



## **Documentation Final European Conference**

EPC+ at the Energy Efficiency Market Place Conference Brussels, Belgium

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Cofunded by European Union

## Author

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This document has been elaborated in the  
Energy Performance Contracting Plus (EPC+)  
project and is available in the project website.

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

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## 1. Minutes of Energy Efficiency Market Place Conference

### 1.1 Summary

<b>Title</b>	Energy Efficiency Market Place Conference
<b>Partner</b>	Centre for Renewable Energy Sources and Energy Saving
<b>Date</b>	18 – 19 January 2017
<b>Location</b>	Crowne Plaza Hotel Rue Gineste 3 Brussels
<b>Organised by</b>	Executive Agency for Small and Medium-sized Enterprises
<b>Hosting institution</b>	European Commission
<b>Target groups</b>	Participants working on energy efficiency finance from the financial sector, ESCOs, project developers and public authorities.
<b>Number of participants</b>	Approximately 500 people participated in this Conference.
<b>Summary</b>	<p>Aristotelis Botzios-Valaskakis, Project Coordinator of the HORIZON 2020 EPC+ project, participated at the Improving Energy Efficiency Market Place Conference held in Brussels on the 18th and 19th of January 2017. The conference was organized by EASME and its target groups were: participants working on energy efficiency finance from the financial sector, ESCOs, project developers and public authorities.</p> <p>A poster of the project (see photo 1 below) was on display throughout the duration of the conference. Aristotelis Botzios-Valaskakis was also available to the participants for a mini-presentation of the project, followed by Questions and Answers. This was scheduled and held at 15:40 (2nd Coffee Break) on the 19th January.</p> <p>In his presentation Aristotelis introduced the scope and aims of the EPC+ project and its current progress. Particular emphasis in the presentation was given to the innovative approach of the project (i.e. SME clusters providing standardised EPC solutions for SMEs). The presentation sparked the interest of some of the attendees and the comments following the presentation were particularly positive. More specifically, the project consortium received praise from many of the participants for their courage in tackling such a difficult task where there is an obvious market gap and lack of implemented projects. Until today, the majority of the ESCO and EPC-related projects target either the public sector or the very large buildings of the tertiary sector.</p>

Furthermore, the project was also specifically mentioned in Paul Hodson's presentation entitled «Policy Development on Energy Efficiency and the importance of financing». Paul Hodson is the Head of the Energy Efficiency Unit of the DG Energy of the European Commission.

## 1.2 Agenda and invitation

The agenda of the Conference can be downloaded at the following web link <https://ec.europa.eu/energy/en/events/energy-efficient-finance-market-place>.

## 1.3 Photos

A photo of the slide presented during the Conference which specifically mentioned the EPC+ project is displayed in Photo 1 below.



**Photo 1 – EPC+ project mentioned during the presentation of Paul Hodson, Head of the Energy Efficiency Unit of DG Energy of the European Commission.**

The poster of the EPC+ project is displayed in Photo 2 below.

START DATE | 01/03/2015  
 DURATION | 36 MONTHS  
 EU CONTRIBUTION | 1 486 016,00 EUR  
 CONTACT | WWW.EPCPLUS.ORG  
 WEBSITE | ABOTZIOS@CRES.GR

# EPC+

## GOALS

- The development and establishment of, at least one, SPIN (SME Partnerships for Innovative Energy Services) in each participant country/region. A SPIN is a cluster of independent energy service providers that supply EPC services through a structured, long-term collaboration with common agreed objectives.
- The development of an EPC+ International Platform: an international 'market place' where its members can safely exchange valuable know-how and develop EPC-models and SPIN-concepts.
- The provision of a new EPC+ service through the standardization and simplification of existing energy performance contracting models.
- The implementation of at least 33 pilot projects to display the performance and efficacy of the new EPC+ service.

## BACKGROUND

Energy Performance Contracting (EPC) is generally looked upon favourable, but the implementation can be complicated and lengthy. One reason are heavy procurement law provisions and complex contracts which impede a wider spread of EPCs in the public and private sector. The other main barriers for the implementation of EPC in Small and Medium sized Enterprises (SME's) are:

- The transaction costs for procuring energy services are too high
- Investments and project sizes are too small
- It is difficult to obtain financing for such small projects
- High costs for guarantees
- High costs for measurement and verification procedures.

## EPC+ SERVICE DEFINITION

- Is realized by a SPIN
- Is performance-based
- Is innovative, by implementing either: (1) an existing service in a new sector, (e.g. in the sector of SME's or multifamily buildings), (2) an innovative service in a sector where performance-based projects are already realized and (3) a combination of both.

## ACHIEVEMENTS

- Generic business plan for EPC+ services developed.
- SPIN collaboration model contracts for the three types of SPINs (simple, complicated and complex) and SPIN establishment guidebook developed.
- 16 SPINs in the 12 participant countries/regions established, one in each country/region except for Belgium (3 SPINs), Germany (2 SPINs) and Spain (2 SPINs).
- SPIN training courses implemented in 11 countries/regions.
- EPC+ International platform developed ([www.energyefficiencynetwork.eu](http://www.energyefficiencynetwork.eu)) with 15 members currently participating in the platform.
- Technical toolboxes developed with simplified, standardized technical solutions for EPC+ services consisting of 10 energy efficiency measures (e.g. indoor lighting, modernization of heat pumps and electrical motors, BEMS and HVAC optimization, replacement of heating boilers, industrial boiler optimization) and 6 renewable energy measures (e.g. solar DHW, PV, Heat pumps).
- Financial toolbox developed for the financial analysis of the proposed measures.
- Modular EPC+ model contract developed.
- 29 pilot project clients already recruited.
- 7 EPC+ contracts already signed.

## FURTHER INFO

[www.epcplus.org](http://www.epcplus.org)  
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Photo 2 – Poster of the EPC+ project

#### **1.4 Presentations**

See also <https://ec.europa.eu/energy/en/events/energy-efficient-finance-market-placem> for all the presentations of the conference.

#### **1.5 List of participants**

About 500 people participated in the Conference. No participation list has been made available to CRES.