



SPEEDIER

A new approach to selling energy audits
& energy efficiency advice to SMEs



MAIN FEATURES

Horizon 2020 funded

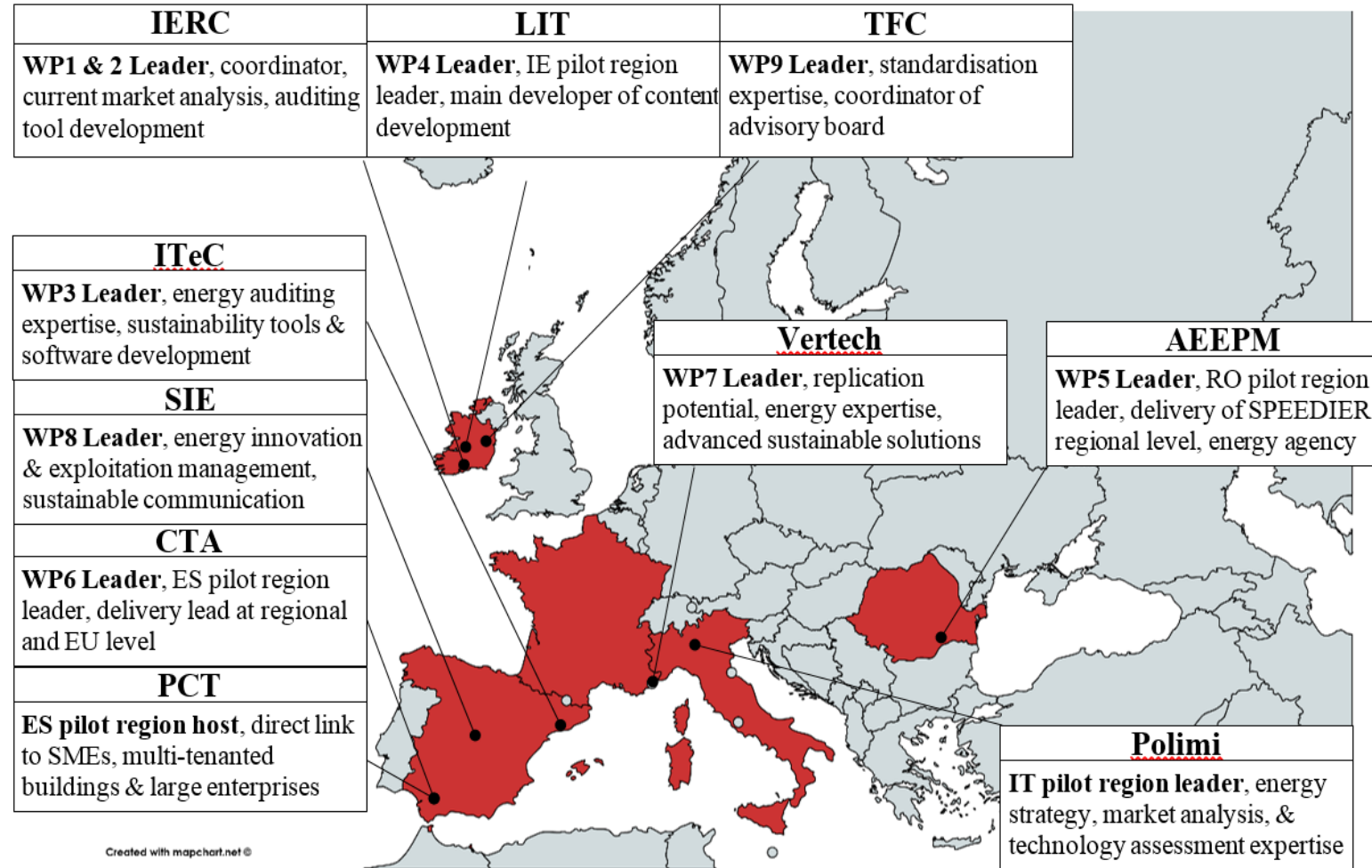
€2.165M Budget

30 month duration

10 Partners, 5 countries

