



ECONOLER

ESCO Approaches

The role of private and public sectors

The Global ESCO Network

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A LITTLE BIT OF HISTORY

- EPC concept started in the early 1980s
- Basic concept developed in France early 1900
- Real launch through parallel initiatives in Canada, USA in the 1980 and Europe and Asia (mid-end 1980s)
- Important focus on the public market (government buildings)

A LITTLE BIT OF HISTORY (2)

- 1990's: shift to the guaranteed savings in North American and Europe
- Limited growth:
 - Non adapted working legal system
 - Absence of Government leadership
 - Lack of customer awareness
 - Limited access to adapted Financing mechanisms.
 - Issues with Measurement and verification

TYPE OF ESCOS: PRIVATE AND PUBLIC

- Private sector
 - Independent ESCOs
 - Equipment manufacturers
 - Utility companies
 - Energy or engineering companies

TYPE OF ESCOS: PRIVATE AND PUBLIC (2)

- Public sector
 - Internal ESCO
 - structure to enable the realization of EE projects for different public sector facilities
 - Super ESCOs,
 - that facilitates the development and implementation of EE projects (including the financing) but that subcontracts the implementation to private sector ESCOs

CONTRACTUAL RELATIONS PUBLIC & PRIVATE SECTORS

- Public sector
 - Internal ESCO
 - structure to enable the realization of EE projects for different public sector facilities
 - Super ESCOs,
 - that facilitates the development and implementation of EE projects (including the financing) but that subcontracts the implementation to private sector ESCOs

MODEL FOR CONTRACTUAL RELATIONS

- Private ESCO - Public Client
 - Through national tendering program
- Private ESCO - Private Client
 - Growing but lack of adapted financing still a barrier
- Public ESCO - Public Sector
 - Limited structure, would favor Super ESCO model
- Public ESCO - Private sector
 - Limited structure, would favor Super ESCO model

CONCLUSION

- Context
 - need to address climate change mitigation
 - recognized role of EE to achieve such goals,
 - important financial crisis that will emerge from the COVID
- Interest in the use of EPC will grow and ESCOs should play an increased role in many countries in the years to come



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THANK YOU

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