

Europe's leading networking conference for energy service and energy management professionals

# ESCO 2010

## EUROPE

**SAVE €300**  
Register by September 19th

3 & 4 November 2010 | Lisbon, Portugal

**Only at ESCO Europe you will:**

- Monetize energy efficiency projects to deliver energy savings and cost reduction
- Network with over 150 international energy management experts from ESCOs, utilities, municipalities, energy agencies and financial institutes
- Get a 360 degree understanding of proven ESCO projects delivered to you by 25 international expert speakers allowing you to prepare your business for 2011



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## INTRODUCTION

Dear colleagues,

Throughout Europe numerous organizations are joining efforts to push the ESCO concept. Projects such as the Clinton Climate Initiative are stimulating the implementation of the ESD and are promoting the development of the energy efficiency market.

Leading cities such as London, Stockholm and Amsterdam are implementing groundbreaking projects, working towards far more ambitious targets than their national governments and the European Union. They have already become active players and have pledged to drive energy efficiency in its public sector building stock.

With energy efficiency and climate change being emotive issues for the public coupled with the current financial situation, the future bodes well for ESCOs. Increasingly, governments and businesses see energy performance contracting and ESCO services as a unique opportunity to drive cost savings and improve energy performance - an especially valuable tool in the current economic climate.

By attending ESCO Europe 2010 you will get hands-on experiences from leading European ESCO projects as well as in-depth case study presentations exploring the latest ESCO advancements. Your attendance will guarantee that you are armed with the correct knowledge from the most trusted sources – paramount for successful project implementation in a challenging market.

ESCO Europe gives you the opportunity to share information and learn from ESCO activities in other countries, and will contribute to the future diffusion and expansion of the ESCO industries in Europe.

Secure your seat by September 19th and benefit from our exclusive early bird offer which saves you €300 off the on-site registration fee. Go to [www.esco-europe.com/register](http://www.esco-europe.com/register) and save your seat today!

**Join us for ESCO Europe 2010 and meet with your industry peers in Lisbon!**

Anthony Pohl  
Conference Manager

PS. ESCO Europe is the only conference where you get hands-on practices and learn from ESCO activities in other countries – paramount for successful project implementation!

**“Good conference, good speakers, many participants from many countries. Very good!”**  
*Chairman, Euro ESCO srl*

**“Good place to learn about energy services and the parties involved”**  
*Business Development Director, Philips Lighting*

**“If you are an ESCO you must be there!”**  
*Executive Manager, SmartWatt*

### Join us in Lisbon



### VENUE

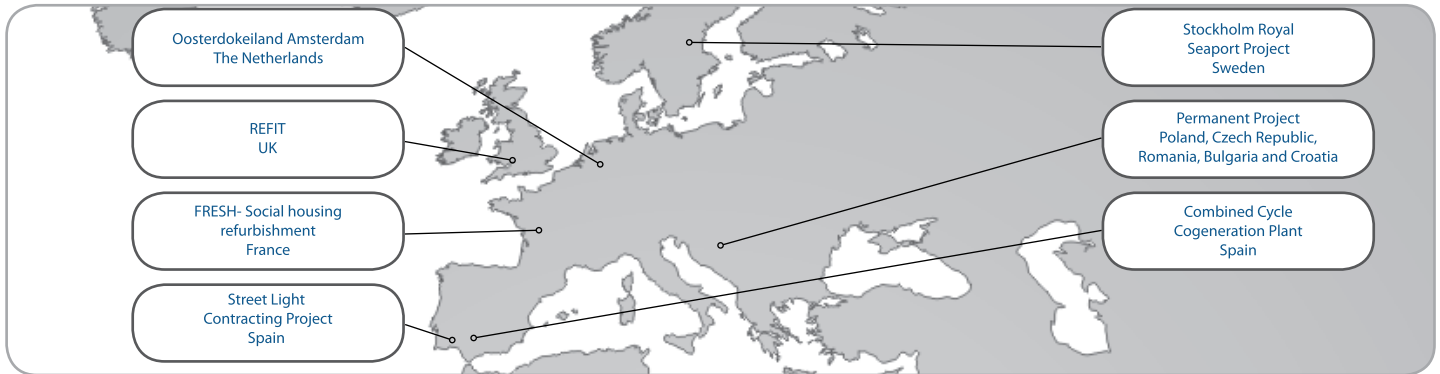
Sheraton Lisboa Hotel & Spa  
Rua Latino Coelho, 1  
11069-025 Lisbon  
Portugal

