



## **EVENT DESCRIPTION**

### **Project Partner: ESS**

**Title of the event:** Roundtable on streetlight EPC

**Date & location:** 16 October 2015, Kalmar Municipality, Torsåsgatan, Kalmar

**Organiser(s):** ESS

**Number of Participants:** 9

### **Summary**

In order to be able to quickly share experiences and knowledge in our region and among the streetlight owners involved in Streetlight EPC projects, ESS organised a roundtable meeting during the first phase of the procurement process.

The working group meeting was carried out with the city of Kalmar and Torsås municipality and Kenneth Mårtensson, CEO of Sala Heby Energy who has implemented an EPC project with Philips for the entire public streetlight system.

Mr Mårtensson guided us through their process and included political discussions, procurement processes and the implementation of the new system.

### **Objectives & main programme points**

Kenneth Mårtensson gave a presentation of the EPC procurement that Sala-Heby Energi Elnät has carried out and shared their experiences.

Sala Heby had a quite different approach to carry out a supplier dialogue and an invitation to take part in the procurement. They invited different actors, both suppliers and installers, large, small, local and national, to a meeting. The starting point was to include their own property, inside and out, and make a change to LED to a lower cost than “today”. The interest was great, but it felt a bit too small. They changed tactics and decided to include the entire street lighting facilities with about 5,000 light fixtures. The request for the suppliers where that they could give

- Full guarantees
- Light quality
  - Burning at least 80,000 hours
  - Energy consumption 20% (80% saving)
  - Material and equipment 10 years (5.5 ± 4.5 years)



- Full funding
- At least the same quality
- Better economy that is profitable from year one

3-4 major actors were interested. Sala Heby then called for the binding offers – and signed a letter of intent. Three conditions that the implementation had to meet:

- All necessary permits have to be met.
- Everyone in Sala Heby must be positive.
- It should not be a single protest.

Philips got the contract and intelligent luminaires was installed with a control system on every luminaire.

### **Conclusions & lessons learnt (based on stakeholder input)**

It was very interesting to listen to other actors with similar lighting systems. The fact that Sala Heby did not set specific quality criteria but instead chose other kind of measurements on the quality was a new approach. The key to a successful contract was the open dialogue with all dialogue with potential suppliers. This gave insight of the possibilities and limitations of the future project.