

## A holistic framework for Empowering SME's capacity to increase their energy efficiency

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2.0	18/01/2021	Grigoris Papagiannis	Final version

## List of Acronyms

Acronym	Meaning
AB	Advisory board
WP	Work Package
AUTH	Aristotle University of Thessaloniki
TEES	Teesside University
SGZ	Chamber of Commerce and Industry of Stajerska
SERVELECT	Servelect Srl
UTC	Technical University of Cluj-Napoca
OEB	Cyprus Employers and Industrialists Federation
ENERGIADA	EnerGia-Da Srl
UPV	Universitat Politècnica de Valencia
adelphi	Adelphi Research Gemeinnützige GmbH

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**Disclaimer:** *“This document has been prepared in the context of SEmPower Efficiency project, funded by the EU Horizon 2020 research and innovation programme under the Grant Agreement No 847132. This document reflects only the authors’ views and the Agency and the Commission are not responsible for any use that may be made of the information it contains.”*

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## Executive summary

One key aspect of the SMEmPower Efficiency project is the ‘*institutional dimension*’ dissemination of the SMEmPower concept. By that the project aims to reach the participation of energy auditors, finance institutions, managing authorities of supporting schemes, local and regional governments, etc, and the key staff from SMEs (trained energy experts and decision makers), to close the existent gap and one of the main barriers for the implementation of the EE Directive for SMEs.

Workshops can be effective activities to reach targeted audiences and deliver constructive and strategical valuable outputs. Therefore, within SMEmPower Efficiency three targeted workshops in each participant country will be delivered, 24 in total by the end of the project, in order to bridge the gap between decision makers, acting energy managers of SMEs, and stakeholders dealing with financing energy efficiency projects (i.e. Institutional Dimension).

The organisation of the three series of workshops in each country, is meant to coincide with the three editions of the E&T programme<sup>1</sup>, before each edition of the training course, with different purposes according to the development of the project and its results.

The initial workshop, object of this report, had two main goals:

- 1) The initial stakeholder engagement to inform about the project and recruit participants for the first edition of the training course.
- 2) The collection of information for the initial research of the identification of barriers and efficient solutions, that were included in the [Framework analysis report](#), one of the project's outputs.

The following two series of targeted workshops will still have the above goals. In addition, they will be based on the work already done in each edition of the E&T courses and the practical action, focusing mainly on real case studies in selected SMEs and the ideal schemes to finance the adopted energy efficiency measures. The expectation is that this exercise will facilitate and speed up the adoption and implementation of energy auditors' recommendations.

This first report summarises the outputs and outcomes of this first round of workshops in the eight participant countries.

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<sup>1</sup> Ref. SMEmPower Efficiency [Results](#), D3.1 [Program Design](#) and D3.2 [Training handbook](#)

# 1. Workshop #1 – Greece (AUTH)

## 1.1. General information

Partner's name and acronym	Aristotle University of Thessaloniki (AUTH)
Partner's name and email responsible for this document	Grigoris Papagiannis <a href="mailto:grigoris@eng.auth.gr">grigoris@eng.auth.gr</a> , <a href="mailto:gpapagia@auth.gr">gpapagia@auth.gr</a>
Event name	Contributing towards the improvement of energy efficiency in Small and Medium Enterprises: the European project SMEmPower
Web reference(s) if any	<a href="https://smempower.com/blog/2020/01/08/workshop-in-thessaloniki/">https://smempower.com/blog/2020/01/08/workshop-in-thessaloniki/</a> <a href="https://smempower.com/blog/2020/02/14/workshop-invitation-in-thessaloniki/">https://smempower.com/blog/2020/02/14/workshop-invitation-in-thessaloniki/</a>
Date	18 <sup>th</sup> February 2020
Venue	The MET Hotel, 48, 26 Oktovriou Str. 546 27 Thessaloniki
Organizer(s):	Power Systems Laboratory, AUTH
Type*:	Workshop
Target group**:	SMEs, Policymakers, Energy Auditors, Energy Managers, ESCOs, Academia, National authorities
Entities involved:	see participants list
Nº of attendees:	40, speakers included
Media/web presence pre-event	<a href="https://kepa-anem.gr/2020/02/15/%CE%B5%CE%BA%CE%B4%CE%AE%CE%BB%CF%89%CF%83%CE%B7-%CE%B3%CE%B9%CE%B1-%CF%84%CE%B7%CE%BD-%CE%B5%CE%BD%CE%AD%CF%81%CE%B3%CE%B5%CE%B9%CE%B1-%CF%83%CF%84%CE%BF-%CF%80%CE%BB%CE%B1%CE%AF%CF%83%CE%B9%CE%BF/">https://kepa-anem.gr/2020/02/15/%CE%B5%CE%BA%CE%B4%CE%AE%CE%BB%CF%89%CF%83%CE%B7-%CE%B3%CE%B9%CE%B1-%CF%84%CE%B7%CE%BD-%CE%B5%CE%BD%CE%AD%CF%81%CE%B3%CE%B5%CE%B9%CE%B1-%CF%83%CF%84%CE%BF-%CF%80%CE%BB%CE%B1%CE%AF%CF%83%CE%B9%CE%BF/</a> <a href="https://www.b2green.gr/el/post/77688/symvallontas-sti-veltiosi-tis-energeiakis-apodosis-ton-mikron-kai-mesaion-epicheiriseon">https://www.b2green.gr/el/post/77688/symvallontas-sti-veltiosi-tis-energeiakis-apodosis-ton-mikron-kai-mesaion-epicheiriseon</a> <a href="https://energyexpress.gr/news/imerida-toy-eyropaikoy-ergoy-smempower-gia-ti-veltiosi-tis-energeiakis-apodosis-mikron-kai">https://energyexpress.gr/news/imerida-toy-eyropaikoy-ergoy-smempower-gia-ti-veltiosi-tis-energeiakis-apodosis-mikron-kai</a> <a href="https://www.econ3.gr/articles.php?rec_id=48531581944360">https://www.econ3.gr/articles.php?rec_id=48531581944360</a> <a href="http://www.palo.gr/epixeirhmatika-nea/symvallontas-sti-veltiysi-tis-energeiakis-apodosis-twn-mikrwn-kai-mesaiwn-epixeirisewn-11-02-17-02-2020-domisi-eksoikonomisi/24030287/">http://www.palo.gr/epixeirhmatika-nea/symvallontas-sti-veltiysi-tis-energeiakis-apodosis-twn-mikrwn-kai-mesaiwn-epixeirisewn-11-02-17-02-2020-domisi-eksoikonomisi/24030287/</a>

	<a href="https://ebeth.gr/pages/details/ergastirio-sustimaton-ilektrikis-energeias-tou-tmimatos-ilektr-mix-kon-kai-mix-kon-i-u-tou-aphth-prosklisi-se-imerida-sti-thessaloniki-stis-18-2-2020,34893">https://ebeth.gr/pages/details/ergastirio-sustimaton-ilektrikis-energeias-tou-tmimatos-ilektr-mix-kon-kai-mix-kon-i-u-tou-aphth-prosklisi-se-imerida-sti-thessaloniki-stis-18-2-2020,34893</a>
Media/web presence post-event	<a href="https://www.youtube.com/watch?v=vCVrjp0M9_o&amp;feature=youtu.be">https://www.youtube.com/watch?v=vCVrjp0M9_o&amp;feature=youtu.be</a>
Title of presentation(s)/paper	<ul style="list-style-type: none"> <li>• Energy savings in enterprises, the small and medium enterprises and the European project <b>SME mPower</b></li> <li>• Energy audits in enterprises: Institutional framework - Supervision</li> <li>• Energy audits prosecution and energy efficiency measures implementation – Good practices</li> <li>• Actions to support SMEs to improve their energy identity and energy efficiency</li> <li>• Experience obtained from the energy audits prosecution – proposals for the improvement of institutional framework and of the procedure</li> <li>• Current situation in SMEs in Greece and in Europe, trends and prospects</li> </ul>

\* Type = Congress, conference, workshop, etc.

\*\* Target group = Research, Higher Education, Industry, General Public, Policymakers, etc.

## 1.2. Event details

### 1.2.1. Brief presentation of the event

This workshop was foreseen under WP6, constituting a dissemination activity. Following OEB's suggestion, this event has been organized earlier, to contribute in selecting input for the first set of reports of WP2, related to the identification and understanding of problems and opportunities. Policymakers, energy auditors/managers and National authorities' members participated and interacted on the energy efficiency improvement in enterprises and more specifically in SMEs. Greek partners took advantage of the knowledge and experience exchanged during the workshop among the participants and the presenters.

### 1.2.2. Objectives

The purpose of the workshop was to present the SME mPower project and its actions, along with the current situation in SMEs, the regulatory framework regarding energy audits, to discuss possible funding mechanisms, to study the procedures which can support SMEs towards the implementation of energy efficiency improvement actions and to present good practices already applied by enterprises which have invested in energy efficiency. Also, it was a great opportunity for experts of that field to discuss the above subjects.

### 1.2.3. Minutes – short description of the activity

A group of 40 people from SMEs, ESCOs, Academia, National Authorities, as well as policymakers, Energy Auditors and Energy Managers attended and participated in the workshop. The SME mPower project was presented, along with some preliminary results of a study performed by project partners,

aiming to monitor the current situation in SMEs in Greece and in Europe. Other presentations were delivered by experts about the Greek institutional framework of the energy audits in enterprises, the supporting actions for improving their energy efficiency, the good practices in performing energy audits and implementing energy efficiency measures and the experience obtained from the energy audits in SMEs, along with proposals for the improvement of institutional framework and of the procedure. In the end, a discussion took place among the presenters and the attendees.

#### 1.2.4. Summary of outcomes/outputs

The workshop offered opportunities for the Greek project partners, the SMEs and the policy makers to convene and exchange knowledge and experiences, regarding the energy efficiency. The outline of the current situation and experience will be a useful feedback for the good implementation of the project. As for SMEs, they were informed about the processes to improve their energy efficiency, along with the existing supporting actions and funding schemes. For all parts, the continuation of the communication between them is possible, during all the project duration.

