEs

## ACTIVITY #2 STRUCTURE

### “Introducing CNA's initiatives supporting ETV process for SMEs” FTS

**Session:** Get in touch with the CNA Pisa network and activities done in supporting the ETV process for SMEs.

**Objectives/Expected results:**

At the end of this session, partners will know:

- More information about the CNA network, which is in touch with small businesses in the market.
- About available help from CNA Pisa to disseminate the project among SMEs in the local area.
- About business market areas interested in the ETV process.

Session	Description	Props
<p>Introducing CNA Pisa activities. (lid FTS) <a href="https://cnapisa.it">https://cnapisa.it</a> 20 min.</p>	 <p>CNA Pisa acted as a supporter in spreading information among its business SMEs networks. CNA Pisa is an Italian national confederation representing small and medium-sized enterprises (SMEs), artisans, and professionals. It supported the FTS activity in the ETV project among CNA's network, a good way to circulate all kinds of information for European projects among many business SMEs.</p>	<p>Presentation, file name: Presentation1_CNAPisa</p> <p>located in ETV4GREENSMES - &gt; A3 Knowledge Sharing Workshop -&gt; Presentations</p>



Co-funded by  
the European Union



ETV4SMEs

	During the visit, Mrs Barbara Carli welcomed everybody and stressed CNA's interests to participate in the ETV project, or future small and medium European projects.	
Speaking about opportunities and possible strategies to be adopted with CNA Pisa support. 10 min.	During the discussion, we brainstormed how key information concerning ETV applicability to selected SMEs can be improved and promoted in CNA Network.	



Co-funded by  
the European Union



ETV4SMEs

## ACTIVITY #3 STRUCTURE “Basic aspects of Environmental Technology Verification (TVE)”

### FTS

**Session:** Present and discuss basic aspects involved in an ETV transition process.

**Objectives/Expected results:**

At the end of this session, partners will:

- Get more information about key subjects involved in an ETV transition process.
- Know further information about competencies needed in human and organisational resources.
- Know more about starting the ETV transition process.

Session	Description	Props
<p>Presenting key and basic aspects involved in an Environmental Technology Verification. (lid FTS) 30 min.</p>	 <p>According to the ETV scheme in SME's technologies, the most important aspects were reviewed to underline the importance of applicable subjects (water treatment, recycling resources, energy needs). A SME must analyse human and organisational competencies to get opportunity and obstacles in the market, also to directly reach new potential customers.</p>	<p>Presentation, file name: Presentation2_ETV4GreenSM Es_Basic aspects of ETV</p> <p>located in ETV4GREENSMES - &gt; A3 Knowledge Sharing Workshop -&gt; Presentations</p>
<p>Short discussion about key points on this activity. 10 min.</p>	<p>During the presentation, an important subject linked to stress opportunities to get SMEs involved in the project, is about financial and economic funds to be obtained at local, regional, national or international level.</p>	



Co-funded by  
the European Union



ETV4SMEs

## ACTIVITY #4 STRUCTURE

“Visit #1 to a SME potentially interested in the ETV process”

KALLIOPE SRL

FTS

**Session:** Get in touch with a potential interested SME in the ETV process.

**Objectives/Expected results:**

At the end of this session, partners will know:

- More information about Kalliope Srl enterprise.
- Something more about a direct experience in getting in touch with the ETV process.
- Something concerning high technology in the communication market sector.

Session	Description	Props
<p>Introducing Kalliope Srl enterprise according to an ETV transition process point of view. (lid FTS) <a href="https://www.kalliope.com">https://www.kalliope.com</a> 40 min.</p>	 <p>Kalliope is focused on business communication, developing new technologies to clean signals and offer to its customers various services linked to other sectors in large amounts of data processed. Kalliope has direct contact with more than 150.000 customers in Europe and other continents.</p>	<p>Guided visit</p>
<p>Discussion about Kalliope needs and opportunities for the future. 20 min.</p>	<p>Further information was asked to Kalliope to know how to encourage SME's interest in the ETV process. Mr. Sergio Borghese confirmed their interest in evaluating the overcoming kit to stress opportunities and difficulties for their point of view.</p>	<p>Roundtable discussion</p>



Co-funded by  
the European Union



ETV4SMEs

## ACTIVITY #5 STRUCTURE

### “Assessment of Success Stories from SMEs”

### AFE

**Session:** Evaluate information about an assessment of success stories from SMEs.

**Objectives/Expected results:**

At the end of this session, partners will:

- Know more information about single success cases.
- Get an idea about a successful SME in an ETV process.

