

# Interview with persons in the EPC-market

Country

---

## General information

Item	
Organisation name	Krapina Zagorje County
Organisation type	Regional Authority
Date of interview	December 20 2013
Name of interviewed person	<i>Ivanka Berislavić</i>
Function of interviewed person	Adviser for entrepreneurship

Potential project	
Facility (project title)	Reconstruction of healthcare public facilities by implementing NZEB concept
City, Region (site)	Krapina Zagorje County
Type of customer	<ul style="list-style-type: none"> <li>Regional authority</li> </ul>
Sector	<ul style="list-style-type: none"> <li>Healthcare facilities</li> </ul>
Goals of the project <i>(e.g. comprehensive reconstruction of the energy system during six months by implementing measures saving heat, electricity and water)</i>	<ul style="list-style-type: none"> <li>Reconstruction of heating system through replacement of existing boilers on fossil fuels with biomass boilers</li> <li>Reconstruction of thermal insulation and external joinery</li> <li>Reconstruction of indoor lighting</li> </ul>
Number of buildings of each type <i>(e.g. 25 schools, 11 healthcare facilities, etc.)</i>	<ul style="list-style-type: none"> <li>16 healthcare facilities</li> </ul>

## Interview

Question	Answer
What was the impulse to start thinking about realising an EPC project?	In order to improve energy efficiency through reduction of energy consumption in healthcare facilities, there is a need for a greater investment requiring major sustainable infrastructure. With pressures on regional budgets, it is crucial to explore project innovative financing methods such as ESCO.
What would be the main reasons 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"> <li>• Energy <u>cost saving</u></li> <li>• The possibility for <u>pre-financing energy saving measures</u> of buildings</li> <li>• <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</li> </ul>
What are in your opinion the main barriers 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"> <li>• <u>Complicated tendering procedure</u></li> <li>• Lack of coordination in the context of public authorities (national, regional/local), enterprises and financing institutions</li> <li>• Undeveloped energy service market in terms of EPC</li> <li>• Slow administration to obtaining needed permits for the project</li> <li>• EPC is an <u>unknown and unproven procedure</u></li> </ul>
What is the expected size of the first EPC project in your organisation?	Number of selected buildings in the pool: 16 buildings Energy cost of the pool: 300.000 euro/year Potential investment volume: 4.000.000 euro Potential savings: 30-60%
Other comments	

## Other information on the project

To fill in only available information

Timing of the project		From	Till
Project identification		2013	2015
Procurement procedure		2015	2017
Installation of energy efficiency measures		2015	
Contract duration (guarantee duration)			
Period of repayment <i>(if the same, do not fill in)</i>			
Contract duration [years]			
Project specifications			
Measures <i>(short description – max. 5 points)</i>		<ul style="list-style-type: none"> <li>• Reconstruction of existing heating systems</li> <li>• Reconstruction of thermal insulation</li> <li>• Replacement of external joinery</li> <li>• Reconstruction of indoor lighting</li> <li>• Establishment of a centralized monitoring system</li> </ul>	
Total investment [EUR]		4.000.000	
Co-financing of customer		To be decided	
Initial energy consumption before the project (baseline)	Heat	[kWh/GJ]	
	Cooling	[kWh/GJ]	
	Natural gas	[kWh]	4.000.000 kWh
	Electricity	[kWh]	1.100.000 kWh
	Heating oil	[kWh/GJ]	50.000 kWh
	Water	[m3]	
Total energy consumption costs before the project		[EUR]	300.000
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 <i>(wages, maintenance, etc.)</i>		[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 <i>(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)</i>			