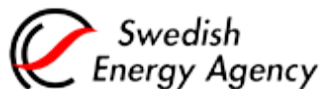





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**JAN W. BLEYL**

# **IEA-DSM, Task 16:** **"Competitive Energy Services"** (ESCo-Services, Energy-Contracting)

## ***Task Status Report to ExCo*** ***October 17<sup>th</sup> 2013, Switzerland***

**Jan W. Bleyl – Energetic Solutions,**  
**Austria and Germany**

# Executive Summary

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- 1. Participation:** 5 countries in phase III “EE and DR-Services”:  
**Belgium, Korea, the Netherlands, Sweden, Switzerland.**  
And probably **Austria** for the DR-subtask. And a ‘maybe’ from **GIZ**.
- 2. Think Tank:**
  - ⇒ “**ESCo Market Development: A Role for ‘Facilitators’ to play**” published. Discussion paper with national perspective on the way.
  - ⇒ **Simplified measurement & verification** publication under preparation
  - ⇒ **Demand Response Services:** Initiator Spain is out, but Austria is in.  
Still need at least 1, better 2 experts => Decide at next Task 16 meeting
- 3. Outreach:** **Switzerland** (1<sup>st</sup> national ESCo workshop), **Croatia** (Industrial ESCo development), **South Africa** (Market assessment and development recommendations) and **Jordan** (KfW credit line), **China** (bankable project calculation => spotlight)
- 4. Budget:** **34 %** spent after 15 month (out of 36 month)

# Accomplishments since last meeting

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## Energy Service Expert Platform (subtask 13)

- ✓ **14<sup>th</sup> experts meeting**, was held in Toulon/Hyères, France from June 2<sup>nd</sup>-3<sup>rd</sup> 2013 (back to back with the ECEEE summer study).  
Main agenda items: Discussion of national implementation activities, Think Tank topics and dissemination activities.  
Holding the meeting back to back with ECEEE summer study proved to be a fruitful environment for exchange.
- ✓ **Preparation of the 15<sup>th</sup> experts meeting**, which will be held in Graz, Austria from October 23<sup>rd</sup>-25<sup>th</sup> 2013.

# Accomplishments since last meeting (cont'd)

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## Energy Service Expert Platform + Dissemination (subtasks 13+16)

✓ **14<sup>th</sup> Task 16 stakeholder workshop(s)**, were held in on June 3<sup>rd</sup> 2013 in conjunction with the ECEEE summer study:

1. **“Comprehensive Building Refurbishment Models”** together with IEA secretariat,
2. **“ESCo meets Behaviour Change”** together with Task 24 and
3. **“The Role of Facilitators for ESCo market development”**.

Again, holding the workshops back to back and during ECEEE summer study proved to be a very fruitful environment for exchange.

✓ **Preparation of the 15<sup>th</sup> Task 16 stakeholder workshop**, which will be held near Graz, Austria on October 24<sup>th</sup> 2013. The topic will be **“,SmartEPC‘- an Energy-, Comfort- + Maintenance Performance Contract”**.

# Accomplishments since last meeting (cont'd)

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## Think Tank (subtask 14)

- ✓ Our joint paper of Task 16 experts: “**ESCo Market Development: A Role for Facilitators to play**”, published and presented at the ECEEE summer study in June 2013. => attention + feed back (even from North America).
  - First exchange on **organizational change processes** with Task 24
- ✓ Preparation of a publication on “**Simplified Measurement & Verification in Combination with Quality Assurance Instruments for Energy Savings in ESCo Projects. Approaches and Examples**” in cooperation with dena (German Energy Agency) is under preparation.
- ✓ **Comprehensive building refurbishment (‘deep retrofit’)** – cooperation started with **IEA ECBCS** in their new Annex 61 in September 2013.  
Task 16 will contribute business models and develop them further, building on our previous publication on the topic.

