



Federal Office  
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BAFA



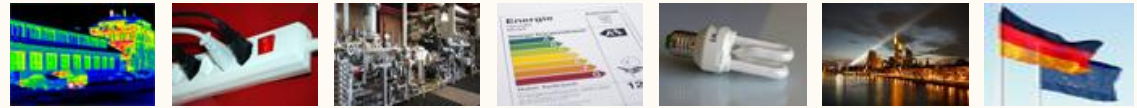
# Energy Performance Contracting in Germany

The role of facilitators for the market

Presenter: Jonas Geissler, Federal Energy Efficiency Center (BfEE)

Event: 5th Plenary Meeting CA EED - Core Theme 2/5

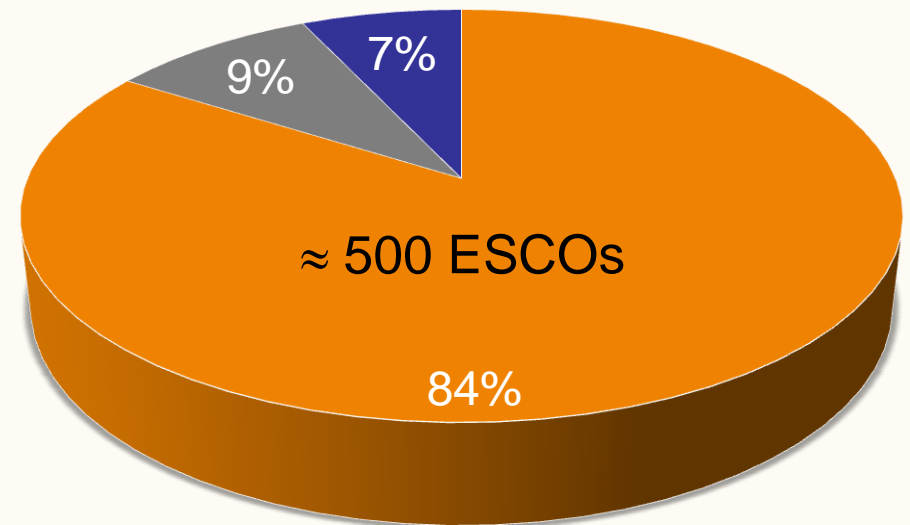
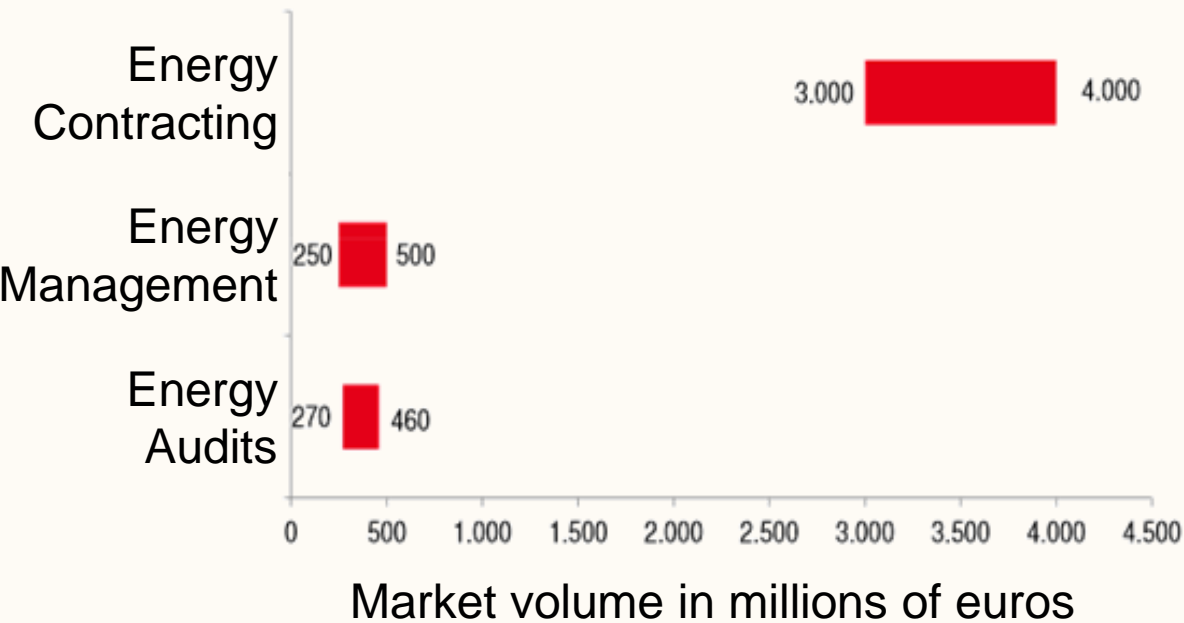
Date: 24/03/2015



