



Federal Office  
for Economic Affairs  
and Export Control



# German experience from EPC implementation at national and local level

The "Bund-Laender-Dialog" and EPC facilitators

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<http://www.bafa.de/>



## Outline

1. Introduction: BfEE and BAFA
2. Federal state dialogue on contracting
  - a. “Bund-Laender-Dialog” Contracting - Overview
  - b. “Bund-Laender-Dialog” Contracting - Activities
3. Support programme for contracting consultancies
  - a. The role of facilitators
  - b. Programme characteristics
  - c. Requirements for Facilitators
4. Outlook



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FEDERAL  
ENERGY  
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CENTER

## 1. Introduction: BfEE and BAFA



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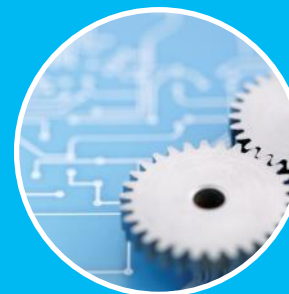
### Areas of expertise



Energy



Foreign trade



Promotion of  
economic  
development and  
SMEs



Auditor oversight

**Federal Office for Economic Affairs and Export Control (BAFA)**

BfEE



## 1. Introduction: BfEE and BAFA

### Federal Energy Efficiency Center (BfEE)

- Founded in 2009
- Legal provision since 2010 in the German Energy Service Law (EDL-G)
- Tasks
  - Analysis of the German energy service market and proposals for its development
  - Monitoring and reporting of energy efficiency goal achievement (e.g. NEEAPs)
  - Scientific support of the Federal Ministry for Economic Affairs and Energy (BMWi) in all matters of energy efficiency
  - ...



## 2. Federal state dialogue on contracting





## 2. Federal state dialogue on contracting

### “Bund-Laender-Dialog” Contracting – Overview

- Established in 2015
- Funded by the Federal Ministry for Economic Affairs and Energy, organized by the German Energy Agency (dena)
- Intensive dialogue on EPC
- Goal: Removing obstacles for the realization of EPC and strengthening regional competencies



Federal  
government

16 States

Municipalities

## 2. Federal state dialogue on contracting

### “Bund-Laender-Dialog” Contracting – Activities

- Annual plenary meetings (federal government, regional authorities, regional energy agencies, other stakeholders)
- Exchange of best practices
- Workshops
- Establishment of regional competence centers
- Mentoring programme



