

Promoting energy efficiency in small and medium-sized enterprises through network- based approaches

*Experiences from Swedish local
governments*

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ECEEE

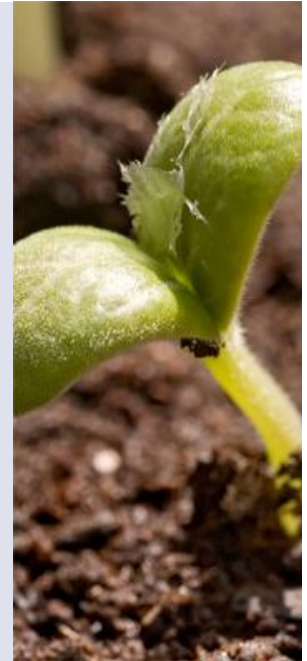
The context: Sustainable Municipality

The programme offered:

- Legitimacy through cooperation between national and local levels
- Link between political level and civil servants
- A relevant arena with like-minded stakeholders
- Opportunities for knowledge sharing
- External expertise and know-how – not funding

Swedish Constitution, Ch 1, Art 1

Swedish democracy (...) shall be realized through a representative and parliamentary policy and **through local self-government.**



Network-models for energy efficiency

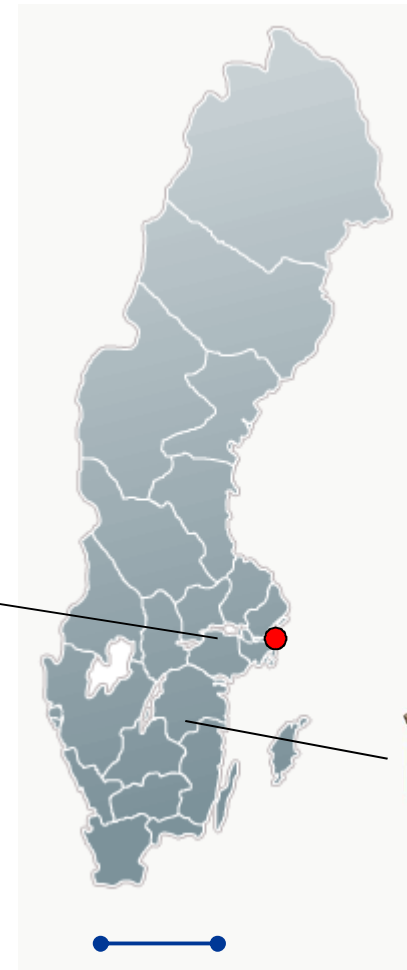
SMEs account for
30% of Swedish
industrial energy use

Ways to support energy
efficiency in SMEs:

- **Energy Audits**
- **Energy efficiency networks**



Eskilstuna kommun



TRANÅS KOMMUN



200 km

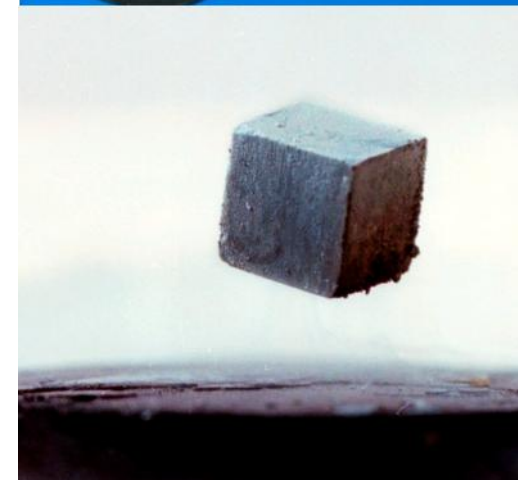
The two models

The Eskilstuna model

- Targeted companies with existing interest and knowledge about energy efficiency
- The companies learn from each other and receive guidance from experienced experts

