



# SustainableEnergy

the energy performance guarantee



## Meeting the cost of reducing energy



Energy can be one of the largest costs in the ongoing maintenance of a building so it's vital to find savings. Legislation requires national energy savings of at least 9% by 2016 and growing corporate social responsibility demands improved energy efficiency and reduced carbon emissions. Initial expenditure could be high.

### Energy costs

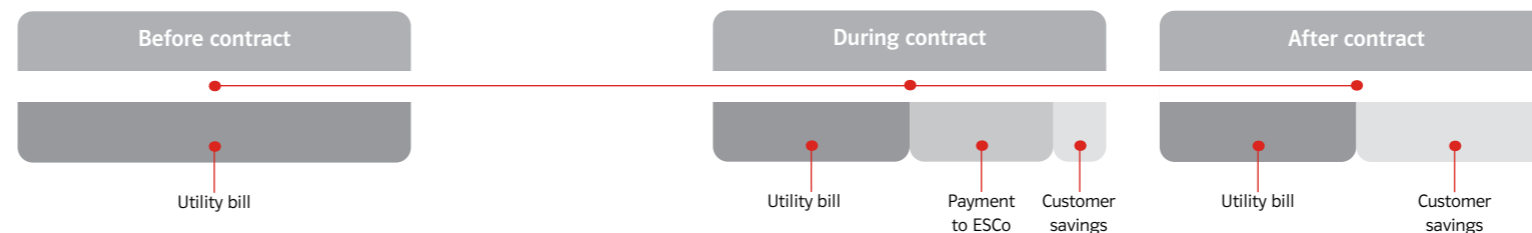
At a time when we need to lower carbon emissions and improve security of energy supplies, there is constant upward pressure on energy pricing. This ensures that energy forms a significant but unpredictable part of operating costs. Effective management of energy can provide many opportunities for efficiency and cost savings. Combined with the energy often wasted, there is scope for improvement without any detriment to comfort or operational performance.

### Energy regulation

Regulation to tackle climate change and energy security is increasing. Significantly, the European Parliament has ruled that all commercial buildings are required to be zero carbon by 2019. Public buildings must comply by 2018. On 1st April this year, the CRC Energy Efficiency Scheme comes into force. Designed to deliver CO2 emissions reductions from public and private sector organisations, the scheme employs financial penalties and rewards depending on actual reductions based on published league tables.

### Social responsibility

In addition to regulation, increased corporate social responsibility is also driving the search for energy efficiency and reduced emissions in our public and private buildings. Organisations recognise that energy efficiency cannot be won at the expense of financial prudence or the need to invest in building infrastructure and facilities. We offer a balanced approach.



## The programme that pays for itself



E.ON Sustainable Energy and Self Energy have joined forces to deliver the energy efficiency and savings you need through the Energy Performance Guarantee (EPG). Meet your targets and obligations with the work paid for by savings, guaranteed by the EPG.

### The self-funding solution

The Energy Performance Guarantee (EPG) delivers a comprehensive and self-contained programme that allows you to meet your energy and carbon reduction targets **without** the need for additional capital investment. Operated by an independent Energy Service Company (ESCo), the EPG is self-financed by the guaranteed savings it has been created to deliver.

### What is an EPG?

An EPG is effectively a contract between the customer and the ESCo that allows you to improve the energy efficiency of your buildings and facilities. The ESCo guarantees that the improvements it implements will generate sufficient savings to pay for the project. And, all additional savings gained after the contract ends will accrue solely to you, the customer.

### Benefits

- No up-front investment or special loans required
- Energy savings are guaranteed by the operating ESCo
- Technologies and equipment are paid for by the ESCo
- If guaranteed savings are not met the ESCo pays the difference
- At the end of the contract period you retain all subsequent savings to invest as you wish

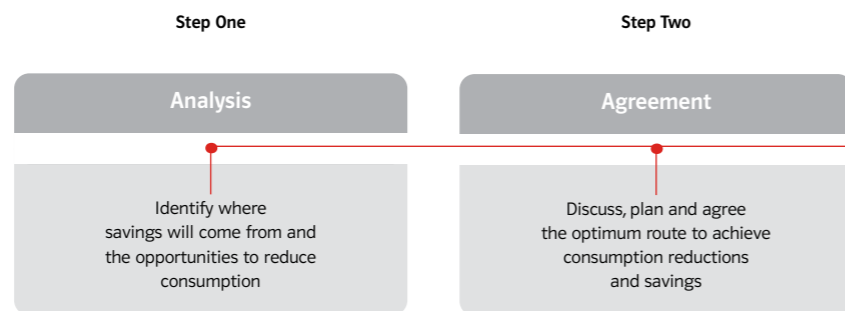
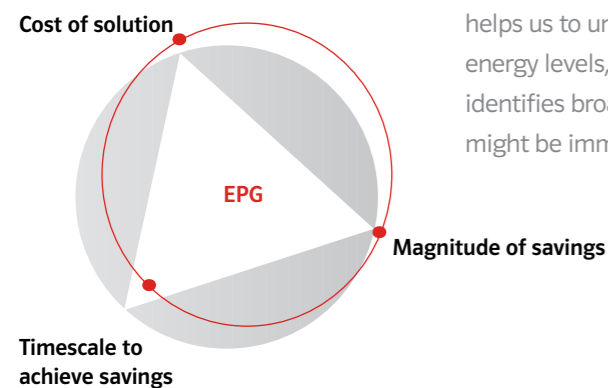
## Analysis and agreement



