

# Support programme for contracting consultancies, Germany



## Description of the programme

- The programme was initiated in 2015 by the Federal Ministry for Economic Affairs and Energy and is administrated by the Federal Office for Economic Affairs and Export Control
- Within this programme municipalities, municipal companies, non-profit organizations and SMEs can get financial support for energy contracting consultancies by approved facilitators
- The funding is de-minimis aid and can cover up to 80 % of the costs of the consultancies (up to 12,500 €)
- The consultancies offer advice regarding the decision whether an EPC project is suitable and, if so, support the process to initiate such an project (e.g. tender documents, contract design)
- The programme aims to increase the number of implemented EPC projects, and to support the applicants to reduce their energy use and to realize energy cost savings

## Critical success factors

- It should be ensured that facilitators meet specific requirements regarding their qualifications, experience and independence (otherwise there is a risk that trust in the programme will be lost)

## Innovation

- Public funding can build trust in EPC projects and address the obstacle of their perceived complexity for public administration

## Lesson learned

- Sufficient preparation time before programme release is necessary (for preparation of information sheets, stakeholders consultation, etc.)
- Training programmes for facilitators required
- Programme has proven to be more successful in regions with active multipliers (energy agencies, interest groups, etc.)
  - Multipliers can increase the effectiveness of the programme by disseminating information and offering training courses
- Number of EPC projects in Germany still has to be increased
  - Sufficient information activities required

## Key achievements

- Increased number of facilitators in Germany
- Funded municipalities received support to reduce their energy consumption and energy costs
- Trust in EPC projects is rising in some regions in Germany

## Replicating your approach

- Combination with information campaign helpful
- Involvement of multipliers can be an important factor for success
- Target group specific promotion of the programme

## Final comments

Why this project should be considered good practice

- Recommendations of facilitators are a critical factor for the choice of a specific saving model
- Qualifications of the facilitator strongly influence the occurrence and the success of EPC projects

Future plans

- Study about future programme improvements and/or pooling with other support programmes for energy consultancy
- Workshop for facilitators to exchange their experiences
- Information brochure for municipalities about benefits of EPC is in preparation

Information about related programmes: Federal state dialogue on contracting

- Serves as a platform for exchange of experiences between federal government, federal states and municipalities
- Aims to remove obstacles for the realization of EPC and to strengthen regional competencies

## Further information

- [Homepage of the Federal Office for Economic Affairs and Export Control](#) (available in German)

## For more information contact:

Name:

Anne Kimmel

Organisation:

Federal Energy Efficiency  
Center

Email:

[anne.kimmel@bafa.bund.de](mailto:anne.kimmel@bafa.bund.de)

Telephone:

+49 (0)6196 908-2424