



Energy Performance Contracting Plus

PSC meeting August 2015

Energy Performance Contracting Plus Project

The International EPC+ platform

Webmeeting – 11 August 2015

Factor4

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Background

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**.

Challenge

- Market means “a place where forces of demand and supply operate and buyers and sellers interact to trade goods, services or contracts for money or barter”.
- Current supply of and demand for international transactions related to EPC is still at an early stage.

Initial success factors

- Creating 'Quick wins' in the form of concrete business opportunities would strongly increase the initial added value of the platform for members.
- Business transactions in the short term between members would result in a stronger awareness of the added value of the platform and increase willingness to spend time needed to develop EPC models and SPIN concepts.

Opportunity (1)

- Many EPC+ partners and other energy services providers offer energy efficiency audits as part of voluntary or mandatory energy audits.
- Article 8(4) of the Energy Efficiency Directive (EED) establishes the obligations for Member States to ensure that large enterprises carry out an energy audit at least every four years, with a first energy audit at the latest by 5 December 2015.

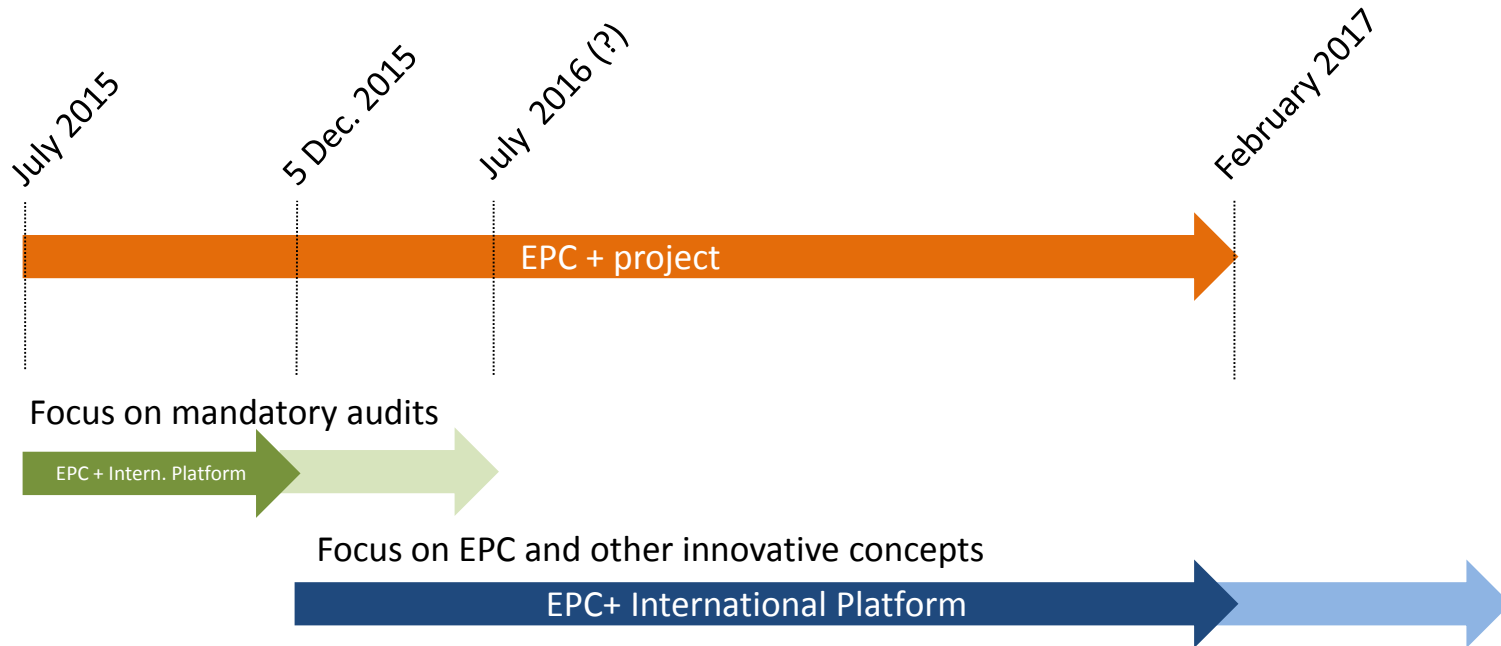
Opportunity (2)

- Many large enterprises ask for “pan European” mandatory energy audit approach.
- Current practice is often based on bilateral interactions between audit services providers.
- Growing recognition that a platform/network instead of bilateral interactions will have larger benefits.

EPC+ platform

- Creation of the Energy Efficiency Network Europe as the international EPC+ platform.
- Short terms objectives (quick wins)
 - to create the capacity of national (largely) SMEs to serve their international clients in the framework of Art. 8 of the EED.
 - Use mandatory energy audits to promote EPC services.
- Medium term objectives
 - to serve as a platform for the exchange of valuable know-how and the development of EPC-models and SPIN-concepts.