Session	Description	Props
<p>Introducing all main and important information from success stories from SMEs. (lid AFE) 100 min.</p>	 <p>Getting inspiration from real success stories, some of the key aspects of an ETV scheme were underlined, also focusing on obstacles (cultural, regulatory, technological, and market) and opportunities to be considered over the applicability of ETV scheme in SMEs. As known, ETV is a <b>voluntary</b> scheme to certify the goodness of an environmental technology to get a third part certification to be shown to your customers.</p>	<p>Presentation, file name: Presentation3_ETV4GreenSM E_AFE_workshop</p> <p>located in ETV4GREENSMES - &gt; A3 Knowledge Sharing Workshop -&gt; Presentations</p>
<p>Speaking about 20 min.</p>	<p>After the presentation, all participants discussed every single success story, to recognize strategies to be useful in other SMEs' approach to an ETV process.</p>	<p>Sheets with printed success stories (taken from the presentation mentioned above)</p>



Co-funded by  
the European Union



ETV4SMEs

## ACTIVITY #6 STRUCTURE

# “Organisational competencies for SMEs needed to start and go through environmental transition”

## WORKSHOP #1

### FTS

**Session:** Organisational competencies for SMEs needed to start and go through environmental transition.

**Objectives/Expected results:**

At the end of this session, partners will know:

- Organisational competencies help an SME in a change process.
- What individual competencies help SME in a change process?
- How and where all these competencies can be developed.
- How to maintain a good attitude towards changes.

Session	Description	Props
See the photos and communicate your state of mind about it. (lid FTS) 10 min.	 <p>Several environmental photos are shown during this workshop session, to introduce the ideas in perception of the main subject in it. Every participant must specify their point of view</p>	<p>Presentation, file name: Presentation4_ETV4GreenSM Es_workshop1_FTS</p> <p>located in ETV4GREENSMES - &gt; A3 Knowledge Sharing Workshop -&gt; Presentations</p>
Cut into pieces and try to arrange a different subject. Try to express your state of mind changing. 10 min.	Scissors cut; old photos are no longer the same. Every participant must rebuild new figures with the various parts, to modify them and try to express something else.	<p>Scissors, paper, glue, pens, printed photos</p> <p>Work sheet, file name: Material for workshop 1</p> <p>located in ETV4GREENSMES -</p>



Co-funded by  
the European Union



ETV4SMEs

		> A3 Knowledge Sharing Workshop -> Presentations
<p>Discussion on why changes fail, or be a success. Vision on Kotter's 8 step model. Find out competences (skills, knowledge, attitudes). 10 min.</p>	<p>Considering the new feelings, Gabriele shows how it works as a comfort zone, and how it could be convenient to move out to get a better condition: it is the same with SMEs changes. That's the reason why sometimes changes can be a success in SME business life, or become a very hard obstacle to overcome.</p>	<p>As previously.</p>



Co-funded by  
the European Union



ETV4SMEs

## ACTIVITY #7 STRUCTURE

“Visit #2 to a SME potentially interested in the ETV process”

IPROD SRL

FTS

**Session:** Get in touch with a potential interested SME in the ETV process.

### Objectives/Expected results:

At the end of this session, partners will:

- Have a deeper knowledge in a service company that helps other business SMEs.
- Find out how waste in financial, time, human and economic resources can be solved and reduced in real-life cases.
- Get important and direct pieces of information by adopting a technological approach in environmental opportunities, linked to the ETV transition process.