#### 1.2.5. Communication

A targeted invitation was sent by AUTH via email. The participants could register using an online platform through the following link:

<https://www.eventbrite.com/e/-smempower-efficiency-tickets-94355538957>

The relative announcement was also posted in several local websites, as they are provided in the *Media / web presence* in the *General information* table above.

Also, after the conclusion of the event, the presentations were distributed to the participants.

#### 1.2.6. Conclusions, lessons learnt

This workshop constituted a great opportunity for its participants to discuss the energy efficiency issue in SMEs, i.e. the relative measures that can be implemented along with the funding mechanisms that could pave the way towards their application. It was pointed out that most of the enterprises in Greece are SMEs, which generate most of the added value and of employment. As a corollary, it is crucial to enhance the implementation of energy efficiency measures in that field, to reach the energy efficiency related targets introduced by EU.

Currently, in Greece there are no supporting schemes for SMEs, so the great importance of their introduction was highlighted. A collaboration between SMEs, energy managers, Authorities and Academia has been proposed through the project. Each one of these entities should contribute providing their experience, such as good practices along with their needs, as far as SMEs are concerned.

In Greece, both applied energy auditing procedures in large enterprises, and existing measures for energy improvement in households could be used to facilitate the creation of a relevant regulatory framework and practices for SMEs. As the Ministry of Environment and Energy recently announced the possibility of introducing a funding scheme for energy related actions in enterprises, it seems that this is the proper time to work towards this field and SMEmPower project could support this

procedure by organizing training courses and by giving the opportunity to SMEs to get in contact with each other and to communicate their good practices concerning this topic.

## 1.3. Annexes

### 1.3.1. Agenda



POWER SYSTEMS LABORATORY  
ARISTOTLE UNIVERSITY OF THESSALONIKI



#### *Contributing towards the improvement of energy efficiency is Small and Medium Enterprises: the European project SMEmPower*

Workshop in the framework of European project: SMEmPower Efficiency – A holistic framework for Empowering SME's capacity to increase their energy efficiency

Thessaloniki, 18<sup>th</sup> February 2020  
The MET Hotel, 48, 26 Oktovriou Str. 546 27 Thessaloniki

09.30 – 10.00	Registration
10.00 – 10.30	Energy savings in enterprises, the small and medium enterprises and the European project SMEmPower <i>Grigoris Papagiannis, Professor, Department of Electrical and Computer Engineering, AUTH, Project Coordinator</i>
10.30 – 11.00	Energy audits in enterprises: Institutional framework – Supervision <i>Elisavet Tsotsoli, Dipl. Electrical and Computer Engineer, M.Sc., Graduate of ESDDA, Energy Inspector, Ministry of Environment and Energy</i>
11.00 – 11.30	Actions to support SMEs to improve their energy identity and energy efficiency <i>Ioannis K. Tsitsopoulos, Publicity-Dissemination Responsible for KEPA-ANEM/EFEPAE</i>
11.30 – 11.45	Coffee break
11.45 – 12.10	Energy audits prosecution and energy efficiency measures implementation – Good practices <i>Nikolaos Lettas, Dipl. Electrical and Computer Engineer AUTH, Energy Auditor Class C, General Manager of ENERCA</i>
12.10 – 12.40	Experience obtained from the energy audits prosecution – proposals for the improvement of institutional framework and of the procedure <i>Sotiris Psimmenos, Dipl. Mechanical Engineer AUTH, Alteren Energy and Environment S.A., Representative of Association of Mechanical and Electrical Engineers of North Greece</i>
12.40 – 13.00	Current situation in SMEs in Greece and in Europe, trends and prospects <i>Ioannis Panapakidis, Dr. Electrical and Computer Engineer AUTH, Assistant Professor, General Department of Larissa, University of Thessaly</i>
13.00 – 14.00	Lunch
14.00 – 15.00	Round-table discussion
15.00 – 15.15	Wrap-up and closure



This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 847132

### 1.3.2. Photos



## 2. Workshop #1 – United Kingdom (TEES)

### 2.1. General information

Partner's name and acronym	Teesside University (TEES)
Partner's name and email responsible for this document	Dr Sergio Rodriguez
Event name	Hydrogen Safety Awareness Seminar
Web reference(s) if any	<a href="https://www.eventbrite.co.uk/e/hydrogen-safety-awareness-seminar-tickets-91608474413?aff=eemailordconf&amp;utm_campaign=order_confirm&amp;utm_medium=email&amp;ref=eemailordconf&amp;utm_source=eventbrite&amp;utm_term=viewevent#">https://www.eventbrite.co.uk/e/hydrogen-safety-awareness-seminar-tickets-91608474413?aff=eemailordconf&amp;utm_campaign=order_confirm&amp;utm_medium=email&amp;ref=eemailordconf&amp;utm_source=eventbrite&amp;utm_term=viewevent#</a>
Date	11 <sup>th</sup> March 2020
Venue	Lecture Theatre and Exhibition Area, The Wilton Centre The Wilton Centre, Redcar, TS10 4RF
Organizer(s):	Teesside University
Type*:	Targeted conference
Target group**:	SMEs in the field of Hydrogen economy
Entities involved:	SMEs in the field of Hydrogen economy
Nº of attendees:	45-50
Media/web presence pre-event	Announcement on web
Media/web presence post-event	Minutes and media note
Title of presentation(s)/ paper	SME mPower Efficiency: Capacity building to overcome barriers to efficiency in the (UK) SMEs

\* Type = Congress, conference, workshop, etc.

\*\* Target group = Research, Higher Education, Industry, General Public, Policymakers, etc.

## 2.2. Event details

### 2.2.1. Brief presentation of the event

Teesside University's ERDF Tees Valley Hydrogen Innovation Project is working with alongside Tees Valley Combined Authority (TVCA) to bring leaders and innovators together for knowledge and technical exchange on Hydrogen Safety. SMEmPower Efficiency was also presented to these companies.

The enterprises involved, along with those interested in the Hydrogen economy, will have access to the projects info and will network in order to gain momentum on the upcoming opportunities to participate.

### 2.2.2. Objectives

- To kick-off the stakeholder engagement at a local level.
- To introduce the projects.
- To introduce the national barriers and environment for both SME energy efficiency measures and Hydrogen Innovation project.
- To create a network opportunity for all participants.

### 2.2.3. Minutes – short description of the activity

Energy leaders see hydrogen as an important part of our clean, secure and affordable energy future. However, to drive a hydrogen economy, it is paramount that emerging hydrogen applications can be used safely.

This was a 6hrs FREE event delivered on Wednesday 11<sup>th</sup> of March at the Wilton Centre at 8:00am, aiming at raising awareness on hydrogen safety and public acceptability. Speakers such as Teesside University, TWI, BOC, Alstom, The National Grid, NGN and Haskell. (see agenda attached) were involved.

A SMEmPower presentation was delivered by Sergio Rodriguez that spark a lot of interest among the audience.

### 2.2.4. Summary of outcomes/outputs

90 people registered

60 attended

10 enquiries

2 new registration on the ERDF hydrogen project

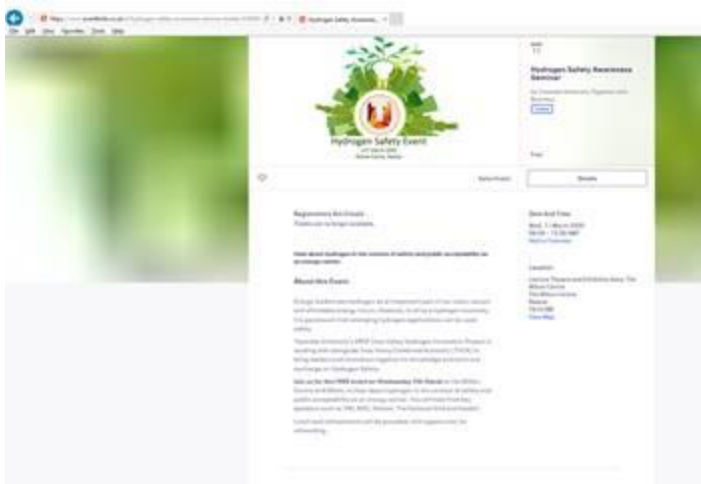
5 lead and potential area of collaboration with an SME (Mabbet)

1 potential MoU

### 2.2.5. Communication

The event was promoted through social media (LinkedIn), Eventbrite and partners including (MakeUK, NEPIC, TVCA).

Over 600 views across multiple (559 from personal LinkedIn account)



### 2.2.6. Conclusions, lessons learnt

The event was a success and it created awareness among the participants. Follow up conversations will take place in due course (subject to Cov-19) to discuss the project further and invite them to complete the questionnaire

