



NL Agency  
Ministry of Economic Affairs, Agriculture and  
Innovation



Energy Management catered to  
the needs of SME's

*Experiences from the (ex-)BESS  
project*

# Benchmarking and Energy Management Schemes for SME's

7 oktober 2011

Author: Ronald Vermeeren

» Focus on energy  
and climate change



## Background

### Some figures:

- 99% of companies in EU is SME (same for China and RF)
- SME's have a share of 30% of total EU energy use

### Rationale to start the project (2005-2009):

- Energy efficiency is underexposed in **SME's**
- Resources in **SME's** are limited. Information and supportive structures are scattered
- **SME's** can benefit from international exchange on Energy Efficiency possibilities



## Results

### Energy

- Up to 10% energy savings at SME's



### Tools and Instruments

- Benchmarking application
- Tools for facilitating implementation Energy Management

### Guiding

- E-learning tool for Energy Management Implementation
- Implementation handbook for Energy Management

*All available at one web portal: [www.bess-project.info](http://www.bess-project.info)*

## Web based approach

- Energy management and energy benchmark applications for SME's
- E-learning tool how to implement Energy Management





## Tools and Instruments

### To answer question like:

- **How do we perform?:** Benchmark application
- **What's in it for us?:** Business case formulation and case studies
- **How to implement?:** Over 30 tools for Energy Management and Energy Saving Measures for all SME's sectors
- **Also for small enterprises?:** Standard and Light versions
- **How to start?:** Big 5 Tools for minimum effort en good results
  - > Self assessment list
  - > Bookkeeping
  - > Targeting & Monitoring
  - > Measurelists (sector specific and generic)
  - > Energy Action Plan



## Training and Education

### **E-learning:**

- Aimed to be self guiding: E-learning
- Supporting Tool: Energy Management Implementation Model

### **Workshops and peer-to-peer workgroups:**

- Organizational aspects of Energy Management
- Technical aspects (benchmarking, auditing)
- Technical workgroups on heating, cooling, ventilation

### **External consultants:**

- For audits, formulation action plans and EnMS concepts

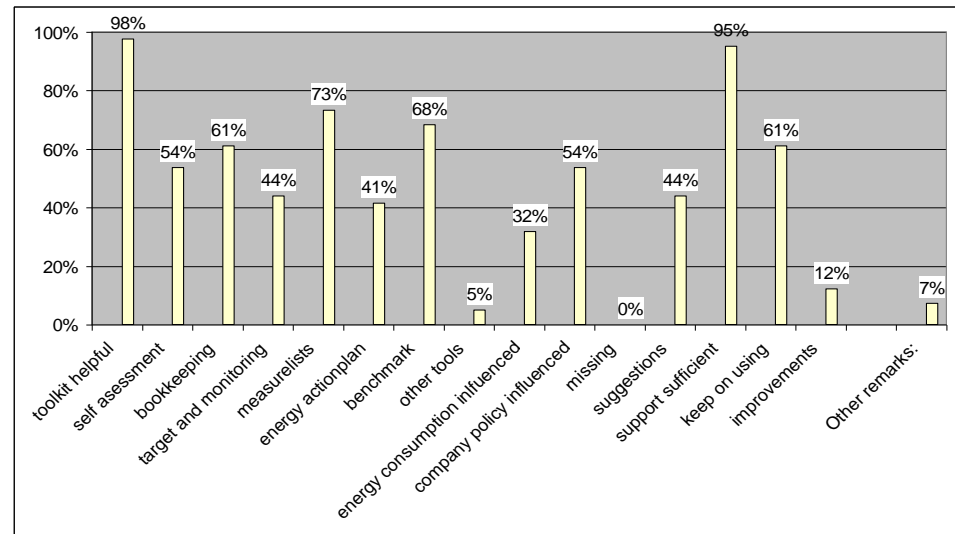


## Evaluation: Pilots

- 60 pilots at enterprise in 6 sectors in different countries

- **Feedback:**

- 98%: toolkit is helpfull
- 68%: benchmark triggers
- 73%: measures list helpfull
- 95% support sufficient (and required)
- Unanimous: Compatible with ISO principles (ISO 14001)





## Lessons Learned

- **Trigger** (What's in it for us?): Benchmark, Best Practises, Bussinescase
- **Commitment:** Involvement of highest management
- **Resources:** Human, financial and expertise
- **Support:** Expert support is required for implementation





## Recommendations for policy makers

### **Requirements for effective programmes:**

- It reaches the companies
- It draws attention of the (right people within) company
- It convinces the (right people within) company to ACT
- It makes the company to repeat action (continual savings)

**The BESS approach seems to fulfill all the requirements!**



## Conclusions & Follow up

### Conclusions:

- Self supporting tool set for Energy Management Implementation
- Which is easy accessible and comprehensible for SME's
- Tested and evaluated in 60 enterprises in several countries
- Contributes to real energy savings

### Follow up:

- Website is still available: [www.bess-project.info](http://www.bess-project.info)
- Formal hosting until **June 2011**
- Negotiations with interested hosting organizations



Thank you for your attention!!

**NL Agency**  
**Ronald Vermeeren**  
**+31 (0)886022658**  
**[ronald.vermeeren@agentschapnl.nl](mailto:ronald.vermeeren@agentschapnl.nl)**  
**[www.bess-project.info](http://www.bess-project.info)**