



Interview with key-persons in the Belgian EPC-market

General information

Item	
Organisation name:	Provincie Oost-Vlaanderen
Organisation type:	Provincial authority
Date of interview:	15 january 2014
Name of interviewer	Charles-Henri Bourgois (Factor4)
Name of interviewed person:	<i>Veerle Van Eechout</i>
Function of interviewed person:	Ingenieur energie

Project

Potential project	
Sector	<ul style="list-style-type: none"> Provincial school

Interview

Question	Answer
What were the impulses to start thinking about realising an EPC-project? <i>(remove not-valid answers and put remaining answers in order of decreasing importance)</i>	<ol style="list-style-type: none"> 1. <u>Looking for savings guarantee</u> 2. <u>Searching quicker solution i.s.o. doing it yourself</u>
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>	<ol style="list-style-type: none"> 1. Energy <u>cost saving</u> 2. CO₂ reduction/<u>environmental advantages</u> 3. The possibility for <u>pre-financing energy saving measures of buildings</u> 4. <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
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>	<ol style="list-style-type: none"> 1. <u>Complicated tendering procedure</u> 2. EPC is an <u>unknown and unproven procedure</u> 3. Duration and <u>uncertainty of success</u> (one of the first Belgian projects didn't come to a successful tendering) 4. <u>Not (m)any reference(s)</u>
What is the expected size of the first EPC-project in your organisation	Number of selected buildings in the pool: 1 buildings Energy cost of the pool: 242.600 euro/year Potential investment volume: 5.300.000 euro (pure renovation measures included) Potential savings: 25 %
Technical measures of the first EPC-project - comprehensive refurbishment of the HVAC-system - replacement of windows - PV-installation + for each measure number of buildings where the measures are implemented	<ul style="list-style-type: none"> • Relighting, • HVAC • Water savings • Roof and windows
Other comments	