# Task 16 paper on the role of 'Facilitators'

Bleyl, Jan W. et.al  
***ESCo Market Development: A Role for Facilitators to play***  
in ECEEE Summer Studies,  
paper ID 3-472-13, Belambra  
Presqu'île de Giens, France June  
2013

Bleyl et al., paper ID 3-472-13

## ESCo market development: A role for Facilitators to play

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### Abstract

Energy-Contracting is a many times proven 'delivery mechanism' to implement demand side energy efficiency

# Accomplishments since last meeting (cont'd)

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## **Demand Response Services business models** (subtask 15)

- ✓ **Demand Response Services:** Initiator Spain is not participating,  
=> Austria on board (as of yesterday). Check with other Task 16 countries  
=> Finland and Netherlands are applying for research resources  
=> we will start work in Austria now, hopefully others will join

## **Coaching of individual National Implementation Activities** (subtask 16)

- ✓ Implementation of the individual NIA plans to develop energy service markets were followed up, the experts gave detailed presentations and exchanged good practices during the last platform meeting and through teleconferences in between meetings.

# Accomplishments since last meeting (cont'd)

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## International Dissemination (subtask 17)

- ✓ Task 16 experts presented at ECEEE (ESCo Facilitators, SmartEPC ...)
- ✓ Energy manager training for **State Grid China** on behalf of GIZ Germany: Investment grade calculation of energy service projects in June 2013
- ✓ A report on ESCo market development support activities for **South Africa**
- ✓ Know how transfer and supervision of a start-up ESCo in **Croatia**
- ✓ Co-operation with other ongoing energy service projects intensified (IEA **ECBCS** Annex 61 – Mr. Rüdiger Lohse; **IEA IETS** Energy Efficiency in SMEs (Annex 16) – Mr. Patrick Thollander; ‘**Transparens**’ –sEVEN’ and ‘**EESI 2020**’ - BEA) to share information and join forces
- ✓ Initiation and preparation of a country workshop in **Switzerland** on ESCo market development together with SFOE (Markus Bareit)



# Activities + goals for next 6 month

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## Energy Service Expert Platform (subtask 13)

- ✓ Execution of the **15<sup>th</sup> expert platform meeting**, which will be held near Graz, Austria from October 23<sup>rd</sup>-25<sup>th</sup> 2013. The main agenda items will be discussion of national implementation activities, discussions on current Think Tank topics and dissemination activities.
- ✓ Preparation of the **16<sup>th</sup> expert platform meeting**, planned to be held in the Antwerp, Belgium May 7<sup>th</sup>-9<sup>th</sup> 2014

# Activities + goals for next 6 month (cont'd)

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## Energy Service Expert Platform + Dissemination (subtasks 13+16)

- ✓ Execution of the **15<sup>th</sup> Task 16 stakeholder workshop**, near Graz, Austria on October 24<sup>th</sup> 2013. The topic will be “**SmartEPC'- an Energy-, Comfort- + Maintenance Performance Contract**”.
- ✓ Preparation of the **16<sup>th</sup> Task 16 stakeholder workshop** to be held in Antwerp Belgium on May 7<sup>th</sup> in cooperation with the **EESI 2020 project on project and market facilitation topics**.

# Activities + goals for next 6 month (cont'd)

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## Think Tank (subtask 14)

- ✓ Add short **national perspectives on the Role of Facilitators** to our paper “ESCo Market Development: A Role for Facilitators to play”, and publish as IEA DSM Task 16 discussion paper
- ✓ Finalization and publication of a paper titled “**Simplified Measurement & Verification in Combination with Quality Assurance Instruments for Energy Savings in ESCo Projects. Approaches and Examples**”
- ✓ Start work on **business models for comprehensive building refurbishment** (‘deep retrofit’) in cooperation with IEA ECBCS Annex 61

## Demand Response Services business models (subtask 15)

- ✓ **Start work in Austria. Identification** of additional expert resources
- ✓ ***Ideas for other resources or cooperation opportunities are welcome?***

# Activities + goals for next 6 month (cont'd)

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## **Coaching of individual National Implementation Activities** (subtask 16)

- ✓ Implementation of the individual national activity plans to develop energy service markets will be followed up, the experts gave detailed presentations and exchanged good practices during the last platform meeting and through teleconferences in between meetings.