The first step is to understand exactly how energy is used in your buildings and the sources of future energy savings are. The objective is to ensure your operation is as energy-efficient as possible.

### A balanced approach

At the heart of every Energy Performance Guarantee is a simple, triangular equation that examines the cost of implementation against the value of energy savings and the period over which these savings can be realised.



**Step One**  
**Analysis**  
Identify where savings will come from and the opportunities to reduce consumption

In the first phase of activity, we undertake a preliminary review of your premises and facilities. This helps us to understand current energy levels, how it's used and identifies broad areas where savings might be immediately achieved.

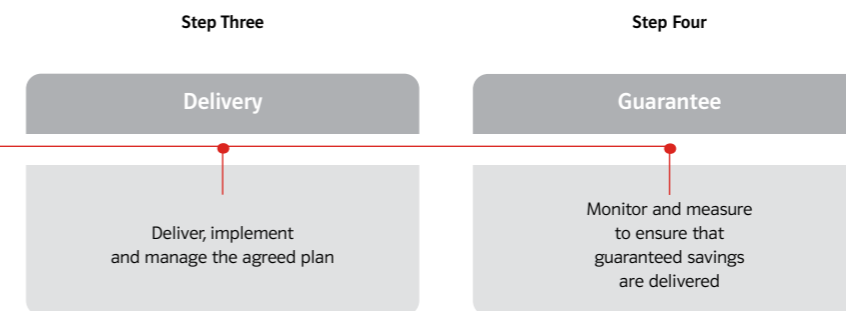
**Step Two**  
**Agreement**  
Discuss, plan and agree the optimum route to achieve consumption reductions and savings

The second phase is a detailed study of energy consumption and management. We'll identify where energy is being used and the remedies that can be employed to change systems and controls or behaviour. Our experience will direct us to the best opportunities and optimum solutions to ensure not only cost savings but also compliance.

## Delivery and guarantee



Next we implement an energy use plan, agree the programme, establish the project team, deploy measuring and monitoring procedures and determine the guarantees to deliver efficient and effective energy savings.



**Step Three**  
**Delivery**  
Deliver, implement and manage the agreed plan

With the intelligence collected and analysed we can finalise the contract with you and commence installation of any measuring and monitoring technologies required. We'll set up the project management team who will be responsible for implementing the strategies designed to deliver cost savings and we'll establish a baseline against which savings are agreed.

**Step Four**  
**Guarantee**  
Monitor and measure to ensure that guaranteed savings are delivered

The final and ongoing phase of the programme monitors the changes in energy usage and accounting procedures that help to establish the guarantees that underpin our contract with you. Those guarantees will be delivered by the rigorous and continuous measuring and monitoring of the procedures and initiatives we've put in place.

### Strengths and benefits

The short term value of the Energy Performance Guarantee (EPG) is that it immediately reduces the cost of energy to the organisation and those savings fund the activity. The longer term benefit is that the EPG delivers funds previously lost to inefficient energy use that can now be used in other operating areas. This applies whether you have one building or manage a number of buildings in different locations. The EPG can also support your own energy managers to accelerate existing energy costs and emissions savings activity.

## Benefits of an energy performance guarantee



The Energy Performance Guarantee puts you in greater control of energy costs and emissions and releases monies that can be used elsewhere in the organisation. It changes the way occupiers use energy with no new capital investment on your part.



### Expert advice

Because today, every organisation has carbon and energy obligations, part of our responsibility is to help you understand them and to provide practical solutions for the CRC and other regulations. We can take care of all the administration involved, help you avoid the penalties, secure benefits and continue to build your own low carbon reputation.

### Reduce your energy costs

Unless your operation is incredibly efficient, you could be wasting money by using more energy than you need. But precisely how is not easy to establish without the experience, capabilities and technology to understand where things can be changed. We have the expertise to do just that and we help you predict achievable savings.

