



# EU Info Days

## LIFE CET Call 2024

**Clean Energy Transition of Businesses**



# Agenda

1. **Welcome and introduction**, Adrien BULLIER, Senior Project Advisor, CINEA
2. **LIFE-2024-CET-BUSINESS**: Supporting the clean energy transition of European businesses, Filippo GASPARIN, Project Advisor, CINEA
3. **DEESME**: Example of project related to energy audits policy, Ivana ROGULJ, IEECP
4. **REValue**: Example of project related to value chain cooperation, Charles BUTTIGIEG, Energy and Water Agency of Malta
5. **Questions and answers**

Q&A through [www.slido.com](https://www.slido.com), event code **#EULife24, session 3**



# Q&A – Slido

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# EU Info Days

## LIFE CET Call 2024

### LIFE-2024-CET-BUSINESS

Supporting the clean energy transition of European businesses



European Climate,  
Infrastructure and  
Environment  
Executive Agency

**Filippo GASPARIN**  
*Project Advisor*  
*LIFE Energy & LIFE Climate*



# The Global Challenge

- In 2021 the Industry and Services sectors were responsible **of almost 40% of the total EU-27 final energy consumption** (respectively accounting for 25,6% and 13,8%) <sup>1</sup>.
- Industry has been steadily reducing its emissions and increasing its energy savings over the past decades. **In the last fifteen years between 2004 and 2018 European industry reduced its emissions by 20%**<sup>2</sup>.
- To meet the EU's carbon neutrality ambition by 2050, the EU Industry will have to reduce its emissions to around **90-95% compared to 1990 levels**<sup>2</sup>.



<sup>1</sup> [https://ec.europa.eu/eurostat/statistics-explained/index.php/Energy\\_statistics\\_-\\_an\\_overview#Final\\_energy\\_consumption](https://ec.europa.eu/eurostat/statistics-explained/index.php/Energy_statistics_-_an_overview#Final_energy_consumption)

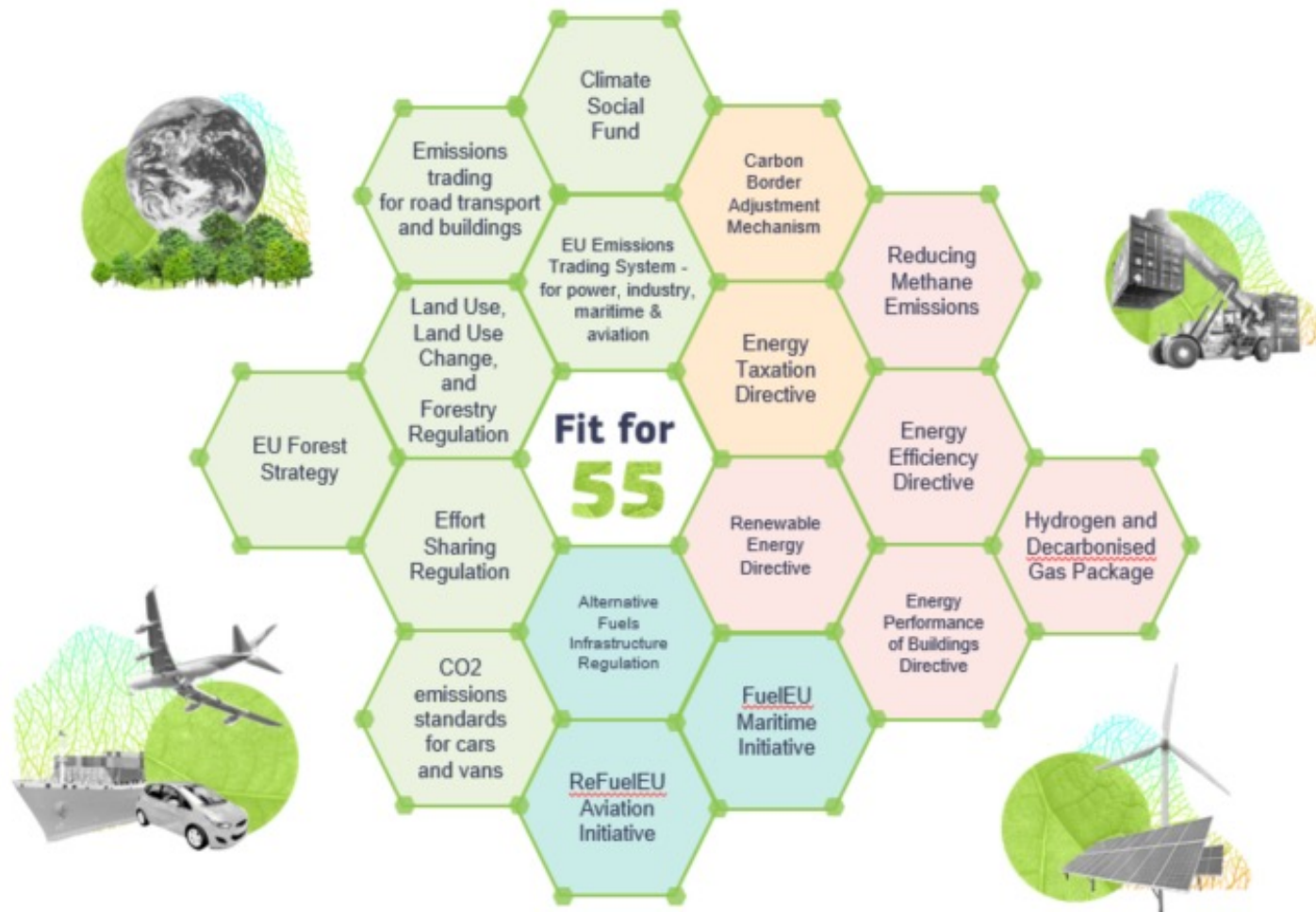
<sup>2</sup> <https://ec.europa.eu/transparency/regdoc/rep/10102/2020/EN/SWD-2020-176-F1-EN-MAIN-PART-2.PDF>

# SCOPE A

*Green Leap Forward for businesses*



# The Fit for 55 Package – 2021



- The package aims to make the EU 'fit for 55' and deliver the transformational change needed in a fair, cost-efficient and competitive way.
- It cements the EU's global leadership by action and by example in the fight against climate change.

# Art. 11 of the EED recast (1/2)

## Energy Audits and Energy Management System

Article  
11

Implementation of an **energy management system** as a default obligation for large energy consumers (above 85 TJ)

An **energy management system** or an **energy audit** for energy consumers (above 10TJ)



The recommendations from the energy audit shall result in a concrete and feasible Action Plan



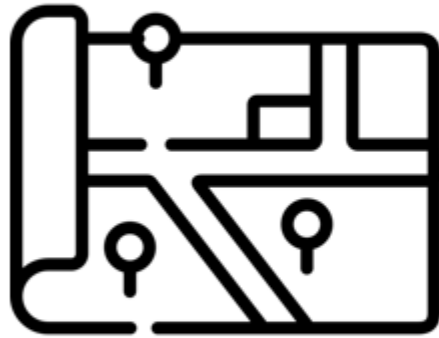
Action Plan, along with the implementation rate, to be published in an enterprise's annual report\*

\* except information subject to national and EU laws protecting trade and business secrets and confidentiality

# Art. 11 of the EED recast (2/2)

## Article 11(6) and (7): Support to SMEs

Member States may set up mechanisms\* such as energy audit centres for SMEs and microenterprises, where these are not in competition with private auditors, to provide energy audits, as well as other support schemes for SMEs.



In the development of their support schemes and programmes for the SMEs, Member States will have to ensure that their programmes include:

- support to the SMEs in quantifying the multiple benefits of energy efficiency measures within their operation
  - development of energy efficiency roadmaps
- development of energy efficiency networks for SMEs, facilitated by independent facilitators.

\* on the basis of transparent and non-discriminatory criteria and without prejudice to Union State aid law



# The specific objectives of Scope A

## Green Leap Forward for businesses

- Facilitate the implementation of EU energy legislation related to businesses, by proposing a **common approach for the identification of enterprises** falling under the scope of the obligations for energy audits and energy management systems in the recast EED.
- Enable the setting up of **support schemes** at different levels, encouraging businesses to take a **green leap forward**, e.g. an EnMS for those having an average annual consumption between 10TJ and 85TJ, and an energy audit and the implementation of at least one highly cost-effective recommendation for those having an average annual consumption of less than 10TJ.
- Develop standard methods to **valorise and quantify the non-energy benefits** of energy efficiency and renewable energy measures within an **Action Plan**.



# The specific expected impacts of Scope A

## Green Leap Forward for businesses

### QUALITATIVE:

- Implementation of EU energy legislation addressing the business sector.
- Harmonisation and sharing of best practices across participating countries.
- Higher uptake of the energy efficiency and renewable energy measures identified in energy audits.

### QUANTITATIVE:

- Number of relevant stakeholders involved at EU and national level.
- Number of national/regional ecosystems supported for energy management systems and energy audits.
- Implementation rate of energy audit recommendations resulting from the proposed activities.
- Number of energy auditors using improved energy audit methodologies.

**Primary and Final energy savings**  
**Reduction of greenhouse gases emissions**




**Renewable energy generation**  
**Investments in sustainable energy**





# Relevant projects for Scope A

## Green Leap Forward for businesses

LOGO	AIM	DURATION
	<p>Analyse and calculate the non-energy benefits for businesses and integrate them into energy audit practices.</p> <p><a href="http://www.smempower.com">www.smempower.com</a></p>	<p><b>KNOWNNEBs</b>  <b>Start date:</b> 01/11/2022  <b>End date:</b> 31/10/2025</p>
	<p>Support Member States in establishing or improving effective policies for SMEs to undergo energy audits and implement cost-effective, recommended energy-saving measures.</p> <p><a href="http://www.leap4sme.eu">www.leap4sme.eu</a></p>	<p><b>LEAP4SME</b>  <b>Start date:</b> 01/09/2020  <b>End date:</b> 31/08/2023</p>
	<p>Engage SMEs in the energy transition by taking profit of multiple benefits from energy management and energy audit approaches, as well as provide national authorities with guidelines and recommendations to strengthen their national schemes/policies.</p> <p><a href="http://www.deesme.eu">www.deesme.eu</a></p>	<p><b>DEESME</b>  <b>Start date:</b> 01/09/2020  <b>End date:</b> 31/12/2023</p>





# SCOPE B

*Fostering energy cooperation among  
companies*



# The specific objectives of Scope B

## Fostering energy cooperation among companies

- To foster the **market uptake of energy efficiency measures<sup>1</sup>** and **renewable energy** (heat pumps when relevant) through **collaborative mechanisms** among companies operating in the **same value chain** OR in **proximity**.
- Decarbonising and increasing the energy performance of companies will **generate an increasing value for the society** (contributing to the EU Green Deal).
- Enable companies to become **fully aware of the risks** associated to deliver on the market technologies, products and services that are highly energy intensive (e.g. exposure to energy price volatility – company reputation).



<sup>1</sup> Energy Efficiency Measures targeting both supporting processes and industrial processes.

# Overview of the two proposed concepts

## Fostering energy cooperation among companies

Sustainable Value chains	Local cooperation
<ul style="list-style-type: none"><li><input type="checkbox"/> Companies of all size operating in the same value chain</li><li><input type="checkbox"/> From local to European and international when relevant</li><li><input type="checkbox"/> No need to target the full value chain</li></ul>	<ul style="list-style-type: none"><li><input type="checkbox"/> Companies in proximity (region, clusters, industrial park/site)</li><li><input type="checkbox"/> Sharing energy related assets* (e.g. renewable, energy storage), energy services, etc.</li><li><input type="checkbox"/> Facilitate better access to finance</li></ul>



\*energy related infrastructure refers to infrastructure for renewable energy generation, energy storage, district heating and/or cooling networks, etc.  
Please note the costs of the energy-related infrastructure are not eligible under this call.



# The core aspects of Scope B

## Fostering energy cooperation among companies

- Carrying out activities aiming at **triggering interest, awareness, knowledge** and **know-how** among relevant stakeholders on the **added value of the selected concept**<sup>2</sup> :
  - Organising roundtables, webinars (etc) at local, national and EU level
  - To develop mechanisms capturing the multiple benefits of such approaches
- To establish **concrete cooperation initiatives** within the timeframe of the project
  - Identify, investigate and validate economically viable business models (based on the concrete interaction of participating companies)
  - Proving the relevance of the selected concepts in terms of value creation for each actor (*going beyond concepts such as Net Value Income and free cash flow to define the value of a company*)
- To develop **benchmarking** and **monitoring mechanisms**
  - Focus on the energy use either at value chain or local level.
  - Policy recommendations on reporting standard to monitor the progress towards the Green Deal's objectives.



<sup>2</sup> Applicants are requested to address one of the proposed concept: **Sustainable Value Chain** or **Local Cooperation**.

# The specific expected impacts of Scope B

## Fostering energy cooperation among companies

### QUALITATIVE:

- Viable business models for energy cooperation between companies ready to be rolled out on the market.
- Deployment of energy related infrastructure, energy services, and/or energy exchanges contributing to the clean energy transition of businesses.

### QUANTITATIVE:

- Number of companies implementing energy cooperation approaches.
- Number of relevant stakeholders approached and mobilised at local, national and European level on energy cooperation approaches as defined per scope B.

**Primary and Final energy savings**  
**Reduction of greenhouse gases emissions**

**Renewable energy generation**  
**Investments in sustainable energy**



# Relevant LIFE CET value chain projects for Scope B

## Fostering energy cooperation among companies



**EE4HORECA** Supporting the Clean Energy Transition of the *HORECA* value chain. [#hotels](#) [#restaurants](#) [#catering](#)



**REEValue** Renewable Energy and Energy Efficiency in the *cold chain in the food and beverage sector*. [#food&beverage](#)



**EENOVA** Energy Efficiency in five *regional food processing value chains*. [#bakery](#) [#winery](#) [#brewery](#) [#meat](#) [#milk](#)



**BETTED** Boosting Energy Transition of *the Dairy value chain*. [#dairy](#) [#heatpumps](#)



# LIFE-2024-CET-BUSINESS

## EU Contribution and duration

Topic	Total Budget (€ million)	Expected EU Contribution (€ million)	Expected funded projects	Funding rate (%)	Average Project duration (months)
LIFE-2024-CET-BUSINESS	5,25	~1,75	3	95	~36

*Nothing prevents you from requesting a different EU contribution and/or different duration*



# LIFE-2024-CET-BUSINESS

Make sure that...

- The strategy to engage Energy Agencies and/or companies is realistic and credible.
- The sustainability of the project is convincingly addressed.
- The baselines, benchmarks and assumptions used to calculate the expected impacts are clearly explained and presented.
- Explain how your proposal will go beyond the state of art (e.g. existing similar EU Funded projects).
- Synergies with relevant initiatives and organizations such as CEN-CENELEC, Enterprise Europe Network (EEN) are encouraged.





# LIFE-CET- Call 2024

Additional funding opportunities for companies

## PDA\*

LIFE-2024-CET-PDA

1. Build technical, economic and legal expertise
2. Investments need to be launched before the end of the action
3. Leverage factor: **1** to **15**

Session 9  
2:45PM

## HEATPUMP

LIFE-2024-CET-HP

1. Bridging the demand and supply of industrial heat pumps
2. To effectively co-design industrial heat pumps solutions
3. High TRL of the tested solutions (no costs of R&I)

Session 8  
2:45PM



\* A proposal from one single legal entity is eligible (meaning a fully national proposal is possible).





# #EULife24 INFO DAYS

25 April 2024

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# THANK YOU!





# DEESME 2050

Developing Energy Efficiency Projects in SMEs for  
European 2050 targets

## H2020 DEESME and LIFE CET DEESME 2050 - strategy and results

Ivana Rogulj, IEACP  
+ both projects' partners



Funded by the European Union under Project n°101076386. Views and opinions expressed are however those of the author(s) only and do not necessarily reflect those of the European Union or CINEA. Neither the European Union nor the granting authority can be held responsible for them.



# Barriers & drivers for companies

Source: Agrawal, R. et al. Challenges and opportunities for improving energy efficiency in SMEs: learnings from seven European projects. Energy Efficiency 16, 17 (2023).

## Barriers: surrounding



- Lack of govt. support
- No energy audit obligation at SME level
- Perceived legislative and institutional barriers & high bureaucracy
- Lack of publicity and transparency
- Lack of standardised energy efficiency finance pathways
- Lack of information on incentives and tools

## Barriers: financial



- Lack of finances & limited access
- High cost of energy efficiency upgrades initial investment
- Doubts around actual saving potential

## Barriers: internal



- Lack of priority & bounded rationality
- Lack of knowledge, expertise & competencies about energy efficiency regulations/incentive schemes, lack of technical knowledge, need for training
- Lack of communication with executives and board and involvement of employees
- Lack of information /awareness
- Lack of trust on external energy experts & auditors
- Lack of time & commitment

## Drivers:

- One-stop-shop solution
- Self-financing mechanism
- Non-energy benefits

- Economic benefits from downsizing or elimination of equipment
- Tangible economic benefits
- Sufficient financial availability for energy efficiency improvements

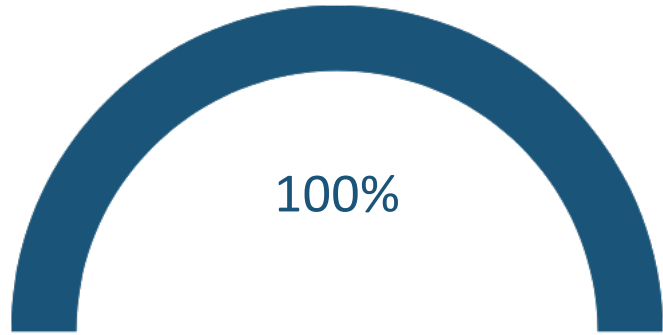


# Challenges from the perspective of the National Authorities (results from interviews & meetings)

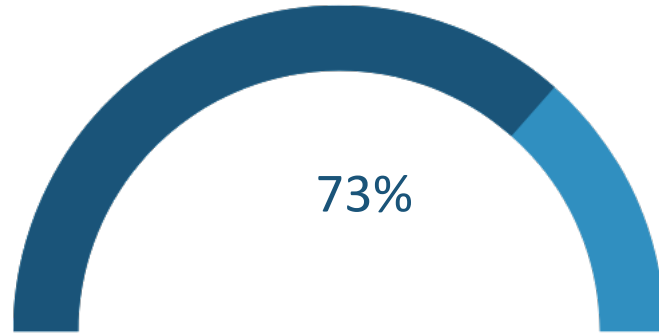
- Limited resources for transposition
- Identification of obligated companies (associated companies, ownership, lack of lists)
- Ensuring compliance (fines)
- Quality of audits (unrecognised value)
- Enhancing the uptake of measures:
- Creation of support mechanisms
- Guidance to SMEs
- Awareness on opportunities
- Compromise between reporting and monitoring effort



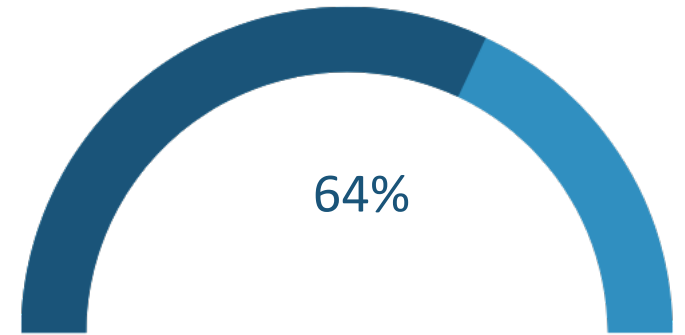




Funding mechanisms (loans, grants etc.)

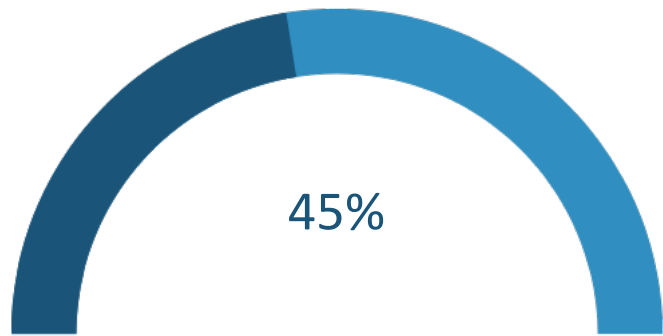


Dedicated tools (IT tools, best practices or case studies etc.)

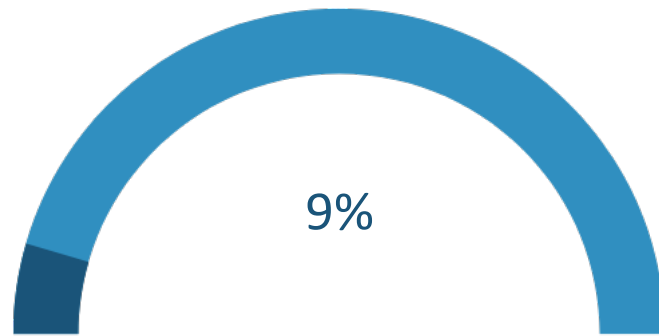


Training and education

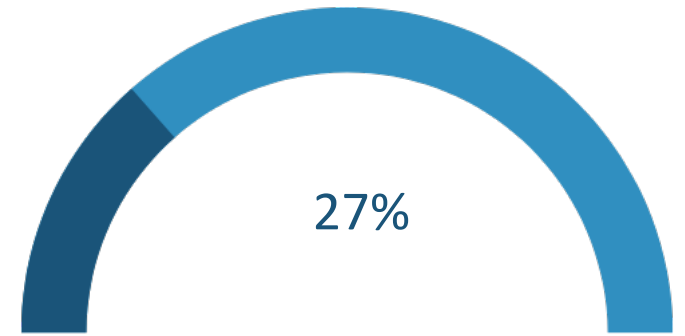
## What is already there (for SMEs)



Voluntary agreements



Regulatory measures (i.e. requirements)



Fiscal incentives



DEESME 2050

# What could help? (extract from discussion in workshops with hundreds of key stakeholders):

01\_ Create a set of structured guidelines for NAs and companies - from audit to investment



03\_ Carbon Footprint calculation, sustainability, ESG (Compromise between reporting and monitoring effort for companies)



02\_ Inform on Non-Energy Benefits (multiple benefits) related to energy efficiency



04\_ Benchmarking approach



05\_ Overcome the information barrier (hub/one stop shop)



# 01.1\_Create a set of structured guidelines for NAs



A: Inventory of needs and requirements of NAs

Survey/interviews with NAs



B: Requirement-based report on best-practice for policies

Reviews/interviews with NAs



C: Generic guideline on best-practice

non-SMEs  
SMEs





# 01.2\_ Create a set of structured guidelines for companies - from audit to investment



## 2. Cost structure analysis

- **Goal of the Cost Structure:** examines all types of cost necessary to complete the production process and helps identifying opportunities for improved resource efficiency and how they can contribute to the business objectives.
- **Data:** needed from the company.
- **Note:** this step is additional to the Business Model analysis and the companies can perform it optionally.

WEEKS	ENERGY CONSUMPTION (short annual consumption in €)										LABOUR COSTS (short annual consumption in €)	TOTAL
	BENEFITS	Electricity	Natural gas	Other	€/YEAR	€/YEAR	€/YEAR	€/YEAR	€/YEAR	€/YEAR		
PROCESSES	Process unit/line 1 Process unit/line 2 Process unit/line 3 Process unit/line 4 Process unit/line 5 ... Add in the above line if needed. ... Subtract production (negative) from the above...											
AUXILIARIES	Boilers Air compression Heat recovery Power plant Cogeneration plant Renewable energy (PV, solar systems, ...) Fans & blowers Pumps Elevators Product handling ... Add in the above line if needed.											
GENERAL	Lighting Office conditioning Ventilation IT equipment ... Add in the above line if needed.											
TOTAL												

- Scope 1: Direct GHG emissions
- Scope 2: Indirect GHG emissions
- Scope 3: Other indirect GHG emissions

FUEL EMISSION FACTORS			
	Unit	Value	Source
Natural gas	tCO2/1000sm3	1,972	to be added...
Diesel	tCO2/t	3,155	to be added...
Oil	tCO2/t	3,14	to be added...

PROCESS EMISSION FACTORS			
	Unit	Value	Source
Lime production	tCO2/t lime	0,477	to be added...
Clinker production	tCO2/t clinker	0,507	to be added...

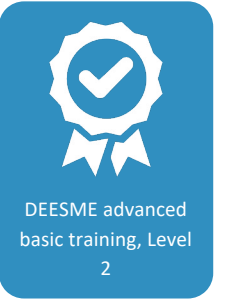
## 3. Energy auditing

- **Goal of the energy auditing:** assess the current status of energy use in a company and identify and implement energy savings and efficiency measures adapted to the organisation's needs while making energy use more cost effectively and environmentally friendly.
- **Data:** collected by the energy auditor in cooperation with the organization with regard to the energy used by sites, systems, processes and equipment.
- **Note:** steps performed in an energy audit process according to DIN EN 16247-1:

- Introductory contact
- Kick-off meeting
- Data collection
- Field work
- Analysis
- Report
- Final meeting

- Most urgent actions to be executed
- Actions to be implemented 1-2 months after the report
- Actions to be implemented 2 months or more after the report

Key Area	Observations/findings	Recommendations		
		A	B	C
Operations	E.g. Failures in certain appliances	Remove any faulty appliances located in the building	Replace faulty appliances with new ones with more innovative technologies	Make use of conservation and efficiency mechanisms to reduce the energy consumption.



# 01.3\_Create a set of structured guidelines for companies - from audit to investment

LOADING ...



120 companies

40 companies

20 companies

Chosen ESMS



WTA



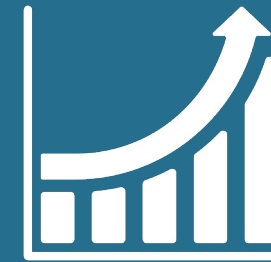
EnMS



Management  
integration of  
business model



CBA & climate  
strategy



Preparation for  
financing



Cooperation with  
the SMEFin



# 02\_ Inform on Non-Energy Benefits (multiple benefits)



- ↑ Use of waste fuels, heat, gas
- ↓ Product waste
- ↓ Waste water and hazardous waste
- ↓ Materials reduction



- ↓ Dust emissions
- ↓ Gas emissions (CO, CO2, NOx, SOx)



- ↓ Need for engineering controls
- ↓ Cooling requirements
- ↑ Facility reliability
- ↓ Wear and tear
- ↓ Labour requirements

## Benefits of energy efficiency in companies



- ↑ Product output/yield
- ↑ Performance
- ↑ Reliability
- ↑ Product quality/purity
- ↓ Process cycle times



- ↑ Lighting
- ↑ Temperature control
- ↑ Air quality
- ↓ Noise levels
- ↓ Need for personal protective equipment

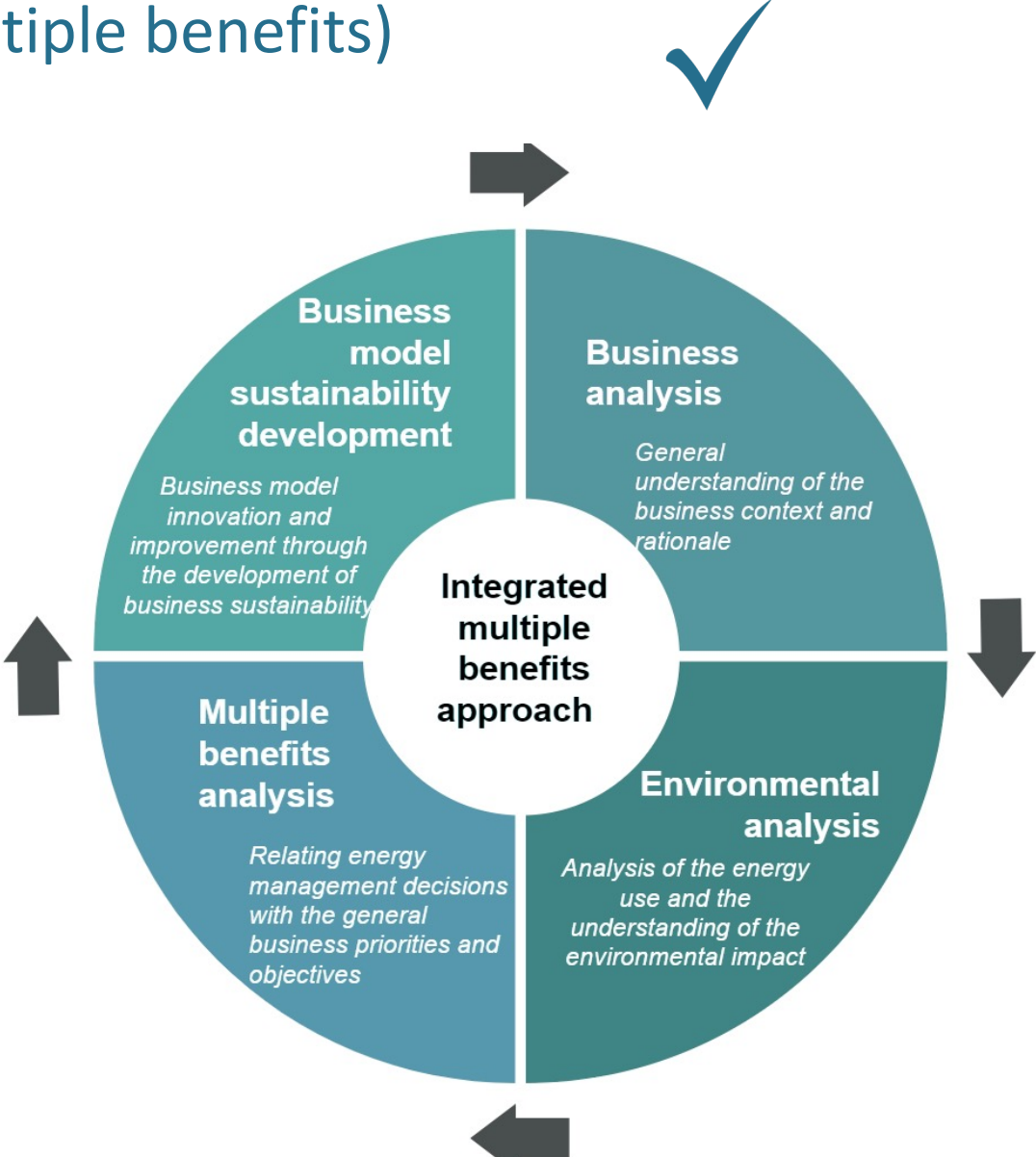


- ↑ Image
- ↑ Liabilities
- ↑ Delayed or reduced capital expenditures
- Space requirements
- ↓ Worker morale
- ↑

# 02.1\_ Inform on Non-Energy Benefits (multiple benefits)

DEESME methodology of MB approach for energy audits and EMS & results

(Strategic aspects of energy efficiency)



## 02.3\_ Inform on Non-Energy Benefits (multiple benefits)



Example of results from DEESME

BG



### MB Analysis

- Increased **productivity** (13/13)
- Introduction of **new 'green' products/services** (8/13)
- Improved **maintenance, quality and safety** (13/13)
- Acquisition of **new customers** (13/13)
- Increased **customer satisfaction** (11/13)

### BM Sustainability Advancement

- **Value Proposition:** upcycling of leftovers, product complexity ↑
- **Key partners:** relationship with suppliers and customers ↑
- **Cost Structure:** energy and raw materials use ↓, maintenance costs





# 0301\_ CBA, sustainability, ESG



DEESME tool created to analyse investments according to the MB approach

IMPORTANT ASPECT:  
Standardisation & alignment with VALERI standard (Valuation of Energy Related Investments )



**Investments analysis according to the Multiple Benefit approach**

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**Company** K. Ltd.  
**Investment** Replacement of old production machines with new more energy efficient machines

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Main economic results without MBs		Main economic results with MBs	
Investment	600.000 €	Investment	600.000 €
Pay Back time	9 years	Pay Back time	3 years
IRR	0 %	IRR	0 %
NPV	-59.692 €	NPV	1.099.459 €
NPV/Investment	-0,10 -	NPV/Investment	2 -
Cost of Saved Energy	2.028 €/tep	Cost of Saved Energy	2.028 €/tep

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**Multiple Benefits (MB) and expected annual saving**

NEB1	6. Improved maintenance	135.888 €/year
NEB2	4. Increased productivity	0 €/year
NEB3		0 €/year
NEB4		0 €/year
NEB5		0 €/year
NEB6		0 €/year

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**Impact of Multiple Benefits on Costs, Value Proposition and Risks**

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Impacts on costs		Impacts on value proposition		Impacts on risks	
	Check		Check		Check
1. Improved product/ service efficiency	yes	1. Improved product/ service efficiency	yes	1. Improved product/ service efficiency	yes
2. Introduction of new products/ services	yes	2. Introduction of new products/ services	yes	2. Introduction of new products/ services	yes
3. Development or innovations	0	3. Development or innovations	0	3. Development or innovations	0
4. Increased productivity	yes	4. Increased productivity	yes	4. Increased productivity	yes
5. Increased utilization	yes	5. Increased utilization	yes	5. Increased utilization	yes
6. Improved maintenance	yes	6. Improved maintenance	yes	6. Improved maintenance	yes
7. Reduced carbon footprint	no	7. Reduced carbon footprint	no	7. Reduced carbon footprint	yes
8. Improved quality	yes	8. Improved quality	yes	8. Improved quality	yes
9. Improved Safety	yes	9. Improved Safety	no	9. Improved Safety	yes
10. reduced energy consumption	yes	10. reduced energy consumption	no	10. reduced energy consumption	yes
11. Improved raw materials consumption	yes	11. Improved raw materials consumption	yes	11. Improved raw materials consumption	yes
12. Increased recycling	0	12. Increased recycling	0	12. Increased recycling	0
13. Reduced waste	yes	13. Reduced waste	no	13. Reduced waste	yes
14. Increased employee satisfaction	0	14. Increased employee satisfaction	0	14. Increased employee satisfaction	0
15. Acquisition of 'green' customers	0	15. Acquisition of 'green' customers	0	15. Acquisition of 'green' customers	0
16. Acquisition of new customers	yes	16. Acquisition of new customers	yes	16. Acquisition of new customers	yes
17. Increased customer satisfaction	yes	17. Increased customer satisfaction	yes	17. Increased customer satisfaction	yes
18. Increased customer loyalty	0	18. Increased customer loyalty	0	18. Increased customer loyalty	0
19. Improved supply chain relationships	yes	19. Improved supply chain relationships	yes	19. Improved supply chain relationships	yes
20. Improved stakeholder relationships	0	20. Improved stakeholder relationships	0	20. Improved stakeholder relationships	0
21. Reduced litigation risks	0	21. Reduced litigation risks	0	21. Reduced litigation risks	0
22. Increased regulatory compliance	0	22. Increased regulatory compliance	0	22. Increased regulatory compliance	0

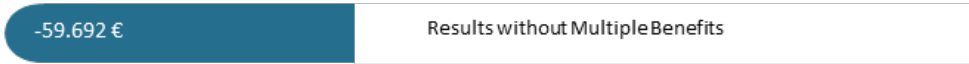
# 0301\_ CBA, sustainability, ESG



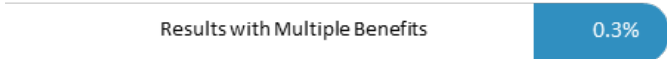
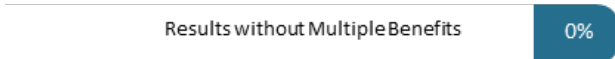
## Results from a Bulgarian company audited



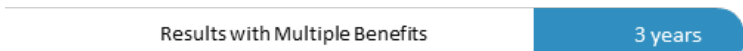
### Net Present Value



### Internal Rate of Return



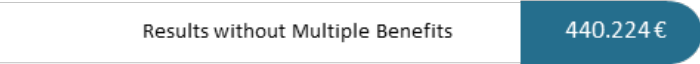
### Payback time



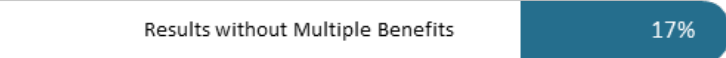
## Results from an Italian company audited



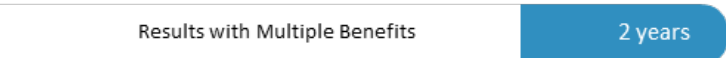
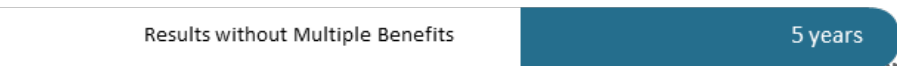
### Net Present Value



### Internal Rate of Return

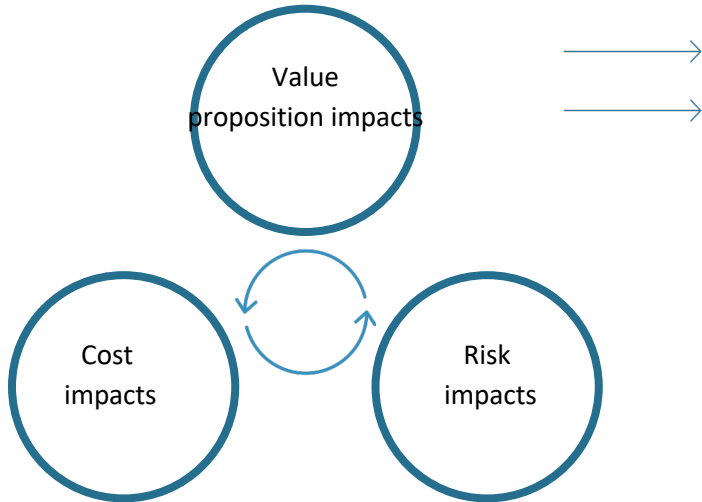


### Payback time



# 0301\_ CBA, sustainability, ESG

LOADING ...



ESG indicators improved:

- positive social impacts (better staff safety and comfort, influence on stakeholders)
- reduced environmental impacts (energy, GHG, water, waste, raw materials)
- improved governance (success in the decarbonisation strategy, reduced capital investment needs, business risks)

Alignment with the sustainability reporting standards (EFRAG)

Source: Dr Catherine Cooremans, Ipsos Facto, Online webinar – 20 October 2023





# 04\_Benchmarking approach & supply chain sustainability

LOADING ...

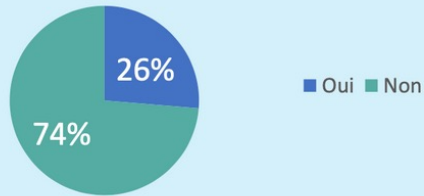


DEESME Benchmarking Report:



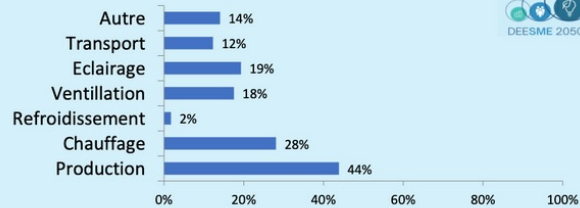
Le rapport résume graphiquement les résultats de l'enquête par questionnaire menée par MT-Partenaire auprès des entreprises du secteur de l'ameublement. Le rapport compare les informations recueillies dans le cadre de l'enquête.OPTIMUM SAS and 57 Autres entreprises

12. Avez-vous réalisé un audit énergétique au cours des trois dernières années ?



Votre réponseNon

13. quels sont vos 3 postes énergétiques les plus importants ?



Votre réponse

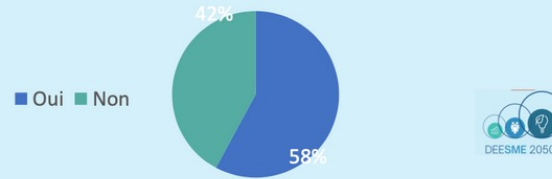
Co-funded by the European Union under Project n°101076386. Views and opinions expressed are however those of the author(s) only and do not necessarily reflect those of the European Union or GINEA. Neither the European Union nor the granting authority can be held responsible for them.



DEESME Benchmarking Report:

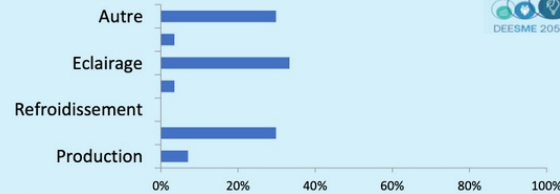


14. Avez-vous investi dans des actions d'efficacité énergétique au cours des cinq dernières années ?



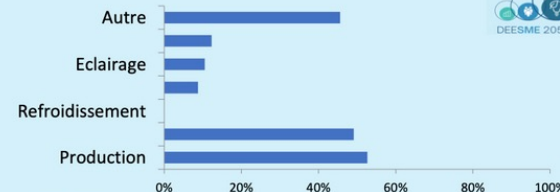
Votre réponseNon

15. les 3 principaux investissements réalisés pour l'efficacité énergétique ?



Votre réponse

16. Qu'aimeriez-vous améliorer dans votre entreprise en matière d'efficacité énergétique au cours des trois prochaines années ?

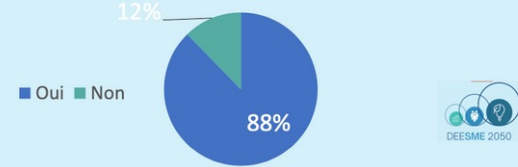


Votre réponseProduction

DEESME Benchmarking Report:

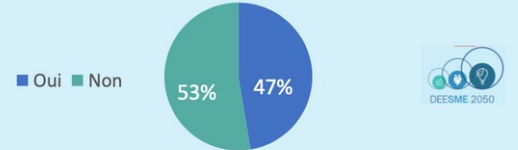


17. Votre entreprise est-elle consciente des avantages indirectes de la mise en œuvre d'actions d'efficacité énergétique ?



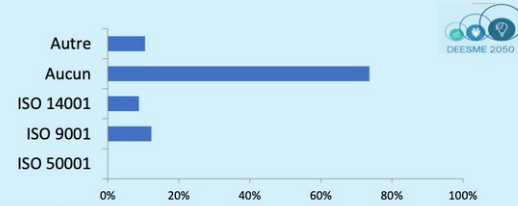
Votre réponseOui

18. Avez-vous nommé, officiellement ou non, une personne responsable des questions énergétiques ?



Votre réponseNon

19. Quels sont les systèmes de management adoptés par l'entreprise ?



Votre réponseAucun

# 05.1\_Overcome the information barrier



## RESEARCH:

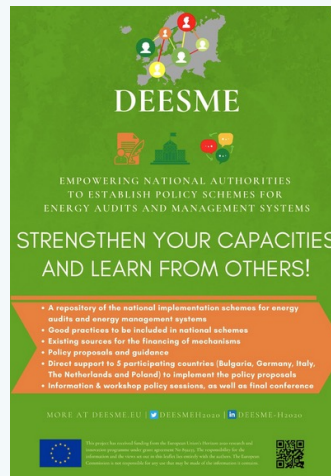
Barriers and strategies in the engagement of SMEs in support and research projects on energy efficiency

## COOPERATION WITH INITIATIVES, ASSOCIATIONS and PROJECTS:



Unlocking the Power of Collaboration: The #SmartEnergyCluster Driving the Smart Energy Transition

## INFORMATIONAL MATERIALS



# Thank you!



ENERGY EFFICIENCY  
in Industrial Processes



FEDERAZIONE ITALIANA  
PER L'USO RAZIONALE DELL'ENERGIA



Included only in DEESME:



Contact:

Website: <https://ieecp.org/projects/deesme2050/>

LinkedIn: DEESME 2050

Twitter: @deesmeH2020

#DEESME2050



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# REE Value



# What do we aim to achieve?

The REEValue team is dedicated to fostering collaborations among businesses within the food, beverage and transport sectors, aiming to identify and implement energy efficiency (EE) and renewable energy sources (RES) opportunities.

Through our future online portal, businesses will be able to identify EE and RES opportunities, access collaboration models and seek support for funding.





# Meet the Team



**CRES**  
Greece



**AEMS**  
Ireland



**UniBS**  
Italy



**MBB**  
Malta



**EC SLA**  
Belgium



**Cork Chamber**  
Ireland

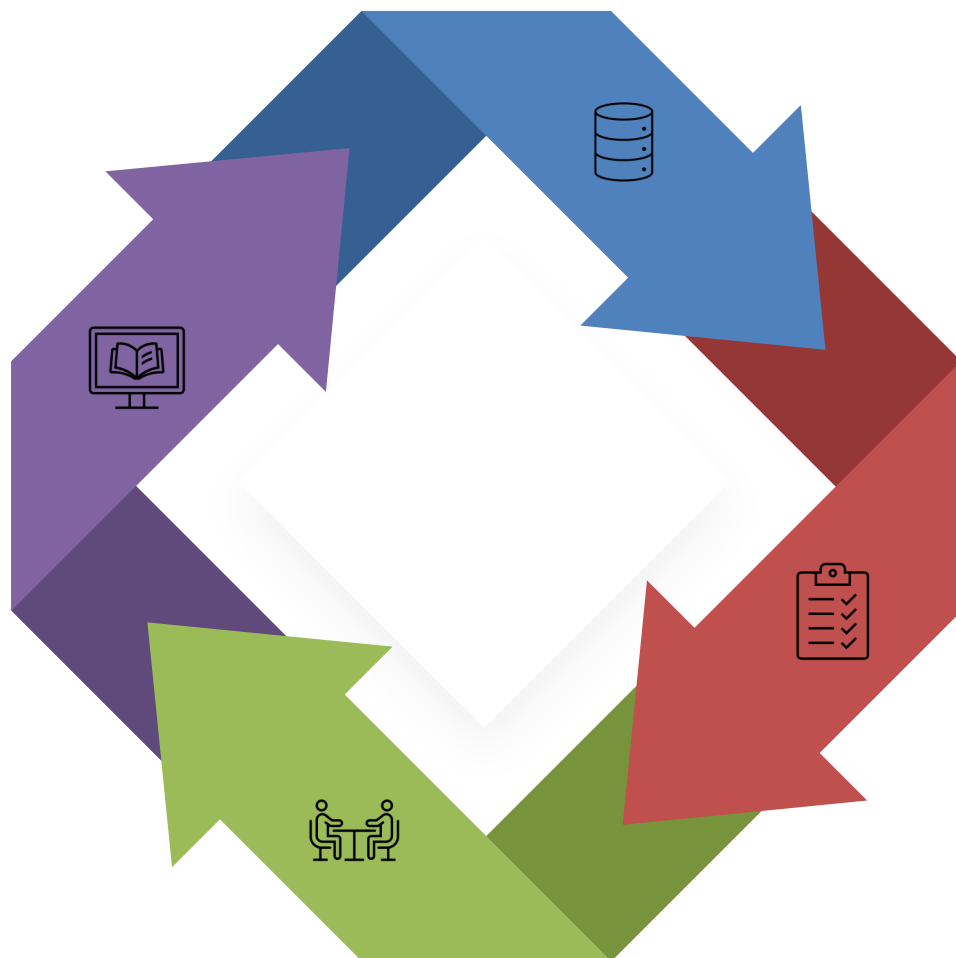


**AIP**  
Portugal



**Sammontana**  
Italy

# Project Process



01

## Database of recommendations and tools

Identification of EE & RES opportunities from energy audit reports and information from EU projects.

