

Interview with legal persons in the EPC-market

Country – Bulgaria

Interview No 2

General information

Item	
Organisation name	"Enemona"
Organisation type	* Enemona PLC is a private Bulgarian engineering company, founded in 1990. Its main activities are: marketing, engineering, design, management, implementation and commissioning of energy in industrial and civic sites in the country and abroad. It is the most efficient ESCO Company carrying out projects of energy efficiency in buildings and industry, of design and implementation of renewable energy sources. All its activities are up to internationally agreed standards.
Date of interview	2.12.2013
Name of interviewed person	Eng. Milen Milirov
Function of interviewed person	ESCO expert

Potential project	
Facility (project title)	Multi-profile hospital for active treatment Hospital "Sveta Petka"
City, Region (site)	Vidin
Type of customer	<ul style="list-style-type: none"> Other public:
Sector	<ul style="list-style-type: none"> Hospitals
Goals of the project (e.g. comprehensive reconstruction of the energy system during six months by implementing measures saving heat, electricity and water)	<ul style="list-style-type: none"> Decrease the energy bills by EE and renovating the buildings ...
Number of buildings of each type (e.g. 25 schools, 11 healthcare facilities, etc.)	<ul style="list-style-type: none"> 4 buildings of the multi-profile hospital for active - diagnostic-consulting center and rooms with lying sick people

Interview

Question	Answer
What was the impulse to start thinking about realising an EPC project?	
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"> • Energy <u>cost saving</u>
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"> • EPC is an <u>unknown and unproven procedure</u> •
What is the expected size of the first EPC project in your organisation?	Number of selected buildings in the pool: 4 buildings Energy cost of the pool: xxx euro/year Potential investment volume: 1 019 966.90 EUR Potential savings: xxx %
Other comments	

Other information on the project

To fill in only available information

Timing of the project	From	Till
Project identification		
Procurement procedure		
Installation of energy efficiency measures		
Contract duration (guarantee duration)	2012	2018
Period of repayment <i>(if the same, do not fill in)</i>		
Contract duration [years]	7	
Project specifications		
Measures <i>(short description – max. 5 points)</i>	<ol style="list-style-type: none"> 1. Audit of the energy efficiency and development of projects for the implementation of the EE measures 2. Replacement of the existing wooden and metal window frames by new PVC and AL ones with low-emission glasses 3. Application of additional insulation of extruded polystyrene on the external walls. 4. Application of additional insulation on the attic plate, the ceiling of the non-heated 	

		underground floor. 5. Increase the efficiency of the heating system and installation of a system for automated control of the heating process. Change of the fuel base for heating - from diesel to compressed natural gas. Reconstruction of the boiler station and building of a site for placement of the containers with compressed natural gas. Gasification.	
Total investment [EUR]		1 019 966.90 EUR	
Co-financing of customer		None	
Initial energy consumption before the project (baseline)		kWh	Euro
	Annual consumption of electrical energy before EE measures	1 303 455 kWh	128 066.40
	Annual consumption of energy for heating before EE measures	3 565 545 kWh	403 163.65
	Annual consumption of energy for domestic hot water before EE measures	Included in the previous 2 items	Included in the previous 2 items
Achieved savings (expected savings in audit) :		59,66 %	380 980.50
1st years	Electrical energy	17,25 %	22 103.44
	Energy for heating	75,16 %	358 877.07
	Energy for domestic hot water	%	
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>			