Energy services in practice

Saving energy and directly earn money

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Everybody loves DSM
11 oktober 2006
What would I like to tell you

1. Task XVI

2. Status in the Netherlands

3. Activities Essent/ARPAS

4. Implementation in the Netherlands
1. Task XVI

- Competitive energy services

- Participating countries
  - Austria
  - Finland
  - Netherlands
  - Germany (potential)
  - Japan (sponsor)
  - India (potential)

Operating agent Jan W. Bleijl
2. Status in the Netherlands

1. To few energy contractors
   - more supply contractors, few energy contractors
   - 5 until 10 energy contractors in the other countries each

2. Realizing from projects
   - Tenders in Germany etc

3. Knowledge at customers
   - In Austria Brand name Thermoprofit

Conclusion: Arrears in the Netherlands!
3. Who is ARPAS / Essent

ARPAS Energy Contracting
• ESCO since 1998
• located in Maastricht
• 100 % daughter van Essent
  • Added Value Services

Essent NV
• Energy Company
  • Production
  • Network
  • Commerce
  • Sales
    – business market
    – consumer market
3. Reach of Essent
3. The concept

Energy Contracting means to us:
*Energy savings combined with more personal comfort and guaranteed directly lower operating costs.*

**Parts of the performance contract**
- Single point contact
- Design optimal energy concept
- Financing replacement and more cost new buildings (off balance)
- Monitoring and energy management
- Guarantee on maximum volume energy consumption with bonus 50/50
3. The concept

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Exploitatiekosten per jaar

- energiekosten
- onderhoudskosten
- kapitaallasten
- monitoring
3. The concept

Marks

• minimum € 20,000 yearly energy costs
• contract period 10 years
• minimum investment/customer € 50,000

• existing and new buildings
3. The concept

Market
• Government
• Health
• Education
• Recreation
• Apartments
• Retail (in future)

Products
• Heating
• Lightning (GreenLight endorser)
• Cooling
3. Projects existing buildings
3. Projects new buildings
3. Energy management

- energy management
- completion of interruption
4. Implementation in the Netherlands

- put into words experiences participating countries
- collect information of the situation in the Netherlands
- formulate the manner of method for the market in the Netherlands
- reflect with Ministry of Housing
- workshop in October 2006 in Maastricht
Thanks for your attention