

Accelerating energy efficiency in industrial SMEs

Workshop

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International Energy Agency Headquarters

27 November 2014, Paris, France

TIME	TOPIC	PRESENTERS
9:00am	Welcome and workshop opening	Didier Houssin, Director of Sustainable Energy Policy and Technology, IEA
	Introduction – Policy Pathway overview, target audience and objectives	Vida Rozite, Industrial Energy Efficiency Policy Analyst, IEA
	The importance of the SME sector to economic growth and development	Michael Steurer, EUROCHAMBRES
	Key strategies to support SME programme design based on research for the Policy Pathway	Patrick Crittenden, Sustainable Business Pty Ltd.
Session 1. Establishing the need for and objectives of SME energy efficiency programmes This session will focus on establishing the case for energy efficiency programmes. This session will examine the data and other information that is necessary to establish the need for and to set objectives for SME energy efficiency programmes. Moderator: Patrick Crittenden		
10:00 - 10:45 am	Energy-end-use and energy efficiency potential among SMEs	Patrik Thollander, IEA Implementing Agreement IETS, SME Policy Annex
	How to calculate energy efficiency potentials and other benefits in SME subsectors. The case of foundry and steel rolling SMEs in India	Somnath Bhattacharjee or Ritu Bharadwaj, Institute for Industrial Productivity Office in India
	Experiences from setting up programmes, focusing on data and making a case for energy efficiency objectives.	Marcin Jamiołkowski, Polish National Fund
10:45 – 11:10 am	Discussion: <ul style="list-style-type: none"> What are the various data requirements that are needed to justify the development of a programme? Role of multiple benefits How can data limitations be addressed in establishing the need for programmes and developing objectives? 	Discussants: <ul style="list-style-type: none"> -Marc Lendermann, German Federal Ministry for Economic Affairs and Energy -Ibrahim Soumaila, ECOWAS Centre for Renewable Energy and Energy Efficiency -Evgenij Inshekov, Training Centre for Energy Management -Hannu Vaananen, ABB -Stefan Buettner, Fraunhofer -Araceli Fernandez Pales, IEA -Céline Tougeron, EASME -Guilhem Cuny, AFNOR -Nattakorn Visissopa, Thailand Ministry of Energy -Neus Barres Badia, EEIF
11:10 - 11:30am: COFFEE BREAK		

Session 2. Selecting and combining measures when designing or reviewing SME programs

This session will explore the range of measures that are typically incorporated into SME programs. To examine the diverse range of measures that are available to policy and programme practitioners, four broad categories are examined. Information, capacity building, financial and crosscutting measures.

Moderator: Dr. Julia Reinaud, European Climate Foundation

11:30am 12:15pm	Information and Capacity building measures – developing the awareness and skills and knowledge of in-house personnel and external stakeholders to enable the identification, decision making and implementation of energy efficiency projects	Rana Ghoneim, UNIDO
	Integrating information and capacity building measures with financial measures – the EBRD's Sustainable Energy Financing Facility	Fani Kallianou, Energy Efficiency and Climate team of the European Bank for Reconstruction and Development
	Crosscutting measures – leveraging existing policies and programmes	Maarten van Werkhoven, IEA 4E – Electric Motor Systems Annex - EMSA - TPA advisors
	Energy Efficiency Financial Institutions Group	Bettina Dorendorf, European Commission
12.15 – 12.45	Discussion: <ul style="list-style-type: none"> What factors influence the selection of measures for an SME energy efficiency programmes? How can different measures be combined effectively to create good programmes? What other 'related measures' can SME programmes leverage? What is the role of cross cutting measures (e.g. standards for industrial equipment) 	Discussants: <ul style="list-style-type: none"> -Richard Prem, Efficiency Consulting GmbH -Matthias Voigtmann, Energy Consulting Allgäu -Kit Oung, Energy Management Association -Vincent Gilles, Credit Suisse -Andrea Trianni, Politecnico de Milano -Enrico Cagno, Politecnico de Milano -Rita Werle, Impact Energy Inc. -Clemens Rodhe, Fraunhofer -Lorcan Lyons, IEA -Alexios Pantelias, IFC -Etienne Raffi Kechichian, IFC -Maja Dalhgren, Swedish Energy Agency -Francis d'Auriac, Total -Zoltán Kapros, Hungarian Energy and Public Utility Regulatory Authority -Agnes Horvath Kádár, University of Miskolc -Marika Bröckl, Gaia Group

