



## **EVENT DESCRIPTION**

### **Project partner: ESV**

**Title of the event: Round-table "Solar Process Heat"**

**Date & location:** 10 December 2009, Linz/Upper Austria

**Organiser:** O.Oe. Energiesparverband

**Number of Participants:** 24

### **Summary**

The aim of the round-table was to get input and feedback from the main stakeholder groups on how to trigger a market development for solar process heat, to identify the main barriers and to actively involve them in the project activities.

The main stakeholder groups represented, including solar companies, specialised planners and consultants, ESCOs, representatives of industrial companies and R & D organisations.

The programme included a presentation of the So-Pro project, its targets and activities, a presentation of a pilot project and an interactive brainstorming session which resulted in a collection of ideas for concrete activities. A time-table for further activities was agreed.

### **Objective & main programme point**

The aim of the round-table was to get input from the most important stakeholder groups on activities to trigger market development in the field of solar process heating.

After a tour-de-table to introduce each participant, the So-Pro project was briefly presented. Afterwards, Mr. Leitl, manager at Leitl GmbH, a leading industrial company in Upper Austria (production of bricks, pre-fabricated concrete components and other building materials), gave a presentation of their recently installed solar process installation, especially of the technical and the economic aspects.

A brainstorming session followed which focused on the main barriers for solar process heat. After that, smaller groups were formed which tried to come up with answers to the following questions: which are the main information deficits; which alliances (strategic cooperation) could be helpful; what can be the contribution of solar thermal

companies; how can pilot projects be triggered? The main results of the working groups were presented to the plenum.

## **Conclusions & lessons learnt (based on stakeholder input)**

It was the first time that in Upper Austria stakeholders from different sectors came together to discuss solar process heating. One important aspect of the meeting was to understand the role of different actor groups and to try to identify ways to interest them in solar process heat.

The actor groups discussed included the following: decision makers in industry (managers, facility managers/persons responsible for (energy) technologies, persons responsible for environmental and quality issues), planners (especially planners of process and plant technologies), installers, solar thermal companies, energy consultants.

The following main barriers were found and discussed:

- economic barriers (low prices for fossil fuel in industry, comparatively high investment costs for solar thermal);
- lack of awareness about using solar thermal in industrial processes (ST is a well established solution for domestic hot water) including the lack of pilot projects;
- technical reasons (availability of waste heat, high process temperatures, available space for buffer storage)

The main results of the working groups can be summarised as follows:

- What are the main information deficits of whom?
  - solar companies need a better understanding of industrial processes
  - decision makers, planners, technicians in industry need to know more about application possibilities of solar process heat
  - installers have to know more about solar thermal and process technology
- Which alliances (strategic cooperation) could be helpful?
  - between different planners (of industrial processes, of solar thermal plants)
  - between energy advisers & investors (company owners)
  - between solar thermal companies & industriesNetworks (e.g. Oekoenergie-Cluster) can be very helpful in establishing these alliances.
- Role of solar thermal companies (what can they contribute)?
  - access to installers (which may then have access to industrial companies)
  - active marketing (including information on potentials and limits of solar process heat)
  - support to training

- How to trigger pilot projects?
  - finding suitable sectors and active information on solar process heat
  - make best use of screenings
  - personal, direct approach

The following next steps were agreed among the participants:

- ESV develops a checklist which can be used by stakeholders to approach companies
- solar thermal companies try to find 5-20 companies with potential for solar process heat until May 210
- next round-table is scheduled for May 2010
- solar companies send checklists to ESV
- energy consultants visit potential industries

## ANNEX

The following documents are included in the annex:

- programme
- pictures

### Programme

- 15.30      Get together, start of the round-table  
Tour-de-table  
Introduction by the chairperson Christiane Egger
- Presentation of one "So-Pro pilot project" in industry by Mr. Leitl,  
manager of the industry company Leitl (production of bricks)
- Presentation of the "So-Pro project" by Christine Oehlinger
- Brainstorming on "main barriers" and on "pilot projects"
- Working groups to answer the following questions:
- What are the main information deficits?
  - Which alliances (strategic cooperation) could be helpful?
  - Role of solar thermal companies (what can they contribute)?
  - How to trigger pilot projects?
- Presentation of the results of the working groups in the plenum
- Discussion of next steps and time-table
- 18.45      End of the round-table / snack

# Pictures