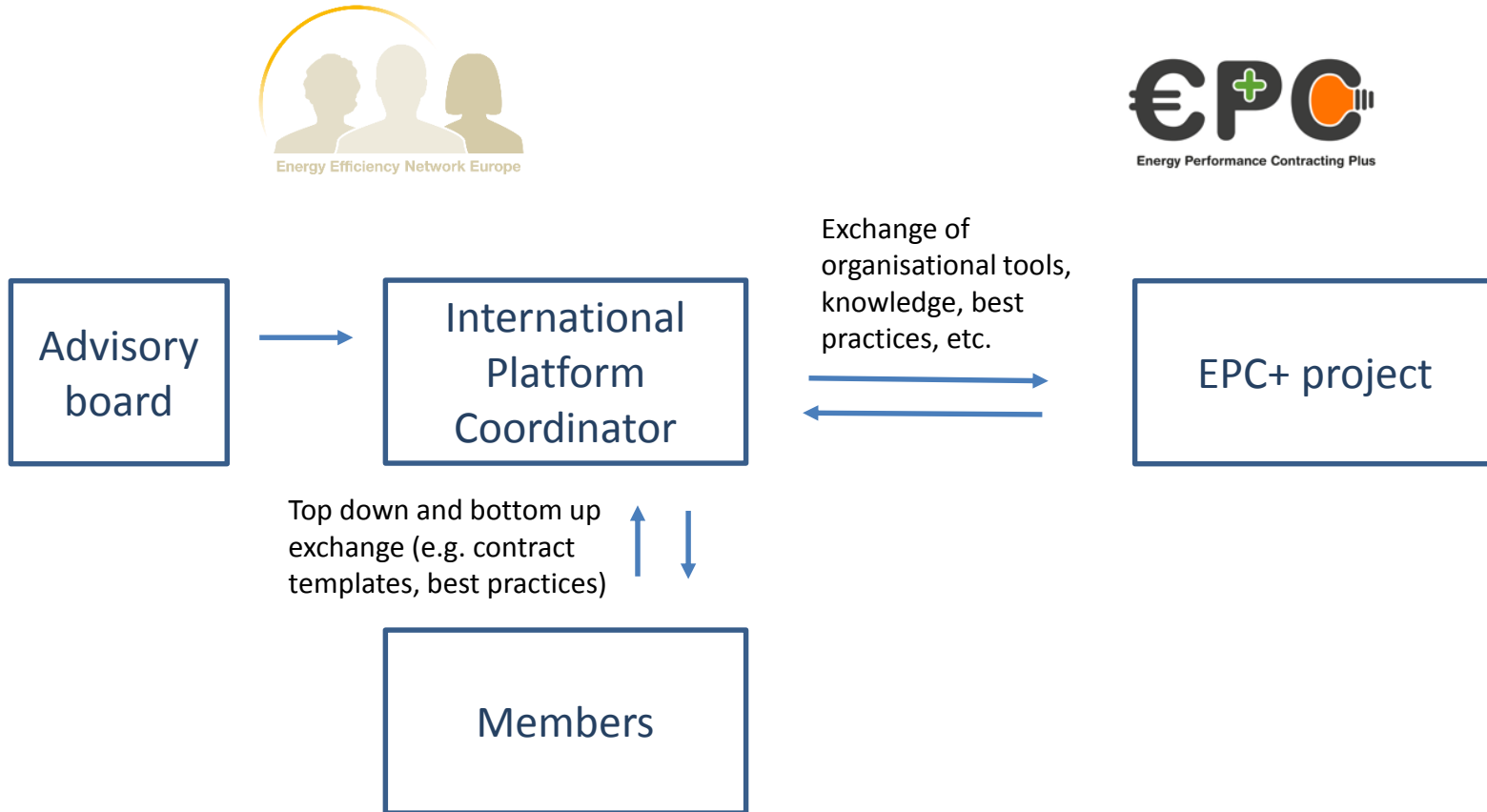
Time schedule



EPC+ platform structure

- Collaborative network (complex SPIN) to enable members the create business relationships with other members in the form of international Simple or/and Complicated SPINs.
- International network contract between coordinator(Factor4) and members.
- (Initial) members should be able to conduct mandatory energy audits (certification/registration) in compliance with national legislation.
- Limited number of members per country to avoid national competition.
- Members include a number of EPC+ partners and energy audit services providers outside EPC+ consortium.
- Advisory board with EPC+ partners that are not providing energy audit services.

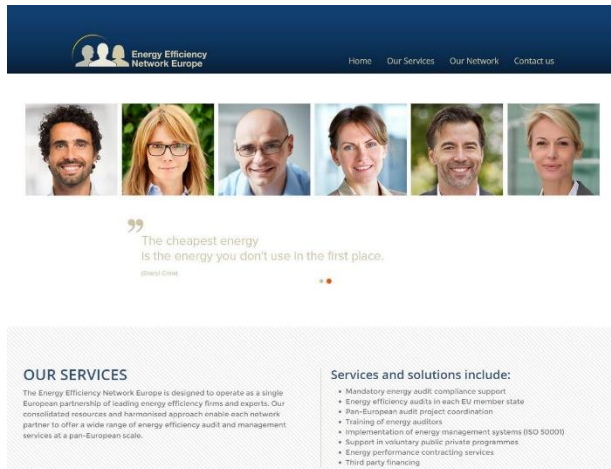
Relationships



Relationship websites

Energy Efficiency Network Europe

- Commercial website
- Focus on commercial services
- Information about EPC+ and link to website



EPC +

- H2020 project website
- Focus on EPC+ deliverables
- Information about International EPC+ platform and link to EENE website



Next steps

- Invitation to join Platform to EPC+ partners able to perform mandatory energy audit services
- Invitation to join advisory board to other EPC+ partners
- Invitation to energy audit service companies in other EU member states to cover all EU member states