## Contracting market in Germany

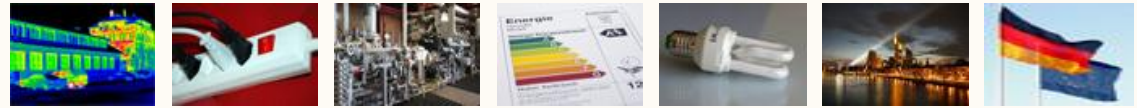
### Energy service market volumes

### Energy Contracting market volumes

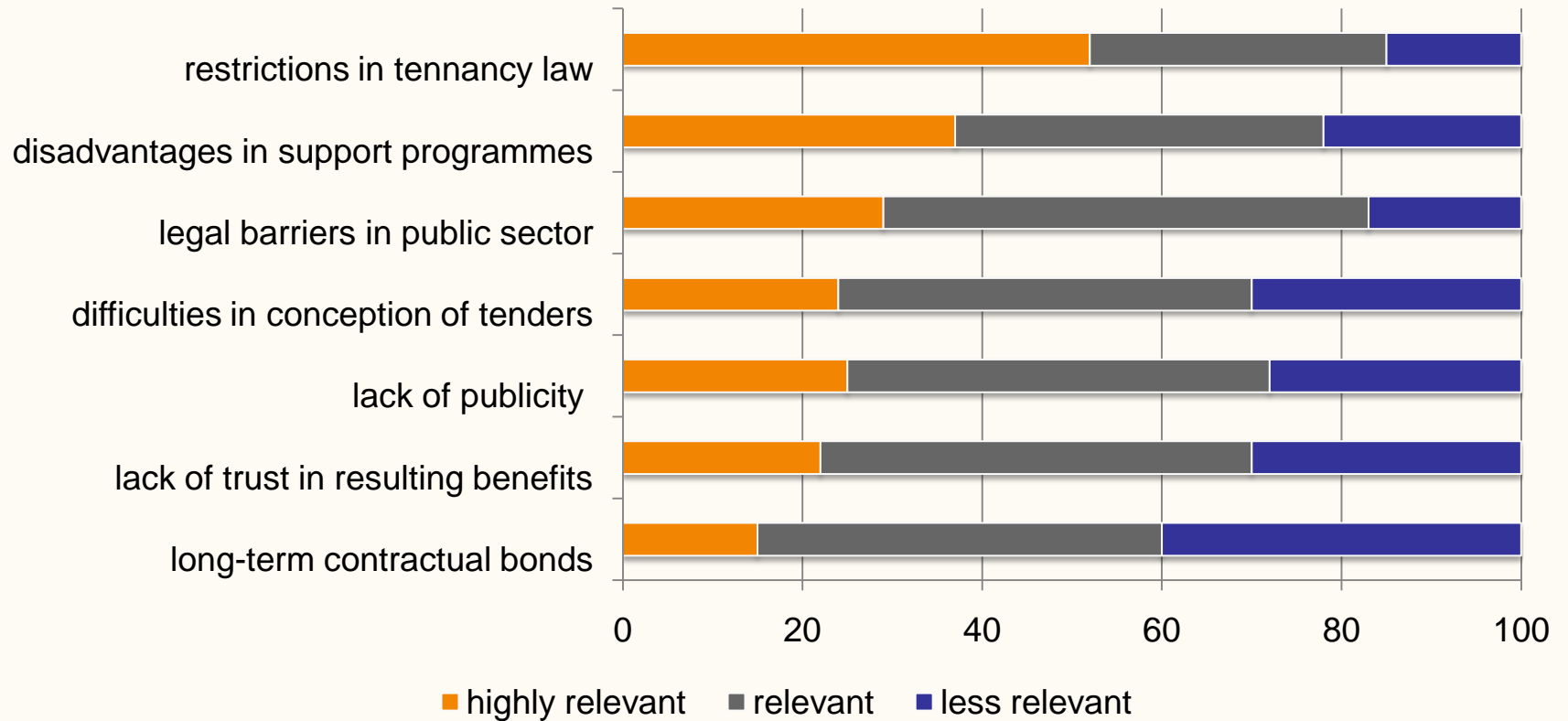


- Energy Supply Contracting (ESC)
- Energy Performance Contracting (EPC)
- other forms of contracting

Source: BfEE Market Study 2013:  
Prognos AG, ifeu Institut, HRW



## Contracting barriers - from the supplier's point of view



Source: BfEE Market Study 2013:  
Prognos AG, ifeu Institut, HRW

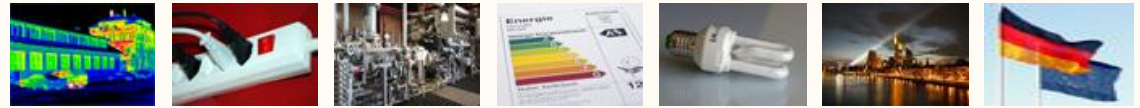


## The EPC market in Germany

- The unexploited EPC market
  - Only about 15 EPC suppliers compared to 550 ESC suppliers
  - Large differences between regional markets (Bundesländer)
  - Massive untapped potential: 5,7 TWh savings in the public sector until 2020
  - Moderate growth and lack of self supporting market dynamics
- Market barriers of EPC
  - Know-how and risk-taking is needed by the contractor
  - High complexity for building authorities
  - Substantial requirements for projects and high transaction costs
  - Lack of information about and reservations towards EPC



