

WELCOME



B2B Energy Services

Energy Services Insight

17th February 2015

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2015 H & FE Sector Support Webinars Q1

- **Understanding your invoices / My Account**
17 & 19 February / 19 March at 10:00

- **Maximise your savings**
26 February at 10:00
 - Triad
 - Maximum Import Capacity
 - Direct Debit / Late Payment Interest
 - AMR
 - Long Term No Reads

- **Budgeting Webinar**
12 March at 11:00
 - Energy Costs/Drivers
 - Non Energy Costs/Monitor Report



2015 H & FE Sector Support

Customer Events

- Aberdeen 22nd April – Aberdeen Exhibition & Conference Centre
- Glasgow 7th May – The Lighthouse
- Edinburgh 30th September – Centre for Low Carbon Innovation

Additional planned engagement

- Quarterly Market Fundamentals
- Electro Basics



Objectives



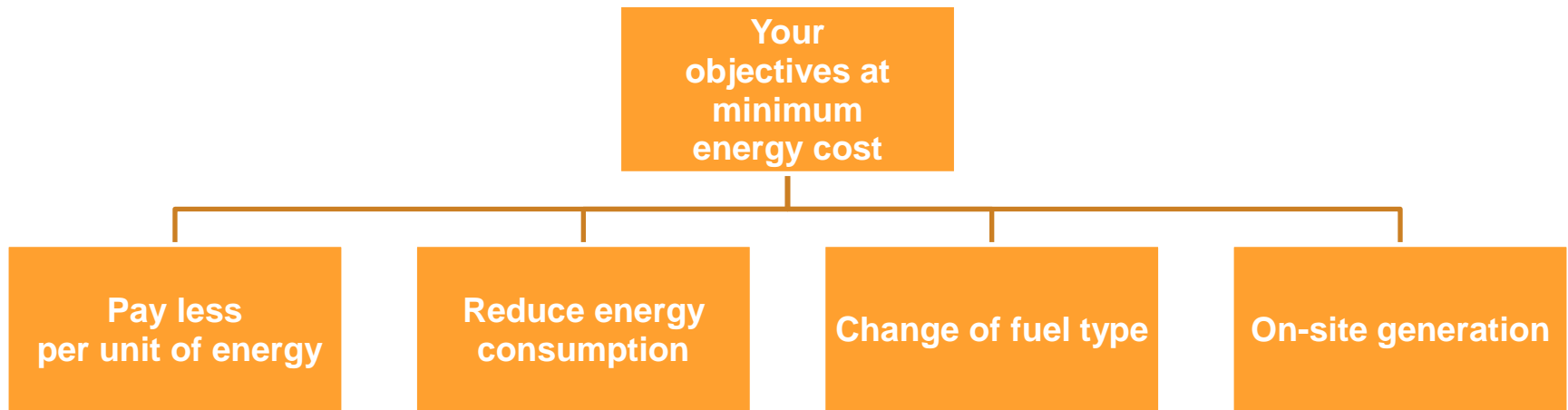
- ✓ **What is Energy Services**
 - ✓ Background to the industry
 - ✓ Why it exists
- ✓ **Approaches to Energy Efficiency**
 - ✓ Guarantees that are available
- ✓ **Types of funding options**
- ✓ **Key learnings**
- ✓ **Q&A**



In times of volatility, options have immense value.....



Approaches to Energy Efficiency



An ideal Energy Journey



Guarantees that are available

Financial

Carbon

Insurance

External
Consideration
s

- Guarantees are based upon a detailed Energy Conservation Measure (ECM) describing the baseline (as-is) and post-implementation (avoided) consumption.
- In kWh, the difference being the resulting energy savings.
- The changes or adjustments to baseline conditions such as weather, tariffs, operational changes are the responsibility of the Customer.
- A Measurement and Verification (M&V) Plan is required
- The kWh savings are demonstrated via International Performance Measurement and Verification Protocol (IPMVP)



Types of funding options

In house

- Funded by the building owner – common among framework contracts

Public Sector routes

- Salix Finance, Energy Efficiency Fund (LEEF/Amber Infrastructure), Public Works Loan Board, ECA

Educate

- Grants, Loans, concession agreements, finance/operating leases, renewables

External Considerations

- Acceptable Paybacks, rate of interest, amount, flexibility – third parties



Key learnings for an energy efficiency journey

Value is linked to scope and progression

- Patience – all teams have their challenges - it takes time!
- Senior Sponsor - sponsorship of business case, finance, resources, approvals....
- Data – for benchmarking, baselines and building information is extremely important
- Listen - aspirations, strategy, requirements and challenges, issues, provide support

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MORRISONS

Technology independent and offer the best fit solutions

- Transparent approach
- Technology neutral
- Performance guarantees – carbon and financial
- Energy market experts
- Heavy investment in R&D
- Enhancing the student experience
- Technical co-ordination and management of large scale projects


Government
Procurement
Service


ACCOR

Thomas
Eggar




GLASGOW CLYDE
COLLEGE


Department
of Energy &
Climate Change

UNIVERSITY OF
EXETER

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THANK YOU