Session	Description	Props
Introducing IPROD Srl core business activities. (lid FTS) <a href="https://www.iprod.it">https://www.iprod.it</a> 20 min.	Focused in developing new technologies to save time and resources in other business enterprises, just to support and encourage green behaving, IProd helps several SMEs to optimize their job.	Guided visit
Speaking about SME needs and opportunities 10 min.	After the presentation, when FTS asked IProd about its interest in the ETV project, Mrs Sonia Lascialfari expressed IProd availability in evaluating next step processes and strategies in the ETV program.	



Co-funded by  
the European Union



ETV4SMEs

## ACTIVITY #8 STRUCTURE

### “Visit #3 to an SME potentially interested in the ETV process”

#### PONT-TECH and CERFITT FTS

**Session:** Get in touch with a potential interested SME in the ETV process.

**Objectives/Expected results:**

At the end of this session, partners will know:

- More information about a local start-up incubator.
- Something more about high-tech facilities linked to many SMEs in a specific geographical area.
- About a direct experience of a high-technological incubator that helps other start-ups.

Session	Description	Props
<p>Introducing PONT-TECH and CERFITT activities. (lid FTS) <a href="http://www.pont-tech.it">http://www.pont-tech.it</a> 40 min.</p>	<div style="text-align: center;">  </div> <p>Pont-Tech is a business incubator settled in Pontedera, Pisa. It supplies high-tech support to several SMEs all specialized in technological development on green and innovative processes. Thanks to Pont-Tech, as a supporter in our project, all the most important information reached a large quantity of firms and enterprises in the local area.</p>	<p>Guided visit, Presentation (not shared)</p>
<p>Speaking about SME needs and opportunities 20 min.</p>	<p>During our visit, Mr Andrea Puccini showed us their main aim focused on developing new</p>	<p>Roundtable discussion</p>



Co-funded by  
the European Union



ETV4SMEs

technologies in a large geographical area and expressed his real interest in becoming a more active part in promoting our project. In fact, Pont-Tech confirmed its availability to host the final event in Pontedera in the future.



Co-funded by  
the European Union



ETV4SMEs

## ACTIVITY #9 STRUCTURE

“Visit #4 to a SME potentially interested in ETV process”

NEMESYS SRL

FTS

**Session:** Get in touch with a potential interested SME in the ETV process.

**Objectives/Expected results:**

At the end of this session, partners will know:

- Further information about Nemesys, which specialises in developing high-tech opportunities.
- About renewable power sources to produce a green environmental impact.
- Something more about a high-tech operating SME and its point of view in the ETV transition process.

Session	Description	Props
Introducing NEMESYS Srl activities. (lid FTS) <a href="https://nemesysenergy.com">https://nemesysenergy.com</a> 40 min.	Nemesys is trying to find a green way to produce hydrogen-ammonia batteries, instead of using non-renewable power sources. It is specialized in a very high specific sector, and it showed interest in an experimental part of developing the ETV process.	Guided visit
Speaking about SME needs and opportunities 20 min.	During the visit, we met Mr. Marco Matteini, who introduced his company and expressed his appreciation in being part of an international project like the ETV European project.	Roundtable discussion



Co-funded by  
the European Union



ETV4SMEs

## ACTIVITY #10 STRUCTURE

“Experiences of SMEs for the environmental processes development”

### WORKSHOP #2 STRUCTURE

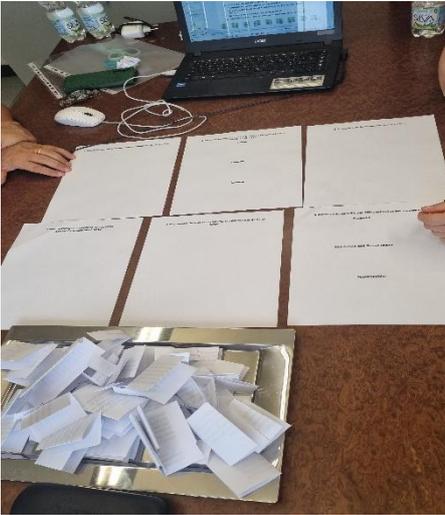
#### FTS

**Session:** Experiences of SMEs for the environmental processes’ development.

**Objectives/Expected results:**

At the end of this session, partners will know:

- The key points on eligibility and application requirements.
- About pre-verification, verification, reporting and post verification process.
- About essential resources, necessary skills, main challenges, success factors, and measurable benefits coming out from an ETV process.