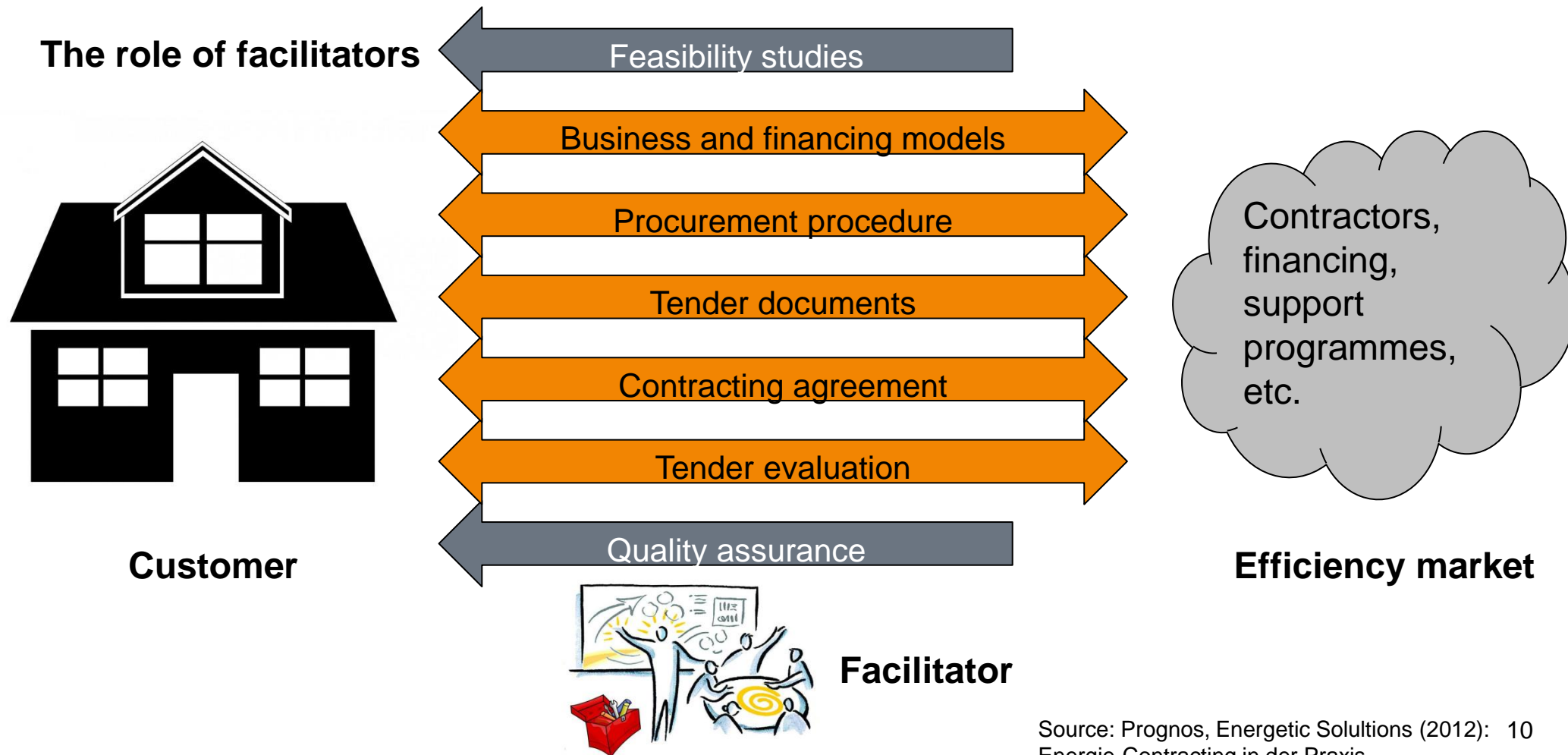


### 3. Support programme for contracting consultancies





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### 3. Support programme for contracting consultancies

#### The role of facilitators

##### Research in Germany

- Recommendations of facilitators are one critical factor for the choice of a specific saving model
- In many German regions, there is still a lack of qualified facilitators
- Existing market differences are influenced to a large degree by the existence/absence of qualified facilitators
- Qualifications of the facilitator strongly influences the occurrence and the success of EPC projects



**Need to support and further qualify facilitators:  
Support programme for contracting consultancies**



### 3. Support programme for contracting consultancies

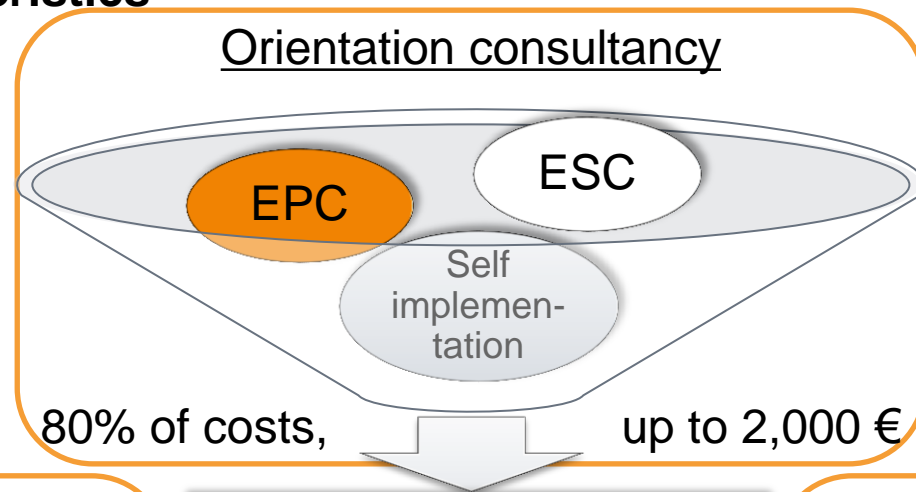
#### Programme characteristics

- Start: Spring 2015
- Applicants: municipalities / municipal companies, non-profit organizations, SMEs
- Prerequisites are energy costs > 100,000 €/year and property on buildings
- 3 types of energy contracting consultancies
  - Orientation consultancy (suitability of energy contracting)
  - Implementation consultancy (EPC)
  - Tender consultancy (ESC)



### 3. Support programme for contracting consultancies

#### Programme characteristics



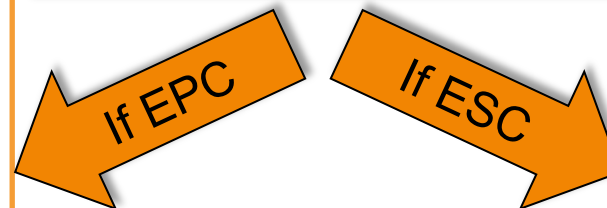
#### Implementation consultancy

- Tender documents
- Call for tender and assessment
- Contract design

50% of costs, up to 12,500 €

(municipalities / municipal companies, non-profit organizations)

Recommendation



#### Tender consultancy

- Legal consultancy, e.g. award procedure
- Tender documents

30% of costs, up to 2,000 €



### 3. Support programme for contracting consultancies

#### Requirements for facilitators

- Approved by the BAFA
- Highly qualified
  - Specific study background required
- Experienced
  - Minimum 2 years experience as energy service provider
- Independent
  - Not part of company of which the applicant owns a share of more than 50 %

### 3. Support programme for contracting consultancies

#### Requirements for facilitators

Orientation consultancy	Implementation consultancy / tender consultancy
<p>Sufficient practical experience</p> <ul style="list-style-type: none"> <li>• Consulting activity in 3 energy contracting projects (min. 1 EPC)</li> </ul>	<p>Far-reaching practical experiences</p> <ul style="list-style-type: none"> <li>• Consulting activity in 3 EPC projects</li> </ul>
<p><u>OR</u> Sufficient theoretical experience</p> <ul style="list-style-type: none"> <li>• Approved course</li> </ul>	<p><u>OR</u> Theoretical experiences with practical application</p> <ul style="list-style-type: none"> <li>• Approved course</li> <li>• 2 twinning projects</li> </ul>



## 4. Outlook







## 4. Outlook

### Study on energy service market

- Analyzed energy services: energy consulting, energy contracting, energy management
- Demand side  
~3,000 private households, ~2,750 companies (via telephone)
- Supply side  
210 suppliers via telephone, 1,590 suppliers via online questionnaires

→ **Public sector demand included from 2018 onwards**



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Thank you for your attention



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