12:45 – 2:00: LUNCH

Session 3: Leveraging stakeholder skills and networks

Due to the large number of SMEs and the varied ways in which energy is used in SMEs, partnerships between multiple stakeholders are an important feature of SME programmes. This session explores the perspectives and strengths of the different types of organisations that can have an influence on the energy performance on SMEs. The examples presented highlight how a particular organisation has led the development of an SME energy efficiency programme in partnership and collaboration with other organisations.

Moderator: Vida Rozite, IEA		
2:00 – 2:45pm	An industry association perspective – leveraging existing networks and knowledge to drive change	Michael Steurer, EUROCHAMBRES
	A corporate perspective – influencing energy efficiency in the supply chain	Wan Yang, Institute for Industrial Productivity, China office
	Example of supply chain initiative	Jean-Jacques Marchais, Schneider Electric
2:45 – 3:30pm	Discussion: <ul style="list-style-type: none"> Where are the most common overlaps across stakeholder activities? How can partnerships between stakeholders be encouraged and developed? What factors contributed to successful partnerships and programmes? How can supply chain initiatives be more effectively progressed? What does a 'successful' SME programme look like from different stakeholder perspectives? 	Discussants: <ul style="list-style-type: none"> -Andreas Guertler, European Industrial Insulation Foundation -Emma Mooney, consultant -Mauro Scalia, Euratex -Christophe Madam, FEDESCO -Jean-Marc Staudt, myenergy Luxembourg -Pedro Faria, CDP -Peter Botschek, CEFIC -Mirko Krück, LEEN GmbH -Jean-Jacques Marchais, Schneider Electric -Yves Lenain, AFNOR -Sara Pasquier, IEA -Dr. Juergen Kaeser, Energy Consulting Allgäu -Renske Bouwknegt, Ideate

3:30 - 4:00pm : COFFEE BREAK

Session 4: What information is most useful to policy and program developers? How could this information be incorporated into the policy pathway?

This discussion will be structured around IEA background paper circulated in advance of this workshop, with a view to providing concrete guidance to the IEA on the key messages for the policy pathways publication. The session will also aim to identify key challenges and solutions as well as areas requiring further analytical work. Finally, the group will consider how to raise the profile of SME energy efficiency policies and programs amongst stakeholders.

Moderator: Vida Rozite, IEA

4:00 – 6:00 pm	Presentation of the Policy Pathway Draft	Patrick Crittenden
	Discussion: <ul style="list-style-type: none"> What information is most useful to policy and programme developers? Key considerations for planning/design, implementation, monitoring and evaluation? What are the key messages highlighted in discussions today? How could this information be incorporated into the policy pathway? How can additional information (i.e. that is beyond the confines of a 100 page policy pathway document) be shared more widely? What capacity building activities would support broader development of SME energy efficiency programmes? 	Discussants: <ul style="list-style-type: none"> -Jenna Owen, UK DECC -Randall Bowie, Rockwool Consulting -Susanne Wendt, PTB Germany -Leonid Dvorkin, AFNOR Rus -Kira West, IEA -Hannes MacNulty, consultant -Sam Thomas, IEA -Hans Jakob Eriksen, Denmark Ministry of Climate, Energy and Building -Sylvie Riou, ADEME -Yasser Sherif, Environics SAE -Dr. Zitouni Ould-Dada, UNEP -Marine Beaud, Swiss Federal Office of Energy -Yuko Nagata, UNIDO

6.00 pm

CLOSE OF WORKSHOP

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