Session	Description	Props
<p>Some random sentences, related to the 6 key subjects of the ETV process for SMEs, were picked up by a participant, and shown to the others. (lid FTS) 20 min.</p>	 <p>With all the sentences cut and put in a tray, one by one, every participant picks up a piece of paper and reads it in front of the others. Then, participants discussed to classify the sentences into one of the main subjects:</p> <ol style="list-style-type: none"> <li>1. How to start a transition.</li> <li>2. Essential resources needed.</li> </ol>	<p>Presentation5_ETV4GreenSM Es_workshop2_FTS</p> <p>located in ETV4GREENSMES - &gt; A3 Knowledge Sharing Workshop -&gt; Presentations</p>



Co-funded by  
the European Union



ETV4SMES

	<p>3. Necessary competences and skills for a SME.</p> <p>4. Main challenges or obstacles to overcome.</p> <p>5. Key success factors in an ETV process.</p> <p>6. Measurable benefits in a ETV transition;</p>	
<p>Checking the results and discussing why something went wrong. 10 min.</p>	<p>After every single phrase has been classified, all results are verified by the leader, which stresses all the errors.</p> <p>All wrong classification is re-discussed among the participants in order to understand why it happened.</p>	<p>Worksheets: File name: Material for workshops 2</p> <p>located in ETV4GREENSMES - &gt; A3 Knowledge Sharing Workshop -&gt; Presentations</p>



Co-funded by  
the European Union



ETV4SMEs

## ACTIVITY #11 STRUCTURE

### “Lessons learnt from today's sessions”

### FTS

**Session:** Discussion and brainstorming on key subjects involved in a three-day meeting.

**Objectives/Expected results:**

At the end of this session, partners will:

- Be involved in exchanging ideas and discussing key points linked to an ETV process.
- Find out obstacles and opportunities to be considered in developing an ETV program.

Session	Description	Props
<p>Introducing key and main subject to be discussed during the activity. (FTS) 40 min.</p>	<div style="text-align: center;">  </div> <p>A presentation on the main subjects involved in the ETV transition process was made, to start a discussion on key topics, to evaluate what can be done in a further step to promote the ETV approach for SMEs.</p> <p>The most important subject are linked to (a) who can start a changing process in a SME; (b) what individual competencies are needed; (c) how they can reached and developed; (d) what organization skills should be</p>	<p>Discussion, meeting minutes</p>



Co-funded by  
the European Union



ETV4SMEs

	useful in a SME ETV process; (e) what obstacles, opportunities, and benefits can be available for a SME interested in ETV program.	
Speaking about SME needs and opportunities 20 min.	During the discussion, all 6 participants tried to stress the main subjects, finding out what to do in the future to support an ETV transition process. Financial and economic opportunities should be well individuated and be told to SMEs to get them more involved in the project.	



Co-funded by  
the European Union



ETV4SMEs

## ACTIVITY #12 STRUCTURE

### “Visiting Piaggio's Museum”

#### FTS

**Session:** Discover how an industrial plant can be used to spread a technological friendly philosophy to promote values in local and geographical areas.

**Objectives/Expected results:**

At the end of this session, partners will know:

- Discover iconic Italian made vehicles developed in a timeline.
- How art can be merged with technological devices.