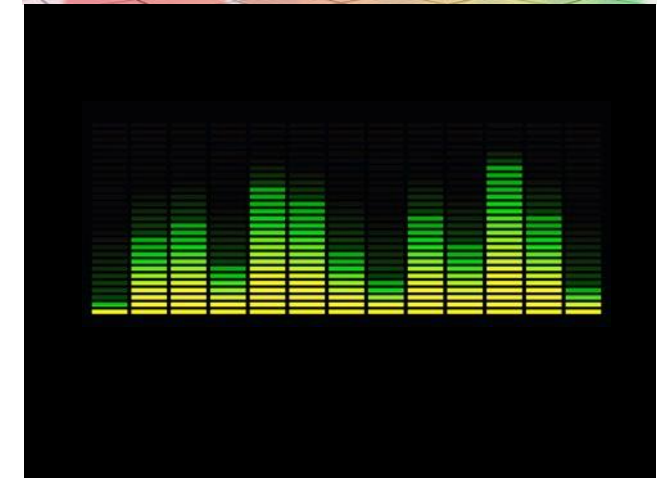
The Tranås model

- Intended for SMEs lacking own capability and initial motivation.
- Based on scalability and matching where thresholds for energy efficiency are lowered for many companies simultaneously.



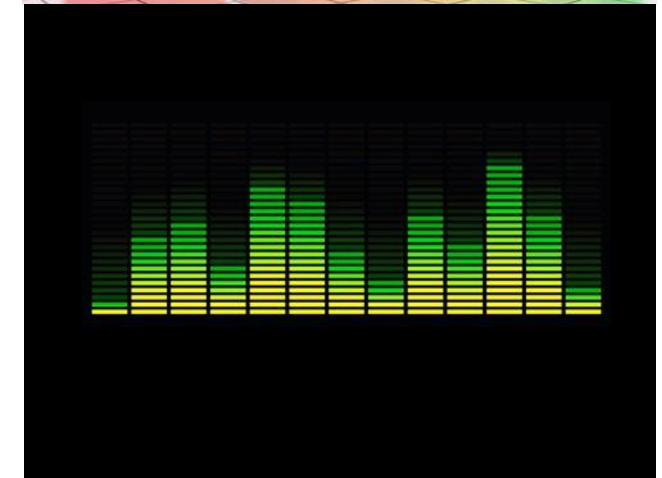
Results

- Ongoing evaluation:
 - **Eskilstuna model:** 15-20 percent energy savings on average (19 companies)
 - **Tranas model:** 8-10 percent energy savings (60 companies)



Results 2

- Network model development
- Method for matching demand for energy efficient solutions in SMEs with suppliers of relevant services and products
- Prestudies for new products



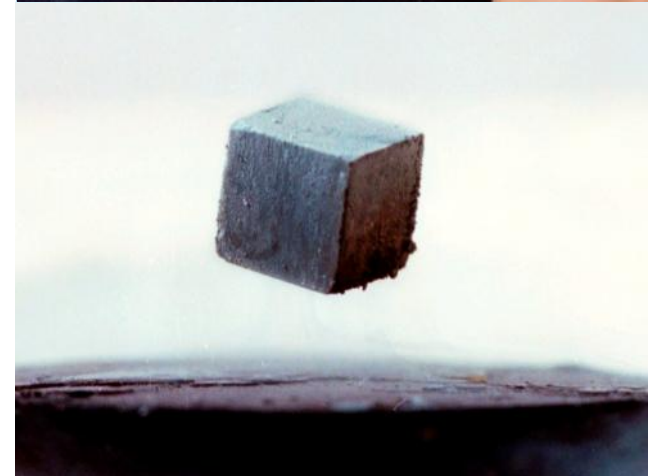
Lessons learned: from the networks

- The coordinator is essential
- Quality of energy consultants
- Recruiting companies takes time
- Common standards for monitoring and evaluation important



Lessons learned: from SMEs

- An energy audit is the first important step
- Anchor the energy efficiency work with top management
- Goals: individual and as a group
- Establish a strategy and action plan