# Activities + goals for next 6 month (cont'd)

---

## Dissemination (subtask 17)

- ✓ Publication of a Task 16 paper on '**Simplified Measurement and Verification approaches and examples**' (Industrial ECEEE)
- ✓ 2<sup>nd</sup> **Energy manager training for State Grid China** on behalf of GIZ Germany: Investment grade calculation of energy service projects including provision of a detailed Excel tool, in November 2013
- ✓ Know how transfer and supervision of a **start-up ESCo in Croatia**
- ✓ Continue co-operation and exchange with
  - **ECBCS Annex 61 => Deep retrofit business models**
  - **IEA IETS Annex 16 Energy Efficiency in SMEs => IEC model**
  - **EESI 2020 – lead by BEA and 'Transparence' – lead by sEVEN**
- ✓ Presentation of an 'ESCo university' as a pre-conference workshop to the **ESCo Europe Conference 2014 in Barcelona** in January 2014

# Activities + goals for next 6 month (cont'd)

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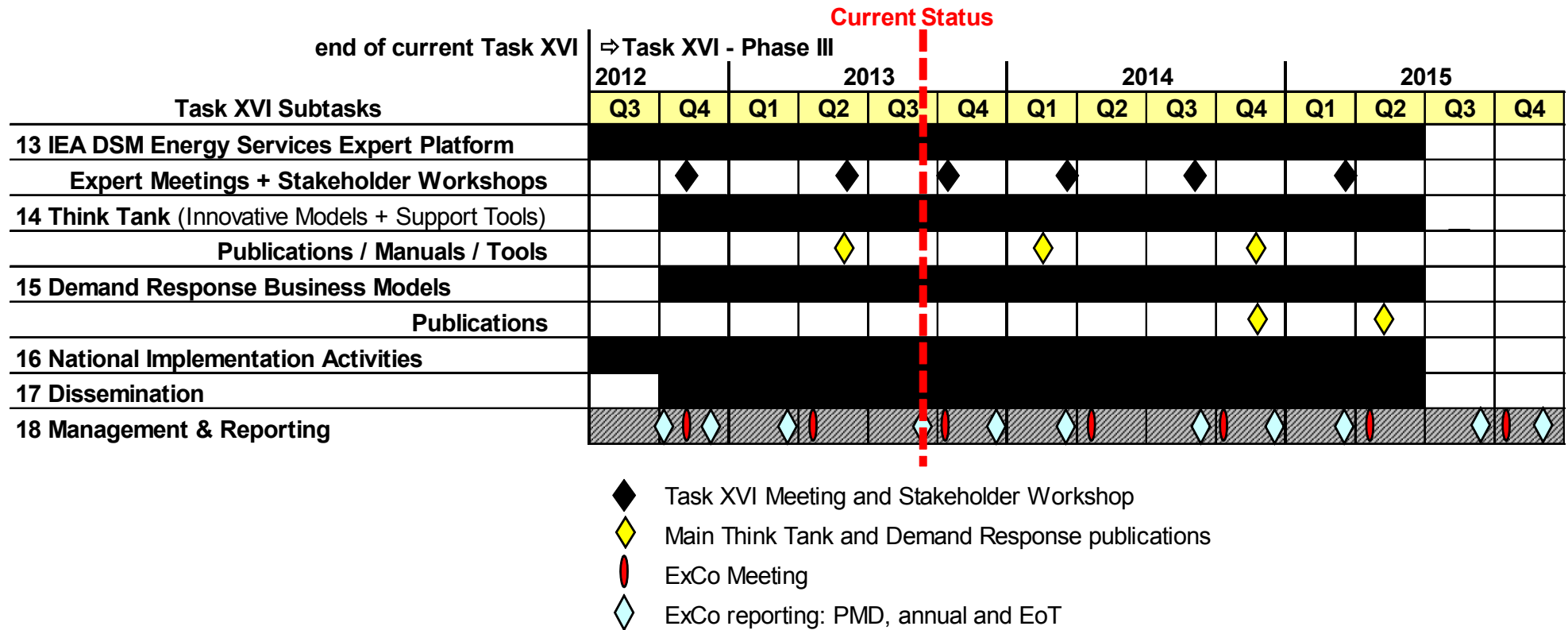
## Dissemination (subtask 17)