## 2.3. Annexes

### 2.3.1. Agenda

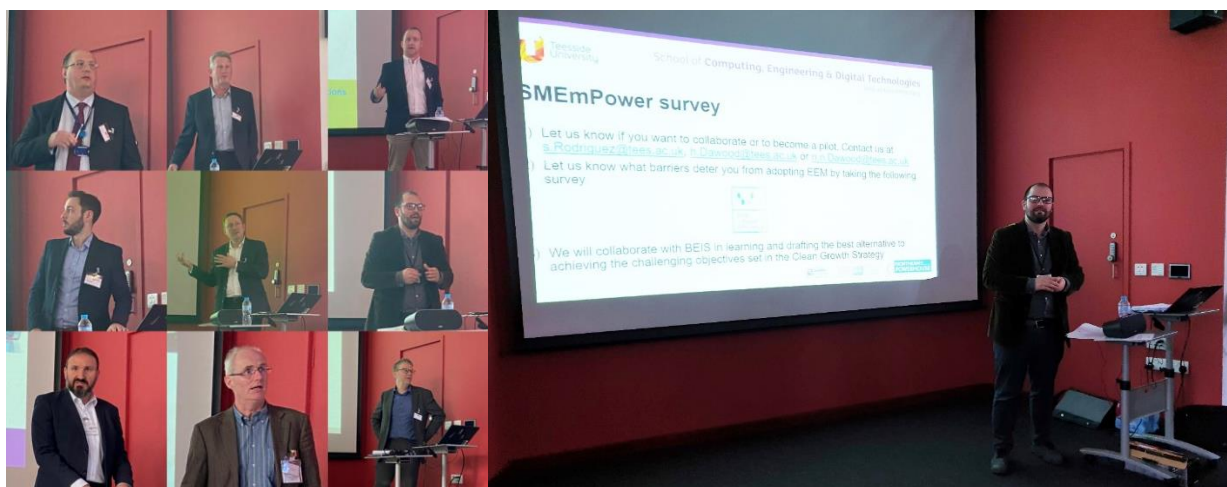
# Hydrogen Safety Awareness Seminar

Wednesday 11 March 2020

## Agenda

- 8:00-8:30** Registration and networking
- 8:30-8:40** **Welcome.** Teesside University, Ruben Pinedo-Cuenca, Business Innovation Manager
- 8:40-9:00** **The Tees Valley hydrogen economy- A whole cluster overview.** TVCA and TWI, Gareth Fletcher, Business Developer and Technology Manager.
- 9:00-9:20** **Tees Valley Hydrogen Innovation Project.** Teesside University, Venkatesan Krishnan, Senior Lecturer in Chemical Engineering.
- 9:20-9:40** **Legislation covering the production and use of hydrogen as a fuel in the UK.** Mabbett & Associates Ltd, Andrew Buchanan, Regional Manager
- 9:40-10:00** **Effect of hydrogen on materials.** TWI, Amaud Tronche, Business Development - Associate Director.
- 10:00-10:30** Break
- 10:40-11:00** **Hydrogen transition and safety of domestic appliances.** Frazer-Nash consultancy, Stephen Livermore, Senior Consultant
- 11:00-11:20** **Process industry hazard analysis techniques applied to hydrogen manufacturing and fuelling facilities.** JBA, Russ Holmes, Operations Director and Phil Hastings, Process Safety Consultant.
- 11:20-11:40** **Hydrogen safety, BOC perspective.** BOC, Jonathan Holman, Regional SHEQ Advisor at BOC UK & Ireland
- 11:40-12:00** **Hydrogen production (Electrolysis).** Siemens, Terry Austin, Technology and Innovation Project Lead
- 12:00-13:00** Lunch
- 13:00-13:20** **Process safety- pressure relief.** Petrotec, Rana Faisal Mahmood, Director
- 13:20-13:40** **National transmission system.** National Grid, Lloyd Mitchel, Innovation Project Lead
- 13:40-14:00** **H21: Hydrogen safety on existing gas infrastructure.** Northern Gas Networks, Keith Owen, Head of Systems Development and Energy Strategy
- 14:00-14:20** **Case study: Hydrogen safety and risk assessment strategy for a laboratory.** Teesside University, Paul Russell, Senior Lecturer in Chemical Engineering
- 14:20-14:40** **Safety of hydrogen refuelling station.** Haskel Energy Systems, Stewart Anderson, Engineering Manager
- 14:40-15:00** **Safety aspects relating to train deployment.** Alstom, Sean Ring, Chief Engineer
- 15:00-15:20** **Is your hydrogen clean?** HYDAC, Sebastian Koenig, Business Development Manager bei Hydac International GmbH
- 15:20-15:30** **SME mPower Efficiency Project.** Teesside University, Sergio Rodriguez, Lecturer in Construction Management
- Closure and Networking

### 2.3.1. Photos



## 3. Workshop #1 – Slovenia (SGZ)

### 3.1. General information

Partner's name and acronym	Chamber of Commerce and Industry of Stajerska (SGZ)
Partner's name and email, responsible for this document	Dejan Tasic <a href="mailto:dejan.tasic@stajerskagz.si">dejan.tasic@stajerskagz.si</a>
Event name	1 <sup>st</sup> SME mPower Efficiency workshop in Slovenia
Web reference(s) if any	see media link
Date	13 <sup>th</sup> February 2020
Venue	Ulica talcev 24, Maribor
Organizer(s):	Chamber of Commerce and Industry of Stajerska (SGZ)
Type*:	Workshop
Target group**:	SME's, institutions, Energy Mangers
Entities involved:	SME's and professionals (see participants list), academia (UM), chambers of commerce and industry
Nº of attendees:	14, speakers included
Media/web presence pre-event	/
Media/web presence post-event	<a href="https://www.linkedin.com/feed/update/urn:li:activity:6637662317788057600/">https://www.linkedin.com/feed/update/urn:li:activity:6637662317788057600/</a>
Title of presentation(s)/paper	<ul style="list-style-type: none"> <li>General presentation of Horizon 2020 SME mPower Efficiency project (Predstavitev projekta 2020 SME mPower Efficiency) – Dejan Tasić</li> <li>Development overview of Slovenian energy sector (Razvojni pogled slovenske energetike) – Danijel Levičar</li> </ul> <p>See the agenda attached for more details</p>

\* Type = Congress, conference, workshop, etc.

\*\* Target group = Research, Higher Education, Industry, General Public, Policymakers, etc.

## 3.2. Event details

### 3.2.1. Brief presentation of the event

The Chamber of Commerce and Industry of Stajerska has carried out its first Horizon 2020 SME mPower Efficiency project Workshop on 13<sup>th</sup> of February 2020. The attendees of the Workshop were introduced to the SME mPower project, its purpose, activities and goals. The local project coordinator, Dejan Tasić, had therefore called attendees of the Workshop to join the project (if they haven't joined thus far) so that Slovenian SME's can reach goals of sustainable development, provide their support for EU's energy objectives and strengthen their determination of providing higher value to SMEs.

The workshop was organized in four parts:

1. General presentation of the SME mPower Efficiency project
2. Q&A session about the project
3. General presentation of Slovenian energy sector
4. Interactive debate and discussion

Participation was entirely free.

### 3.2.2. Objectives

The objectives of this 1<sup>st</sup> Workshop were to introduce the project SME mPower Efficiency to attendees, inform SMEs of purposes, activities, goals and challenges of promoting energy efficiency and educating SMEs' employees to become energy managers with SME mPower Efficiency project. The objective also revolved around providing a high-level communication debate and discussion among attendees in various fields and topics of Slovenian energy sector.

### 3.2.3. Minutes – short description of the activity

The event has started at 14:00 on 13<sup>th</sup> of February 2020 in the Conference room at SGZ headquarters. The participants (attendees) have registered themselves and signed the participation list with assigned GDPR. They were greeted and welcomed by the CEO of SGZ, mag. Aleksandra Podgornik and SME mPower Efficiency local project coordinator Dejan Tasić. Then the Workshop started, where there were many debates and topics, discussed on this workshop such as:

- energy efficiency in companies,
- future and development of the energy sector in Slovenia,
- energy infrastructure projects in Slovenia,
- national energy and climate plan and
- energy sources (available in Slovenia) and Slovenian electric power distribution system.

The attendees of the Workshop were firstly presented with SME mPower project, its purpose, activities and goals. The project 'A holistic framework for Empowering SME's capacity to increase their energy efficiency- SME mPower Efficiency' focuses on:

- energy savings in the small and medium enterprises (SME's)

- contribution to zero-carbon society and
- SMEs' chances of energy optimization, exploring and learning efficient energy management strategies.

Project's target is to support SMEs in the implementation of the Energy Efficiency Directive, introduce energy saving mechanisms, bring significant and validated energy savings in SMEs, establish suitable energy culture, develop and deliver series of integrated and accredited Education & Training courses for at least 90 professionals in Slovenia.

The local project coordinator, Dejan Tasić had therefore called attendees of the Workshop to join the project (if they haven't joined thus far) so that Slovenian SMEs can reach goals of sustainable development, provide their support for EU's energy objectives and strengthen their determination of providing higher value to SMEs by lowering energy consumption while improving the quality of their products, services or workplace.

The attendees, experts from all branches of Slovenian energy sector, agreed that companies and the society itself must be informed or aware of matters, concerning energy efficiency and energy technology. Furthermore, Sir Danijel Levičar from GEN energija d.o.o. had presented the development aspect of Slovenian energy sector; in the presentation, the presented topics were the latest trends (decarbonization, digitalization and electrification) that will shape the future path of energy sector and society itself. The focus was also on Slovenian national energy and climate plan that gives great focus on energy efficiency, yet, still lacks data and conclusions in certain areas. The open-dialog shaped Workshop has interestingly targeted all the aspects of Slovenian energy sector and its structure as a whole. Sustainable energy, energy efficiency and cost affordability were seen as key success of energy sector in Slovenia. The Workshop closed at 16:30.

#### 3.2.4. Summary of outcomes/outputs

Participants, who are experts from various fields of energy sector (production of energy, distribution of energy, energy efficiency management etc.) have shared their knowledge and exchanged different points of view. They were interested if regional energy agencies can contribute to the aim of the project to which the local project coordinator Dejan Tasić had stated that this is possible since one of the AB members from Slovenia is the CEO of Energy agency of Podravje region. The participants agreed that energy efficiency in companies will be crucial to those that are in energy-intensive sector and that those companies need to recognize issues and benefits of investing in energy efficiency.

It was also noted that small and micro enterprises have more difficulties for establishing an energy-efficient environment in the company due to lower financial resources and fewer employees (for assigning an energy manager in the company). The bureaucratization is also the key for more companies to "go into the implementation of energy-efficient measures" and those changes on the legislative level are necessary.

Concerning the document "Slovenian national energy and climate plan" or NECP, the participants have concluded that there are still some unresolved issues and matters that can be improved or changed and agreed that only together, with reasonable scientific proposals, amendments and comments, the document can be improved.

The development aspect of Slovenian energy sector, as it was presented, is good, participants claimed. Currently Slovenia has good energy production and energy distribution system, the key of maintaining such status are new big infrastructure projects, sustainable energy, stable energy supply and allowing good market competition. They have discussed, elaborated and agreed that Slovenia has to implement and execute all measures for increasing energy production, improve and update the power energy distribution system, increase the production of energy from renewable energy sources and improve energy efficiency in residential and non-residential buildings (applied for companies as well). The transport sector will have to improve as well in terms of decreasing of energy consumption.

### 3.2.5. Communication

A targeted invitation (figure in the right – Vabilo) and agenda were sent via e-mail from SGZ, participants confirmed their participation by responding to the e-mail. After the Workshop, SGZ thanked the Workshop participants for their attendance and shared the SMEmPower Efficiency presentation and photos to them.



