



Minutes of 1st workshop (for each of the 2 potential SPINs)

Bulgaria
English language

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Public version

This public version contains very limited information, in order to protect the interest of companies who take part in the SPIN partnerships



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1. First workshop, SPIN 1

a) General information

Title of the event: SPIN Development

Organized by: BSERC

Date: 29.10.2015

Duration: 10.00 h – 13.00 h

Location: BSERC office, Sofia, 5 Borovets 5 Str.

Invited SPIN partners:

- SPIN partner 1: energy engineering and consultancy company
- BSERC acting as SPIN facilitator/supporter

b) Agenda

Topic	Responsible
Presentation of EPC+ project	BSERC
Requirements for potential SPIN partners	BSERC
Competence, objectives, and expectations of SPIN members	SPIN Partner
Discussion of the SWOT analysis of SPINs	all
Discussion of the categories of SPINs	all
Assessment of national energy efficiency market	all

c) Background

Before the workshop, two meetings with the 2 representatives of SPIN Principal were held. During these meetings the project and its deliverables (available to date) have been discussed. The company expressed its willingness to offer EPC applying the structure of a Simple SPIN, where it takes the role of SPIN Principal. The company has defined (most of) its associate partners before the 1st Workshop (other organizations, with which it has previous contacts). However, it was decided that only the Principal participates in the 1st Workshop, because some of the other organizations have limited expertise and interest in the field of market analysis and identification of projects, while the other organizations could become potential competitors once they have full understanding of the business model.

d) Product (technology, target clients) and SPIN members

The SPIN would offer **technological measures** addressing heating and electrical systems.

Target clients:

- Enterprises (mainly SMEs) from both the service and industry sectors

SPIN associates

The SPIN principal has (at least preliminary) agreement for collaboration with supplier companies, Installer companies, M&V company.

2. First workshop, SPIN 2

a) General information

Title of the event: SPIN Development

Organized by: BSERC

Date: 06.11.2015

Duration: 10.00 h – 12.30 h

Location: Federation of Scientific Unions, Sofia, 108 Rakovski Str.

Invited SPIN partners:

- Company 1, industrial energy audit, M&V, consultancy
- Company 2, engineering of energy efficiency measures
- BSERC acting as SPIN facilitator/supporter

b) Agenda

Topic	Responsible
Presentation of EPC+ project	BSERC
Requirements for potential SPIN partners	BSERC
Competence, objectives, and expectations of SPIN members	2 companies
Discussion of the SWOT analysis of SPINs	all
Discussion of the categories of SPINs	all
Assessment of national energy efficiency market	all

c) Background

Before the workshop, two meetings with one of the companies were held. During these meetings the project and its deliverables (available to date) have been discussed. The company expressed its willingness to offer EPC applying the structure of a Complicated SPIN, where it takes the role of Lead partner. The company has already had discussions with one of its potential partners. The remaining SPIN partners have not been identified before the 1st Workshop and it was expected that the event would contribute to their identification.

d) Product (technology, target clients) and SPIN members

The SPIN would offer technological measures to increase the energy efficiency of the heating and electrical systems

Target clients: Hotels (SMEs)

SPIN associates

In addition to the 2 confirmed partners, the potential involvement of the following organizations is sought: Equipment suppliers (electrical and heating); Financial institution; organization with good contacts to clients.

Financing

The financing is expected to come from a financial institution.