Session	Description	Props
<p>Introducing Piaggio Museum as a cultural point in the local area. (FTS)  <a href="https://www.museopiaggio.it">https://www.museopiaggio.it</a>            40 min.</p>	 <p>By visiting Piaggio Museum, as a voluntary activity, participants can find out some of the most iconic technological vehicles that influenced world-wide lifestyle. It is also an art walk through, because of advertising, paintings and sculpture among historical and famous vehicles.</p>	<p>Study visit</p>



Co-funded by  
the European Union



ETV4SMEs

## ACTIVITY #13 STRUCTURE

### “Introducing the municipality of Montopoli in Valdarno (PI)” FTS

**Session:** Get in touch with potential support for the ETV process.

**Objectives/Expected results:**

At the end of this session, partners will know:

- More information about municipality efforts in supporting environmental projects.
- Something more about local SMEs involved in technological development.
- About what business market sector is involved in the municipality of Montopoli in Valdarno (PI).

Session	Description	Props
<p>Introducing the municipality of Montopoli in Valdarno (PI). (lid FTS) <a href="https://www.comune.montopoli.pi.it">https://www.comune.montopoli.pi.it</a> 40 min.</p>	 <p>Some important information about the local municipality of Montopoli in the Valdarno area was shown, also considering what kind of SMEs are operating in the specific geographical areas. Some further information was about the typical industrial activity, such as leather tannery and developing technologies</p>	<p>Guided visit</p>



Co-funded by  
the European Union



ETV4SMEs

	about this typical market sector.	
Speaking about SME needs and opportunities 20 min.	During the meeting, Major Mrs. Linda Vanni appreciated the aim of the ETV project, and asked further information to know how the municipality can help the FTS and ETV project to be spread among SMEs in its local area.	Roundtable discussion



Co-funded by  
the European Union



ETV4SMEs

## ACTIVITY #14 STRUCTURE

### “Design and methodological definition of the Action Plan for SMEs” FTS

**Session:** Get in touch with a potential interested SME in the ETV process.

**Objectives/Expected results:**

At the end of this session, partners will know:

- The best strategies to design and define an Action Plant for SMEs in the ETV process.
- A better knowledge on issues, skills, opportunities and obstacles to stand in ETV.

Session	Description	Props
Introducing how to design and define in a methodological way the Action Plan for SMEs. (lid FTS) 40 min.	As a result during the three days meeting, the guideline should provide some help on defining SMEs opportunity for performance verification based on Environmental Technology Verification (ETV) initiative, just investigating into the eligibility requirements, and into stages of the verification process. In fact, the ETV process could be finalised obtaining an ISO EN 14034:2016 environmental management verification. It could be useful to set a specific checklist, focused on a focus group, to collect impressions about guidelines.	Presentation, file name: Presentation6_ETV4GreenSM Es_Design and methodological definition of the Action Plan for SMEs_FTS  located in ETV4GREENSMES - > A3 Knowledge Sharing Workshop -> Presentations
Speaking about SME needs and opportunities 20 min.	A discussion on main and key subjects to be defined by all participants to get better strategy and ideas to improve and solve problems in ETV defining an effective Action Plan.	Discussion



Co-funded by  
the European Union



ETV4SMEs

## ACTIVITY #15 STRUCTURE

“Visit #5 to a SME potentially interested in ETV process”

ITALPROGETTI SPA

FTS

**Session:** Get in touch with a potential interested SME in the ETV process.

### Objectives/Expected results:

At the end of this session, partners will know:

- More information about the CNA network, that is in touch with many businesses market SMEs.
- About available help from CNA Pisa to inform many SMEs in the local area.
- About business market areas interested in the ETV process.

Session	Description	Props
<p>Introducing Italprogetti SpA and knowing in a direct way about their aim and activities in developing technological devices in water and other fluids treatment. 40 min.</p>	 <p>The last enterprise we visited during our three-day meeting was Italprogetti, a leader in wastewater treatment, that always promotes development of its technological parts to be ready for every kind of technological challenge.</p>	<p>Guided visit</p>



Co-funded by  
the European Union



ETV4SMEs

	<p>Mr. Leonardo Serrini explained how they know how water treatment was at the base of their food division, adapting and converting their machines also to filter liquid foods, such as olive oil or other seed oils too.</p>	
<p>Speaking about SME needs and opportunities for the future. 20 min.</p>	<p>By asking for further information, ITALIAPROGETTI SpA did not say no for a further cooperation, just because of the opportunities to have something to convince customers to know their new opportunities, also with an ETV scheme certification. In fact, they would like to know more about the ETV process in the future.</p>	<p>Discussion</p>



