

Q1 - 2. Survey details1. Country name?

Sweden

Q2 - 2. Transparens project partner?

IVL

Q3 - Part A - EPC Core Value 3. The EPC core values are those that define the goals and virtues of professional EPC practice and public's expectations of them. Which EPC core values are embedded in your country particular EPC professional culture and experience?(Choose as many as necessary.)Efficiency

Other (please specify): Our national steering committee actually did not find "Efficiency" a core value. They believe "Efficiency" is a prerequisite for an EPC project. They propose "Sustainability" as alternative core value.

Q4 - Professionalism

Expertise (competence), High - quality work, Security, Health and safety concerns, Good name in the sector and project (credibility), Reliability, Responsibility, Respect, Objectivity

Q5 - Transparency

Integrity (The ESCO shall maintain the highest ethical standards in the performance of EPC contract and shall take no action in violation of state of federal laws, regulations, or other requirements that govern contracting with the client), Openness, Long-term nature, Transparency of all steps, Clear and honest communication, Other (please specify): 1) The client has insight in the process and possibility to influence. 2) Both the client and the ESCO have the same idea of what to do.

Q6 - Part B - EPC Quality CriteriaBased on draft document "Possible quality criteria for energy (efficiency) services in 3 dimensions" prepared by e7 & Dienstleister Energieeffizienz and Contracting Austria (DECA).(Choose as many as necessary. You can suggest a change in wording if needed.ESCO

Educated and experienced staff, References, Offer diversity - with respect to energy service value chain comprising motivation, information/advice, planning, financing, installation, operation, optimization, monitoring and valuation of results, Coverage of the diversity (in terms of service providers involved), Market presence (for example number of years in EPS business)

Q7 - EPC service

Savings guarantee, Adequate analysis of all economically feasible energy efficiency improvements, Conservation of property value and maintenance, Reaction time (after problem), Communication between ESCO and client, User

comfort, Verification of energy savings, Clear contractual framework requirements (in terms of VAT, property transition, risk allocation, risk of pull-out, ...)

Q8 - Client

Adequate determination of performance/activities, Process of contractor (ESCO) selection (evaluation criteria, transparency, intellectual property, ...), Support with provision of performance/activities, Credit worthiness

Q9 - Part C - EPC Quality Assurance Instruments (Please see IEE Project EUROCONTRACT. 2008. Quality assurance instruments (QAI) for energy services. WP 4 Final Manual Nr. 1, Version_071214).5. Which EPC quality assurance instruments are predominantly used in your country? (Choose as many as necessary).

Energy savings guarantee, Guaranteed service price, Comfort guarantee, Reporting and documentation agreement, Client determination of components and construction quality, Following acknowledged standards/guidelines

Q10 - 6. Responsible ESCO conduct influences the manner the EPC service is delivered and how the client evaluates the EPC outcomes and process. Please provide information on how ESCOs and clients build responsible EPC service business conduct in your country. (Fill in free text boxes if relevant information is available).a) Norms, standards and procedures guiding ESCOs' behaviour and fostering reasonable clients expectations.

Q11 - b) Existing structures and systems that provide for authority, responsibility, accountability, and sustainability in terms of EPC.

Q12 - c) Communication instruments used to communicate the value and quality of EPC to clients.

Q13 - d) Programs that monitor and audit ESCOs conduct.

An auctorisation/certification work has started but is not in place yet.

Q14 - e) How ESCOs, clients and EPC facilitators are encouraged to seek advice and report concerns?

Q15 - f) Due diligence in engaging, especially for sensitive positions in, for example, EPC project management, finance, contracting, and requirements when hiring subcontractors.

Q16 - g) How ESCOs, clients and EPC facilitators are encouraged to follow ethical values, standards and procedures?

Q17 - h) Appropriate responses when ethical values, standards and procedures are violated.

Q18 - i) Any evaluations of responsible conduct?

