



EVENT DESCRIPTION

Project Partner: Energy Agency of Podravje (ENERGAP) and the municipality of Maribor

Title of the event: Educational activity for businesses to become ESCO and do EPC in the frame of Slovene energy fair: Energy from production to consumption

Date & location: 12th of April 2016 in the city of Celje

Organiser(s): SIEM, Regional Chamber of Craft Maribor, Section of energetic installers

Number of Participants: 20

Summary

Within the Energy Fair in the City of Celje on the 12th of April 2016, the Regional Chamber of Craft Maribor organised the Installer day with an educational program. The Energy Agency of Podravje held a presentation about EPC, ESCOs and EU funds for the companies: how to do business as an ESCO, with EPC and through public procurement.

Objectives & main programme points

Objectives were:

- To educate and instruct participants on how important the energy contracting system is and how to get started with this process.
- To present to participants the benefits and risks of the service provider and of the client – for example for municipality?
- To meet some representatives of the future ESCO companies in Slovenia or the companies that already performed EPC projects in different fields and to hear their experiences and views on this topic.

Conclusions & lessons learnt (based on stakeholder input)

- For a municipality it is very important to have good input data and real investment data. It is the basis for negotiation with the ESCO.
- For the ESCO/service provider it is very important to meet all legal and formal conditions, to supply and install quality equipment and to provide long-term 24-hour



management. It is also important that the project be financially viable and that the company is able to correctly and realistically define and calculate the financial and economic indicators

- During the EPC lifetime there are very seldom significant problems: municipality can make changes in their cooperation with the ESCO, but the main operation protocol should be set in the agreement
- The ESCO is not just a company with money. They have very good technical staff that are able to optimally operate the system.
- There are not many EPC projects in Slovenia but nearly all of them show very good results for the municipalities and the ESCOs.

