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Driving investment in energy efficiency services through quality assurance

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Brussels, 22 June 2017

Background

Projects

- **Transparens** project to increase transparency and trust in EPC markets, www.transparens.eu

- IEE
- 2013-2015



- **QualitEE**: Quality certification frameworks for Energy Efficiency services to scale up responsible investment in the building sector, www.qualitee.eu (August 2017)

- Horizon 2020
- 1st June 2017-2020



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QualitEE

Stefan Amann, EUSEW, 22 June 2017
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Partners and cooperation

- **12 partners (e.g. European Federation of Intelligent Energy Efficiency Services (EFIEES) and SEVEN)**
- **20 European countries are covered**
- **Cooperation**
 - European level: with SUSI, CEN/CENELEC, IFC/World Bank,...
 - National level: with e.g. TÜV
- **National promotion team in each partner country**
 - 1 Association
 - 1 Financing institution
 - 1 Certification body

Main barriers to EPC business reported by providers and facilitators

- **Transparence EPC market survey 2013**
 - 144 EPC providers



- **Transparence EPC market survey 2015**
 - 81 providers
 - 60 facilitators



Starting point / challenges

- **Market heterogeneity**
 - Market for Energy Efficiency Services is highly heterogeneous
 - Market has developed considerably – which is great!
 - But fragmentation and heterogeneity set limits to growth
- **Complexity of energy efficiency services**
 - Due to heterogeneity of Energy Service Providers
 - Difficult to differ between “good quality” and “bad quality” services
 - Possible for professional procurement staff
 - Basically impossible if it is not daily business

Potential solution

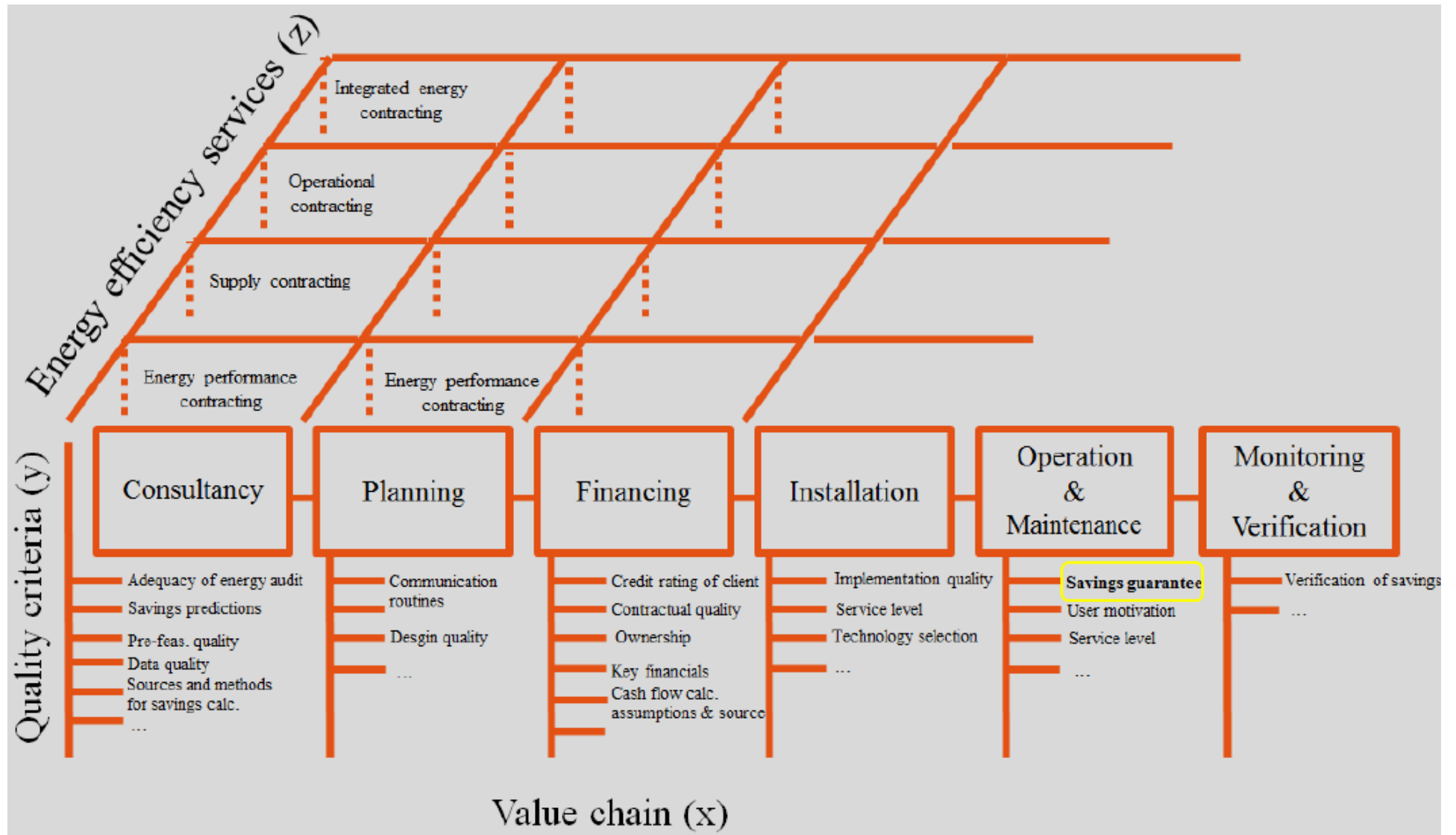
Transparens European Code of Conduct for EPC (2014-2016)