Co-funded by  
the European Union



ETV4SMEs

## ACTIVITY #16 STRUCTURE

### “Exploitation of the ETV model transformation for SMEs (ETV MOOC)” FTS

**Session:** Get in touch with a potential interested SME in the ETV process.

**Objectives/Expected results:**

At the end of this session, partners will know:

- About future identifying new strategies on forming SMEs staff in ETV project.
- Something more on better materials to be used in a MOOC or useful kit.
- Identifying the most peculiar subjects to be used to promote the ETV process.

Session	Description	Props
Introducing strategies and materials to be used in setting kit and MOOC materials to promote ETV transition process. 40 min.	The supplied Short Learning Units kit will be complete with interactive presentations, tools, useful information, advice for practical activities, such as articles on a specific topic, but also using quizzes and other didactic strategies.	Presentation, file name: Presentation7_ETV4GreenSM Es_Exploitation of the ETV model transformation for SMEs_FTS  located in ETV4GREENSMES - > A3 Knowledge Sharing Workshop -> Presentations
Speaking about the best opportunity and strategy to be used in a MOOC for SMEs. 20 min.	Every participant could express new ideas on subjects to be used, materials and strategies to set an effective kit to be used in a MOOC.	Brainstorming methodology



Co-funded by  
the European Union



ETV4SMEs

## ACTIVITY #17 STRUCTURE

### “Planning of the next activities”

### FTS + AFE

**Session:** Get in touch with a potential interested SME in the ETV process.

**Objectives/Expected results:**

At the end of this session, partners will:

- Set out plans for next activities.
- Get a deeper knowledge of further things to do in the future.

Session	Description	Props
<p>Presenting new ideas and planning next activities.</p> <p>40 min.</p>	 <p>New ideas were evaluated to fix further steps to be made in the project. Main and key subjects are discussed, to set new strategies and tasks to be made for the next meeting.</p>	<p>Whiteboard Post-its</p>



Co-funded by  
the European Union



ETV4SMEs

## QUALITY EVALUATION

The scope of this evaluation is to measure the quality of the knowledge-sharing workshop of the ETV4GreenSMEs project. The event lasted from 22 to 24 September 2025 and was organised by Fondazione Toscana Sostenibile in Pisa and Pontedera. Among the participants, besides project partners from FTS and Stowarzyszenie Ekoinnowacje, including their management, the workshop saw a participation of several SME representatives from local businesses.

Below, we report the results of the questionnaire-based, post-training quality evaluation. Since the scope of the workshop was to improve partners' knowledge of the ETV scheme, the questionnaire asked about the general feedback on the organisational aspects, as well as asked the participants to self-evaluate their knowledge and practical skills in reference to the goal of the workshop described in the project proposal. Each question is graded on a 1-5 scale, with 1 being the worst evaluation and 5 being the best.

### Participants

The questionnaire got 6 answers in total, which corresponds to the required number of workshop participants, three from each partner organisation. Two of the participants are in management positions in their organisation.

### General Feedback

Partners were asked about their general feelings about this training. The results show that most of the participants rated the training as 5 (66.7%), and some as 4 on the scale (33.3%). This shows that participants were content about the training and its organisation.

What is your overall feeling about this international training?