Situated on the north banks of the River Tagus, the charm of Lisbon exists in its strong links to the past. Its renovated palaces, magnificent churches and an impressive castle mirror the city's rich cultural heritage. Its eclectic blend of neighborhoods, culture and architecture distinguish this capital city uniquely from the other European capitals and make it a truly fascinating and comprehensive city to visit.

A city set on seven hills, as the legend tells, with its cobble-stoned pavements and narrow streets full of Art Nouveau cafés promises a lot to discover. Most popular spots in Lisbon are; located around Rossio and Praça do Comércio, Baixa; situated on the hill around St. George's Castle, Alfama and Mouraria; and set on Tagus River, Belém.

# The very best practices from around Europe showcased in just 2 days.

Learn from the leading ESCO cases – paramount for successful project implementation!



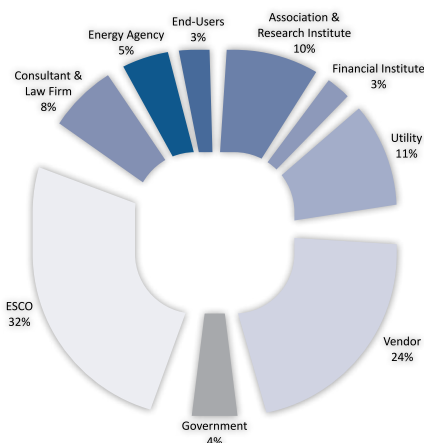
## In just two days you will:

- ✓ Get up to date with the ESCO market; news, regulations and market opportunities
- ✓ Make new contacts with key industry players as over 150 energy management professionals will attend
- ✓ Hear over 25 individual presentations addressing how to incentivise private sector investment in energy efficiency projects which are critical to deliver energy efficiency outcomes in the current economic climate
- ✓ Understand all key ESCO documentation by attending our pre-conference workshops

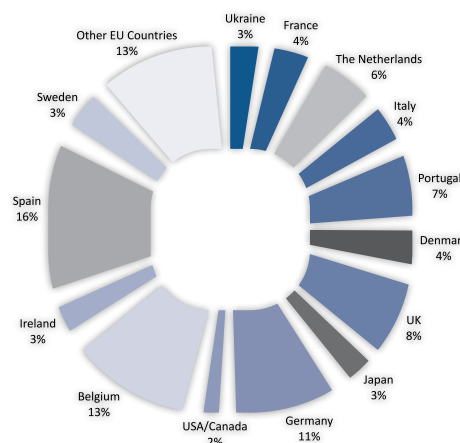
## You will meet the perfect mix of stakeholders under one roof:

- Representatives from leading European ESCOs
- Representatives from international energy agencies
- Europe's most important ESCO technology suppliers
- Established industry associations

### Participants by company type



### Participants by geography



Over 6 hours of great networking opportunities!

Now in its 6th year, ESCO Europe stands as the perfect platform for high-value networking and knowledge sharing.

Meet all key industry professionals over 2 activity-packed days!

- Welcome to Lisbon cocktail
- Conference dinner
- Extended refreshment and lunch breaks
- ESCO Europe LinkedIn group

## BOOKING DISCOUNT

Register online by September 19th and SAVE OVER €300 off the on-site fee.

The best way to return on your time, effort and investment!

## *Fast track your company's brand presence in this HIGHLY LUCRATIVE MARKET*



**Get your message out to 150+  
industry professionals**

Your investment today guarantees rewarding returns in the future!



Sponsoring ESCO Europe 2010 provides your company with an unrepeated opportunity to establish and strengthen relationships with key decision-makers involved in the challenging ESCO market.

