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# EPC+ Newsletter

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## EPC+ project: energy services partnerships!

The Energy Performance Contracting Plus (EPC+) project supports the creation of partnerships (clusters) of SMEs that offer innovative energy efficiency services (SPINs). Each SPIN provides standardized technology-specific energy services packages for Energy Performance Contracting (EPC) projects.

The project activities also include the development of financial and technical toolboxes, SPIN cooperation model contracts and EPC model contracts. From our experience, this approach solves, to a large extent, the complex technical and contractual issues that existing energy performance contracts have.

Also we disseminate information regarding the activities of

the EPC+ project on a pan-European scale to energy services providers, mainly SMEs and to public and private organisations of the energy sector dealing with energy efficiency and renewable energy sources.

### **Innovative model to provide energy efficiency services to SMEs with standardised technology-specific energy services**

Within this context, we would like to inform all interested parties of its activities and to also invite these organisations in replicating such activities in the energy efficiency market of their country. The EPC+ project runs from March 2015 until February 2018.



The activities of this project are carried out in eleven European countries: Austria, Belgium, Bulgaria, Czech Republic, Germany, Greece, Ireland, Italy, Portugal, Slovenia and Spain.

The partners are energy agencies, consulting companies, one ESCO association and universities with relevant professional experience in the market.

*You are kindly invited to visit the project website:*

[www.epcplus.org](http://www.epcplus.org)

## Energy efficiency as a business for SMEs in Europe

Energy efficiency is not just a challenge for the European and national energy policies due to the targets that must be achieved for 2020 and 2030, but a potential business for companies that offer energy efficiency and energy saving services.

On the other hand, SMEs are rarely capable to offer comprehensive energy services and compete with large companies. A possible solution is the creation of SPINs, SME Partnerships offer innovative energy efficiency services.

**SPIN - SME Partnerships for the provision of innovative energy efficiency services is a cluster of SMEs that provide high quality EPC services.**

## Energy efficiency as a business for SMEs in Europe (continue)

The SPIN members have complementary expertise, such as energy audit, efficient lighting, HVAC, biomass, solar installations, etc., and

will jointly offer comprehensive and standardised energy services.

**Each company is specialised in one energy efficiency service and the SPIN provides jointly standardised energy services packages for EPC.**

The European EPC+ project supports these types of cluster, SPINs that have started to meet several companies in cities of Greece, Germany, Ireland, Italy, Portugal or Spain, between others.

The members of the SPINs are also SMEs with the expertise of energy efficiency or renewable energy sources.

### SME PARTNERSHIPS SPINS

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## Establishment of SME Partnerships for Innovative Energy Services (SPINs)

A minimum of 12 SPINs will be established by February 2016, with at least one SPIN per partner country. Each SPIN comprises about 3-5 members.

could not provide as standalone companies. Their common range of services provided can be seen as flexible and highly adaptive ESCO. Such services are serious alternatives to standard energy efficiency services provided by large ESCOs.

ment can be negotiated between the lead partner and various partners.

Further tools are developed and available on the webpage. The organisation tool document describes three different categories of SPINs. The selection of a suitable SPIN type helps to better understand the dynamics and roles of each SPIN partner.



The majority of its members are engineering companies, consultancies and energy service providers.

Through cooperation of independent companies complementary and innovative energy services can be offered. Cooperation enables SMEs to offer novel and high quality energy services which they

First workshops with potential SPIN members were carried out in all partner countries in October and November 2015. The second wave of workshops follows in January 2016.

The establishment process ends with signing of a SPIN contract. These model contracts were specifically developed by the EPC+ team and are available on the EPC+ webpage.

Two types of framework agreements are in hand. One agreement can be made between the principal and one associate. The other agree-

The guidebook is aligned with these outcomes and explains the various development phases, from the first idea until the final business plan.

The *Organisational tool and Guidebook of organizational tools* have been carried out by the partners, mainly Factor 4 and the support of e7.

## Training for EPC

As training has become an integral part of modern business model, EPC+ in 2016 will also offer training to SMEs wishing to form part of a cluster with theoretical, contractual and financial contents. A training needs analysis survey report was carried out by Tipperary Energy Agency (TEA) as part of the Project. The report deals with the following:

- Basic EPC concepts
- Project identification
- Process and contracting
- Financing
- Strategy

The aim of the survey was to establish the training needs of the energy

services sector in each partner country in Energy Performance Contracting. The results from this survey will be used to determine the key learning outcomes of the training sessions relating to EPC that will take place between March and September 2016. This will ensure that the training requirements are adapted to suit each the partner country's specifics needs.

