Interview with persons in the EPC-market

Country

General information

Item	
Organisation name	Galileo Energy Services
Organisation type	MEP and Energy Consultancy
Date of interview	04.02.2014
Name of interviewed person	*Gerd Benndorf*
Function of interviewed person	Consultant on behalf of Kildare Wicklow Education and Training Board (KWETB)

Potential project	
Facility (project title)	KWETB Lead by Exmple Project
City, Region (site)	20 Schools in Co Kildare and Co Wicklow
Type of customer	• Other public: Education Provider
Sector	• Schools •
Goals of the project *(e.g. comprehensive reconstruction of the energy system during six months by implementing measures saving heat, electricity and water)*	• Energy Savings by changing inefficient oil boilers to condensing gas boiler (3 schools) • Reducing the 'standby' load, i.e. by switching off unnecessary circuits for PC's, TV Screens, and other electrical appliances using centralised timeclocks and/or smart switches • Lighting Controls (presence detection) • Education of staff and students
Number of buildings of each type *(e.g. 25 schools, 11 healthcare facilities, etc.)*	• 20 schools • ...

Interview

Question	Answer
What was the impulse to start thinking about realising an EPC project?	A few similar projects were carried out previously, successfully. The CEO is the main driver of the EPC Project.
What would be the main reasons for your organisation for choosing an EPC project? *(remove not-valid answers and put remaining answers in order of decreasing importance)*	• Innovation from the EPC contractor, and the commitment to achieve and maintain energy savings. • Energy cost saving • The possibility for pre-financing energy saving measures of buildings • CO_2 reduction/environmental advantages • Outsourcing of services (maintenance and implementation of energy saving measures) to a specialised external partner, so the organisation can focus on his core business •
What are in your opinion the main barriers the realisation of an EPC-project in your organisation? *(remove not-valid answers and put remaining answers in order of decreasing importance)*	• Complicated tendering procedure • EPC is an unknown and unproven procedure • Free energy services supplied by the energy distribution company • Cost of the project preparation • Costs of the measurement and verification • Other : _____
What is the expected size of the first EPC project in your organisation?	Number of selected buildings in the pool: 20 buildings Energy cost of the pool: 800,000 euro/year Potential investment volume: 1,000,000 euro Potential savings: 20 - 25 %
Other comments	

Other information on the project

To fill in only available information

Timing of the project			From	Till
Project identification			May 2013	Feb 2014
Procurement procedure			Nov 2013	April 2014 (planned)
Installation of energy efficiency measures			June 2014	September 2014
Contract duration (guarantee duration)			5-6 years	
Period of repayment *(if the same, do not fill in)*				
Contract duration [years]			5-6 years	
Project specifications				
Measures *(short description – max. 5 points)*			• Convert Oil to Gas Boilers • Lighting Controls • Appliances Controls • Education • Maintenance	
Total investment [EUR]			Approx. 1,000,000 expected	
Co-financing of customer				
Initial energy consumption before the project (baseline)	Heat	[kWh/GJ]	1,230,000 (Oil)	
	Cooling	[kWh/GJ]	0	
	Natural gas	[kWh]	3,500,000 kWh	
	Electricity	[kWh]	2,600,000 kWh	
	Hot water	[kWh/GJ]	Included above, estimated less than 5%	
	Water	[m3]	Not known	
Total energy consumption costs before the project		[EUR]	Approx. €800,000	
Savings			Guaranteed	Achieved
Total savings		[%]		
Heat		[kWh/GJ]		
Cooling		[kWh/GJ]		
Natural gas		[kWh]		
Electricity		[kWh]		
Hot water		[kWh/GJ]		
Water		[m3]		
Decrease of other operational costs *(wages, maintenance, etc.)*		[EUR]		
Total guaranteed savings		[EUR]		

If there are other important aspects of the project, innovations and client´s advantages, not mentioned above, please, describe here *(e.g. other type of cost saved, different form of financing such as leasing, exceptionality of the project, direct link to another energy efficiency project such as building insulation)*	