



EVENT DESCRIPTION

Project Partner: OÖ Energiesparverband (ESV)

Title of the event: Seminar Energy Performance Contracting

Date & location: 8 October 2015, Linz, Upper Austria

Organiser(s): OÖ Energiesparverband

Number of Participants: 13

Summary

The full-day seminar "Energy Performance Contracting" aimed to inform participants about possible application areas of energy performance contracting (EPC) for financing and implementing energy efficiency projects. The event focused on the implementation as well as on legal, technical and economic aspects of EPC. Several realised EPC projects were presented in order to exemplify the implementation process.

Participants included municipalities and organisations, ESCOs, installation and planning companies and energy consultants.

Objectives & main programme points

The objectives of the seminar were to:

- increase knowledge about energy performance contracting and its multiple possible applications for energy efficiency investments.
- present successful EPC projects from the perspective of both the ESCO and the client in order to increase interest and trust in EPC.

The conference programme covered, among others, the following points:

- The concept of EPC, how it works and its legal, technical and economic aspects
- EPC in Upper Austria and current subsidy programmes
- Examples of EPC projects in the region
- FAQs about EPC

Conclusions & lessons learnt

The seminar brought ESCOs, potential ESCOs and potential clients together and permitted them to gain valuable knowledge. During the seminar, participants were able to



greatly deepen their understanding of EPC and the various steps to implementing EPC projects.

Potential ESCOs showed a high interest in EPC and in entering the market as active ESCOs. They strived to understand the advantages, risks and reality of being an ESCO. The level of questions asked showed that many actors seek to fully understand EPC and have interest in implementing projects.

Several questions about the tendering process and ownership issues were asked and answered by experts.

The seminar strongly encouraged an exchange of experience. A wide range of successful EPC projects were presented from the perspective of both the ESCO and the client in order to encourage the participants to follow suit. Emphasis was put on tips and success factors such as:

- EPC is only one way of financing projects. It is not the only way and it is not suitable in all situations. EPC is not a magic bullet. It is necessary that all actors understand its potentials and limits.
- Client and ESCO need to be transparent and honest with other. Both actors need to "play fair" when building up the contract.
- Good planning, both from the client's and the ESCO's side, is key to a project's success. Good planning is necessary to assure the clients satisfaction and the ESCO economic viability.
- It is advantageous to integrate an ESCO as early as possible in the project planning phase, since the ESCO is specialised in determining the technical and economic feasibility of projects.