### Change your energy culture

In a volatile world in which energy prices can be unpredictable, it is vital that energy use is accurately monitored so potential savings can be identified and realised. Equally, it's important that employees and occupiers understand how their behaviour can lead to cost savings. Our expertise helps you to do both continuously and productively.

## Real, proven and achievable



Even the most well-managed organisation can be frustrated by unpredictable operational costs. The Energy Performance Guarantee ensures that energy costs and carbon emissions become controllable.



### Retain your capital

The unique benefit of the Energy Performance Guarantee (EPG) is that it requires no investment on your part so any savings that are realised pay for the programme during the contract period and are retained by you thereafter. That's guaranteed and if, for any reason, savings don't meet the cost of the programme, we pay the difference, no question, no hassle.

### Reduce your emissions

This programme is designed to do more than simply save money. It's designed to help you meet your low carbon obligations and objectives. The EPG is the optimum way to ensure that your organisation - across all of its premises - meets increasingly strict regulation on carbon emissions and helps to strengthen your CSR leadership in this area.

### Delivery guaranteed

Perhaps the most important strength and benefit of the Energy Performance Guarantee is that it means you never have to gamble on investment in energy savings in the hope of achieving them. We structure a detailed agreement to do that from the outset. And that guarantee is placed firmly in our hands. If, for any reason, we can't or don't deliver, it will cost you nothing.

## Recognised and respected



The combined strength and know-how of Self Energy and E.ON Sustainable Energy has been recognised by our joint appointment as an approved supplier to London's Buildings Energy Performance Programme (BEEP) procurement service.

### What is BEEP?

The Buildings Energy Efficiency Programme (BEEP) is London's response to the Clinton Climate Change Initiative (CCI). Created by the USA's Clinton Foundation, the CCI challenges the world's top 40 countries to develop programmes to reduce carbon emissions from public and private buildings by developing an innovative financial model to pay for essential work and the expertise required to achieve carbon reduction targets.

### A world first

London is the first city to develop and pilot its own programme (BEEP) on a selected number of Greater London public buildings. As an approved supplier, we'll be undertaking a number of Energy Performance Guarantees (EPG) for clients throughout the city. Self Energy has already worked extensively - with hospitals and colleges, schools and councils - in both the public and private sectors, initiating and implementing

such programmes. Cost savings from energy reduction have funded those programmes and the cost of retrofits to further improve energy efficiency in the capital's public buildings. Much remains to be done. It's estimated that if all public sector buildings in London employed the EPG model, savings of around £500<sup>1</sup> million could be achieved and total CO<sub>2</sub> emissions could be reduced by 8%<sup>1</sup>.

<sup>1</sup> Source London Development Agency

## Experienced and capable



E.ON Sustainable Energy builds, manages and maintains energy solutions that cut costs and carbon emissions. Self Energy masterminds important energy efficiency programmes for hospitals, colleges, schools and councils, here in the UK and overseas.

### King's College, London

Universities in the UK could save hundreds of thousands of pounds in annual energy costs and reduce carbon emissions by improving energy efficiency. For Kings College in London, Self Energy has been advising on the feasibility of installing 1MW tri-generation and an on-site renewables system to serve several of the College's campuses including the Strand in central London. Paul Lewis, Self Energy UK's CEO believes

that by working with universities in this way, providing the necessary funds and expertise, considerable savings could be achieved as well as significant carbon reductions, at the same time as securing future energy supply. Even with these issues high on the agenda, many universities don't realise that local energy generation, combined with energy efficiency measures, could lead to significant savings that

could fund other investment priorities. Some universities and other clients have benefited greatly from the Energy Performance Guarantee approach.

## Collective expertise



Our joint capability - and experience of energy efficiency and decentralised energy generation solutions - creates a powerful, independent and unique collaboration to resolve your energy problems.

### Self Energy

Self Energy UK was the UK's first specialist decentralised energy ESCo and has become a leader in local energy delivery. We're focused on assisting owners and operators of public and private buildings to reduce their energy costs, carbon emissions and increase the security of their energy supplies. Industry leading consultancy, project management and our partnership with E.ON Sustainable Energy means that we can provide the design, implementation, operation and maintenance of decentralised energy assets and infrastructure at no cost to our clients, across the UK and throughout Europe.

### Sustainable Energy

Sustainable Energy is the low carbon energy expert within E.ON. We have the capabilities that come from being part of a major energy company. We are one of the leaders in providing energy from low carbon sources and technologies, from small microgeneration systems to large, decentralised, ESCo funded, community based energy centres.

## Imagine what we can do together



If you are considering how your organisation could benefit from an Energy Performance Guarantee to reduce energy costs, carbon emissions and release investment for operational improvement - with no up front cost - call us today.



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Visit our website

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