THE GLOBAL ESCOR NETWORK



Supporting the development of ESCO markets in Africa

- the role of aggregation and standardization

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Efficiency Valuation Organization





## Takeaways from the first International ESCO Symposium

- **Standardization for trust** •
- **Standardization for scale** •
- **Standardization for finance** •
- **Exploit existing processes and policy** • (documents)





v to perform.

## Policy Recommendation from the Global ESCO Network

An accreditation Registry

Energy Performance Contracting (EPC) can be complex, and dition for proposing and winning the right to perform a because such contracts may last for many years, it is an infrecontract mainly in the public sector. quest activity for most buyers who are often en n accreditation is required by government oversight, it

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(stry can also help enforcing the definition of ISCO has the differentiation in the market between ESCOs registry and other service providers that do not meet SCO definition criteria

be available to any company working as an RSCO. Par-

it should be considered best practice that in order to

tain the accreditation integrity all ISCOs must period

re-submit for accreditation, effectively updating their

g with an accredited ESCO registry, there must be a way for feedback on ESCO concerns. This type of sera often termed an Ombudeman, or a person or entity will receive concerns, evaluate the issue and provide nmendations to the registry manager.

serve raised against registries are that they may serve entry barrier to new ESCOs with no prior experience. hat any fee charged for registration serves as a tax on acting with a public sector entity. These concerns must lanced against the desire of the ISCO to keep and mainecreditation as a powerful influence on market develint and project dispute resolution. The first concern e addressed either by allowing a grace-period for new nts (with limited evaluation), by providing a gradual sysif accreditation or by initially using non-ESCO projects idate the new potential ESCO expertise and capacities. registries operate with a 3-tier approach. Despite the icant benefits of a registry to the EPC sector as a whole Os, clients, financing partners, etc), the second concern, is cald be used only to cover the costs of maintaining the iry and should not be perceived as a barrier to enter the at and to maintain one roattion in it.





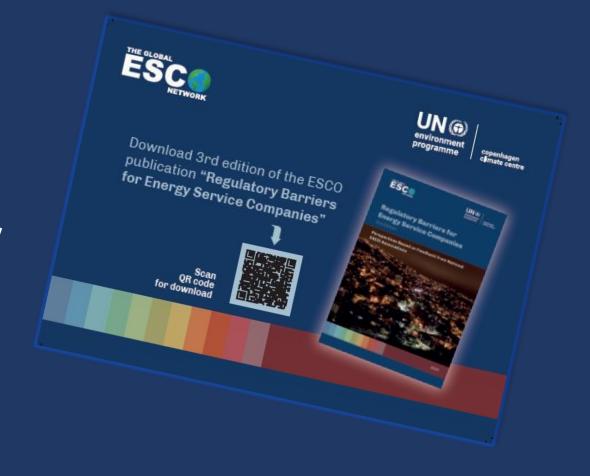


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## **Policy Recommendations from the Global ESCO Network**







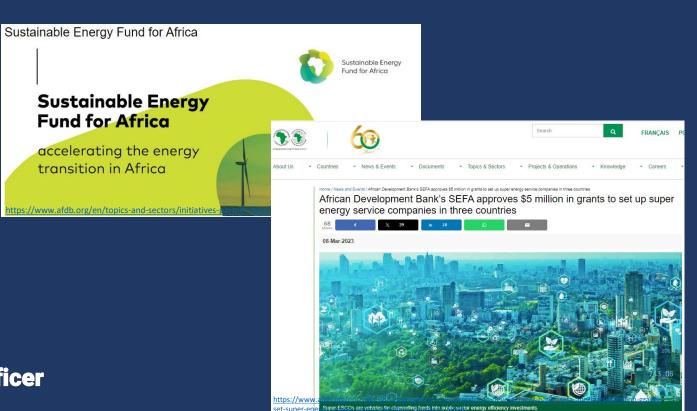




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## Supporting the development of ESCO markets in Africa – the role of aggregation and standardization





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