



Minutes of 1st workshop of SPIN partners

Czech Republic
English language

D2.06

8 October 2015

Public shortened version



Cofunded by European Union

Author

Jana Szomolanyiiova
jana.szomolanyiiova@svn.cz
SEVEn - The Energy Efficiency Center
Americka 17, 120 00 Prague 2
Czech Republic



This document has been elaborated in the
Energy Performance Contracting Plus project.

www.epcplus.org



This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No. 649666.

The content here included reflects only the authors' views and the EASME is not responsible for any use that may be made of the information it contains.

Content

1 st workshop of SPIN partners	4
General information	4
Minutes	4
Annex: 1 st workshop	6
Agenda	6
List of participants and signature	7

1st workshop of SPIN partners

General information

Title of the event: Co-operation of companies to deliver EPC projects

Organized by: SEVEn

Date: 8 October 2015

Duration: 2 hours

Location: Hospodářská komora ČR, Freyova 27, Praha 9

Invited SPIN partners:

- ITES Ltd. - Petr Hejna, Director of energy services
- C.E.I.S. CZ, Ltd.- Vladimír Baginský, Director
- SYSTHERM, Ltd.- Zdeněk Herman, Designer
- REPOS plus, a.s. - Miroslav Vybíral, Director

Goals of the meeting

- Presentation of the project and the establishment of SME partnership for innovative Energy Services (SPIN);
- Presentation of the organization tools (D2.2.);
- Discussion on potential cooperation fields
- What are potential markets and technical applications?
 - Are there any competitors on the market? What are the weaknesses and threats?
 - Are there further SPIN partners required? Are there any resource and capability gaps?
- What is/are the focus areas of the SPIN?
- What are the roles of each partners (contributions and rewards)?

Minutes

Basics of EPC+ projects and the SPINs have been presented by SEVEn:

- SPINs is a SME Partnerships for Innovative Energy Services (SPINS). Each SPIN consists of a network of, at least, three SMEs offering jointly tailored EPC services/ contracts. The SME Partnership for Innovative Energy Services offers a set of complementary energy services (energy audit, efficient

lighting, HVAC, etc.). SPIN targets at the development of commercial, standardised energy service packages which will target SMEs interested in improving their energy performance.

- Aim of the SPIN is implementation of EPC projects - those implemented during the EPC+ project duration will be reported as EPC+ pilot projects.

Benefits for SPINmembers

- SMEs working together as clusters for better technical and economic management. A SPIN is a cluster of SMEs that provides high quality EPC services.
- Support and know-how by EPC+ partner and possibly by international EPC platform.
- EPC+ provides training courses for SPINs. Trainings are integral part of the modern business model.
- SPIN members has access to EPC guidelines and practical tools such as organisational and technical toolbox's and modular contract models.

SPIN establishment

- SPIN will be the simple SPIN and the EPC+ model contract will be used as a starting point for the SPIN establishment.
-

Potential markets and technical application


- walks through audits, design of energy systems and building certificates;
- facility management - operation of boiler houses for industrial and tertiary companies, reconstructing of heating system.

EPC market


- Czech EPC market is highly competitive. With the market volume limited to about 10 EPC projects contracted a year due to the existing barriers, it is hard to gain a share on the markets.
- SPIN partners discussed the chances to gain the pilot projects. As the municipalities have higher motivation to implement an EPC project than the SMEs and they should be also included in the targetet market sector. Otherwise there is a risk that no pilots would be achieved in the next 2 years.

Annex: 1st workshop


Agenda



SEVEn



Co-funded by the Intelligent Energy Europe
Programme of the European Union



Asociace
poskytovatelů
energetických
služeb

Pozvánka na seminář

Efektivní postupy a realizace projektů EPC

Čtvrtek 8. října 2015 od 10:00 hodin


Hospodářská komora ČR, Freyova 27, Praha 9, místnost č. 440

SPOLUPRÁCE FIREM NA PROJEKTECH EPC – PROJEKT EPC+

10:00	Představení projektu EPC+ <i>Jana Szomolányiová – SEVEn, Středisko pro efektivní využívání energie, o.p.s.</i>
10:15	Organizační nástroje pro spolupráci firem v rámci projektu <i>Jaroslav Maroušek – SEVEn, Středisko pro efektivní využívání energie, o.p.s.</i>
10:30	Trh EPC v České republice <i>DISKUSE</i>

Prosím potvrďte svoji účast do 25.9.2015 na níže uvedeném kontaktu:
Jana Szomolányiová | SEVEn – Středisko pro efektivní využívání energie o.p.s.
code@svn.cz | www.svn.cz

Seminář je pořádán v rámci aktivit mezinárodních projektů EPC+ (www.epcplus.org)
financovaného Evropskou komisí.



EPC+
Energy Performance Contracting Plus

List of participants and signature



Co-funded by the Intelligent Energy Europe
Programme of the European Union



Seminář projektu EPC+

8.10. 2015 Hospodářská komora, Praha

Č.	Jméno	Příjmení	Organizace	Podpis
1	Zdeněk	Herman	Systherm	
2	Petr	Hejna	ITES	
3	Miroslav	Vybíral	REPOS PLUS	
4	Vladimír	Baginsky	CEIS	
5	Jana	Szomolányiová	SEVEn	
6	Štěpánka	Bejklová	SEVEn	
7	Jaroslav	Maroušek	SEVEn	