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## **Amendments Work Plan NZEB Hospitals Guidebook**

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Following the request of REHVA to include the points below in the Work Plan, Hans Besselink sent the following answers:

- A section about the market demand of the guidebook based on a market analysis?

*60 member countries for ASHRAE-REHVA.*

*Assumption every country 20 Guidebooks =>  $20 \times €50 = €1,000$*

*€1,000 x 60 countries => total € 60,000.*

*TVVL and RHDHV additional 50 Guidebooks =  $50 \times 50€ = € 2,500$ .*

*Additional Guidebooks for 3 other participating parties  $3 \times 50 \times € 50 = € 7,500$ .*

*€60,000 + €2,500 + €7,500 => total €70,000.*

**Total number of GBs to be sold: 1400**

**Out of this, TVVL and RHDHV commits to purchase just 50 copies together.**

- A budget plan and indication on eventual external funding

*Required minimal budget €36,000.*

*Sponsors: RHDHV €5,000, TVVL €5,000, REHVA-COP €5,000 = €15,000*

*additional sponsor budget required = €21,000.*

*(ASHRAE, CIBSE, IFHE, NvTG, PIT, Platform Duurzame Huisvesting, RVO – gebruikersgroep MJA3, AMC-NL, EMC)*

**REHVA GB Production costs: 8.500EUR – for 500 copies printed OR 4.500EUR for pdf version only**

- Insertion of a list of potential external reviewers, or selecting them from the reference group.  
2-3 external reviewers beyond the TRC are needed.
  - *Jarek Kurnitski (Estonia),*
  - *Frank Mills (UK),*
  - *Marco Waldhauser (Switzerland)*

**Authors and Reviewers cannot be the same**