Facilitators

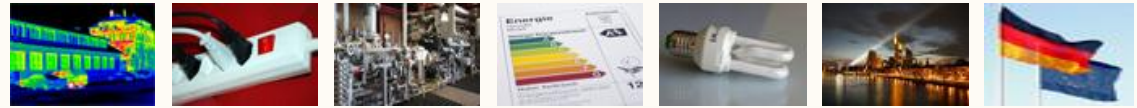


## The role of facilitators

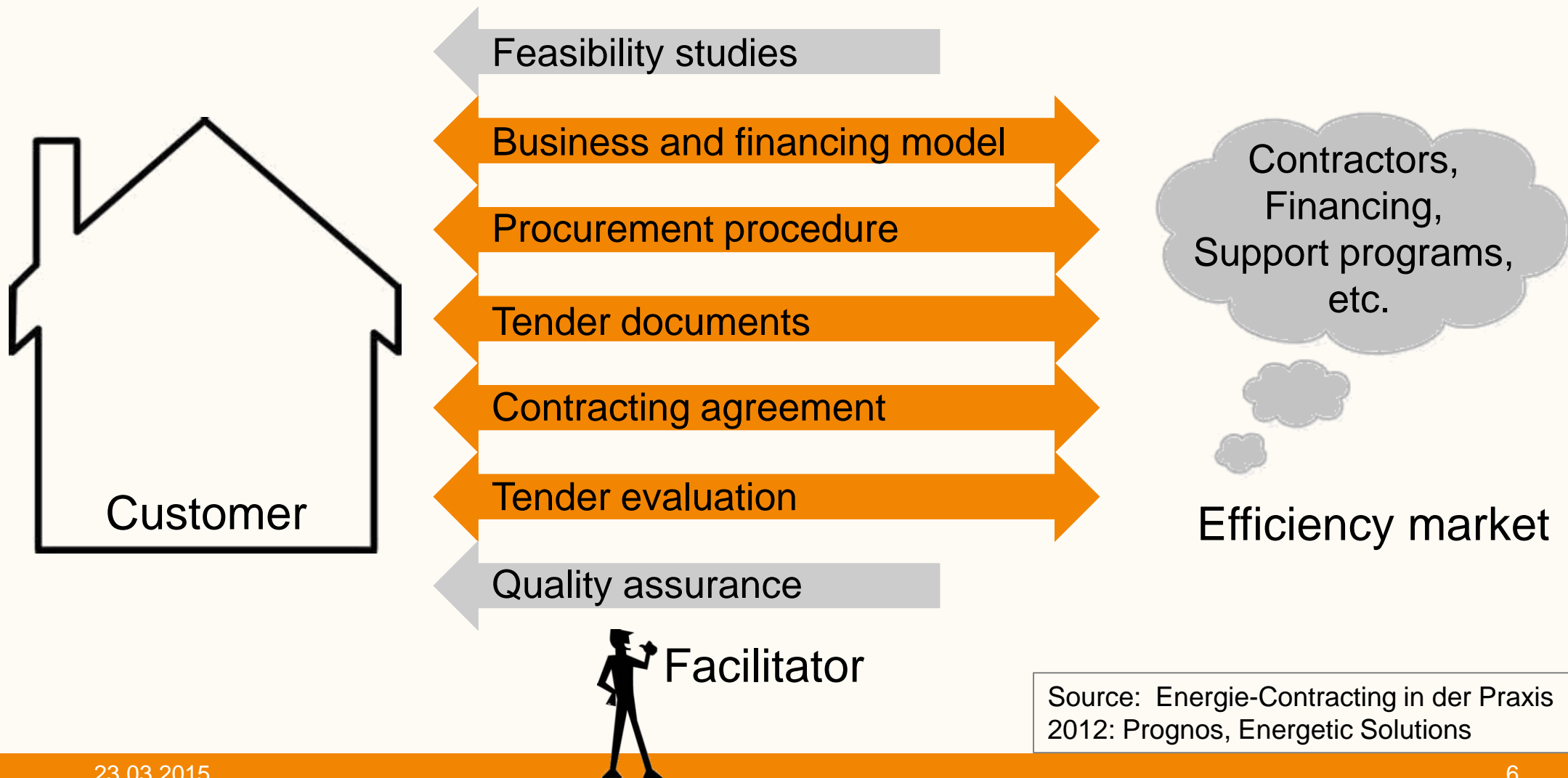
- Recommendations of facilitators are one decisive factor for the choice of a specific saving model
- In many regions (Bundesländer) there is a lack of qualified facilitators
- Existing market differences are influenced to a large degree by the existence or absence of qualified facilitators
- Qualification of the facilitator strongly influences the occurrence and the success of EPC projects
- Facilitators need far-reaching competences regarding technical, economical and judicial aspects of contracting