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### 3.2.6. Conclusions, lessons learnt

The Workshop was a very interesting open-dialog debate/discussion and all of the participants have expressed their points of view. The attendees were very interested in the SMEmPower Efficiency project and have expressed their gratitude of receiving new information about the project. Some of the companies have already joined the SMEmPower Efficiency project before the Workshop and some companies were very interested of joining it afterwards.

## 3.3. Annexes

#### VABILO ZA SODELOVANJE V EU PROJEKTU HORIZON 2020 "SMEmPOWER EFFICIENCY"

Predstavitve projekta bo  
v **četrtek 13.2.2020 ob 14.00 uri**  
sejna soba Študentske gospodarske zbornice, Ulica talcev 24, Maribor

Študentska gospodarska zbornica (ŠGZ) je ena izmed 10-ih partnerjev evropskega projekta Horizon 2020, "SMEmPOWER EFFICIENCY" (H2020-LC-SC3-EE-2018, št. projekta: 847132). Projekt vključuje partnerje iz osmih različnih držav, vodilni partner in koordinator projekta je Aristotle University of Thessaloniki (Grčija). S projektom prispevamo k uresničevanju ciljev večje energetske učinkovitosti in nizkoogljične družbe ter nudimo popolno priložnost podjetjem pri optimiziranju porabe energije in učinkovitemu upravljanju z energijo.

Projekt sodelujočim podjetjem nudi:

- brezplačna usposabljanja oz. izobraževanja (prva načrtovana jeseni 2020) na področju energetske učinkovitosti, namenjena zaposlenim, strokovnemu osebju in vodstvu podjetja kjer bodo (v primeru opravljenega izpita) pridobili na vseevropski ravni javno priznano potrdilo (certifikat) o opravljenem izpitu;
- pomoč in usmerjanje malih in srednje velikih podjetij (MSP) na področju učinkovite rabe energije (URE);
- pomoč in spodbuda pri izvedbi ukrepov na področju učinkovite rabe energije v MSP-jih in posledično zmanjšanje rabe energije in stroškov za energijo v podjetju.

Vljudo vas vabimo, da se predstavitve projekta SMEmPOWER EFFICIENCY udeležite vsi, ki vas sodelovanje v projektu zanima ter vsi, katerim predstavlja energetska učinkovitost v podjetjih višjo dodano vrednost.

Za vse dodatne informacije smo vam z veseljem na voljo:

- Dr. Dragica Marinič, vodja projekta ([dragica.marinic@stajerskagz.si](mailto:dragica.marinic@stajerskagz.si); tel.: 02 220 87 24)
- Dejan Tasić, mag. inž. energ., koordinator projekta ([dejan.tasic@stajerskagz.si](mailto:dejan.tasic@stajerskagz.si); tel.: 02 220 87 00)

VLJUDNO VABLJENI K SODELOVANJU V PROJEKTU SMEmPOWER EFFICIENCY

Prijave za sodelovanje v projektu zbiramo tudi na e-mail naslov:

[dejan.tasic@stajerskagz.si](mailto:dejan.tasic@stajerskagz.si)

### 3.3.1. Agenda

13.50 – 14.00	Registration	
14.00 – 14.05	Welcome	Dejan Tasic, SGZ
14.05 – 14.25	SME mPower project – General presentation	Dejan Tasic, SGZ
14.25 – 14.45	Q & A about SME mPower Efficiency project	All participants
14.45 – 15.15	General overview and the future of Slovenian energy sector	Danijel Levičar, GEN d.o.o.
15.15 – 16.25	Q & A - discussion (energy efficiency, renewable energy sources and other sources, national energy and climate action plan, projects in energy sector such as NEK 2 etc.)	All participants
16.25 – 16.30	Wrap up and closure	Dejan Tasic, SGZ

### 3.3.2. Photos





## 4. Workshop #1 – Romania (SERVELECT, UTC)

### 4.1. General information

Partner's name and acronym	Servelect Srl (SERVELECT) Technical University of Cluj-Napoca (UTC)
Partner's name and email responsible for this document	Florentina Serdenciuc <a href="mailto:florentina.serdenciuc@servelect.ro">florentina.serdenciuc@servelect.ro</a> Bogdan Bargauan <a href="mailto:bogdan.bargauan@servelect.ro">bogdan.bargauan@servelect.ro</a> and contribution from UTC
Event name	Barriers and solutions in the implementation of energy efficiency in Romania (1 <sup>st</sup> SMEmPower Efficiency workshop in Romania)
Web reference(s) if any	<a href="https://servelect.ro/workshop-smempower-efficiency">https://servelect.ro/workshop-smempower-efficiency</a>  <a href="http://steinbeis-romania.com/smempower/">http://steinbeis-romania.com/smempower/</a>  <a href="http://www.energynomics.ro/en/smempower-efficiency-a-program-for-promoting-energy-efficiency/?p=86104">http://www.energynomics.ro/en/smempower-efficiency-a-program-for-promoting-energy-efficiency/?p=86104</a>  <a href="https://free.org.ro/seminarul-de-eficienta-energetica-desfasurat-in-cadrul-proiectului-h2020-smempower-efficiency/">https://free.org.ro/seminarul-de-eficienta-energetica-desfasurat-in-cadrul-proiectului-h2020-smempower-efficiency/</a>  <a href="https://www.investenergy.ro/s-a-lansat-proiectul-smempower-efficiency-sustinut-de-comisia-europeana/">https://www.investenergy.ro/s-a-lansat-proiectul-smempower-efficiency-sustinut-de-comisia-europeana/</a>  <a href="https://edream-h2020.eu/edream-at-smempower-efficiency-workshop/">https://edream-h2020.eu/edream-at-smempower-efficiency-workshop/</a>  <a href="https://re-cognition-project.eu/2020/03/04/re-cognition-at-smempower-efficiency-h2020-workshop/">https://re-cognition-project.eu/2020/03/04/re-cognition-at-smempower-efficiency-h2020-workshop/</a>
Date	28 <sup>th</sup> February 2020
Venue	JW Marriott Bucharest Grand Hotel
Organizer(s):	SERVELECT and Technical University of Cluj-Napoca, supported by SAMER - the Association of auditors and energy managers in Romania
Type*:	Workshop
Target group**:	SMEs, public institutions, Energy Managers, Energy Auditors, ESCOs, Romanian Fund for Energy Efficiency
Entities involved:	SMEs, Energy Managers and Energy Auditors (SAMER members), academia (UVT, UPB, UGAL, UTC), ESCOs (members of the non-governmental organization ESCOROM), Ministry of Energy Economy and Business Environment, Government's official trade representative (Innovation Norway, AM POIM), Mass media (energynomics.ro, InvesTenergy.ro)
Nº of attendees:	85 on site, the materials presented during the workshop were distributed to another 90 energy managers and energy auditors (SAMER members)
Media/web presence pre-event	<a href="https://servelect.ro/invitatie-de-participare-seminar-smempower-efficiency/">https://servelect.ro/invitatie-de-participare-seminar-smempower-efficiency/</a> <a href="https://www.utcluj.ro/media/notices/2020/Invitatie_SMEmpower.pdf">https://www.utcluj.ro/media/notices/2020/Invitatie_SMEmpower.pdf</a>

Media/web presence post-event	<a href="https://servelect.ro/workshop-smempower-efficiency">https://servelect.ro/workshop-smempower-efficiency</a> <a href="http://steinbeis-romania.com/smempower/">http://steinbeis-romania.com/smempower/</a> <a href="http://www.energynomics.ro/en/smempower-efficiency-a-program-for-promoting-energy-efficiency/?p=86104">http://www.energynomics.ro/en/smempower-efficiency-a-program-for-promoting-energy-efficiency/?p=86104</a> <a href="https://free.org.ro/seminarul-de-eficienta-energetica-desfasurat-in-cadrul-proiectului-h2020-smempower-efficiency/">https://free.org.ro/seminarul-de-eficienta-energetica-desfasurat-in-cadrul-proiectului-h2020-smempower-efficiency/</a> <a href="https://www.linkedin.com/feed/update/urn%3Ali%3Aactivity%3A6640940114740551680/">https://www.linkedin.com/feed/update/urn%3Ali%3Aactivity%3A6640940114740551680/</a> <a href="https://www.investenergy.ro/s-a-lansat-proiectul-smempower-efficiency-sustinut-de-comisia-europeana/">https://www.investenergy.ro/s-a-lansat-proiectul-smempower-efficiency-sustinut-de-comisia-europeana/</a> <a href="https://edream-h2020.eu/edream-at-smempower-efficiency-workshop/">https://edream-h2020.eu/edream-at-smempower-efficiency-workshop/</a> <a href="https://re-cognition-project.eu/2020/03/04/re-cognition-at-smempower-efficiency-h2020-workshop/">https://re-cognition-project.eu/2020/03/04/re-cognition-at-smempower-efficiency-h2020-workshop/</a>
Title of presentation(s)/paper	See the agenda attached for more details

\* Type = Congress, conference, workshop, etc.

\*\* Target group = Research, Higher Education, Industry, General Public, Policymakers, etc.

## 4.2. Event details

### 4.2.1. Brief presentation of the event

The first SMEmPower Efficiency workshop in Romania was held in Bucharest, the capital city of Romania, on Friday, February 28, 2020 and it aimed to identify the main barriers and solutions in the implementation of energy efficiency solutions.

During the event, several presentations of financial, technical and energy evaluation solutions were presented for the effective implementation of energy efficiency solutions.

The participation was free, and the workshop was organized in four parts:

1. Presentation of financing programs for the implementation of energy efficiency solutions for SMEs and other entities;
2. Presentation of successful projects and case studies of implemented EE projects;
3. Presentation of SMEmPower Efficiency project, objectives, target groups, discussions about barriers in the implementation of energy efficiency solutions, presentation of the courses to be held within the project;
4. Open discussion/debate.

The workshop ended with a debate, open Q/A before and during an interactive lunch, where we had the opportunity to answer all the participants' questions about the project, effective involvement especially of SMEs and energy auditors and energy managers.