The survey questions were split into the following headings, in-line with the EPC concepts:

- Basic EPC Concepts
- EPC Code of Conduct
- Contracting&Public Sector Contracts
- M&V

- Risk
- Commissioning/Quality Assurance
- Working as a consortium
- Perception of Current EPC Market in each partner country

The result of this survey is shown in the following table, the red coloured background indicates the most required topics for training and the green ones the less required in each country.

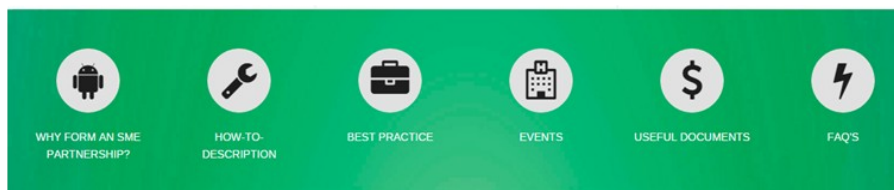
**General conclusion is that some countries needs training in some areas: Risk, Monitoring and Verification (M&V) and Contracting & Public Sector Contracts.**

Topic	Country										
	Greece	Germany	Belgium	Austria	Ireland	Spain	Portugal	Italy	Czech Republic	Slovenia	Bulgaria
Basic Concepts	1.46	2.03	1.79	2.19	2.37	2.07	1.31	1.93	2.13	2.29	1.29
EPC Code of Conduct	1.47	3.12	4.19	3.67	2.60	2.55	1.06	2.55	2.31	2.93	1.94
Contracting&Public Sec. Contracts	1.19	1.92	1.88	3.28	2.50	3.65	1.25	2.60	3.75	3.43	2.75
M&V	1.41	3.38	2.19	3.83	2.65	3.20	1.36	2.40	3.31	3.64	2.38
Risk	1.81	2.54	3.25	2.33	3.40	4.00	1.89	3.50	2.00	3.29	3.13
Commissioning/Quality Assurance	1.06	0.85	1.75	1.67	1.70	1.40	0.89	1.20	2.13	2.00	1.63
Working as a consortium	1.28	1.50	1.69	2.22	1.75	1.65	1.03	1.55	2.38	2.29	1.50
Perception of current EPC Market	0.84	1.62	1.75	1.83	2.15	2.15	1.08	1.65	2.81	2.57	1.88

## Dissemination starts at the beginning!

Leaflets in the partners' languages with the description of the main EPC+ concepts have been elaborated and distributed.

The design and creation of the project website is completed and includes the documents, news, workshops and presentations of the national and European activities. This website is updated continuously and provides information



of the EPC+ project in an easy and friendly way. **The European EPC+ dissemination campaign has just started!!!!**

We provide information regarding the activities on a Pan-european scale to energy service providers, mainly SMEs, and to public and private organisations.

## Forthcoming activities

### Technical tools and model contracts

Creation of technical tools with description of standardized different measures of specific energy efficiency and renewable technologies. Some examples of the measures are: indoor lighting with LED and control systems, hydraulic adjustment of heating systems, modernization of pumps, energy efficient ventilation and/or cooling, HVAC control systems, renovation of heating boilers, solar water heaters, biomass heating systems, PV-panels, etc.

### Pilot projects.

Identification of potential clients for the SPINs and implementation of the pilot projects. The SPINs and project partners will seek to recruit clients that will be interested in implementing a pilot Project and to also seek the best solution for its financing.

## News

- First SPIN establishment workshops conducted in all 11 partner countries. Establishment of two SPINs in Spain, one in Madrid and other in Andalucía Region and also two in Portugal; one SPIN in Greece (based in Athens), Belgium, Austria, Czech Republic, Bulgaria and United Kingdom.
- Memorandum of Understanding signed in Greece (CRES), Belgium (Factor 4) and Spain (ESCAN).
- 9 more SPINs to be established in January 2016.
- Model contracts for SPINs available on the project website.

You are invited to visit the project website where you will find the latest News of EPC+

[www.epcplus.org](http://www.epcplus.org)



## Coordination

The EPC+ project is coordinated by the Centre of Renewable Energy Sources and Energy Saving (CRES), which is based in Athens, Greece.

CRES is the Greek national entity for the promotion of renewable energy sources, rational use of energy and energy conservation. In the modern demanding energy sector CRES is dynamically active, in the frame of the national and Community policy and legislation, for the protection of the environment and sustainable development.

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Escan is an energy consulting company that provides energy efficiency services specialised in technical, economic and financing advising of energy efficiency and renewable energy projects.

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## Consortium



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