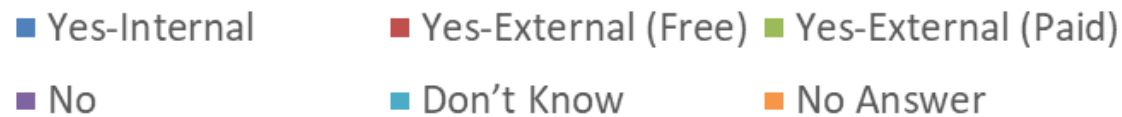
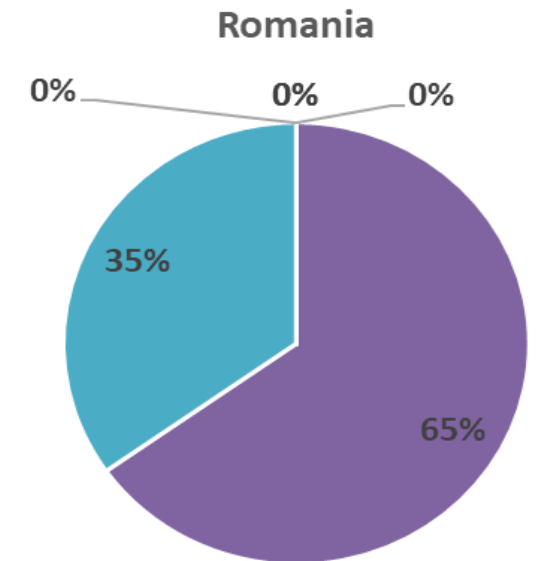
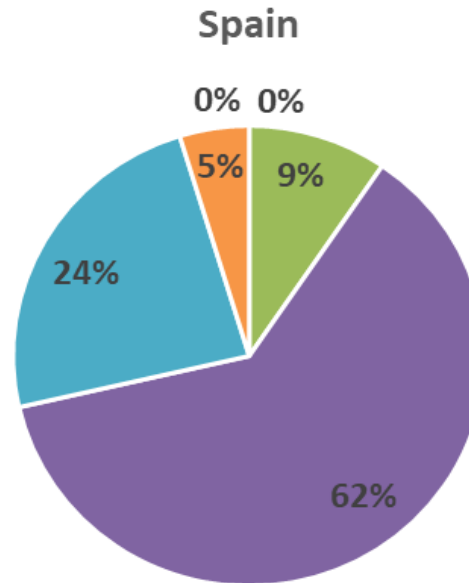
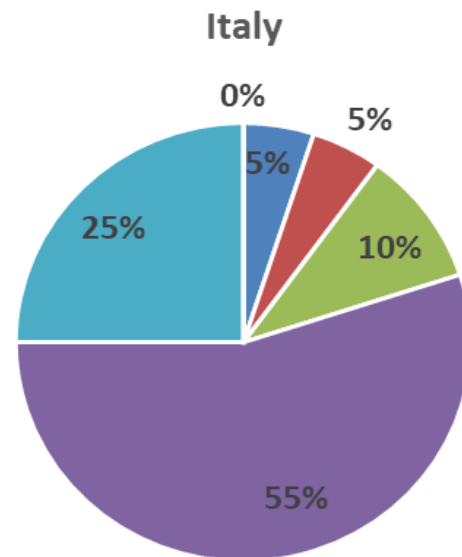
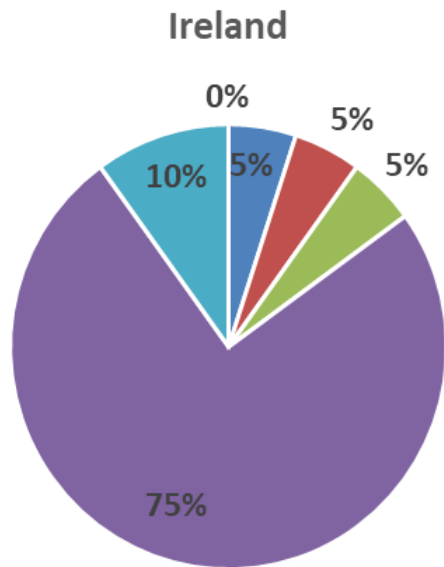
4 pilot regions