6 responses



### Knowledge self-evaluation

Several questions were asked about the didactical quality of the training and workshop. Generally, all the aspects received positive evaluations. First question asked about the participants' knowledge level. This question had a goal of evaluating the educational content



Co-funded by  
the European Union

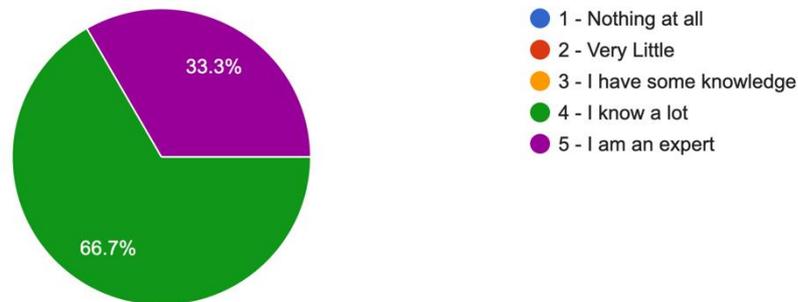


ETV4SMEs

of the workshop. Here, the answers were as follows:

How much do you know now about the concept of ETV, on the scale of 1-5?

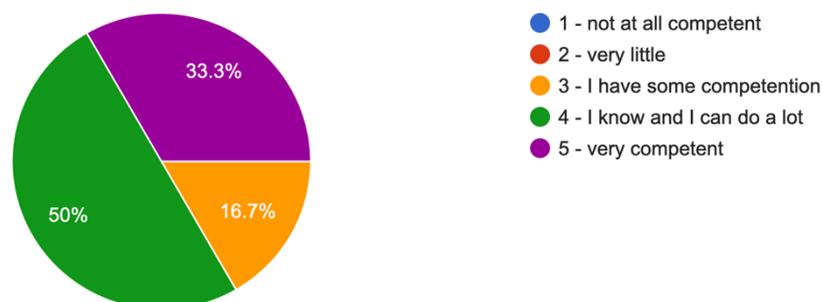
6 responses



The graph above reports that each respondent feels informed about the ETV scheme. The next question evaluated the ability to apply the ETV concepts in practice. The responses were as follows:

Ability to apply ETV ideas and theory in your work/ practical context. How competent do you feel in it, on the scale of 1-5?

6 responses



This means that while most of the respondents rated their practical abilities as good or very good, one rated them as sufficient. We suggest improving the practical aspects of the training for the next workshop in Poland.

Next, participants were asked to evaluate their knowledge about the connection between the ETV scheme and general sustainability in SMEs. These evaluation results are partially from the study visits to local SMEs, as well as from the training contents that were planned for the second session of the workshop. The results show:



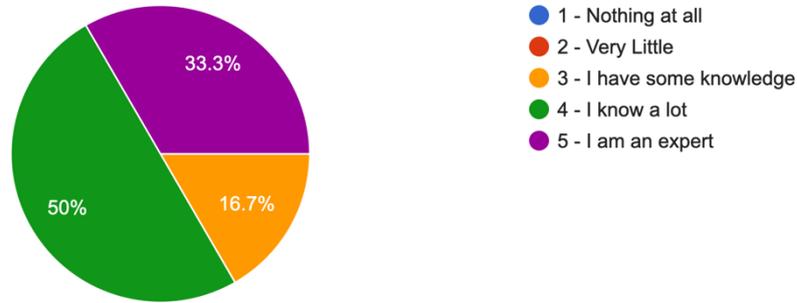
Co-funded by the European Union



ETV4SMEs

How much do you know about the connection between ETV and the general sustainability of SMEs?

6 responses



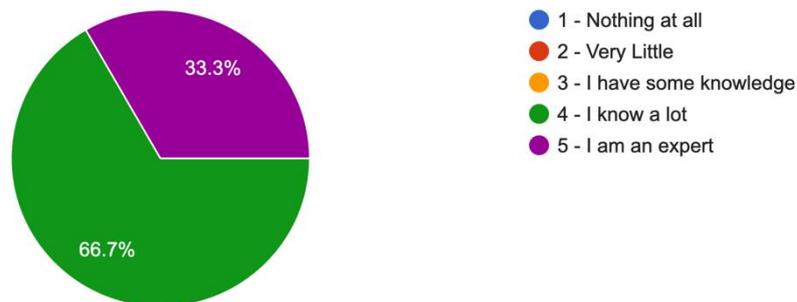
This aspect was evaluated positively, with only one respondent rating it as sufficient. This would mean that the next time, more attention should be given to a holistic approach of framing ETV as part of sustainability efforts in SMEs, as it's one of the objectives of the project.