### 4.2.2. Objectives

- To introduce the project SMEmPower Efficiency, objectives, actions and the future training courses and on-site EE support for SMEs.
- To investigate the barriers for the implementation of energy efficiency measures and to find solutions, especially related to energy consuming SMEs in Romania.
- To present available and foreseen funding mechanisms in Romania, the open calls for energy efficiency and the steps to follow in the implementation of POIM projects.
- To present successful projects and case studies, which through the SMEmPower project will be shared.
- To kick-off the stakeholder engagement.

### 4.2.3. Minutes – short description of the activity

After the registration of participants, Dr. Andrei Ceclan from UTC opened the event with a presentation of the SMEmPower project, objectives and specific targets involving the SMEs.

In the first part of the workshop, the financing programs for the implementation of energy efficiency solutions were presented as follows:

Mr. George Guran from the Management Authority of POIM (Ministry of European Funds) described the open calls for energy efficiency in Romania, with a clear focus to SMEs: general objectives, aid intensity, eligible beneficiaries. After his presentation, some participants mentioned what are the main barriers they face in accessing European funds and a Q&A session started. After the Q&A session ended, Ms. Iulia Bargauan from SERVELECT described the main steps to follow in the POIM projects - from the verification of eligibility to the post-implementation monitoring. For the next presentation, Ms. Camelia Manoliu from Innovation Norway described the Energy Program in Romania, with the specific call Energy Efficiency and several useful information about how to access SEE and Norwegian Grants by the SMEs, for which the call is specifically designed. Before the break, Dr. Mihai-Marius Voronca from the Romanian Energy Efficiency Fund (FREE) described how FREE can support Romanian companies by financing energy efficiency solutions. His presentation continued with a summary of outcomes and outputs.

In the second part of the workshop, some successful projects and case studies were presented as follow:

Ms. Denisa Diaconu from Energy Policy Group described the “România Eficientă” (EN: Efficient Romania) project and the activities that had been done in 2019, along with the ones scheduled in 2020. The project involves the development and implementation of an energy efficiency national program, their main goal being to help the country to reach the established targets by the European Union Directives for the year 2030 on reducing carbon emissions. After her speech, Mr. Gelu Tucu from VALEG presented some solutions for local energy production through small scale cogeneration and renewable sources with examples of successful projects and case studies in Romanian hotels, as SME companies. This session ended with a presentation of other energy efficiency research,

development and innovation projects, funded by European Union's Horizon 2020 programme (eDREAM, RE-Cognition, E-LAND), all in certain ways connected to SMEmPower.

Another key aspect for our workshop was the discussion about the training program of the SMEmPower project. Dr. Andrei Ceclan (UTC) increased the interest in the project through his presentation, as the audience had a great interest on the subject.

Finally, an open discussion about the barriers and solutions in the implementation of energy efficiency took place and the workshop ended with a Q&A session where more details about the project were presented. Moreover, the Association of auditors and energy managers in Romania, called SAMER discussed about their vision on energy efficiency in the country, and about the changes produced by the GEO no. 1/2020, by the Energy Efficiency Department transition from National Energy Regulatory Authority (ANRE) to the Ministry of Economy and Energy. Considering that two representatives from the Ministry of Energy, Economy and Business Environment also attended the workshop, an open discussion began on the topic of energy efficiency in Romania and about the certification of energy managers (they are thinking of making mandatory the participation in energy efficiency courses for the extension of the certificates of energy managers and auditors, which is an advantage for SMEmPower project).

The workshop closed with an interactive lunch where participants freely interacted.

#### 4.2.4. Summary of outcomes/outputs

The main outcomes of the discussion are summarized below:

- A problem in Romania is that many companies only conduct energy audits because it is mandatory and not because they want to see how they can reduce energy consumption. This leads to energy audits that are not always qualitative, and the lack of verification of this activity will generate mistrust in the energy efficiency solutions proposed in the audit report.
- Another barrier is represented by the very complex bureaucracy imposed by the state in order to access funds.
- The participants discussed with the Management Authority of POIM representative about some financing programs they would be interested in.
- If the Ministry of Energy Economy and Business Environment will make mandatory the participation in energy efficiency courses for the extension of the certificates of energy managers, the interest in SMEmPower training programs will increase.
- After the discussion about the training and courses, we can say that the ECTS credits would attract more participants in the SMEmPower training program.

#### 4.2.5. Communication

A targeted invitation was sent via e-mail from SERVELECT and UTC, and a general invitation was published on the SERVELECT website and UTC website. After the workshop, SERVELECT and UTC thanked the participants via e-mail and shared the workshop photos and presentation slides. After the event, some articles were published by SERVELECT and by other participants about the workshop

and the SMEmPower project, including by the mass media reporters from Energynomics and InvesTenergy.

#### 4.2.6. Conclusions, lessons learnt

The first SMEmPower Efficiency workshop organized in Romania was successful, as it managed to attract 85 participants, the attention of the Ministry of Energy and of the press in the field of energy efficiency and of course a lot of SME representatives.

Moreover, this workshop was a good opportunity for representatives of European and Norwegian funds and also for the Romanian Energy Efficiency Fund representative to hear which barriers encounter companies in accessing funds and for the representatives of Ministry of Energy, Economy and Business Environment it was a good opportunity to hear which are the main concerns that energy managers have regarding the energy efficiency situation in Romania.

The open discussion was an opportunity for the participants to share some successful stories, experiences and some advice for other energy managers and auditors.

After the workshop, we received a lot of requests from the participants to continue to inform them about the evolution of the SMEmPower project.

The presentations from the SMEmPower workshop have been shared with more than 200 people, especially the members of SAMER association, beyond the professionals who could not attend the meeting.

### 4.3. Annexes

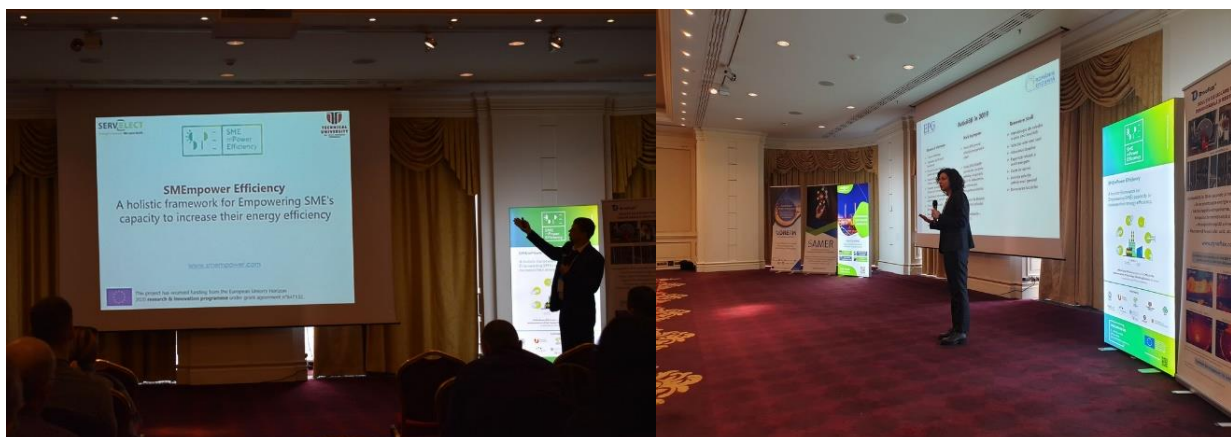
#### 4.3.1. Agenda

08:30 - 09:00 Registration		
Financing for the implementation of energy efficiency solutions		Speakers
09:00 - 09:05	Welcome	Andrei CECLAN, UTCN
09:05 - 09:25	SMEmPower Efficiency project - tools and energy efficiency solutions	Andrei CECLAN, UTCN
09:25 - 09:45	POIM 6.1, 6.2, 6.3 – open calls for energy efficiency and opportunities to submit new projects for European funding in 2020	George GURAN, AM POIM, Ministry of European Funds
09:45 - 10:00	Steps to follow in the POIM projects - from the verification of eligibility to the post-implementation monitoring	Iulia BARGAUAN, Servelect
10:00 - 10:20	Energy Program in Romania - Financing Mechanism - SEE and Norwegian Grants 2014-2021, useful information and evaluation status	Camelia MANOLIU, Innovation Norway
10:20 - 10:40	Romanian Energy Efficiency Fund (FREE): Financing energy efficiency investments	Mihai - Marius VORONCA, FREE

## 10:40 - 11:00 Break

	Projects and case studies	Speakers
11:00 - 11:20	Changes produced by GEO no. 1/2020, Energy Efficiency department transition from ANRE to the Ministry - SAMER's vision on energy efficiency in Romania	Corneliu ROTARU, Independent Expert and SAMER member
11:20 - 11:35	The "România Eficientă" Project	Denisa DIACONU, Energy Policy Group
11:35 - 11:50	Examples of energy efficiency projects and case studies	Gelu TUCU, VALEG
11:50 - 12:30	Barriers and solutions in the implementation of energy efficiency - SMEmpower Efficiency - case studies	Bogdan BARGAUAN, Florentina SERDENCUC, Servelect
12:30 - 12:45	Courses for professional skills development for SMEs, energy auditors and energy managers through the SMEmpower project	Andrei CECLAN and Dan MICU, UTCN
12:45 - 13:00	Energy efficiency research, development and innovation projects - Horizon 2020	Denisa STET, UTCN; Madalina PETRISOR, Servelect; Dorin LET, UVT.
13:00 - 14:00	Open discussion/debate	
14:00 - 15:00	Interactive lunch	

### 4.3.2. 3.2 Photos





### 4.3.3. Press

SMEmpower Efficiency – a program for promoting energy efficiency in SMEs:  
<http://www.energynomics.ro/en/smempower-efficiency-a-program-for-promoting-energy-efficiency/?p=86104>

The SMEmpower Efficiency project, supported by the European Union, has been launched:  
<https://www.investenergy.ro/s-a-lansat-proiectul-smempower-efficiency-sustinut-de-comisia-europeana/>

## 5. Workshop #1 – Cyprus (OEB)

### 5.1. General information

Partner's name and acronym	Cyprus Employers and Industrialists Federation (OEB)
Partner's name and email responsible for this document	Anthi Charalambous <a href="mailto:acharalambous@oeb.org.cy">acharalambous@oeb.org.cy</a> Panayiotis Kastanias <a href="mailto:pkastanias@oeb.org.cy">pkastanias@oeb.org.cy</a>
Event name	1 <sup>st</sup> SMEmPower Efficiency workshop in Cyprus
Web reference(s) if any	(see media link)
Date	26 <sup>th</sup> February 2020
Venue	2, Acropoleos Ave. & Glafkou, 2000 Strovolos
Organizer(s):	Cyprus Employers and Industrialists Federation
Type*:	Workshop
Target group**:	Academia, National authorities, SMEs, Energy Managers
Entities involved:	(see participants list)
Nº of attendees:	15
Media/web presence pre-event	<a href="https://smempower.com/blog/2020/02/14/invitation-to-a-workshop-in-cyprus/">https://smempower.com/blog/2020/02/14/invitation-to-a-workshop-in-cyprus/</a>
Media/web presence post-event	/
Title of presentation(s)/paper	<ul style="list-style-type: none"> <li>• SMEmPower project at a glance – Scope and main activities</li> <li>• Legislative framework for energy managers in Cyprus</li> <li>• Content and specifications of SMEmPower training program</li> <li>• Round-table discussion</li> </ul>

\* Type = Congress, conference, workshop, etc.