**Support programme for facilitators**



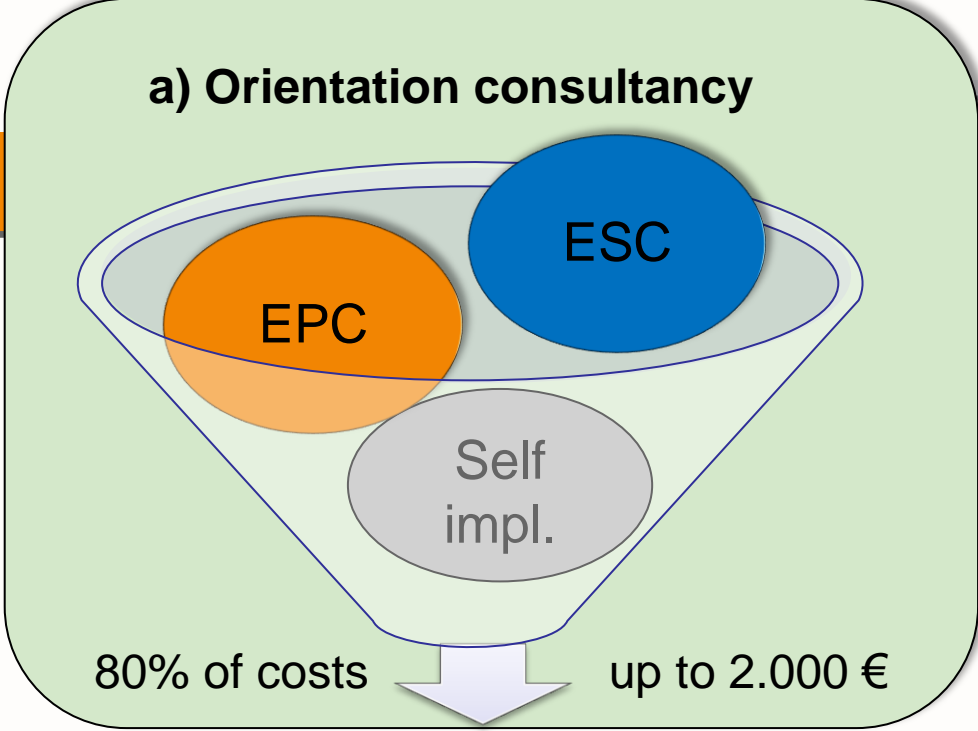
## Services of Facilitators



Source: Energie-Contracting in der Praxis  
2012: Prognos, Energetic Solutions



### a) Orientation consultancy

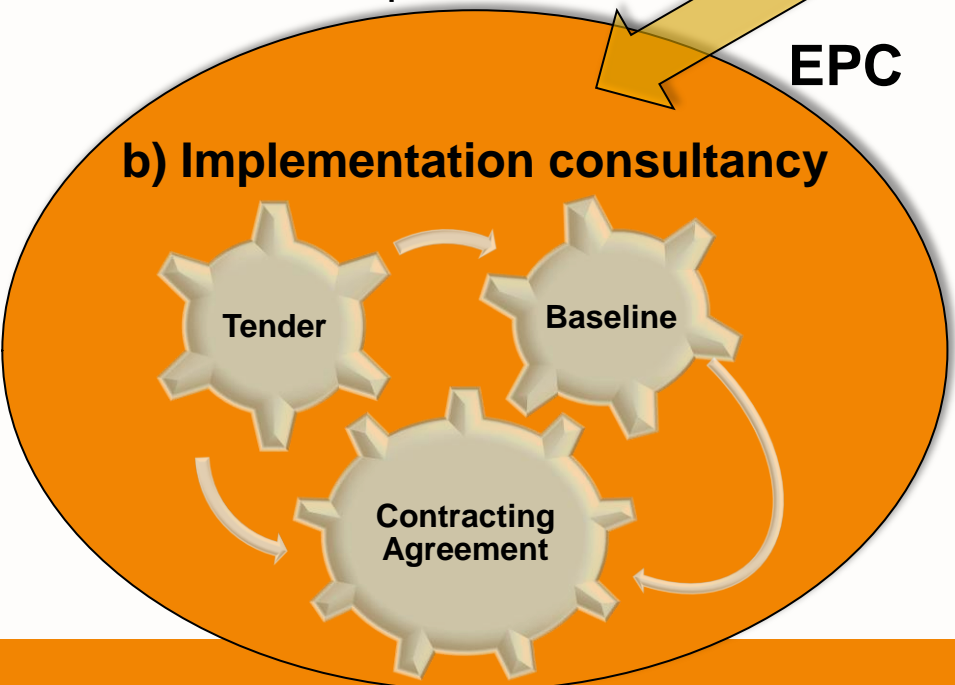


Recommendation

50% of costs up to 12.500 €;  
SMEs: 30% up to 7.500 €

**EPC**

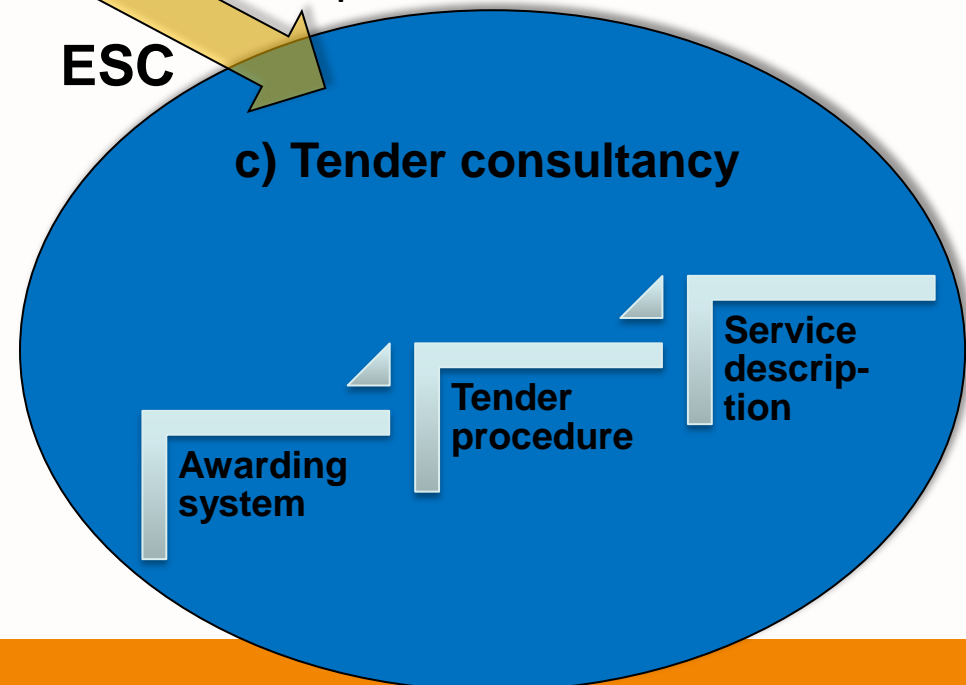
### b) Implementation consultancy

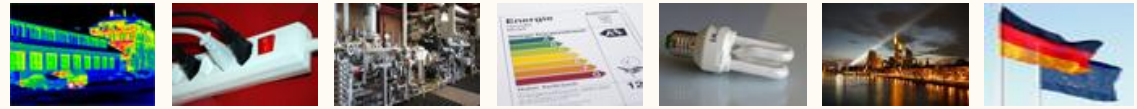


30% of costs  
up to 2.000 €

**ESC**

### c) Tender consultancy





## Requirements for facilitators

- Admission requirements:
  - Reliability of the consultant
  - Independence of consultancy
  - Adequate qualifications of the consultant:

### **Orientation consultancy**

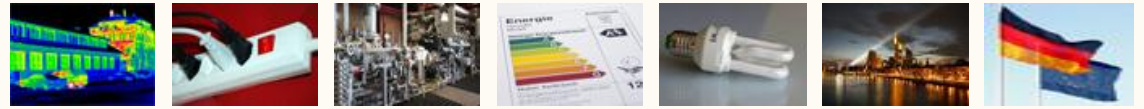
- a) Scientific-technical education
- b) Experience as energy service provider
- c) Sufficient theoretical OR practical experience

### **Implementation and tender consultancy**

- a) Approval for Orientation Consult.
- b) Far-reaching practical experiences OR theoretical experience with practical application
- c) Appropriate legal knowledge

- Advanced trainings will provide the required theoretical basis





Thank you for your attention



[www.bfee-online.de](http://www.bfee-online.de)

[bfee.kontakt@bafa.bund.de](mailto:bfee.kontakt@bafa.bund.de)