

Minutes

Minutes from: [National workshop]

Date: 18 June 2014
Time: ::14:30 a.m. -18:00 p.m.
Place: Ordem dos Engenheiros-Centro,
Coimbra

[Paula Fonseca]
[ISR-UC]
[Address]
[Address]
Tel [telephone]
Fax [Fax]
[E-mail]
[Website]

Attendants:

A varied audience attended the workshop. There was 55 participants including municipalities, local energy managers, municipal energy agencies, national energy agency, escos, energy consultants, energy experts, lawyer office, installers and planners, among others. Besides the ESCOs, we successfully tried to attract EPC customers to this event.

National workshop to Promote the CoC and the Transparensense project

Contratos de Desempenho Energético: um modelo de negócio para implementar medidas de Eficiência Energética

Energy Performance Contracts: a business model to implement Energy Efficiency Measures

18 June 2014

Local: Ordem dos Eng^{os} da Região Centro/ Engineering Association- Centre
Region, Coimbra

Agenda of the Seminar (14:00-18:00):

Boas vindas (OE e ISR-UC) / **Welcome**

Apresentação do Projecto Transparensense e o Código de Boas Práticas para CDEs (ISR-UC) / **Presentation of the Transparensense Project and dissemination of the Code of Conduct**

Desde a ideia à implementação do CDE (Jorge Araújo, APESE) / **From idea to implementation of EPC**



Investimento e financiamento, a relação com a banca (Luis Rêgo ,BPI) / Investing and financing, the relationship with banks

Casos reais de sucesso de implementação de CDEs / Actual cases of successful implementation of EPCs

- 13 Escolas Públicas de Londres (Miguel Matias, Self Energy UK) / 13 public schools of London

- CDE num banco e agências (Andreia Carreiro, ISA) / EPC in a multiple agencies bank

- CDEs na Indústria (Sofia Tavares, EDP Comercial) / EPCs in industry

The main conclusions were:

1) The Utility, with a large experience in DSM programs and more recently with establishing EPCs and providing Energy Services for their customers, has created a fund of 10 mil euros for establishing EPCs in their customers. The Save to COMPETE program. Under this program, they have already implemented several EPCs and have learnt the following lessons:

- EPCs are an attractive and interesting business model under certain conditions, not for all situations. In case the technology is a proved and mature technology, and since EPCs will cost more, the client usually prefers to install the technology himself. In the case the improvement/measure is a new, unknown technology, the customer is more reluctant to buy it, and an EPC may be a good solution if the savings are significant or the process will improve in such a way that the customer increases its production and can recover the investments easily, or within the payback they want.
- In the case an EPC is to be established, it is crucial that the client clearly understand what the EPC is, what are the costs involved and the costs associated to the risks involved. Because of the high transactions costs EPCs make sense for large investments (above 150KE) and for a certain limit of savings.

2) The CoC was appreciated by the bank and the utility (in the sense it can give confidence to the customer, being a separate independent document additional to the contract.

3) There was the suggestion of including the CoC in the Quality Norm (ISO 50001).

4) Some energy agencies showed interest to give feedback on the CoC. They can have quite a lot of influence in the municipalities, and therefore they are in a good position to promote the CoC. Future contacts will be established with some regional and municipal agencies.

- 5) Principle nº 2 of the CoC is the one that raises more concerns among Portuguese market players (in particular ESCOs). ISR added the following words in the end of the principle: "... that are of his responsibility." But we expect additional comments from energy agencies.
- 6) there was also the concern with being Voluntary: if it is voluntary, how can you ensure the companies will comply with the agreement?...
- 7) The idea of using the CoC as a marketing tool, a quality label and as an entrance ticket to the EU EPC market, was much appreciated by the audience.

[Paula Fonseca]
[Project Manager]