

EVENT DESCRIPTION

Project Partner: ESS

Title of the event: Roundtable ESCOs, Belysningsdag i Kalmar

Date & location: 17.03.2015

Organiser(s): ESS

Number of Participants: 10

Summary:

This was a roundtable/regional workshops for ESCOs (eg suppliers of LED, energy suppliers, retailer etc) regarding mainly EPC and Laas.

Objectives & main programme points

- The interest from the Swedish market
- The importance of suppliers dialogues
- How to get the clients to bundle street lighting refurbishment projects with roadworks, water and sewage works, other kind of wiring work etc

Conclusions & lessons learnt (based on stakeholder input)

- There's is a raising interest for LED, lighting programs, lighting design and energy efficiency work for streetlights. Also a request for "complete lighting", Lighting as a service is getting more "popular".
- ESCOs have chosen not to participate in some procurements since the tender documents were of such a poor quality, there is a lot of guess work
- This is still "new and hot" and there is a lot of show off, and several ESCOs/suppliers have difficulties to adapt their information after the needs of the client – they will rather show the "extra all" solutions.
- The bigger ESCOs a worried that there will be a lot a bad-quality LED installed in the municipalities (as an effect of poor tender documents) which will lead to an negative attitude towards LED.