It is an excellent way to raise your company's visibility within this highly lucrative market.

**This is the perfect opportunity for your business to:**

- Gain influence with local and developing companies to help capitalize on the opportunities in Europe by networking with over 150 qualified senior level professionals from the ESCO industry
- Learn how your companies experience can play an important role in helping the industry growth
- Create brand awareness within the industry and source new leads among potential customers
- Have private conversations with prospective technology and service partners
- Uncover new business opportunities by understanding the broader implications of energy usage

We have strictly limited packages available, this allows exclusivity and uncluttered brand presence.

**Book your sponsorship today to maximise your exposure  
to this increasingly profitable market.**

Only at  
ESCO Europe  
will you get  
a unique  
environment  
assembling  
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municipalities,  
governments,  
energy agencies  
and financial  
institutes.

**Why not speak with me directly and  
discuss the various packages available  
to suit your different business needs**

**Matthew James**  
Sales Director  
Email: [Matthew@synergy-events.com](mailto:Matthew@synergy-events.com)  
Phone: +31 346 290 785



We have sourced over 25 leading industry expert speakers who will provide you with the insight and practical tips to help reenergize your business growth and team. You also have a chance to participate in one of pre-conference workshops and lively panel discussions held over the 2 day conference.

## CONFERENCE GRID

### Tuesday 2 November 2010

MORNING

ESCO university

AFTERNOON

IPMVP training

EVO gathering

### Wednesday 3 November 2010

MORNING

Keynote session ; future direction of ESCO

AFTERNOON

Analysing ESCO strategies

Emerging ESCO technologies

EVENING

Conference dinner

### Thursday 4 November 2010

MORNING

ESCO projects in Europe

AFTERNOON

Financing and structuring ESCO projects

Site visit MARLE Energie's Solar PV power plant

## MEET OUR PROGRAMME COMMITTEE

### Alexandra Waldmann

Co-Founder/Owner  
Carna  
Slovenia

### Johnnie Jensen

President  
Danfoss Solutions  
Denmark

### Ivo Slavotinek

General Director  
Enesa s.a.  
Czech Republic

### Pierre Langlois

President  
Eonoler International  
Canada

### Andrea Vacca

CEO  
EUR-ESCO  
Italy

### Paolo Bertoldi

European Commission DG JRC  
Italy

### Lieven van Straelen

Managing Director  
Fedesco  
Belgium

### Ger van Kempen

Manager Knowledge Center  
Essent Product Development and Knowledge Center  
The Netherlands

### Michael Geissler

Managing Director  
Berliner Energie Agentur  
Germany

### Frank Schoneveld

Partner  
McDermott, Will & Emery/Stam Brook  
Belgium

### Jan Bleyl

Operating Agent  
Graz Energy Agency  
Austria

### Randall Bowie

Chief Consultant  
Rockwool International  
Denmark

### Miquel Matias

CEO  
Self Energy  
Portugal

### Eero Siitonen

Managing Director  
YIT Industrial and Network Services  
Finland

## CONTACT US



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### ESCO University 09.00 - 13.00 hrs

#### Insights into the role that ESCOs can play in transforming your energy use

The pace of ESCO development across Europe varies greatly. Despite the substantial number of energy efficiency projects deployed, the principle of the ESCO is not commonplace. In this context we deliver the ESCO University.

This half-day seminar will provide you with key insights into the role that ESCOs can play in transforming your energy use, delivering increased energy efficiency and substantial cost savings.

This session has been tailored for start-up ESCOs, new energy efficiency projects, utilities exploring energy service opportunities, DSM departments and municipalities considering ESCOs to deliver increased energy efficiency and cost savings.

The leaders for this session will be Susanne Berger and Moritz Schäfer of Berliner Energieagentur. Susanne has extensive experience in the design, management, and realization of energy efficiency projects in public and private buildings and supervises the Energy Saving Partnership in Berlin. Moritz specializes in the international transfer of 'know-how'. He has extensive experience in capacity building and implementation of energy service schemes.

