



**Title:** SOPRO ESCO Roundtable

**Date & location:** 9-sep-2010 (9-14h), León, Spain

**Organiser(s):** ESCAN, EREN

**Number of Participants:** 13

## Summary

Info-round-tables provide the opportunity for discussion with the market actors on the current situation and opportunities for providing services related to solar thermal energy and how the barriers to solar contracting can be overcome.

Short presentations, including the current findings of the project and interactive methods, such as brainstorming, are to be used, to collect ideas.

Based on the results of Task 6.1 and the findings of the info-roundtable, a roadmap will be defined on how to bring solar contracting for industry (as well as for other sectors) to life.

## Objective & main programme point

The main objective of the Solar ESCO roundtable is the integration of the project findings related to technical and economic solutions with the energy services that can be provided through Solar Thermal Services.

The development of the roundtable is based on short presentation including brief main ideas on the current development of SOPRO project findings and solar services solutions, with the aim of providing solar services through ESCOs formula.

The main points of the program are:

Chairpersons – Francisco Puente, ESCAN and Jorge Jove, EREN

- Presentations of the current project situation and tools developed, ESCOs opportunities and current economic barriers/solutions, ESCAN,S.A. and EREN
- Debate (all Roundtable participants) on the issues described in the presentations

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

The main conclusions of the round table were:

- Industries might admit 8 to 10 years ESCOs contracts as feasible. Longer periods might not be accepted.
- The contract to be signed by both parts (ESCO and Industry) should include clearly what each part would provide and receive.
- A format for solar contracting might be useful to unify the minimum requirements and main points that should be included
- The payment methods in solar ESCOs contracts should be unified and maybe verified by a recognised organisation. Different methods may provide different results to a industry for the same result -> cause unnecessary worries
- The service provided by solar ESCO aim is to avoid any worries by the industry on whatever is related to the energy.
- In order to develop a first estimation of the Service to be provided and the economic proposal through ESCO formula, the “Data sheet” prepared by SOPRO can be used. This data sheet includes specific issues related to ESCOs
- Also the “checklist” can be used to detect the first feeling on what the industry worries are, to solve them in the future contract
- “Process data” are sometimes difficult to get in order to prepare an accurate ESCO agreement with the industry. Sometimes new measurement instruments have to be installed in the process or external instruments might be brought to the industry by the solar company.
- “Hospisol” project is working in big installations at hotels (different sector but some conditions similar) through ESCO formula. It will be checked by solar companies in order to gain experience and preliminary results.
- ESCO solution is likely to be accepted more favourably by industries during the expected “crisis years” expected in Spain (strongly during 2008 to 2013) compared to the traditional solution of installation + maintenance contract with initial investment needed by the industry.

## Pictures



## Programme

The main points of the program are:

Chairpersons – Francisco Puente, ESCAN and Jorge Jove, EREN

- Welcome
- Project background and aims
- Project tools developed
- Potential projects analysis
- Barriers and solutions
- Information on typical process heat systems in target industries
- ESCOs opportunities and current economic barriers/solutions
- Project requirements on pilot actions issue (follow-up)
- Future SOPRO events
- Debate (all Roundtable participants) on the issues described in the presentations

## INVITATION:



### CONVOCATORIA MESA REDONDA EMPRESAS ENERGÍA SOLAR y ESEs

#### **Organizan:**

EREN (Jorge Jove) y ESCAN (Francisco Puente)

#### **Lugar:**

ENTE REGIONAL DE LA ENERGÍA DE CASTILLA Y LEÓN (EREN)  
Avda. Reyes Leoneses, 11 - Edificio EREN  
24008 León  
Tfno. : 987-84.93.93

#### **Fecha y horario:**

9 de Septiembre de 2010, de 9 a 14 horas.

#### **Agenda:**

Nota: puesto que es una mesa redonda, no se trata de informar o dar ponencias de aspectos ya conocidos por todos, sino de comentar detalles que permitan alcanzar un mayor número de usuarios industriales y adicionalmente conocer casos favorables para las ESEs.

Los puntos a tratar son:

- Bienvenida EREN-ESCAN
- Recordatorio del funcionamiento del proyecto SOPRO: objetivos, quién participa, qué se ofrece, qué se solicita. (ESCAN)
- Herramientas disponibles: comentarios y aclaraciones (ESCAN/EREN)
- Estudios preliminares a partir de las hojas de datos: contenido mínimo de los estudios y plazos de entrega de información (ESCAN/EREN)
- Resultados actuales del proyecto (ESCAN)
- Barreras encontradas y soluciones (ESCAN)
- Industrias: información de procesos típicos y cálculos de eficiencia (EREN/ESCAN)
- Industrias: acercamiento comercial y obtención de resultados (EREN)
- Resultados finales: formato informe resumen instalaciones y seguimiento. (ESCAN)
- Jornadas solares para empresas industriales en Castilla y León: detalles de las 4 jornadas a realizar entre Octubre y Noviembre en 4 localidades que cubran la región (Palencia/Valladolid, León/Zamora/Salamanca, Ávila/Segovia, Burgos/Soria). 2 horas de duración, pueden ser de 18 a 20 horas ó de 13 a 15h dependiendo de aspectos logísticos. (EREN/ESCAN)