Ireland, Spain, Italy, Romania

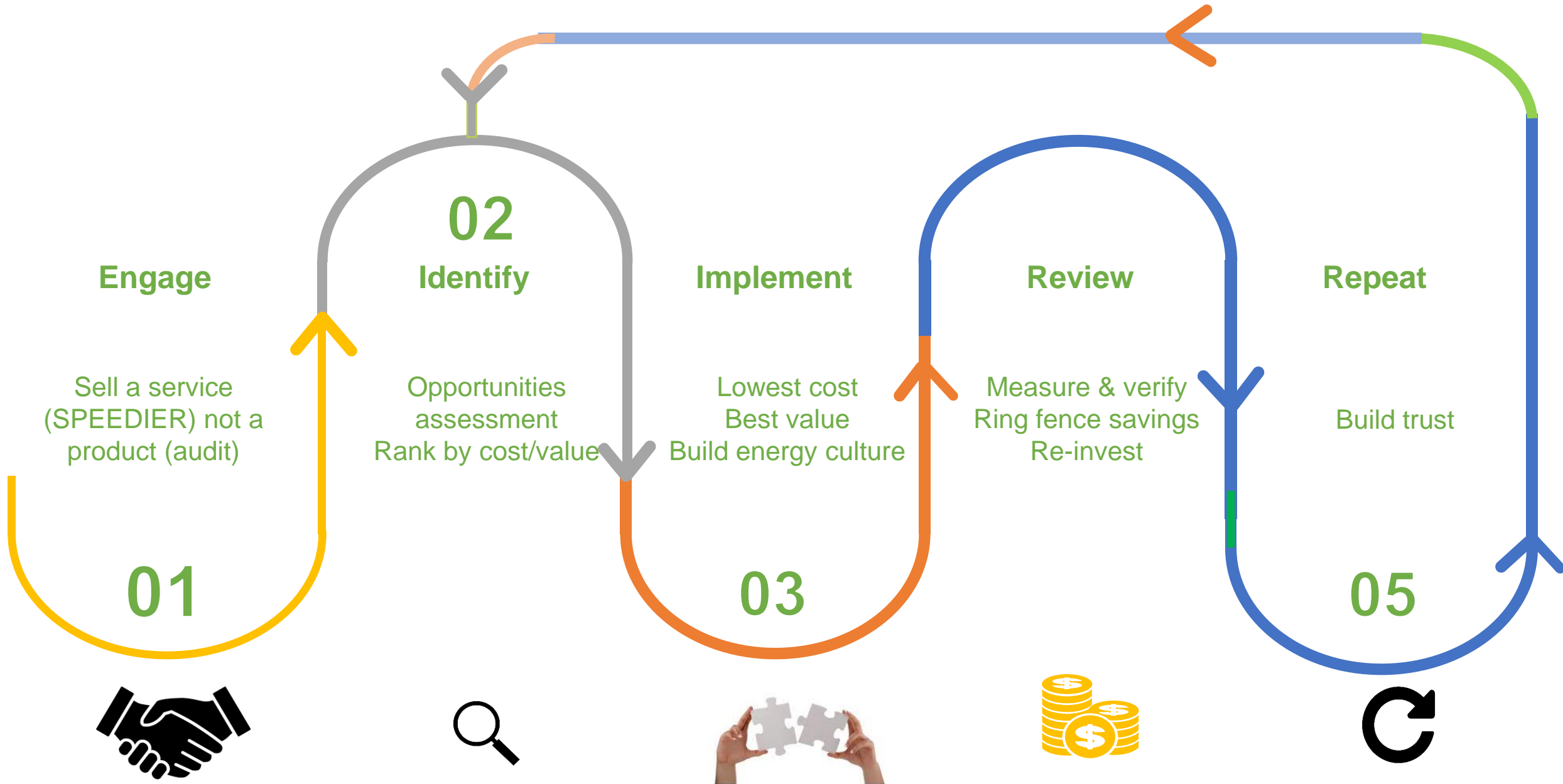


Key Results - SMEs

Has your organisation had an energy audit in the last 5 years?