\*\* Target group = Research, Higher Education, Industry, General Public, Policymakers, etc.

### 5.2. Event details

#### 5.2.1. Brief presentation of the event

In the context of implementation of “SMEmPower efficiency” project, the 1<sup>st</sup> targeted Workshop was held on 26<sup>th</sup> of February 2020, in the premises of Cyprus Employers and Industrialists Federation. This workshop corresponds to Work Package 6 (WP6) – Institutional Dimension – Dissemination, Communication and Capitalization.

### 5.2.2. Objectives

The purpose of this targeted workshop was the exchange of views between the academia, stakeholders, national authorities and SMEs regarding the challenges and prospects of promoting energy managers in Cyprus enterprises, as well as the discussion about the best and sustainable way to implement training programs for energy managers. Also, the aspects that need to be considered in order to integrate the training program into universities curricula have been discussed.

### 5.2.3. Minutes – short description of the activity

Panayiotis Kastanias from OEB “kicked off” the workshop, by presenting the scope and main actions of the “SMEmPower efficiency” project. Subsequently, the legislative framework for energy managers was presented in which the duties of the "Energy Manager" as well as the subjects of the training program for "Energy Manager" were determined. Finally, the content and specifications of the training program of the SMEmPower project were analysed.

At the end of the presentations, a round-table discussion took place. The interest of the participants was high, and this was reflected in the discussion and comments that followed.

### 5.2.4. Summary of outcomes/outputs

During the round-table discussion, the participants had the opportunity to share their knowledge and exchange different points of view. The main outcomes of the discussion are summarised below:

- Energy intensive SMEs are usually more energy-conscious and motivated and therefore they have a member of their staff responsible to deal with energy efficiency issues. Recently, some SMEs have established energy management departments within their enterprise.
- The majority of the SMEs in Cyprus are micro or small enterprises and thus require incentives and tools to invest on energy efficiency measures. Most of the participants agreed that an Energy Manager is more difficult to be assigned in small enterprises, however the relevant Ministry said that would prefer SMEs to be further involved in energy management and thus to nominate person in charge e.g. energy manager within the SME.
- A suggestion was the amendment of the legislative framework so as to oblige all SMEs to assign an energy manager. However, the majority of the attendees mentioned that this suggestion is impractical to apply to very small enterprises because of the low number of staff. Also, the activity of each enterprise should be taken into account, since in some cases the cost of energy consumption is not significant (e.g. Law offices).
- University representatives stated that it is possible to incorporate training programs for energy managers into their curricula. Such program requires approximately 6 months to one year to be accredited.
- The attendees agreed that the duration of the SMEmPower training program is very important to attract the interest of SMEs staff to participate.
- Most of the attendees mentioned that the SMEmPower training program should not correspond to level 6 of the European Qualifications Framework (EQF). The learning outcomes (knowledge, skills and competences) relevant to level 6 are very demanding compared to the academic background of the majority of SMEs' staff. In many cases, the energy issues in SMEs are handled

by staff who do not have relevant to energy/engineering academic background. Thus, it was suggested to set the SMEmPower training program at level 5 of the EQF. Additionally, one of the main components of a successful training program is to have a homogeneous academic level between the participants.

- It was agreed by all attendees that the 5 ECTS credits would attract significant number of people to participate in SMEmPower training program.
- The SMEmPower training program should have several hours of practical training, so that the energy managers can acquire the necessary skills and competences. In addition, the continuous training of energy managers should be ensured.
- One suggestion was that in all Support/Grant Schemes related with SMEs, the appointment of the energy manager in SMEs should be mandatory.
- One of the main reasons that the energy manager has not been promoted in SMEs, is because the top-level management (decision makers) do not realize the added value.
- The energy manager could deliver benefits on the corporate social responsibility of the SME.
- In order to promote energy managers, the share of energy costs in SME turnover should be taken into account. According to a recent survey conducted by SMEmPower project, the majority of SMEs involved in the survey in Cyprus stated that the energy cost of their company's turnover is moderate (between 2-10%).

#### 5.2.5. Communication

A targeted invitation was sent via email from OEB, where the participants could register online. The workshop was posted on the project website. After the workshop, OEB thanked the participants via email and shared the workshop minutes and presentation slides.

#### 5.2.6. Conclusions, lessons learnt

The discussion was very interactive and different points of view have been expressed. It seems that everybody agrees on the necessity of energy manager in SMEs, however the particularity of Cyprus with the majority of SMEs being micro, it is problematic.

The participants agreed for bilateral meetings with OEB.

### 5.3. Annexes

### 5.3.1. Agenda

<b>11.30 – 12.00</b>	<b>Registration</b>	
<b>12.00 – 12.05</b>	Welcome	Anthi Charalambous, OEB
<b>12.05 – 12.35</b>	SMEmpower project at a glance – Scope and main activities	Panayiotis Kastanias, OEB
<b>12.35 – 13.00</b>	Legislative framework for energy managers in Cyprus	Anthi Charalambous, OEB
<b>13.00 – 13.20</b>	Content and specifications of SMEmpower training program	Panayiotis Kastanias, OEB
<b>13.20 – 13.30</b>	Q & A	
<b>13.30 – 13.45</b>	<b>Break</b>	
<b>13.45 – 14.30</b>	Round-table discussion	
<b>14.30 – 14.40</b>	Wrap up and closure	Anthi Charalambous, OEB

### 5.3.2. Photos





## 6. Workshop #1 – Italy (ENERGIADA)

### 6.1. General information

Partner's name and acronym	EnerGia-Da Srl (ENERGIADA)
Partner's name and email responsible for this document	Agnese Riccetti <a href="mailto:agnese.riccetti@gmail.com">agnese.riccetti@gmail.com</a>
Event name	1 <sup>st</sup> SMEmpower Efficiency workshop in Italy
Web reference(s) if any	see media link
Date of the event	21 <sup>st</sup> February 2020
Venue	University of Rome 'Tor Vergata', Engineering Faculty
Organizer(s):	EnerGia-Da Srl, supported by University of Tor Vergata (UNITOV)
Type*:	Workshop
Target group**:	SMEs, institutions, Energy Managers, ESCOs, financial institutes
Entities involved:	SMEs and professionals (see participants list), academia (UNITOV), institutions (Italian National Agency for New Technologies, Energy and Sustainable Economic Development – ENEA)
Nº of attendees:	17 (14 on site and 3 remotely), speakers included
Media/web presence pre-event	<a href="https://www.linkedin.com/posts/smempower-energy-efficiency-01284219a_1-smempower-workshop-con-aperitivo-activity-6634045856628658176-duCT">https://www.linkedin.com/posts/smempower-energy-efficiency-01284219a_1-smempower-workshop-con-aperitivo-activity-6634045856628658176-duCT</a>
Media/web presence post-event	<a href="https://www.linkedin.com/posts/smempower-energy-efficiency-01284219a_unitov-enea-smeh2020-activity-6637659513736445952-yFT9">https://www.linkedin.com/posts/smempower-energy-efficiency-01284219a_unitov-enea-smeh2020-activity-6637659513736445952-yFT9</a>
Title of presentation(s)/paper	<ul style="list-style-type: none"> <li>Regional calls for promotion of energy efficiency and impact in SMEs (Bandi regionali di promozione dell'efficienza energetica e impatto nelle PMI)</li> <li>Opportunities and critical issues for SMEs (Opportunità e criticità per le PMI)</li> <li>SMEmpower Efficiency – project and opportunities (SMEmpower Efficiency –progetto e opportunità)</li> </ul> <p>See the agenda attached for more details</p>

\* Type = Congress, conference, workshop, etc.

\*\* Target group = Research, Higher Education, Industry, General Public, Policymakers, etc.

## 6.2. Event details

### 6.2.1. Brief presentation of the event

The first SMEmPower Efficiency workshop in Italy was held in Rome on February 21, 2020 and it aimed to identify the main existing barriers at local and national level which still hinder the implementation of the Energy Efficiency Directive.

The workshop was organized in three parts:

1. One-way presentations – welcome and introduction of the event, Italian scenario and presentation of the SMEmPower Efficiency project
2. Interactive session – Group work
3. Networking with final aperitif offered

Participation was entirely free.

### 6.2.2. Objectives

- To kick-off the stakeholder engagement at a local level following the first contacts via emails.
- To introduce the project SMEmPower Efficiency.
- To have the latest updated on the Energy Efficiency Directive (EED) and its implementation in Italy.
- To further investigate the national barriers for the implementation of the EED.
- To create a network opportunity for all participants.

### 6.2.3. Minutes – short description of the activity

The event started with the registration of participants and speakers and the formalities linked to the event, i.e. disclaimers for data/images and signature on the list of participants.

Prof. Vito Introna opened the event, welcoming the participants.

Then a session of presentations followed: MSc. Eng. Claudia Toro from ENEA described the implementations of the EED in Italy and introduced further opportunities provided by ENEA via H2020 projects; Prof. Vito Introna and MSc. Eng. Davide di Benedetto talked about the opportunities and barriers for SMEs in the framework of the EED; Phd. Daniela Melandri introduced SMEmPower Efficiency project and its opportunities with a Q&A session.

