



Minutes of 1st workshop Public version

Belgium
English language

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Public Version



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www.epcplus.org

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1. Introduction

The organization of workshops with potential SPIN partners is one of steps needed to establish a SME Partnerships for Innovative Energy Services (SPIN).

Factor4 has been the principal in a Simple SPIN for some time. Associates in this Simple SPIN are individual experts or small companies specialized in one or more fields such as lighting and heating. The relationships are mainly bilateral between Factor 4 as the principal and each of its associates.

The first workshop was organized with the objective to create a Complicated SPIN (partnership) between Factor4 and two companies with complementary services. Prior to the workshops several bilateral meetings took place with each of the potential partners.

To safeguard the competitive position of this SPIN and SPIN members the names of the participating companies are not mentioned in this report.

2. 1st workshop: About the EPC+ project, ESCO pilot project and market assessment

a) General information

Title of the event: Market assessment and concrete project opportunity

Organized by: Factor4

Date: 09 December 2015

Duration: 8:30 – 12:00

Location: Not disclosed

Invited SPIN partners:

- Factor4 (facilitator and coordinator of EPC projects)
Contact person: Sven Wuyts, partner
- Not disclosed
Contact person: Not disclosed
- Not disclosed
Contact person: Not disclosed

b) Agenda

- Brief presentation of the EPC+ project
- Presentation of partners
- Assessment of a business case for an ESCO project (energy supply contracting) presented by Factor4.
- Market analysis: which markets will we target, why and how?
- Initial market to target

c) Questions to be answered

- About the SPIN
 - **What makes you stronger through collaboration?**
Three different companies, each with its own specialty and customer base (market) can provide complementary services to their own customers, through the SPIN.
 - **What is the aim/objective of your SPIN?**
Deliver ESCO services. As a pilot project, an ESC project (Energy Supply Contract) will be initiated. Factor4 has a few potential customers. Based on the outcome of the pilot project(s), it will be decided whether and how the partners will continue their collaboration.
 - **Is there a common understanding that one or two pilot projects need to be carried out and organisational tools have to be applied?**
Yes. Factor4 is in the process of establishing collaboration agreements with both other partners, stating the tools and procedures for collaboration.
 - **What is/are the focus areas of the SPIN?**
ESCO services, with focus on HVAC installations, isolation, PV application in [not disclosed].
 - **Which type of SPIN (simple, complex, complicated) are you going to choose potentially?**
Complicated SPIN
 - **Are there further SPIN partners required?**
To be decided
 - **Are there any resource and capability gaps?**
Not for the moment
 - **What are the potential roles of each partner?**

NOT DISCLOSED

- **How should/could the SPIN approach the client?**
To be decided
- **Who should be the main contact for the client**
(several scenarios: each SPIN member contact potential clients, SPIN lead partner contact potential clients or via a common SPIN “office”)
- Assessment of business case for an ESCO project
The concept of the energy supply contract is presented by Factor4. An initial assessment of the business case for 3 pilot projects is discussed.
Questions on the concept, roles and business case are answered. Comments are added in the word document and the excel file.
Factor4 will update the documents and clarify open points.
- Market analysis
It is agreed that the initial focus will be on the pilot projects. It is agreed that the SPIN will first implement the pilot projects and depending on its success will make use of its publicity value for the SPIN as reference projects providing us the “first movers advantage”.

Additional projects will be sought within the existing customer base of the partners. Many buildings apply for this kind of project:

- Industrial applications
- Hospitals and health care institutes
- Large apartment buildings

3. Annex: 1st workshop

Invitation and agenda

Not disclosed