### More Dissemination on an academic level?

- ✓ Energy Policy special issue?
- ✓ IEA DSM books?
- ✓ IEA secretariate books
- ✓ DSM university

# Task 16 Schedule

Task XVI-Extension Timetable (as of September 2013)



**Time wise we have spent 8 months out of the 36 month project duration.**

## Task 16 Budget vs. Expenditures

(as of September 2013 and based on five participating countries, excl. VAT)

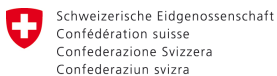
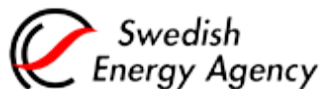
<b>Subtask</b>	<b>Total budget</b>	<b>Cumulative spending</b>	<b>% spent</b>	<b>Remaining</b>
	<b>€</b>	<b>€</b>		<b>€</b>
13 Energy Services Expert Platform	<b>36.000</b>	<b>13.600</b>	<b>38%</b>	<b>22.400</b>
14 Energy Services Think Tank	<b>72.000</b>	<b>32.000</b>	<b>44%</b>	<b>40.000</b>
15 Demand Response ES Business Plans	<b>12.200</b>	<b>2.400</b>	<b>20%</b>	<b>9.800</b>
16 Coaching of National Implementation Activities	<b>12.800</b>	<b>4.400</b>	<b>34%</b>	<b>8.400</b>
17 Dissemination (Internat. + Nat.)	<b>13.000</b>	<b>4.400</b>	<b>34%</b>	<b>8.600</b>
18 Management & Reporting	<b>42.000</b>	<b>11.200</b>	<b>27%</b>	<b>30.800</b>
<b>Subtotal</b>	<b>188.000</b>	<b>68.000</b>	<b>36%</b>	<b>120.000</b>
Travel costs	<b>28.000</b>	<b>7.800</b>	<b>28%</b>	<b>20.200</b>
Printing&other	<b>9.000</b>	<b>1.800</b>	<b>20%</b>	<b>7.200</b>
<b>Total</b>	<b>225.000</b>	<b>77.600</b>	<b>34%</b>	<b>147.400</b>

**=> After 14 months (out of the 36 month project duration)  
34% of the budget has been spent.**





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**Thank you for your  
continued support  
of IEA DSM Task 16!**

PS: IEA DSM Task 16 - Phase III builds on work,  
which was previously led by Graz Energy Agency.  
Thank you GEA!



# ExCo Vote: (Task 16 needs $\geq 5$ countries)

Country	Vote	Country	Vote
Australia		Norway	Maybe (WS)
Austria	<b>Yes</b>	Saudi Arabia	?
Belgium	maybe	Schneider	?
Canada		South Africa	
Finland		Spain	maybe
France	No	Sweden	Strong maybe
India	maybe	Switzerland	maybe
Italy		UK	No
Korea	<b>Yes</b>	US	?
Netherlands	<b>Yes</b>	Eurelectric	
New Zealand	No	RAP	support
<b>Totals:</b>	<b>Yes: 3</b>	<b>&gt; Maybe: 2</b>	<b>&lt; Maybe: 4</b>