#### Course Outline:

- Introduction in ESCO schemes and principles
  - Differentiation of ESCO contracting options
  - An overview of financing models
  - Insights into standards and certification
- Snapshot of ESCO markets
  - Overview of current European trends
  - Analysis of the potential and benefit for engaging ESCOs
  - An overview of European projects and initiatives
- ESCO practise - examples of projects
  - Introduction of implemented contracting projects

### IPMVP Training 14.00 - 17.00 hrs

#### Measurement and verification of energy savings training based on the IPMVP protocol by EVO

The only real way to ensure long term energy savings is to establish, cost-effective measurement and verification plan applied throughout the life of the energy saving assets installed.

The International Measurement and Verification Protocol (IPMVP) is the leading international standard in M&V for energy efficiency projects. It increasingly recognised in Europe - adopted by Belgium, France, Spain and Portugal and endorsed by the EU Intelligent Energy programme.

This half-day seminar will present the latest version of IPMVP and illustrate how different methodologies can be applied in the ESCO market place. This will be a rare opportunity to gain hands-on insights into the proven IPMVP savings measurement methods and related risk mitigation strategies. The seminar will have a specific emphasis on new developments in the use of the Protocol in Europe.

This training will be lead by Pierre Langlois, President of Econoler and Board member of EVO. He has been involved in the development and implementation of performance-based energy efficiency projects in more than 40 countries. He has been instrumental on the deployment of IPMVP in Europe and is an authority of M&V in Europe.

#### Course Outline:

- Overview of the new International Performance Measurement & Verification Protocol (IPMVP)
- How to apply each of IPMVP's methodology in practical ways
- Ways of valuing Savings and Mitigating Related Performance Risks
- Actual project examples in applying savings M&V
- Introduction to the Monitoring and Targeting concept, using the M&V as an energy efficiency measure
- IPMVP in Europe - latest development

**FREE  
EVENT**

## I N V I T A T I O N

### EVO EUROPEAN ANNUAL GATHERING 2010 | 17.30 - 19.30 hrs

EVO's European annual gathering will assemble a range of stakeholders in M&V for Energy Efficiency and ESCO projects. This is a prime opportunity to discuss the evolution of the M&V practice in Europe and review IPMVP development. The gathering will include an update on EVO and IPMVP in Europe from Pierre Langlois, Board member of EVO.

#### Registration

Confirm your attendance today by sending an email with your full contact details to Joanne Saurin: [j.saurin@synergy-events.com](mailto:j.saurin@synergy-events.com)

Separate registration is required to attend these pre-conference workshops.

There is strictly limited spaces for these workshops. Please go to [www.esco-europe.com/register](http://www.esco-europe.com/register) to secure your seat.

Individual workshop €450 (excl. 21% Portuguese VAT)

## Keynote session Future direction of ESCO

**Chair:** *Marianne Moscoso-Osterkorn, Director General, REEEP, Austria*

### 09.30 – 09.50 **Ministerial keynote address**

- Major drivers and sector developments
  - Key commitments to renewable energy, climate change mitigation and the role of the private sector
  - Key government initiatives paving the way for Portugal's green future
- Carlos Zorrinho, Secretary of State Energy and Innovation, Ministry of Economy and Innovation of Portugal (invited)

### 09.50 – 10.10 **ESCO - the Portuguese window of opportunity**

- Portugal's National Energy Strategy (ENE 2020) - a leading roadmap integrating renewable energy and energy efficiency measures and targets while developing the energy services market along with ESCOs
- Major opportunities for ESCOs - building on a track record of energy efficiency, decentralised power generation and efficient power supply to private and public sectors with future energy-efficient innovation projects, including electrical vehicles and smart grids
- ADENE's vision: promoting public interest in energy policy and licensed public services for the energy sector, driving the rationalisation of energy consumption, application of new energy management methods and the use of new technologies

Alexandre Fernandes, Director General, ADENE, Portugal

### 10.10 - 10.30 **The ESCO market - developments in Europe**

- Update on status report
- Paolo Bertoldi, Action Leader "Energy Efficiency Action", European Commission - Joint Research Centre, Italy

### 10.30 – 11.00 **Coffee break**

### 11.00 – 11.30 **Defining the energy performance contracting business model**

- Exploring energy efficiency models & their differences
- Defining the Energy Performance Contracting model
- Outlining EPC's benefits for building owners focusing on reducing energy demand

Scott Petersen, Chairman, eu.ESCO and Marketing Director - Energy Solutions, EMEA Honeywell, UK

### 11.30 – 12.30 **Think tank discussion**

#### **Exploring the confusion between energy supply contracting and energy performance contracting models**

- Addressing the differences in guarantees
- Analysing the payment of the services
- How can the two models be merged?