Q19 - Part D - Specific Clients Expectations⁷. Please provide clients' country specific expectations in terms of the EPC quality to be provided during the EPC project implementation in your country. For example, Member States might have established minimum criteria for energy audits based on Annex VI of the Directive 2012/27/EU (EED) for the purpose of guaranteeing the high quality of the energy audits and energy management systems and clients in your country are using that criteria for audits performed in the

Please provide clients' expectations: LCC calculation.

framework of initial appraisal of energy efficiency improvement measures. Or clients would like to use cost-benefit analysis using a life-cycle approach (detailed appraisal stage) and national model contracts for energy performance contracting, which include at least the items listed in Annex XIII of the EED (procurement stage).

Q21 - a. EPC projects must be economically effective. Economic efficiency is a basic feature of the EPC projects. Within these projects the optimised combination of the energy efficiency measures is implemented, with an efficient level of investments required (The ratio between costs expended for the installation of energy efficiency improvement measures and attaining cost savings is optimized).

Maybe, Explanation (for answer Maybe or No) and/or change in wording: An EPC project doesn't necessarily have to be cost effective. The importance is that the project is performed according to the contract. The client may of course procure a non cost effective project (although not realistic maybe)

Q22 - b. EPC projects are sustainable. The sustainability of the EPC project consists in the attainment of a high degree of energy savings and reduction of greenhouse gas emissions even after the end of the contractual period. The ESCO together with the customer actively motivates employees and works permanently with them over the contract term in such a way that the employees of the organization in which the EPC project is implemented help ensure the long-term sustainability of the project and lasting energy savings even after the conclusion of the project (after the end of the contractual period) by means of active performance of energy management.

Yes

Q23 - c. The relationship between the customer and the ESCO is long-term and equal. The ESCO and the customer work together very closely and as partners. They provide access to their information in a non-distortive manner and do not hide any relevant information to the other party. This follows in particular from the mutual interest of the customer and the ESCO in the expenditure of an optimal/efficient volume of investment funds, the attainment of a minimum expected level of energy savings and the preservation of a long-term relationship.

Yes

Q24 - d. All steps in the process of EPC projects are transparent and can be certified and justified. The customer and the ESCO comply with all laws and regulations that apply to the EPC project in the country in which the project is implemented, they avoid conflict of interests and apply a zero tolerance policy against corruption and self-dealing.

Yes

Q25 - e. Financing of EPC projects. Only the services of reputable financial institutions are used to finance EPC projects. The obtaining of financing for the project by the ESCO is merely an option, not a requirement.

Explanation (for answer Maybe or No) and/or change in wording: This question is not very relevant for Swedish conditions since the client always arranges the financing.

Q26 - f. EPC projects are comprehensiveMatters related to EPC projects are resolved for both the customer and the ESCO only by experts who specialize in the EPC method. Experts regularly present to the ESCO their qualifications and capacities related to the implementation of the project and its financing. If its own staff and expert capacities are insufficient, the customer can use a specialized advisory company that will steer the correct implementation of the EPC project (EPC facilitator). **Yes**

Q27 - g. The customer and the supplier have a common interest in the success of the EPC project The ESCO and client are both responsible for carrying out the project contractually (both the ESCO and the customer have obligations) and via their mutual interest in the success of the EPC project. **Yes**

Q28 - h. The ESCO focuses on high quality and care in all steps of project implementationThe ESCO uses certified procedures, high-quality and reliable equipment and products, and cooperates with reliable sub-suppliers. It adheres to the principles of ethical business conduct, meets its obligations towards sub-suppliers and conducts itself responsibly with respect to customers and its representatives. **Explanation (for answer Maybe or No) and/or change in wording:**

Q29 - Any additional proposal, recommendation...?

Code of Conduct needs to be more concrete. What legal status is the CoC supposed to have? How are the principles supposed to be evaluated in each project - calification regarding that will probably make the code more concrete?