

How to govern the industrial heat pump ecosystem?

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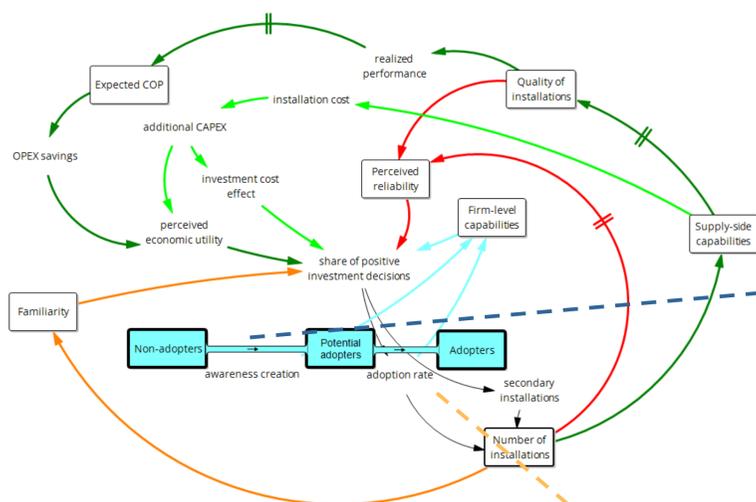
Goals

- Collaboratively evaluate the impact of policy and organisational measures on the diffusion of industrial heat pumps.
- Facilitate evidence-based elaboration of stakeholder-validated recommendations and guidelines.

Challenge

- How to speed up the diffusion of industrial heat pumps?
- Who should do what?

Ecosystem structure

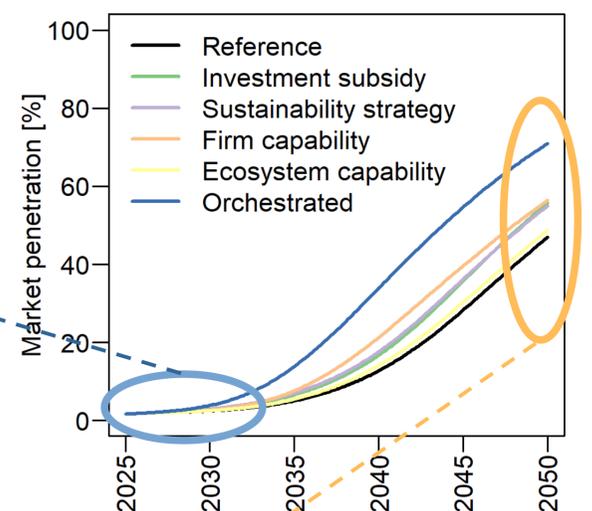


We simulate the diffusion of industrial heat pumps to generate **impact scenarios for policy measures** (subsidies, capability building, business sustainability).

Ecosystem behaviour

The initial time of the diffusion curve takes a lot of time to move “non-adopters” to “potential adopters”

→ Critical role of **consultants and associations** to create awareness with Pinch analysis.



The **slope of the S-shaped growth curve** depends on the measures within the firms and ecosystem influencing adoption rate, as well as on economic frame conditions.

Conclusion

Associations should:

- provide a **common vision** for electrification and heat pump integration
- build up **common resources** for the ecosystem: training, learnings from pilots, typical Pinch profiles for consultants
- foster the **timely build up of capabilities and capacities** in industrial firms, consultants and system integrators.

Outlook

Application in **stakeholder workshop (2027)** and formulation of recommendations to accelerate diffusion.

Core partners



Associate partners



Cooperative partners:

