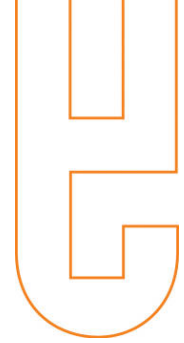




References (Extract)

Division
International Know-how
Transfer



Consultancy on Energy Services

Capacity Building – outside Europe – Focus Energy Performance Contracting (EPC)

ESCO Policy Development in Saudi Arabia

Market analysis, development of ESCO models and support in pilot project implementation
Client: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH
Period: 2014 – 2015

ESCO Facilitation in Thailand

Introduction of facilitator concept to Thai energy service markets, development of facilitator guideline
Client: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH
Period: 2014 – 2015

Facilitation for ESCO Market Development & Co-/Tri-Generation in South Africa

On-site trainings and process development support for Energy Performance Contracting pilot project
Client: DFIC / Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH
Period: 2014 – 2015

ESCO Capacity Building in Jamaica

Stakeholder workshops on ESCO market development, measurement and verification and energy efficiency financing
Client: Jamaica Ministry of Labour & Social Security
Period: 2014

Support of the Climate Partnership between the Senate of Berlin and the Municipality Buenos Aires

Workshops referring energy management for public buildings, energy audits and Trainings for energy managers
Client: Senate of Berlin
Period: 2013 – 2014

EPC models and financing options for pumping station upgrades in Uganda

Development of an EPC model as innovative financing tool for the optimization and rehabilitation of existing pumping systems in the water sector of Uganda and East Africa.
Client: Deutsche Gesellschaft für Internationale Zusammenarbeit (GTZ) GmbH
Period: 2013

Development of ESCO-business models in Indonesia

Development of different energy service options (e. g. Energy Supply Contracting) for industry parks. Evaluation of feasibility and scalability through interviews and workshops.
Client: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH
Period: 2012

Assessing Framework Conditions for Energy Service Companies in Developing and Emerging Countries

Creation of a practical guideline which provides an analysis structure and idea generation basis for the support of ESCO market development.
Client: Deutsche Gesellschaft für Internationale Zusammenarbeit (GTZ) GmbH
Period: 2012

Know-how transfer energy performance contracting in Brazil

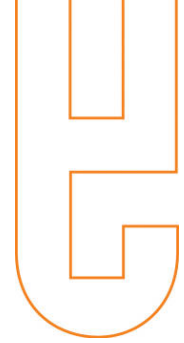
Consulting in Energy Performance Contracting, stakeholder and framework analysis
Client: Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ) GmbH
Period: 2009 – 2010

Know-how transfer energy efficiency

Consulting and know-how transfer in energy performance contracting for a Brazilian client
Client: Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ) GmbH
Period: 2008

Project and market development for lighting contracting in Chile

Know-how transfer for indoor and street lighting Contracting, Development of a PPP
Client: Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ) GmbH
Period: 2008



Capacity building, technical assistance energy performance contracting India

Know-how transfer of Energy Performance Contracting, Support of the state agency BEE and the GTZ for the development and implementation of a pilot project in public buildings in India

Client: Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ) GmbH

Period: 2007 – 2008

Implementation of energy performance contracting in Chile

Know-how transfer of EPC, Development of contracting manual and policy paper

Client: Renewable Energy Efficiency Programme, Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ) GmbH / European Commission

Period: 2006 – 2007

Capacity Building – European Level – Focus Energy Performance Contracting (EPC)

European Energy Service Initiative 2020 (EESI 2020)

Promotion of implementation of EPC facilitation, capacity building involving nine European countries

Client: European Commission - Executive Agency for Small and Medium-size Enterprises (EASME)

Period: 2013 – 2016

Increasing Transparency of Energy Service Markets (Transparence)

Establishment of European Code of Conduct for Energy Performance Contracting

Client: European Commission - Executive Agency for Small and Medium-size Enterprises (EASME)

Period: 2013 – 2015

Combining Energy Services with subsidy schemes to finance Energy Efficiency (CombinES)

Market analysis and policy recommendations for enhancing the impact of subsidy programmes with EPC in six European countries

Client: European Regional Development Fund – Central Europe Programme

Period: 2012 – 2014

Introduction of Energy Performance Contracting in Monaco

Development of an EPC contract, consulting and know-how transfer for public authorities, establishment of an EPC pilot project

Client: Principality of Monaco

Period: 2010 – 2012

European Energy Service Initiative (EESI)

Promotion of implementation of EPC, capacity building involving nine European countries

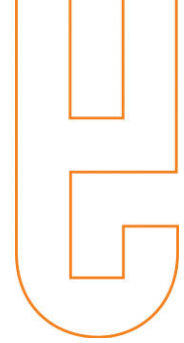
Client: European Commission - Executive Agency for Competitiveness and Innovation (EACI)

Period: 2009 – 2012

Romania: Energo ESCO – Technical and Legal Due Diligence

Client: European Bank for Reconstruction and Development (EBRD)

Period: 2011



Know-how transfer efficient lighting in Kosovo

Training and know-how transfer for energy efficient lighting

Client: Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ) GmbH

Period: 2010

Potential of energy performance contracting in Romania

Development of an EPC-Program, analysis of market potential for EPC in public buildings, legal and financial framework, incl. design of financing model.

Client: European Bank for Reconstruction and Development (EBRD)

Period: 2010

Bottom up to Kyoto (ButK) – Implementation of performance contracting for street and indoor lighting in five new EU member states

Know-how transfer of Contracting, Development of model contracts, Identification of suitable pilot projects in municipalities, feasibility study, project development and implementation incl. tendering and awarding management

Client: European Commission, European Lamp Companies Federation

Period: 2007 – 2009

Capacity building, technical assistance FEDESCO

Know-how transfer of Energy Performance Contracting, Support of the state agency FEDESCO for the development and implementation of a pilot project in public buildings in Belgium

Client: FEDESCO

Period: since 2008

Development of energy performance contracting in Romania

Implementation of pilot projects in public buildings and lighting, Energy audits, model contracts

Client: Federal Ministry for the Environment, Nature Conservation and Nuclear Safety

Period: since 2008

Establishment of a contracting platform in Europe

Innovative Energy Services, Quality Standards, Training/know-how transfer, national activities (9 countries), (EUROCONTRACT)

Client: European Commission

Period: 2005 – 2007

Introduction of energy services and energy efficiency in Serbia

Advisory, know-how transfer, initiating pilot projects concerning energy performance contracting.

Client: Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ) GmbH

Period: 2006

Initiation of contracting in Romania

Analysis, development of model contracts, Training and know-how transfer

Client: Federal Ministry for the Environment, Nature Conservation and Nuclear Safety

Period: 2005 – 2006

Energy performance contracting, Middle- and Eastern Europe

Analysis, development of legal framework, expert monitoring of implementation, (“ClearContract“)

Client: European Commission

Period: 2003 – 2004

Energy performance contracting, Austria, Finland, Greece

Capacity Building in the scope of EU project SAVE Energy Services: Energy Performance Contracting in public buildings

Client: European Commission

Period: 2001 – 2002

Energy performance contracting, Bulgaria

Analysis, development of model contracts, tendering and awarding management, expert monitoring of implementation

Client: Federal Ministry for the Environment, Nature Conservation and Nuclear Safety

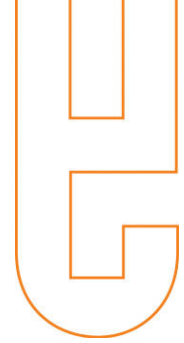
Period: 2000 – 2003

Energy performance contracting, Slovenia

Analysis, development of model contracts, tendering and awarding management, expert monitoring of implementation

Client: KfW Bankengruppe

Period: 1999 – 2001



Pilot Projects

Romania: Opening the Market for Private ESCOs – Project Implementation Support

Establishment of pilot programme and replicable models for Energy Performance Contracting (EPC), improvement of regulatory frameworks, initiation of a national EPC/ESCO programme

Client: European Bank for Reconstruction and Development (EBRD)

Period: 2013-2016

Support of the Project Management and Quality assurance for the implementation of Combined heat and power (CHP) systems in hospitals in Chile

Technical Quality Assurance of the implementation of CHP plants in 3 hospitals in Chile (50 kWel, 163 kWel, 366 kWel)

Client: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Period: 2014

Project and market development for energy efficiency in Chile

Market development for efficient technologies based on feasibility studies and pilot projects

Client: Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ) GmbH

Period: 2009 – 2010

Conception and implementation of energy efficiency pilot projects in Latvia

Evaluation of two German-Latvian pilot projects with regard to environmental protection and central heat supply, Analysis of general conditions and requirements, coordination of project implementation

Client: KfW Bankengruppe

Period: 2005

Technologies

Energy Efficiency and Energy Saving

Micro and small-scale cogeneration and trigeneration in Mexico

Identification of applicable international best practices (e.g. policies and support mechanisms) and elaboration of recommendations for the development of micro and small scale cogeneration and trigeneration in Mexico.

Client: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Period: 2013

Small- and micro combined heat and power (CHP) systems

Capacity Building

Client: European Commission (“OPET-Network”)

Period: 2002 – 2004

Energy efficiency in buildings

Capacity Building

Client: European Commission (“OPET-Network”)

Period: 2002 – 2004

Renewable Energies

Financing of electricity from renewable sources, international

Capacity Building

Client: European Commission (“OPET-Network”)

Period: 2002 – 2004

Utilization of energy from wood, Czech Republic

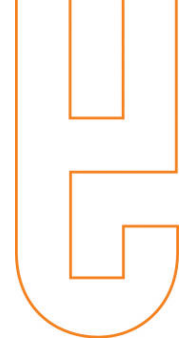
Capacity Building

Client: European Commission

Period: 2001 – 2002

Utilization of solar energy, Ukraine

Expert monitoring of implementation



Client: Senatsverwaltung für Stadtentwicklung und Umwelt Berlin
Period: 2001 – 2002

Utilization of wind energy, Czech Republic

Analysis, expert monitoring of implementation
Client: Federal Ministry for the Environment, Nature Conservation and Nuclear Safety and KfW Bankengruppe
Period: 1999 – 2000

Studies

Feasibility study for Energy Services in Mongolia

Evaluation of the feasibility of Energy Services (especially EPC) for several buildings in Ulan Bator
Client: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH
Period: 2012-2013

Energy efficiency in residential buildings in Russia

Analysis of possible energy service models and support programs for Russian multi-family buildings.
Client: International Finance Corporation of the World Bank Group
Period: 2011-2012

Feasibility studies for the implementation of Combined heat and power (CHP) systems in hospitals in Chile

Technical and economical based analysis for small and medium sized CHP systems in 3 hospitals in Chile (Regiónes Aysén, Magallanes y Metropolitana)
Client: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH
Period: 2011 – 2012

Intelligent Energy Europe (IEE) SF energy invest

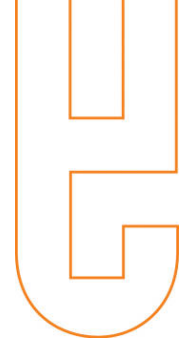
Analysis of the financial framework for projects funded by EU structural and cohesion funds, development of projects in the pilot regions
Client: European Commission - Executive Agency for Competitiveness and Innovation (EACI)
Period: 2010 – 2012

Feasibility study for the implementation of a trigeneration system in Chile

Technical analysis for a trigeneration project in the president palace, conception of the system
Client: Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ) GmbH
Period: 2009

Energy efficiency in hospitals, Lithuania and Belarus

Analysis, expert monitoring of implementation
Client: Regency of Aurich
Period: 2002 – 2003



Policy Consulting

Conception of a National Energy Agency for El Salvador

Creation of concept and structure of a National Energy Agency in El Salvador

Client: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Period: 2011

Energy management consulting in municipalities in Kosovo

Training and know-how transfer of energy efficiency in buildings and lighting

Client: Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ) GmbH

Period: 2010

Energy efficiency in six new EU member states

Research and Analysis of state of affairs in energy efficiency of six EU member states

Client: eclareon GmbH

Period: 2009

Support for the implementation of trigeneration technology in India

Consulting and know-how transfer for trigeneration technology and energy efficiency

Client: Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ) GmbH

Period: 2009

Development of energy service facilities for the optimization of energy efficiency in buildings

Within the scope of the EU project ClearSupport

Client: European Commission

Period: 2007 – 2009

EFFI - Efficient implementation of energy services

Efficient implementation of energy services in small and medium Enterprises

Client: European Commission

Period: 2006 – 2009

Development of local strategies in Serbia – Initiation of contracting for street lighting

Know-how transfer of Energy Performance Contracting, Support of the clients

Client: Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ) GmbH

Period: 2006

Policy consulting Indo-German energy programme

Consulting and know-how transfer for Energy Performance Contracting

Client: Integration GmbH

Period: 2005 – 2007

Sustainable energy supply and energy efficiency in India

Consulting and know-how transfer for energy audits and energy management, solving questions in financing and model contracts

Client: Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ) GmbH

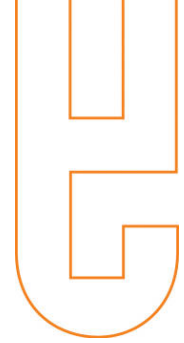
Period: 2005

EU-China partnership in CDM implementation

Development of legal frameworks, Capacity Building

Client: European Commission

Period: 2003 – 2005



Partner for Innovation

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