

Interview with persons in the EPC-market

Germany

General information

| Item | |
|--------------------------------|------------------------|
| Organisation name | Berlin Energy Agency |
| Organisation type | Energy Agency |
| Date of interview | 25 July 2013 |
| Name of interviewed person | <i>Udo Schlopsnies</i> |
| Function of interviewed person | project manager |

| Potential project | |
|---|--|
| Facility (project title) | EPC Paulinenkrankenhaus |
| City, Region (site) | Berlin |
| Type of customer | <ul style="list-style-type: none"> private hospital |
| Sector | <ul style="list-style-type: none"> hospital |
| 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"> refurbishment of heating boilers guaranteed energy consumption and energy cost savings reduction of CO₂-emissions |
| Number of buildings | <ul style="list-style-type: none"> 1 hospital |

Interview

| Question | Answer |
|--|--|
| What was the impulse to start thinking about realising an EPC project? | direct offer by an 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"> Energy <u>cost savings with guarantee</u> <u>Outsourcing of services</u> (maintenance and implementation of energy saving measures) to a specialised external partner, so the organisation can focus on its core business |
| What are in your opinion the main barriers the realisation of | <ul style="list-style-type: none"> Difficult to reach internal decision/agreement of the board (due to lack of knowledge of the principle of EPC and the |



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| an EPC-project in your organisation? | advantages of the realisation of saving measures by a specialised external partner) |
| What is the size of the EPC project? | Number of selected buildings: 1 hospital Energy costs: 552,113 euro/year investment volume: 1,07 million euro savings-guarantee: 37,7 % |
| Other comments | |

Other information on the project

To fill in only available information

| Timing of the project | | From | Till |
|---|-------------|--|-----------------------|
| Project identification | | July 2011 | |
| Project preparation | | November 2011 | March 2012 |
| Procurement procedure | | April 2012 | October 2012 |
| Implementation of energy efficiency measures | | June 2013 | ongoing |
| Contract duration (guarantee duration) | | 2014 | 2023 |
| Period of repayment <i>(if the same, do not fill in)</i> | | | |
| Contract duration [years] | | 10 | |
| Project specifications | | | |
| Measures <i>(short description – max. 5 points)</i> | | <ul style="list-style-type: none"> • replacement of 2 old heating boilers • installation of CHP module • installation of highly efficient heating pumps • replacement of 4 old warm water tanks • replacement of inefficient fans | |
| Total investment [EUR] | | 1,072,981 € | |
| Co-financing by customer | | 500,000 € | |
| Initial energy consumption before the project (baseline) | Heat | [kWh/GJ] | 3,058,851 kWh |
| | Electricity | [kWh] | 2,015,549 kWh |
| | Water | [m ³] | 18,130 m ³ |
| Total energy consumption costs before the project | | [EUR] | 552,113 € |
| Savings | | Guaranteed | Achieved |
| Total savings | | [%] | 37,7 % |
| Heat | | [kWh/GJ] | 369,398 kWh |
| Electricity | | [kWh] | 1,149,219 kWh |
| Water | | [m ³] | 1,163 m ³ |
| Decrease of other operational costs <i>(wages, maintenance, etc.)</i> | | [EUR] | not specified |
| Total guaranteed savings | | [EUR] | 208,036 € |
| 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</i> | | change of heating system from oil to natural gas | |



european energy service initiative 2020



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| <i>energy efficiency project such as building insulation)</i> | |
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