SPEEDIER Service – Ongoing interaction, going beyond the audit



Self-financing Mechanism

Implement simple no-cost measures first



Ring fence savings



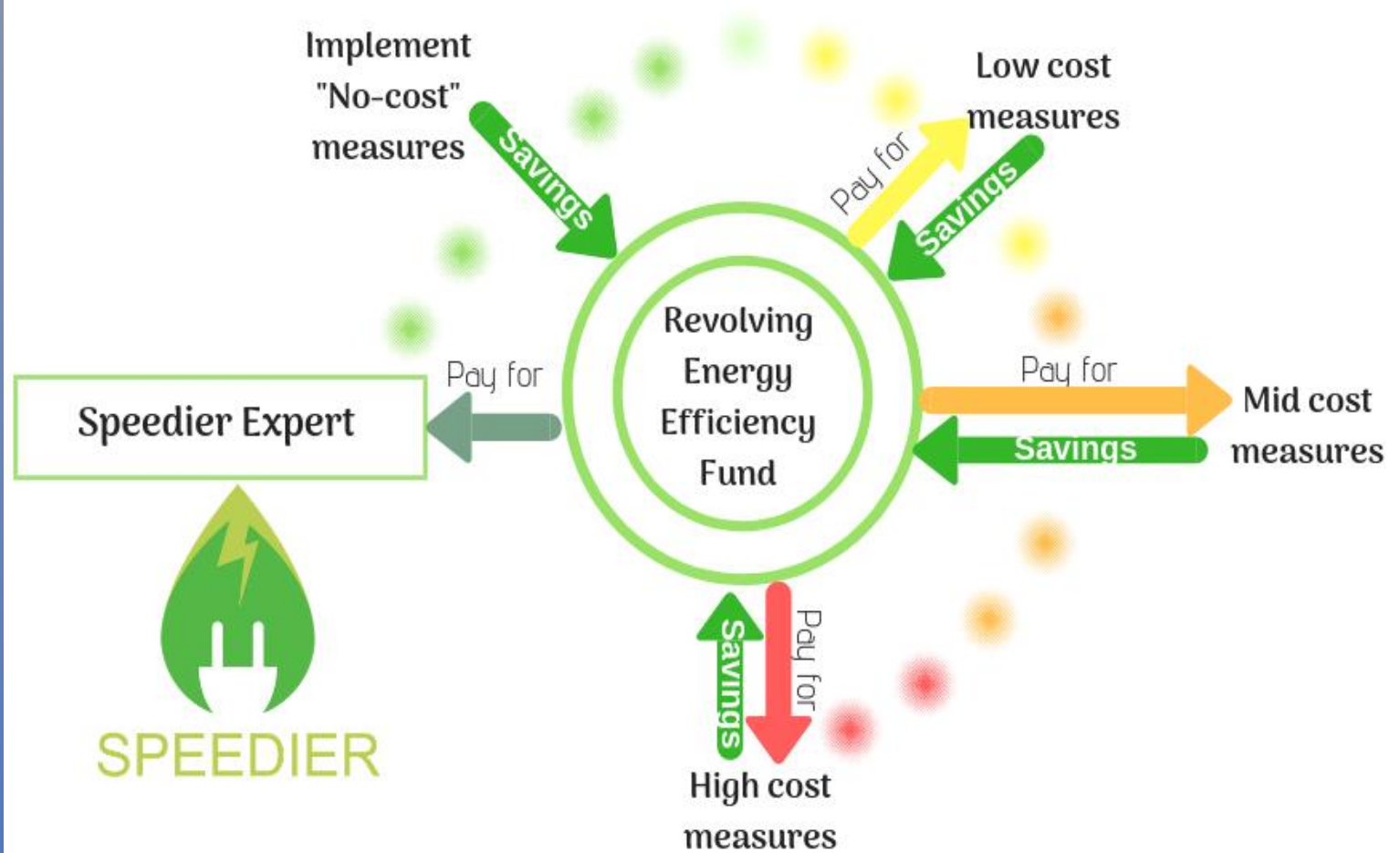
Re-invest in higher cost measures



Supplement with other funding sources



Pay SPEEDIER Expert from savings



Less Daunting Audits

Facilitation of ECM Development



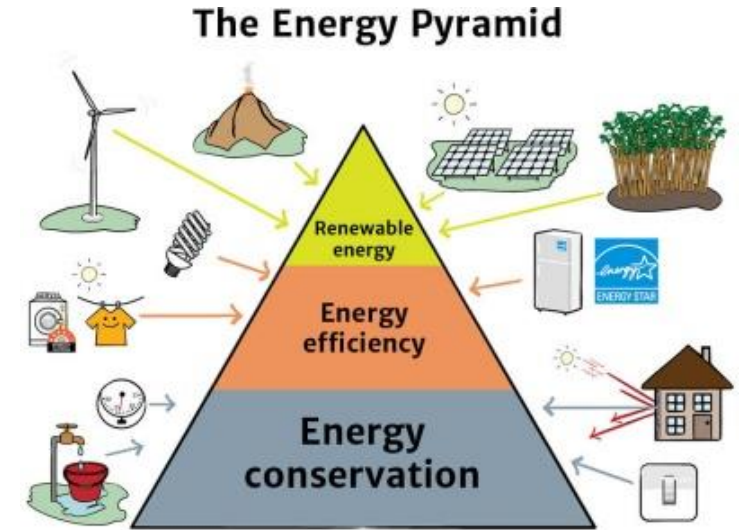
Engagement: Free Audit vs several €'000s.

Staged Approach: Bills analysis first, immediate funds into ring fence mechanism. Companies want to jump straight to the top of the energy pyramid.

ECM Development: Facilitation needed to develop high quality ECMs – tendency to jump to top of pyramid

Metering: Installation of sub-metering to build business case for ECMs

Many hours required



Example Pilot Site:

- Pre-Speedier, SME getting hard-sell from LPG (€8k) and Solar PV (€60k)
- Audit process identified top users based on estimates
- No breakdown of space heat and hot water – water meter on hot water, electrical meter on ice bank
- Meters cost <€300 installed. Manual logging of data. Normalised with weather and production
- Simple measures to begin a culture change – new seals on cold room doors
- Hand-holding required to develop site specific plan and to defend against hard selling