#### **Panelists:**

- Michael Geissler, Managing Director, Berliner EnergieAgentur, Germany
- Stephane le Gentil, Executive Board Adviser and Chairman of Energy Management & Services, eu.bac and Director - Energy & Sustainability Programmes - Sales Europe & Africa, Building Efficiency, Johnson Controls, France
- Lieven Vanstraelen, Managing Director, Fedesco, Belgium
- Fabien Ferrari, Technical Director, Cofely GDF-Suez, Spain
- Jan W. Bleyl, IEA dsm "Competitive Energy Services" - Operating Agent, Grazer EnergieAgentur, Austria

### 12.30 – 14.00 **Lunch break**

WEDNESDAY - 3 November, 2010

## Session 1: Analysing ESCO strategies

**Chair:** Jan W. Bleyl, IEA dsm "Competitive Energy Services", Operating Agent, Grazer EnergieAgentur, Austria

**14.00 – 14.30 The influence of energy price fluctuation and volatility on EPC projects**

- How do these pressures influence energy service businesses
- Mitigating these challenges through effective risk management and accurate valuation and forecasting of potential projects

Carlos Alvarez, Professor, University of Valencia, Spain

**14.30 – 15.00 Strategies for energy-efficiency projects in large public or private building stocks**

- Why large building stocks require specific strategies?
- Transversal measures vs. Energy Performance Contracting
- The benefits of "universal" technology solutions
- Case study: public buildings in Belgium

Lieven Vanstraelen, Managing Director, Fedesco, Belgium

**15.00 – 15.30 How to position an ESCO in global market – a marketing and strategy perspective**

- How can an energy services company can promote the energy performance guarantee
- Is it possible for an ESCO to be successful through partnerships
- Can the services and offers be the same all over the world?
- New services and future trends for the ESCO market

Miguel Matias, CEO, Self Energy Group, Portugal

**15.30 – 16.00 Coffee break**

**16.00 – 16.30 Permanent project – increasing the awareness of M&V**

- Educating financiers, project developers and energy users on M&V
- Strategising to overcome the distrust barrier
- Illustrating how energy efficiency projects can deliver permanent results

Vladimira Henelova, Principal Consultant and Division Director, Enviros, Czech Republic  
Anees Iqbal, Director and Principal Associate, Maicon Associates Ltd, UK

**16.30 – 17.00 Identifying new market opportunities - EPC opportunities in the Spanish market**

- Insights into the Spanish market – where is the potential? What are the implications of the financial crisis and how is this an opportunity for EPC ?
- Public & private partnership approaches - how ANESE creates a value proposition
- Application of the existing EPC model for buildings retrofits

Jose Galan, Director, ANESE, Spain

**17.00 – 17.30 Think tank session: analysis of measurement & verification across Europe**

- What is best practice in M&V?
- Identifying different approaches in Spain, France, Belgium and Portugal
- How is M&V being applied in these markets and what are the implications of the differences?

**Moderator:**

Jan Bleyl, IEA dsm "Competitive Energy Services", Operating Agent, Grazer EnergieAgentur, Austria



AGÊNCIA PARA A ENERGIA

# ADENE INVITES YOU TO A DELICIOUS CONFERENCE DINNER

Your unique opportunity to network with over 150 industry peers in a relaxed environment.