The second part of the workshop was dedicated to a group exercise where participants in groups were asked to reply to the below questions:

1. What is your experience regarding the European Energy Efficiency Directive (2012/27 / EU)?  
Have you ever had access to any fund for energy efficiency?
2. In your opinion, what are the barriers or problems related to the implementation of the EED in Italy and / or for SMEs?
3. In your opinion, what incentive could be effective for SMEs or what is missing?

Groups worked individually for 20 minutes, and then each group in turn presented their results.

The workshop closed with a wrap up session and thanks to the participants.

The day closed with an informal networking session where participants freely interacted.

#### 6.2.4. Summary of outcomes/outputs

One of the main objectives of the workshop was to further investigate the barriers for the implementation of the EED or energy efficiency measures that SMEs as staff members are experiencing in their daily working life. Participants to the workshop were asked to work in groups and reply to the below questions. The answers divided by groups are summarized after each question.

1. What is your experience regarding the European Energy Efficiency Directive (2012/27 / EU)?

Have you ever had access to any fund for energy efficiency?

Group A (4 people): one person was not aware of the funding mechanisms in Italy; two people never had access to any fund; one person only experienced it as research but never in practice.

Group B (4 people): all replied no experience and no access to any fund; two participants added that they participated to energetic audit.

Group C (3 people): one person was aware and worked in the field of energetic audit; the other person replied that he had never experienced directly, however he was aware that the company which he was working for had some experience/access to funding.

2. In your opinion, what are the barriers or problems related to the implementation of the directive in Italy and / or for SMEs?

Group A (4 people): four people agreed on the lack of information; other barriers identified were the tax system simplification for incentives and the high pressure on SMEs in investing even with the financial mechanisms.

Group B (4 people): one person flagged the lack of communication and the financial barrier; one person pointed the difficulty in managing changes within a company; one person mentioned the potential impact on the productions and possible negative impacts on the internal know-how; one person flagged the sceptical attitude due to the difficulties to evaluate the benefits that an energy efficiency measure could bring.

Group C (3 people): two people agreed on the lack of communication; other barriers identified were the lack of attention and prioritization to energy efficiency for SMEs and the lack of a regional/local implementation plan for SMEs.

3. In your opinion, what incentive could be effective for SMEs or what is missing?

Group A (4 people): simplification of the bureaucracy for SMEs to allow a clear access to funding; third parties could provide funding leaving the SMEs with less financial burden.

Group B (4 people): consultant service to evaluate costs and benefits.

Group C (3 people): facilitation to access to financing fund.

Conclusions:

- Generally, the EED and its implementation in Italy is known as a topic, however there is still a lack of knowledge about the mechanisms and the funding opportunities which needs to be more disseminated and understood among SMEs.
- The lack of communication and information is still identified as the main barriers. Next to it there are: the lack of understanding and means to evaluate the incentives and the benefits from energy efficiency interventions; the reticence in changes due to the lack of awareness; the missing vision to incentivize behaviour changes; the potential negative impact on internal know-how; different other priorities for SMEs; the financial pressure; the lack of a strategic plan for SMEs.
- Proposed solution to further investigate are: simplification of the bureaucracy for SMEs to allow a clear access to funding; third parties could provide funding leaving the SMEs with less financial burden; consultant service to evaluate costs and benefits; facilitation to access to financing fund.

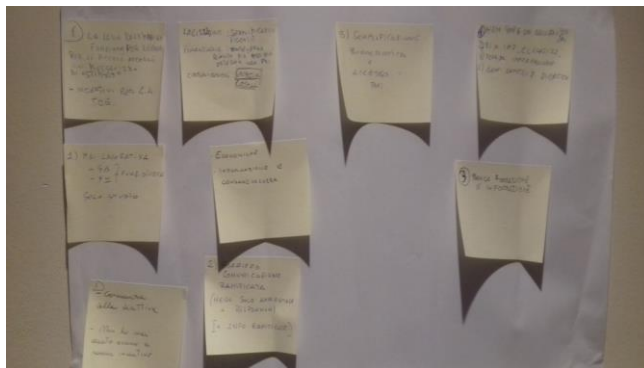


Figure 1 - Group A

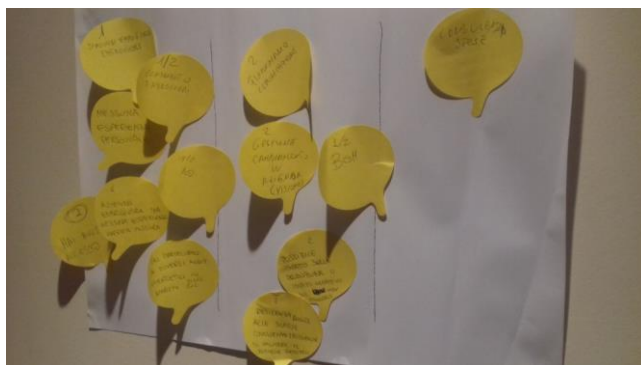


Figure 2 - Group B

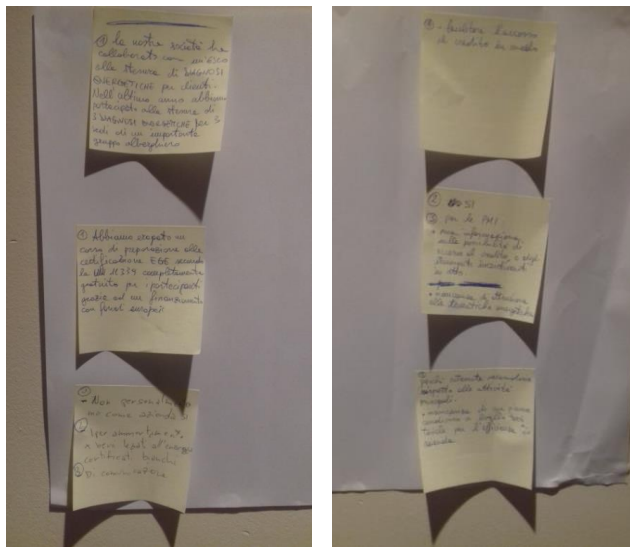


Figure 3 - Group C

Other outputs are: the set of slides that were made available to all participants, that should be also made available to everyone; an initial list of interested SMEs; this minutes.

The main outcomes are: from the side of the organizer a better understanding of the local status quo that will allow to tailor the next steps in the project with a focus on dissemination activities; for the attendants the awareness of the project and the opportunities that potentially can be implemented.

### 6.2.5. Communication

The two mentioned posts on LinkedIn were published. There was also an individual campaign of invitations via email done by ENERGIADA and Unitov. ENERGIADA followed up after the event with an email to the participants thanking them and sharing the presentation slides. ENERGIADA aims to go further and sharing the event information, results and slides locally on the website.

### 6.2.6. Conclusions, lessons learnt

Group session was very successful; attendants were keen on talking and sharing their experiences and issues. We noticed that audience likes to talk and interact if a safe space is created and more information and results can be gathered in this way. It is highly recommended to use this format divided in two halves, one part for a one-way communication and a second open session.

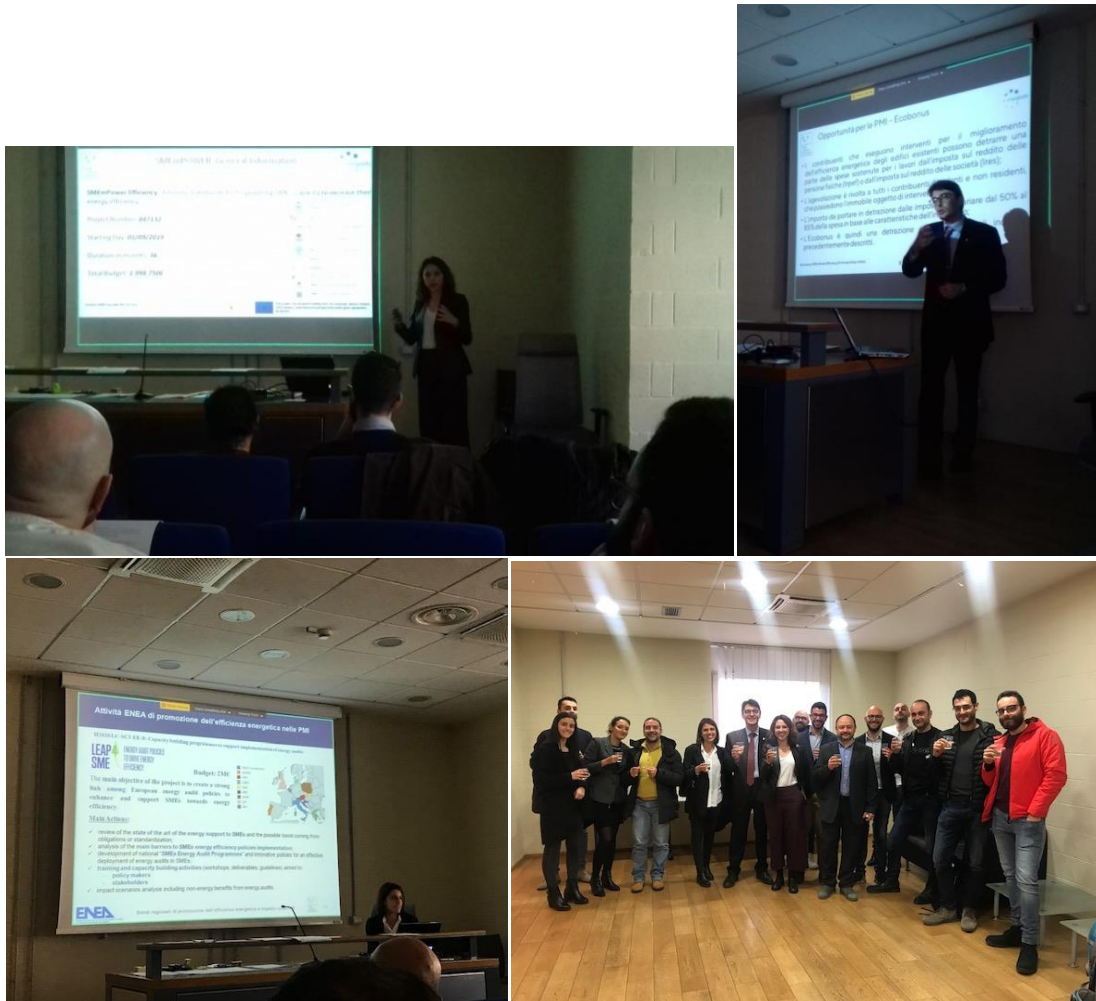
Small incentives like food and wines always work to attract participants as well as to create a friendly and collaborative environment. Keep the session open and be agile, thus be ready to change your plan and agenda if the discussion goes in different directions, e.g. the group presentation became an opportunity to share experiences more than discussing about identified barriers or the answers. Although not going in the expected direction (which was exclusively to analyse the barriers) the discussion was left open and it was not interrupted on purpose as it helped the audience to open up and to provide more points of view/inputs that the one foreseen in the agenda.

