



Description of valuable information exchange events and/or joint developments realised via the International EPC+ platform

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Content

1. Introduction.....	4
2. Overview of information exchanges and business transactions.....	5

1. Introduction

The EPC+ project aims at developing and promoting new business models for the implementation of energy efficiency services through cooperation between Small and Medium-sized Enterprises (SMEs).

Through cooperation innovative energy efficiency services (EES) can be offered. Cooperation enables SMEs to offer novel and high quality energy services which they could not provide as stand-alone companies. Such services are serious alternatives to standard energy efficiency services provided by large energy service companies (ESCOs) and may provide promising opportunities in terms of innovation and services.

The cooperation of SMEs with the aim to offer joint EES to the market is described as a SPIN.

A SPIN (SME Partnership for Innovative Energy Services) is an organized cluster of independent companies, mainly SMEs, that jointly supply energy efficiency services and that have a structured long-term collaboration with commonly agreed objectives.

One of the objectives of the EPC+ project was the development of an international EPC+ platform.

The international EPC+ platform is an international '**market place**', where - **according to commonly agreed rules** – its members can safely **exchange valuable know-how** and **develop EPC-models and SPIN-concepts**.

The international EPC+ platform started in July 2015 using the “Energy Efficiency Network Europe” as a more commercial name. “Platform” and “network” are used as synonyms.

As the market uptake of Energy Performance Contracts in the private sector and in particular in the SME sector was very small in most EU member states, the interest of energy service providers to join an international platform with a mere focus on EPC was low as well. To raise interest among potential members it was decided to add other topics as well and to focus on the facilitation and development of common business opportunities between members. In 2015 the main attention of the platform was on the creation of an international capacity to serve international clients of members with the implementation of mandatory energy audits for large enterprises in several countries. As from 2016 other topics such as Energy Performance Contracting and related aspects were added to the agenda and information exchanges.

In this report a description is given of 15 valuable information exchanges or business transactions between members of the platform.

Not included in this overview are information exchanges during the 20 regular platform webmeetings about Energy Performance Contracting and other (related) topics and the company presentations of members during these regular meetings.¹

¹ The topics discussed at regular meetings and company presentations are listed in D6.04 Minutes of information exchanges

2. Overview of information exchanges and business transactions

Information of business transactions and shared business developments are confidential and therefore not available in this public report.