

# Interview with persons in the EPC-market

Country

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## General information

Item	
Organization name	Institute for the care of mother and child
Organization type	Health care of mothers and their children - obstetric and gynecology
Name of interviewed person	Ing. Ludmila Vlašaná
Function of interviewed person	Technical deputy
Date of interview	10.1.2014

Potential project	
Facility (project title)	
City, Region (site)	Prague
Type of customer	<ul style="list-style-type: none"> <li>• Municipality</li> <li>• Regional office</li> <li>• <b>State organization</b></li> <li>• Other public: _____</li> <li>• Private</li> </ul>
Sector	<ul style="list-style-type: none"> <li>• Schools</li> <li>• <b>Hospitals</b></li> <li>• Other public organisations (culture, sport, etc.):</li> <li>• Industry: _____</li> <li>• Tertiary sector (trade, services): _____</li> <li>• Residential housing sector</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>• Modernization of the energy system, replacement of windows and installation of the new source of energy by measures saving heat, gas, electricity and water.</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>• The main building and 6 objects (A-F)</li> </ul>

## Interview

Question	Answer
What was the impulse to start thinking about realizing an EPC project?	The need to reconstruct hospital buildings and outdated energy facilities because of the lack of investment funds.
What would be the main reasons for your organization 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>Less administrative/juridical work</u> as an EPC-project has to be tendered only one (while separate energy saving measures would require multiple tenders)</li> <li>• CO<sub>2</sub> reduction/<u>environmental advantages</u></li> </ul>
What are in your opinion the main barriers the realization of an EPC-project in your organization? <i>(remove not-valid answers and put remaining answers in order of decreasing importance)</i>	<ul style="list-style-type: none"> <li>• Complicated approval by the founder, because <u>EPC is an unknown and unproven procedure</u></li> </ul>
What is the expected size of the first EPC project in your organization?	Number of selected buildings in the pool: 7 Energy cost of the pool: 600.000 €/year Potential investment volume: 3,18 mio. € Potential savings: 209.000 €/year
Other comments	<i>2<sup>nd</sup> EPC project in UPMD</i>



## Other information on the project

To fill in only available information

Timing of the project		From	Till
Project identification		2003	2012
Procurement procedure		2012	2013
Installation of energy efficiency measures		21.11.2013	31.12.2014
Contract duration (guarantee duration)		20.11.2013	30.6.2029
Period of repayment <i>(if the same, do not fill in)</i>		1.7.2014	30.6.2029
Contract duration [years]		15,5/186	
Project specifications			
Measures <i>(short description – max. 5 points)</i>		<ul style="list-style-type: none"> <li>• Replacement of windows</li> <li>• Cooling</li> <li>• Cogeneration units</li> <li>• Replacement of boilers</li> <li>• Chemical disinfection of the water (legionella)</li> </ul>	
Total investment [EUR]		3,85 mio.	
Co-financing of customer		2,34 mio.	
Initial energy consumption before the project (baseline)	Heat	[kWh/GJ]	12 506 GJ
	Cooling	[kWh/GJ]	-
	Natural gas	[kWh]	15 981 GJ
	Electricity	[kWh]	2 202 572 kWh
	Hot water	[kWh/GJ]	3 475 GJ
	Water	[m3]	38 865
Total energy consumption costs before the project		[EUR]	600.000
Savings		Guaranteed	Achieved
Total savings		[%]	-
Heat		[kWh/GJ]	0
Cooling		[kWh/GJ]	-
Natural gas		[kWh]	4 104 GJ/rok
Electricity		[kWh]	20 493 570 kWh/rok
Hot water		[kWh/GJ]	-
Water		[m3]	12 165 m3/rok
Decrease of other operational costs <i>(wages, maintenance, etc.)</i>		[EUR]	-
Total guaranteed savings		[EUR]	3,13 mio.



<p>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, exceptionalitv of the project, direct link to another energy efficiency project such as building insulation)</i></p>	<p>This is the 2<sup>nd</sup> projekt EPC in ÚPMD. The only way to implement the necessary energy saving measures without cash flow of investment funds = repayment of savings</p>
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