02

## Development of Business Recommendations & Financing List

03

## Business Outreach

Setting up energy help desk, one to one meetings and workshops.

04

## Transferable Tool for Online Platforms

# Energy Audits



## 100+ audit reports

Recommendations extracted from 100+ energy audit reports.



## Good distribution of Manufacturers & Wholesalers/Retailers



## 7 MSs incorporated

Besides the consortium countries, REEValue obtained energy audit information from Bulgaria and Finland.



## Challenges

- Transportation
- Audit data/information



# Projects reviewed



## 10+ Projects

Review extended to nationally funded projects



## Projects outputs categorization

- Technical recommendations
- Recommended Protocols
- Supply Chain Contracting
- Value Chain protocols
- Toolkits
- Business Cases
- Finance Models
- Business case studies



**Good selection of business cases collected.**



## Challenges

Many projects focus on policy recommendations rather than technical and financial recommendations.



# Business Outreach

The REEValue coalition will provide technical and project expertise to enable a group of companies on a Value Chain to collaboratively achieve a higher energy performance

Specifically:

- ❖ REEValue will help identify energy performance opportunities
- ❖ REEValue will help build a “Coalition of the willing”
- ❖ REEValue will help develop (identify, structure, formalize) an active Value Chain Collaboration for Energy Performance



Pre –Business Workshop  
Business Reps + Mentor +  
Technical Entities



Workshops to promote Value  
Chain collaboration

Number of meetings in Malta,  
Ireland and Portugal



Post Workshop Discussion

Number of Meetings to support the  
concept of Value Chain collaboration



Agreements Stage

# The Value Chain Concept

## The VC in ice-cream example

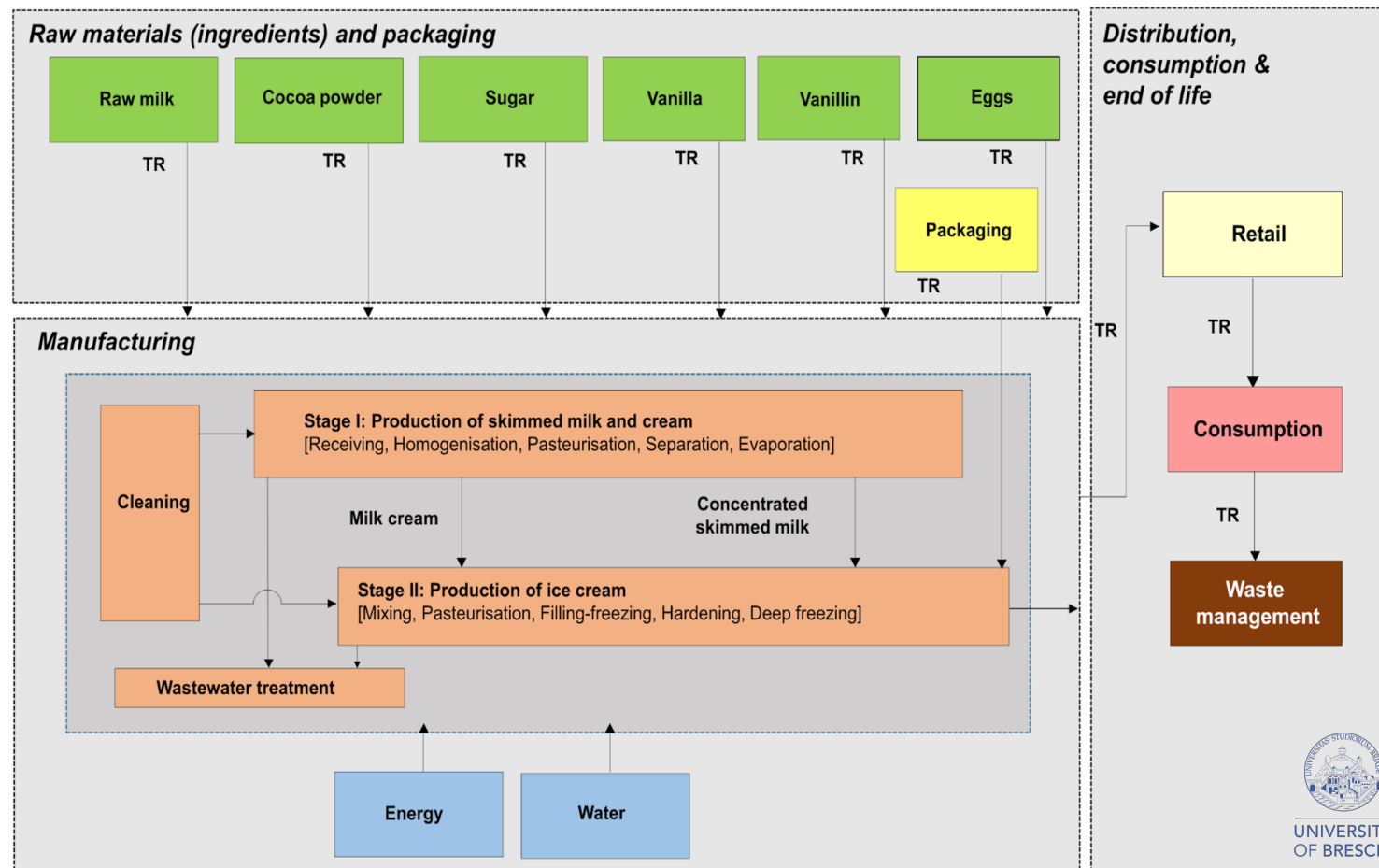


Fig. 1. The life cycle of ice cream considered in the study.

# Online Tool

The tool is intended to collate the inputs of the Work Package and provide an online access to enterprises researching information on Energy Efficiency and Renewable Energy Recommendations plus provide Knowledge and Examples of Value Chain Collaborations.

Businesses will input their energy data and other parameters such as NACE, related to food manufacturing and its transport and storage and receive recommendations and potential savings indications.

The platform will:

- Also promote different energy tools produced from other EU projects (see “Other Relevant Tools and Past EU Projects”).
- Provide examples of collaboration models, including best practice case studies.
- the online tool is also to provide a potential financing list according to the different States forming REEValue and other Projects.

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April 2024