### Study visits

This section was dedicated to evaluating the study visits organised by FTS to different local entities that either introduced or are interested in introducing the ETV model into their operations. The first question asked: "How much do you know about ETV solutions for SMEs after visiting different Italian SMEs? This aspect was evaluated as very good and good. The responses were as follows:

How much do you know about ETV solutions for SMEs after visiting different Italian SMEs?

6 responses



The next question asked for general feedback on the study visits. It has gotten a very high evaluation, as shown below:



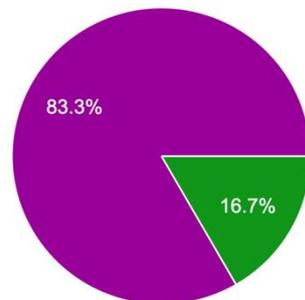
Co-funded by  
the European Union



ETV4SMEs

How do you rate the SME visits?

6 responses



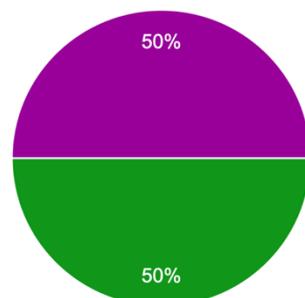
- 1 - I was not interested
- 2 - I thought some SMEs were not well chosen
- 3 - OK, I would improve some of the visits
- 4 - Good, it gave me some ideas on ETV for SMEs
- 5 - It was very interesting and valuable to me

### Partner cooperation

The last question concerned a practical application of the knowledge and skills gained during the workshop regarding the development of project results. It asked, “How much will you be able to contribute to the creation of the Action Plan and the Short Learning Units, with the knowledge gained during the workshop?”. The results were positive:

Working on the results of the project (3rd day session). How much will you be able to contribute to the creation of the Action Plan and the Short Learning...ith the knowledge gained during the workshops?

6 responses



- 1 - Not at all
- 2 - Very Little
- 3 - I can make some contribution
- 4 - I can contribute a lot
- 5 - I was very active during this session and my contribution will be huge!

In summary, the Knowledge Sharing Workshop was evaluated as either good or very good in all aspects. Oral feedback from the participants also confirmed it as a valuable experience for partners, proving itself to be a great tool for sharing their expertise with the project team, exchanging experiences and successful networking with Italian SMEs.



Co-funded by  
the European Union



## CONCLUSIONS

### Overall summary of the activities carried out

The “Knowledge sharing workshop” was a three-day workshop in Pisa, Italy, from September 22-24, 2025, focused on environmental transition for small and medium-sized enterprises (SMEs).

The first day began with a welcome and a presentation on initiatives by CNA Pisa (<https://cnapisa.it/>) to support SMEs' environmental transition. This was followed by a presentation on the basic aspects of Environmental Technology Verification (ETV). The day concluded with a site visit to Kalliope srl (<https://www.kalliope.com/?lang=en>), an SME potentially interested in ETV.

The second day featured a session on assessing success stories from SMEs. There were two workshops: the first focused on identifying the organisational competencies and gaps needed for SMEs to undergo an environmental transition. The second workshop addressed the experiences of SMEs in developing environmental processes, with a discussion on how to use the collected data to create learning content. The day also included visits to IProd srl (<https://lprod.it>) and NEMESYS (<https://nemesysenergy.com/en>), two other SMEs potentially interested in ETV, as well as a visit to Pont-Tech ([www.pont-tech.it](http://www.pont-tech.it)) to learn about its initiatives supporting environmental transition.

The final day's activities included a welcome meeting at the Municipality of Montopoli Val d'Arno. The agenda focused on the design and methodological definition of an Action Plan for SMEs. There was also a discussion on the exploitation of the ETV model and its use in an online course (MOOC). A visit to Italprogetti spa (<https://italprogetti.it/en/>), an SME, was also planned. The workshop concluded with the planning of the next activities.