

Good practice factsheet

Core Theme 4

Supporting measures for Energy Services market in Finland

Core Theme and topic	WG 4.1, Business models for energy services
Name of work project	Information dissemination about energy service companies (ESCO) service for clients in Finland
Project scope and description	
Short description of the project & what it hopes to achieve	The project has received funding from the Ministry of Employment and the Economy during recent years. The main aim is to give information about the ESCO service to potential clients.
What is the scope of the project? e.g. - National/regional/local - Building type/owner	The project is run nationally.
Who are the key people involved? e.g.: - Installers - Local Authorities	The project is run by Motiva Oy.
Who was the target audience?	The target groups are people and organisations who represent potential ESCO clients, especially people in the municipal sector who work on energy efficiency and procurement.
How was this work programme/ project financed?	The project has received funding from the Ministry of Employment and the Economy.
What was the cost of the work programme/project?	The financing for the project has been approximately 12-15 man days per year. Some extra financing has been available for e.g. ESCO guidelines and brochures and ESCO seminars (although these have not been arranged every year).
When did it start and end?	Motiva has been disseminating information about the ESCO service for more than ten years.
Project Outcomes & Communication	
What were the key achievements?	Understanding about the ESCO service has grown among potential clients. ESCOs and potential clients have been connected together.

<p>What were the outcomes and expected benefits?</p>	<p>The outcomes have been:</p> <ul style="list-style-type: none"> ● ESCO seminars for ESCOs and potential clients (approximately every second year) ● ESCO project register ● ESCO guidelines and brochures ● Articles about ESCO service ● Information dissemination by phone etc. ● Separate studies about ESCO service
<p>What were the key lessons learned?</p>	<p>Continuous information dissemination is important. New guidelines for ESCO procurement for public clients are in development.</p>
<p>Is there anything you would do differently in future?</p>	
<p>What makes this a good practice example?</p>	<p>Information and personal support about the ESCO service have been and remain available for clients.</p>
<p>Web links to further information</p>	<p>http://motiva.fi/toimialueet/energiakatselmustoiminta/esco-palvelu/esco-palvelu_kaytannossa (in Finnish only)</p>
<p>Contact details of named person for further information</p>	<p>Pertti Koski, www.motiva.fi</p>
<p>Please indicate if this case study can be made available to the public?</p>	<p>Yes</p>