



Documentation of Final European Conference

EPC+ at EUSEW 2016

June 2016



Cofunded by European Union

Author



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www.epcplus.org

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1. Minutes of 2nd European conference

1.1 Summary

Title	Energy Efficiency as a new business model (I),
Partner	Factor4
Date	Wednesday 15 June 2016
Location	Brussels, Charlemagne building, Mansholt meeting room
Organised by	EASME
Hosting institution	European Commission, EASME
Target groups	Public authorities, energy agencies, industry associations, businesses, civil society organisations and the media are invited to take part in the conference.
Number of participants	About 85 people participated in this parallel session. Other people could also follow or replay the session via web streaming.
Summary	<p>Presentation by Sven Wuyts, managing partner Factor4, at the EUSEW Policy Conference in Brussels. The policy conference is part of the Sustainable Energy week, organised each year. Events and activities are organised in the EU28 or in a number of other countries.</p> <p>Sven Wuyts presented 'Energy Efficiency as a new business model' at the parallel session titled Energy Efficiency: A business opportunity for SMEs. Other speakers were Vincent Berrutto, Head of Unit 'H2020 Energy', EASME (Introduction), Paul Hodson, Head of Unit 'Energy Efficiency', DG ENERGY (How to encourage SMEs to implement energy efficient measures), Philippe Dutruc, President of the Chamber of Commerce and Industry of Deux-Sèvres (Accelerating Energy Efficiency in European SMEs), Massimo Marchi, MARCHI & FILD I S.p.A., Italy (Energy Efficiency as an opportunity for SMEs to improve their competitiveness), Maite Cobo Abeytua, Instituto Tecnológico de Castilla y León, Spain (Energy Efficiency as a new business model (II))</p> <p>In his presentation Sven introduced the EPC+ project that aims to develop and promote new business models for the implementation of energy efficiency services through networks gathering several Small and Medium-sized Enterprises. This aims to reduce transaction costs of energy service packages so that smaller investments and projects become possible for companies offering energy services. An example of a Simple SPIN in Belgium was presented, as well as the set-up of the EU Energy Efficiency Network.</p>

1.2 Agenda and invitation

The presentation was given at the Sustainable Energy Week. Invitations were sent by the Commission EASME via their dissemination channels (newsletters, website, ...). See also www.eusew.eu/about-conference.



Programme

ENERGY EFFICIENCY: A BUSINESS OPPORTUNITY FOR SMES

The objective of this event is to promote energy efficiency as an opportunity for SMEs to improve their competitiveness by saving energy, as well as a new business model through the provision of energy services. This will be illustrated by projects supported by the Intelligent Energy Europe and H2020 programmes, paving the way for future initiatives to come forward.

The report published by the Energy Efficiency Financial Institution Group (EEFIG) offering recommendations to unlock long-term financing for energy efficiency in buildings, industry and SMEs will be presented, as well as measures to encourage SMEs to implement energy efficiency measures. The floor will then be given to businesses (SMEs, including energy service companies) and other value chain actors (Chambers of Commerce and Industry, networks) who will share their experiences and provide examples of energy efficiency actions in the field supported by the EU. Their targeted presentations will be followed by a discussion with the audience.

Programme:

Introduction - Vincent Berrutto, Head of Unit 'H2020 Energy', EASME

How to encourage SMEs to implement energy efficient measures – Paul Hodson, Head of Unit 'Energy Efficiency', DG ENERGY

Accelerating Energy Efficiency in European SMEs – Philippe Dutruc, President of the Chamber of Commerce and Industry of Deux-Sèvres, France ([STEEEP](#) project, supported by the Intelligent Energy Europe programme)

Within the STEEEP project, European Chambers of Commerce and Industry provide SMEs from all sectors with tailored support, training and guidance on effective energy management tools and practices. Examples of activities implemented by CCI Deux-Sèvres (France) will be highlighted.

Energy Efficiency as an opportunity for SMEs to improve their competitiveness – Massimo Marchi, MARCHI & FILDI S.p.A., Italy ([SET](#) project, supported by the Intelligent Energy Europe programme)

SET project aims to improve the energy efficiency of textile SMEs. One key component is the development of a specific tool, which is used to evaluate the share of energy consumption among different production processes used in a plant. Testimonial from the management of one Italian company which implemented it and actually invested in Energy Efficient measures will be shared.

Energy Efficiency as a new business model (I) – Sven Wuyts, Factor 4, Belgium ([EPC+ project](#), supported by the Horizon2020 programme)

EPC+ project aims to develop and promote new business models for the implementation of energy efficiency services through networks gathering several Small and Medium-sized Enterprises. This aims to reduce transaction costs of energy service packages so that smaller investments and projects become possible for companies offering energy services. Example of such network (SPIN) in Belgium will be presented, as well as the set-up of a platform called EU Energy efficiency network.