## Session 2: Emerging ESCO technologies

**Chair:** *Andrea Vacca, Chairman and CEO, EURO ESCO s.r.l., Italy*

**14.00 – 14.30 Unlocking future opportunities for street light contracting**

- Outlining the possible contracting options for outdoor lighting
- Assessing innovative outdoor lighting technologies: what are the breakthroughs
- Key challenges and considerations when considering intelligent outdoor lighting technologies
- Best practice examples of lighting contracting

Sabine Piller, Consultant, Berliner Energieagentur, Germany

Francesc Pecanins, Consultant, SECE, Spain

**14.30 – 15.00 ICT solutions enhancing energy efficiency in public buildings**

- Case study: the application of ICT systems in 4 different public buildings to achieve 12% of energy savings
- Comparison of approaches implemented in 4 countries and 4 different public buildings – summary of first results
- Users (public, management, operators, maintenance staff) of the ICT systems – identifying strong “components” influencing the project results
- Realising that communicating and collaborating with users is key part of the project success

Ivo Slavotínek, CEO, ENESA a.s., Czech Republic

**15.00 – 15.30 Energy conservation projects in a combined cycle cogeneration plant**

- Insights into a Spanish ESCOs implementation of a CHP combined cycle plant
- Developing a methodology for accurate modelling of CHP combined cycle plant
- Two energy saving projects with low pay back time were identified and quantified in the CHP

David Velázquez, CEO, DVA Global Energy Services S.L., Spain

Juan Manuel Garcia, CEO, SEAESA, Spain

**15.30 – 16.00 Coffee break**

**16.00 – 16.30 Insights into solar thermal advancements**

- What is the future of solar generation - PV or thermal?
  - What technology is best suited to ESCO projects for commercial and residential purposes?
  - Best practice cases for solar thermal - where are these technologies performing best
- Speaker to be announced

**16.30 – 17.00 Technical advancements in biomass for ESCO projects**

- Understanding the application of biomass in ESCO projects
- Best practice cases illustrating biomasses ability to deliver
- Next generation biomass - where are the future efficiencies and what has the power to transform this sector?

Speaker to be announced

**17.00 – 17.30 Q&A with session speakers**

**Moderator:**

Andrea Vacca, Chairman & CEO, EURO ESCO s.r.l., Italy

**Panelists:**

- David Velázquez, CEO, DVA Global Energy Services S.L., Spain
- Juan Manuel Garcia, CEO, SEAESA, Spain
- Ivo Slavotínek, CEO, ENESA a.s., Czech Republic
- Sabine Piller, Consultant, Berliner Energieagentur, Germany
- Francesc Pecanins, Consultant, SECE, Spain

Enjoy the high-energy atmosphere and be treated to delicious Portuguese food and drinks while meeting our expert speakers and senior level delegates.

This event is free and for conference delegates only!



THURSDAY - 4 November, 2010

## Session 3: ESCO projects in Europe

**Chair:** Randall Bowie, Chief Consultant Standards/Codes/Regulation, Group Corporate Affairs, Rockwool International A/S, Denmark

### 09.00 – 09.30 **The Stockholm Royal Seaport Project - the showcase project of an energy innovation leader**

- Master vision - what are the energy goals and targets and how are we getting there?
- Insights into the project's structure and implementation instruments

Tomas Gustafsson, Environment and Sustainability Strategist, Municipality Stockholm, Sweden

*Stockholm is already a world leader in developing, implementing and marketing new energy and environmental solutions. Over the next 2 decades the Stockholm Royal Seaport will deliver sustainable transport solutions, efficient building processes, energy conservation and energy efficiency, delivering carbon emissions lower than 1.5 tonnes per person by 2020 and being free of fossil fuels by 2030.*

### 09.30 – 10.00 **FRESH - comprehensive social housing refurbishment through energy performance contracting**

- Results of implemented energy performance contracts in the social housing sector
- Concrete tools SHOs and ESCOs can use to implement EPC
- Informed stakeholders and professional branches at national and European level on EPC

Christoph Milin, Project Manager, International Consulting on Energy, France

*Financing Energy Refurbishment for Social Housing is a European cooperation project that aims to pave the way and demonstrate to Social Housing Operators that Energy Performance Contract can be used for low energy refurbishment on a large scale. The project will deliver energy performance contracts for comprehensive refurbishments in the social housing sector in France, UK, Italy and Bulgaria.*