Looking ahead: Implementing a tested model in Sweden

2015-2020

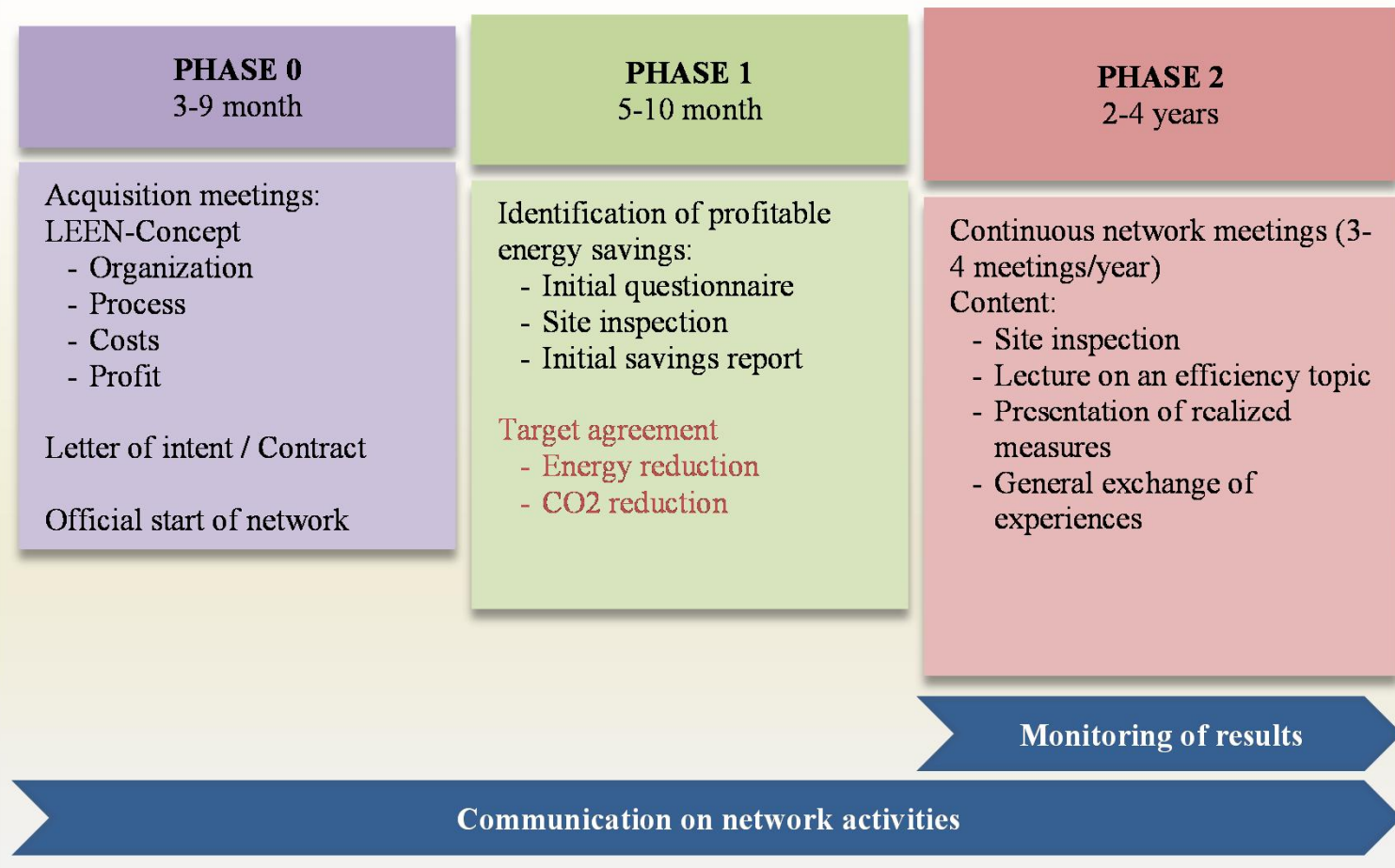
40 networks

4 years

> 2GWh/yr

8-16 SMEs

Target: 15%



Questions for discussion

- 1) In your experience what are the key factors to succeed with energy efficiency networks?
- 2) What do you think is necessary in order for energy efficiency networks to be implemented at a larger scale?