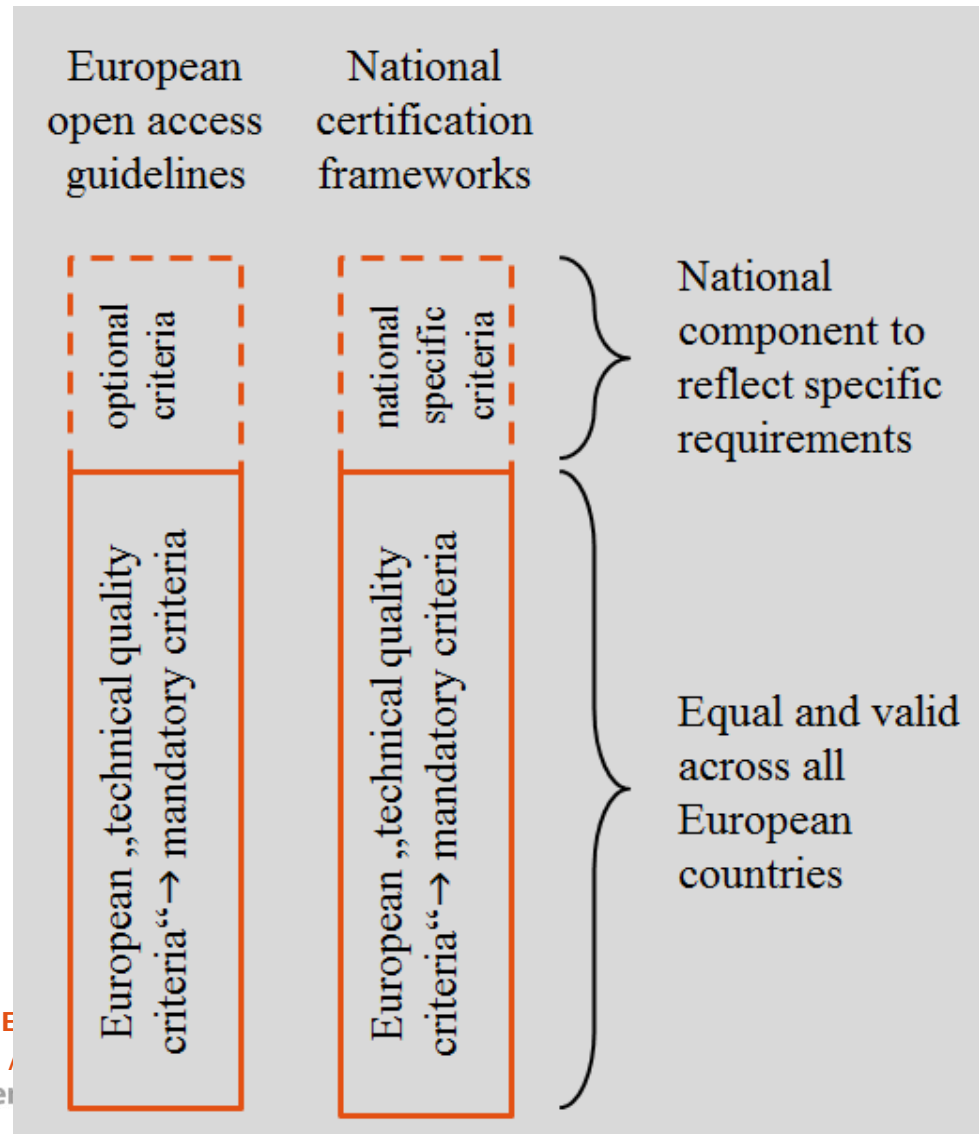
- **The Code of Conduct for EPC defines the **basic values and principles** that are considered fundamental for EPC projects**
 - The EPC provider delivers economically efficient savings
 - The EPC provider takes over the performance risks
 - Savings are guaranteed by the EPC provider and determined by M&V
 - The EPC provider supports long-term use of energy management
 - ...
- **Single common **European Code of Conduct for EPC** finalised in 2014 to support transparent and trustworthy high quality EPC markets**



QualitEE: Quality Criteria for EES (2017-)



Equal criteria across Europe + national specific criteria



Potential solution

- **European Code of Conduct for Energy Performance Contracting**
- **Technical and Financial Quality Criteria for Energy Efficiency Services**
 - Technical Criteria will be harmonised across Europe
 - Plus national adaptations
- **National quality assurance frameworks based on the criteria**
 - E.g. certification by a third party (Certification Body)
 - Or self-declaration and quality assurance by selected expert

Conclusions

Conclusions (1)

- **Standardisation of process qualities of EES**
 - Will lead to a reduction of complexity
 - Quality assurance / services certification offers suitable frameworks to enforce quality standardisation and market expansion
 - As it can be used by clients to understand the project => empowerment
 - Can be used by policy makers
 - “Black sheep ESCOs” will leave the market
- **QualitEE provides the opportunity for national partners to develop**
 - “their own” quality assurance framework
 - “their own” criteria for process qualities

Conclusions (2)

- **There is no “one size fits all”**
 - Good theory to have on single contract for all projects
 - Certain common elements need be included in contracts, in order to allow for bundling of projects
 - Financing industry shall also move towards EE industry

Vielen Dank!
Thank you!

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