

Interview with persons in the EPC-market

Country: Spain

General information

Item	
Organisation name	NOVAIRE, S.L.
Organisation type	Private company group of Elder people centers
Date of interview	16/01/2014
Name of interviewed person	<i>Daniel Eduardo Accietto</i>
Function of interviewed person	<i>Head of department of Maintenance.</i>

Potential project	
Facility (project title)	Energy efficiency project in some Geriatric centers (day centers)
City, Region (site)	Different Cities in Valencia region, like Alicante, Alcoy,... (SPAIN)
Type of customer	Private
Sector	Tertiary sector (trade, services): Geriatric centers
Goals of the project	Improve energy efficiency of electricity consumption, gas, hot water and heating and cooling of geriatric centers, and outsourcing of energy management
Number of buildings of each type	11 geriatric centers



Interview

Question	Answer
What was the <u>impulse</u> to start thinking about realising an EPC project?	<i>We knew our buildings had an important potential to save energy and money. We made some interventions but could not implement measures to assess and demonstrate the results we obtained. This was the reason for the choice of project</i>
What would be the <u>main reasons</u> for your organisation for choosing an EPC project? <i>(remove not-valid answers and put remaining answers in order of decreasing importance)</i>	<ul style="list-style-type: none"> • Energy <u>cost saving</u> • <u>Outsourcing of services</u> (maintenance and implementation of energy saving measures) to a specialised external partner, so the organisation can focus on his core business • The possibility for <u>financing</u> energy saving measures • Reduction of CO₂ emissions and other environmental advantages.
What are in your opinion the <u>main barriers</u> in the realisation of an EPC-project in your organisation? <i>(remove not-valid answers and put remaining answers in order of decreasing importance)</i>	<ul style="list-style-type: none"> • EPC is an <u>unknown procedure</u> and there is very few experience in this kind of projects • <u>Outsource</u> of supplied energies. • Expected costs of the EPC project • Other: • Measure & Verification Costs.
What is the expected size of the first EPC project in your organisation?	<i>11 centers, representing an annual energy use of 952.889 €/year and a potential Investment of 319.888 € and expected potential savings up to 17%.</i>
Other comments	

Other information on the project

Timing of the project		From	Till
Project identification		01/01/2011	01/07/2011
Procurement procedure		01/07/2011	04/07/2011
Installation of energy efficiency measures		01/01/2012	01/08/2013
Contract duration (guarantee duration)		01/01/2012	01/01/2020
Period of repayment <i>(if the same, do not fill in)</i>			
Contract duration [years]		8	
Project specifications			
Measures		<ul style="list-style-type: none"> • Replacing conventional lighting by LED lighting • Installation of variable frequency drives to control the rotational speed of AC motors • Remote management of the heating system and hot water production system • Remote management of the cooling • Installation of a system for production of electricity from solar energy 	
Total investment [EUR]		515.180,98 €	
Co-financing of customer			
Initial energy consumption before the project (baseline)	Heat	[kWh/GJ]	-
	Cooling	[kWh/GJ]	-
	Natural gas	[kWh]	6.291.277
	Electricity	[kWh]	4.450.245
	Hot water	[kWh/GJ]	-
	Water	[m3]	-
Total energy consumption costs before the project		[EUR]	884.274
Savings		Guaranteed	Achieved
Total savings		[%]	8,00 Nat. Gas: 10,72% Electricity: 13,71%
Heat		[kWh/GJ]	-
Cooling		[kWh/GJ]	-
Natural gas		[kWh]	503.302 862.399
Electricity		[kWh]	356.019 477.213
Hot water		[kWh/GJ]	-
Water		[m3]	-
Decrease of other operational costs <i>(wages, maintenance, etc.)</i>		[EUR]	
Total guaranteed savings		[EUR]	62.983 108.571



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