### 10.00 – 10.30 **Oosterdoekiland Amsterdam: a sustainable energy solution by ESCO project development**

- Implementing ATES technology and analysing the economic feasibility the programme
- Key learning's from setting up of a local energy supply system

Bas Ambachtsheer, Director, Cofely Energy Solutions, The Netherlands

Bjorn Kouwenhoven, Project Developer, Cofely Energy Solutions, The Netherlands

*The Oosterdoekiland project is a ground breaking urban redevelopment in the centre of Amsterdam, incorporating residential, commercial and retail space. From inception, the project has engaged ESCOs to ensure that they deliver an energy efficient future focused development.*

### 10.30 – 11.00 **Coffee break**

### 11.00 – 11.30 **Solving the owner/tenant issue to make a building energy retrofit successful case study of the Empire State Building**

- Understanding the process to get a successful ESCO project in a leased property
- Analysis of the type of contract - shared savings or guaranteed savings and why?
- Review of M&V processes

Stephane le Gentil, Director, Marketing & Strategy, Energy Solutions EMEA Building Efficiency, Johnson Control, France

*Built during the Great Depression, the Empire State Building is an iconic building stepping into the 21st century following a major sustainability retrofit, becoming a leading example of economic and environmental revitalization. The eight-month modelling and analysis project will save 38 percent of the building's energy and \$4.4 million annually.*

### 11.30 – 12.00 **Key insights from London's RE:FIT programme**

Terri Wills, London City Director, The Clinton Climate Initiative, UK

*RE:FIT offers cost neutral means for the public sector to retrofit buildings with energy saving measures to reduce consumption and carbon emissions. RE:FIT will assist public bodies in London to significantly reduce emissions from their buildings helping London achieve its target of a 60% reduction in carbon emissions by 2025 (as set out in London's Climate Change Action Plan 2006).*

### 12.00 – 12.30 **Overcoming barriers by provision of technical assistance and suitable finance to ESCO projects**

- Practical experiences from the ELENA facility - overview of the projects supported, analysis of project needs in different environments
- Need for further marketing of ESCO services – definition of products
- EIB financing for ESCO/EE projects - some key cases
- Products for financial intermediaries, combining grants with loans and EE investment funds

Ralf Goldmann, Senior Engineer, Energy Efficiency and Renewable Energy Division, European Investment Bank, Luxembourg

*The EIB tailors its financing instruments to the specific needs of the borrower and the project, in line with sound banking practice and procedures. Rehabilitation and modernisation in the building sector have progressed slowly and the EIB is helping to achieve substantial energy savings by accelerating the implementation of state-of-the-art technologies in public, private, commercial and residential buildings. The EIB manages the European Commission technical assistance facility accelerating the preparation and implementation of energy efficiency and renewable energy projects developed by municipalities, regions and other local authorities.*

### 12.30 – 13.30 **Lunch break**

## Session 4: Financing and structuring ESCO projects

**Chair:** *To be announced*

13.30 – 14.00 **Case study illustrating best practice in the financing of ESCO projects**  
Jon Miles, Director CIB, Sustainable Energy Finance, RBS, UK

14.00 – 14.30 **Panel discussion**  
**Exploring the major issues shaping the financing of ESCO projects**

- How to secure 'cheap' finance - key subsidies, grants and incentives
- Analysing investor appetite for ESCO projects
- Securing finance at the programme development stage of ESCO projects - presenting the projects risk exposure

**Panellists:**

- Jon Miles, Director CIB, Sustainable Energy Finance, RBS, UK
- Bas Ambachtsheer, Director, Cofely Energy Solutions, The Netherlands
- Ben Cotton, External Relationships, Earth Capital Partners, UK (invited)
- Ralf Goldmann, Senior Engineer, Energy Efficiency and Renewable Energy Division, European Investment Bank, Luxembourg

