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## **Innovative model for SMEs to get into the energy efficiency market.**

Growing interest in energy efficiency in our daily life and it shows in the consumer's pocket and in the economic and environmental targets to be achieved by Spain and the European Union.

What may be are new available mechanisms for the same objectives that should be met. The EPC + project, coordinated in Spain by the energy consulting Escan, promoting SMEs to create SPIN, Small Partnerships for Innovative Business Models. These are groups of companies providing energy services in the market of Energy Performance Contracts (Energy Performance Contracting). In this mechanism investments to improve energy efficiency are paid from achieved savings. This mechanism is one of the strongest commitments included in the European Directive on Energy Efficiency to achieve the objectives for the years 2020 and 2030.

The SPIN "of SMEs for SMEs" is constituted as a group of innovative companies offering a set of complementary energy services (energy audits, efficient lighting, air conditioning, renewable energy sources, equipment replacement, etc.). Each company is specialist in any of these services and the SPIN offers a standardized package of energy services, which individually each company could not offer.

This mechanism is promoted by the European Commission in eleven countries: Austria, Belgium, Bulgaria, Slovenia, Spain, Germany, Greece, Italy, Ireland, Portugal and the Czech Republic.

As training has become an integral part of modern business model, EPC+ will also offer training in 2016 to SMEs wishing to be part of a cluster; the training will include technical, contractual and financial content.

ADHAC and ENACE associations and companies like Aura Solar, Ingenere, Teca, etc. have already shown interest in the project; even in Seville has signed a first Voluntary Partnership Agreement with the companies iON Smart Energy and Atmosfera Cúbica to carry out projects based on EPC+.

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