Energy Efficiency as a new business model (II) – Maite Cobo Abeytua, Instituto Tecnológico de Castilla y León, Spain (EnergyWater project, supported by the Horizon2020 programme)

The project aims to optimize and reduce energy usage in industrial water processes in large industries and SMEs. One of the activities foreseen is the creation of "Energy Angels" networks, gathering technical and financial expertise, to bridge the gap and materialize energy savings potentials. Those will facilitate contacts between energy managers, ESCOs, technology providers and auditors, and provide access to support for the implementation and financing of water energy efficiency projects.

Q&A session

1.3 Photos



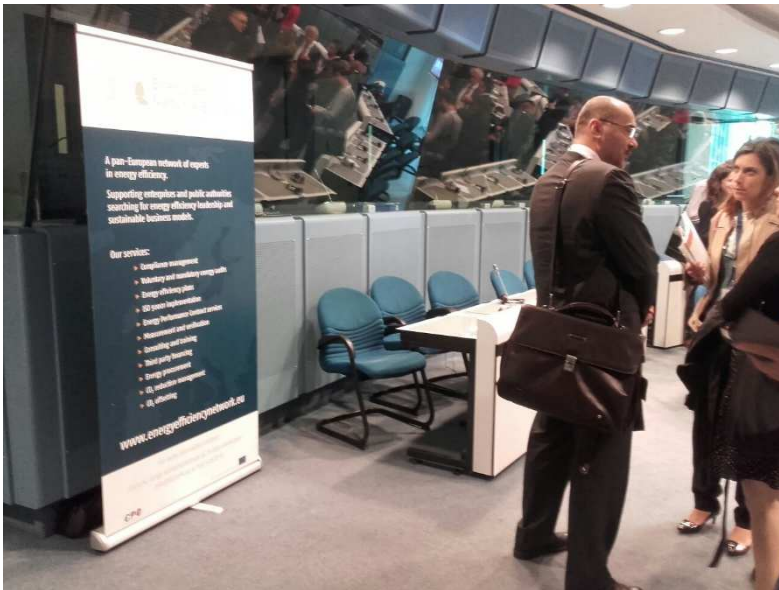
Energy Efficiency – A business opportunity for SMEs, Charlemagne, Mansholt meeting room



Introduction by Vincent Berrutto, Head of Unit 'H2020 Energy', EASME



Sven Wuyts, managing partner of Factor4



Energy Efficiency Network banner with reference to EPC+

1.4 Presentations

See also replay web streaming on www.eusew.eu/livestreaming

SUSTAINABLE ENERGY WEEK
13-17 June 2016

Energy Efficiency as a new business model (I)
Sven Wuyts, Factor4

We are an ESCO, organised as a SPIN, part of EENE and we provide EPC services.

EPC
Energy Performance Contracting Plus

ESCO: Energy Service Company

SPIN: SME Partnerships for INnovative Energy Services

EENE: Energy Efficiency Network Europe

EPC: Energy Performance Contracting

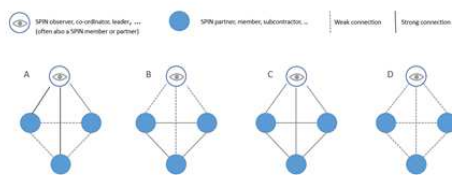
EPC

SPINs in a CLUSTER OF SMEs PROVIDING EPC SERVICES

SME PARTNERSHIP SPIN	TRAINING	ENERGY SERVICE PACKAGES
...
PILOT PROJECTS	EXPLANATION	DETERMINATION
...

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How do networks work – in theory?



How does our network work – in practice?



Contract with client



Contracts with the network



Examples

	Offices and warehouse 20% Energy cost reduction Lighting and optimisation heating installation
	Re-Commissioning in university building 16% energy cost reduction Lighting and HVAC control
	Offices and laboratory Study phase (expected: 20-30% cost reduction) HVAC control

Examples

	Offices, production site and warehouse 15% Energy cost reduction Lighting, isolation and demand driven control
	Production facility meat products (@7°C) 20% cost reduction HVAC control and lighting
	Offices, workshop and show room 15% cost reduction HVAC control



Energy Efficiency Network Europe

- Exchange of best practices and know-how
- Regular web meetings
- Specific topic meetings
- Collaboration in projects (ad hoc)
- Members:
 - EPC+ partners
 - Other energy experts



www.energyefficiencynetwork.eu

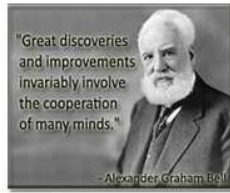
Energy Efficiency Network Europe

- Exchange of best practices and know-how
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- Collaboration in projects (ad hoc)
- Members in 18 countries in EU:
 - EPC+ partners
 - Other energy experts



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1.5 List of participants

About 85 people participated in this parallel session. No participation list is available to Factor4.