14.30 – 15.00 **Coffee break**

15.00 – 15.30 **How to procure complex energy services? A technical and economic perspective**  
Jan W. Bleyl, IEA dsm "Competitive Energy Services", Operating Agent, Grazer EnergieAgentur, Austria

15.30 – 16.00 **Public procurement analysis**  
Frank Schoneveld, Partner, McDermott, Will & Emery/Stanbrook LLP, Belgium

16.00 – 16.30 **Public procurement of energy efficiency services**  
Pierre Langlois, President, Econoler and Vice Chair, EVO, Canada  
Peter Hobson, Senior Banker, EBRD, UK



*Power Plants Around the World*

Envisage the future energy infrastructure with a site visit of MARLE Energie's 6MW Solar PV power plant

Organised in conjunction with Self Energy

The MARLE Energie's project features more than 30.000 solar PV panels generating decentralized energy, feeding additional generation capacity to the nearest town facilitated by a grid connection and a contracted feed in tariff. This project also engages an energy efficiency project (ESCO) that is currently addressing the feasibility and the strategies required to increase the capacity of the solar installation by 2MW.

- 16.30 Depart from the Sheraton Lisboa Hotel & Spa
- 17.00 Rooftop PV power plant site visit
- 17.40 Project overview
- 18.00 Cocktail
- 18.30 Depart from the rooftop PV power plant
- 19.00 Return to the Sheraton Lisboa Hotel & Spa

**Price: €50** (excl 21% Portuguese VAT)

**Register online:** [www.esco-europe.com/register](http://www.esco-europe.com/register)

## REGISTRATION INFORMATION

### WHO SHOULD ATTEND

- ESCO Representatives
- Utilities Energy Services and DSM Departments Representatives
- Maintenance Managers
- Facility Managers
- Operation and Maintenance Managers
- Energy Policy Makers and Experts
- Representatives of Financial Institutes
- Representative of Energy Agencies

Online registration only at [www.esco-europe.com/register](http://www.esco-europe.com/register)

**€1225**  
until  
**19th August**

**€1350**  
until  
**19th September**

**€1450**  
until  
**4th October**

**€1650**  
On-site

- ✓ Get up to speed with the ESCO market – news, regulations, market opportunities
- ✓ Make new contacts with key industry players – over 150 ESCO professionals attending ample coffee, lunch breaks and receptions to meet them
- ✓ Attend the IPMVP pre-conference workshop and get a hands-on understanding of the proven IPMVP savings measurement methods

\*Excluding 21% Portuguese VAT. Credit card payment only. Bank transfers incur an additional €125 administration fee.



### VENUE

**Sheraton Lisboa Hotel & Spa**  
Rua Latino Coelho, 1  
Lisbon, 1069  
Portugal  
Phone: +351 21 3120000  
Fax: +351 21 3547164

### ACCOMMODATION

For your stay in Lisbon we have negotiated preferential rates with the conference venue for the full period of your stay. The 4\* Sheraton Lisboa Hotel & Spa is just a short walk away from fabulous shopping, theatres, art museums, and nightlife. Take the opportunity to explore Lisbon, extend your stay!

**Single room: €150**  
**Double room: €170**

Please be advised to make your reservations as early as possible as places are limited.

**To secure your reservation: [www.esco-europe.com/hotel](http://www.esco-europe.com/hotel)**



### JOIN US IN LISBON

Situated on the north banks of the River Tagus, the charm of Lisbon exists in its strong links to the past. Its renovated palaces, magnificent churches and an impressive castle mirror the city's rich cultural heritage. Its eclectic blend of neighborhoods, culture and architecture distinguish this capital city uniquely from the other European capitals and make it a truly fascinating and comprehensive city to visit.

A city set on seven hills, as the legend tells, with its cobble-stoned pavements and narrow streets full of Art Nouveau cafés promises a lot to discover. Most popular spots in Lisbon are; located around Rossio and Praça do Comércio, Baixa; situated on the hill around St. George's Castle, Alfama and Mouraria; and set on Tagus River, Belém.

The best way to discover Lisbon is to get lost in its narrow streets and up and down roads! Every narrow street will tell you a different story and every story will reach to your heart easily!