## 6.3. Annexes

### 6.3.1. Agenda

<b>14.00 – 14.30</b>	<b>Registration</b>	
14.30 – 14.35	Welcome	Prof. Vito Introna Dip. Ingegneria dell'Impresa Università di Roma "Tor Vergata"
14.35 – 14.50	Regional calls for promotion of energy efficiency and impact in SMEs	Ing. Claudia Toro Dipartimento Efficienza Energetica, ENEA
14.50 – 15.10	Opportunities and critical issues for SMEs	Ing. Davide Di Benedetto Gruppo CEPI T.A.A.S. Prof. Vito Introna Dip. Ingegneria dell'Impresa Università di Roma "Tor Vergata"
15.10 – 15.30	SME mPower Efficiency – project and opportunities	Ing. Daniela Melandri Amministratore EnerGia-Da Srl
15.30 – 15.45	Q&A open session	
<b>15.45 – 16.00</b>	<b>Break</b>	
16.00 – 16.10	Introduction to the work session and division in group	EnerGia-Da Srl
16.10 – 16.45	Group work	
16.45 – 17.00	Presentation of results and open discussion	One representative each group (10 minuti a gruppo per 3 gruppi)
17.00 – 17.15	Wrap up and closure	Ing. Daniela Melandri Amministratore EnerGia-Da Srl
<b>17.15 – 18.00</b>	<b>Aperitif and open networking</b>	

### 6.3.2. Photos



## 7. Workshop #1 – Spain (UPV)

### 7.1. General information

Partner's name and acronym	Universitat Politècnica de Valencia (UPV)
Partner's name and email responsible for this document	Elisa Peñalvo-López <a href="mailto:elpealpe@upvnet.upv.es">elpealpe@upvnet.upv.es</a>
Event name	1 <sup>st</sup> SME mPower Efficiency workshop in Spain
Web reference(s) if any	/
Date	20 <sup>th</sup> February 2020
Venue	Universitat Politècnica de València, Valencia (Spain)
Organizer(s):	Universitat Politècnica de València
Type*:	Workshop
Target group**:	SMEs, institutions, national authorities, Energy Managers, ESCOs, financial institutes
Entities involved:	SMEs, universities, SMEs, ESCOs, Energy Professionals
Nº of attendees:	23
Media/web presence pre-event	
Media/web presence post-event	/
Title of presentation(s)/paper	SME mPower Overview and Planned Activities

\* Type = Congress, conference, workshop, etc.

\*\* Target group = Research, Higher Education, Industry, General Public, Policymakers, etc.

## 7.2. Event details

### 7.2.1. Brief presentation of the event

SMEmpower is a H2020 project aiming to enhance energy efficiency in SMEs from a holistic perspective. Among the dissemination activities, SMEmpower has planned a series of national workshops in Spain, Italy, Greece, UK, Cyprus, Germany, Romania, and Slovenia. This initiative corresponds to the project task 'Organization of local workshops and participation in other dissemination events', as part of WP6 'Institutional Dimension – Dissemination, Communication and Capitalization'.

In this context, the workshop was organized in 6 parts:

1. Presentation of the Organiser (IIE-UPV)
2. Introduction to SMEmpower Efficiency project and activities
3. Overview of the Energy Context In Spain
4. Energy Monitoring and Management in SMEs
5. Energy Efficiency in SMEs
6. Round Table and Open Discussion

Spanish workshop was a free event open to the public and all stakeholders. Main presenters were academic professionals, engineers, small and medium enterprises, future professionals (last year engineering students) and researchers.

### 7.2.2. Objectives

The workshop organized in Spain took place at the Universitat Politècnica de València on February 20<sup>th</sup>, 2020, with three main objectives:

- Introducing the SMEmpower H2020 project to the participants, description of the objective, main activities and expected outcomes.
- Engage the different actors in the promotion of energy efficiency in SMEs.
- Provide a discussion space for SMEs and stakeholders on how to promote energy efficiency in Small and Medium Enterprises. Main barriers, challenges and potential benefits.

Additional objectives were:

- Discuss the Energy Context in Spain and the Energy Efficiency Directive (EED) and its implementation in Spain.
- Identify national barriers for the implementation of the EED.
- Create an engagement and network opportunity for stakeholders.
- Discuss the need for specific training programs in SMEs.

### 7.2.3. Minutes – short description of the activity

The event was organized by the Universitat Politècnica de València on the 20<sup>th</sup> February 2020. The event started at 9:30hr with Prof. Elisa Peñalvo welcoming the participants and providing an overview of SMEmPower project, objectives, expected outcome and main activities.

Following the coffee break, Ms. Belén San Esteban, as Industrial Engineer working in the energy sector, introduced the Energy context of the country, and Mr. Iván Valencia, as energy auditor, presented several case studies on energy monitoring and management in small industries. Continuing with the event, Ms. Mercedes Iborra, CEO of the SME VisualNAcert presented the importance of energy efficiency in Small and Medium Enterprises.

### 7.2.4. Summary of outcomes/outputs

SMEmPower's workshop organized in Spain aimed to bring together different stakeholders in the SME and Energy sector in order to identify the barriers and benefits for promoting energy efficiency strategies in Small and Medium enterprises. One of the main outcomes of the event was the need for upskilling SME professionals in the potentiality for energy (and economic) savings for the company if energy measures are undertaken. Additionally, the importance of SME awareness on energy efficiency topics was highlighted, disseminating its importance, economic and environmental benefices. Finally, it was discussed (and confirmed) the different barriers (technological, financial, normative, institutional) identified in the research study carried out for Spain.

### 7.2.5. Communication

After the workshop, UPV thanked the participants via email.


### 7.2.6. Conclusions, lessons learnt

The SMEmPower workshop carried out in Spain, brought together different actors in the promotion of energy efficiency and savings within SMEs. Among the actors it was represented companies, SMEs, future professionals (last year engineering students), Universities and research centers. During the event a round-up table for discussing the main barriers, challenges and potential benefits for SMEs involved in energy saving initiatives was organized. Despite SMEs energy efficiency awareness and their specific and independent initiatives for reducing energy consumption in their facilities, they commented the need for specific training programs for SMEs and technical support for carrying out the energy efficiency measures within their workplace. Finally, the workshop was the first step for engaging SMEs in the activities and objectives of the project.

## 7.3. Annexes

### 7.3.1. Agenda


Agenda is included below.



**SME mPower** *A holistic framework for Empowering SME's capacity to increase their energy efficiency*

**SME mPower--A holistic framework for Empowering SME's capacity to increase their energy efficiency**

**1<sup>st</sup> SPANISH WORKSHOP**



**Valencia, February 20th 2020**

**VENUE: Institute for Energy Engineering**

**Universitat Politècnica de València, Valencia, Spain**

The project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No. 847132



**SME mPower** *A holistic framework for Empowering SME's capacity to increase their energy efficiency*

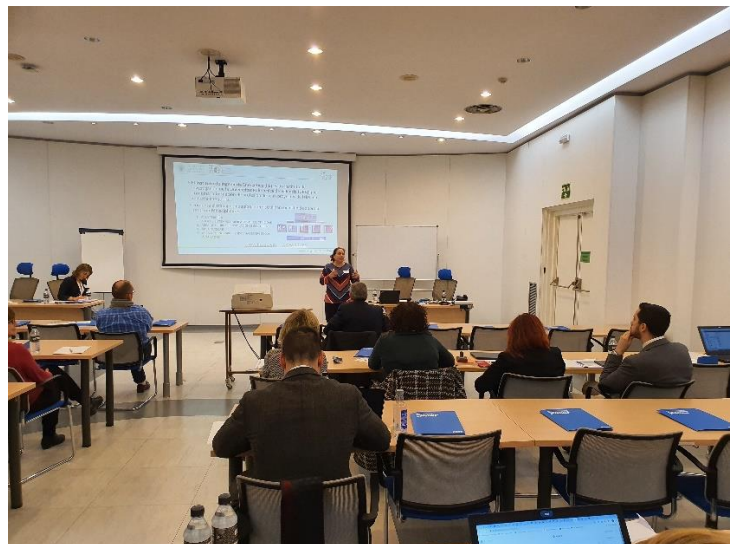
**Agenda**

Friday, 20 <sup>th</sup> February 2020	
09:00—09:30	Registrations
<b>SME mPower Overview</b>	
09:30—09:40	Welcome <i>Elisa Peña-López (UPV)</i>
09:40—10:30	SME mPower Overview and Planned Activities <i>Elisa Peña-López (UPV)</i>
10:30—11:15	Coffee break and Networking
<b>Engagement Session</b>	
11:15—11:45	Energy Context in Spain <i>Belén San Esteban (BEON Energy)</i>
11:45—12:15	Energy Monitoring and Management in SMEs <i>Iván Valencia (Energy Auditor)</i>
12:15—12:45	Energy Efficiency in SMEs <i>Mercedes Berra (Visualiscent -SME)</i>
12:45	Round-Table Discussion
13:45	Closure

The project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No. 847132

## 7.3.2. Photos





## 8. Workshop #1 – Germany (adelphi)

### 8.1. General information

Partner's name and acronym	adelphi
Partner's name and email responsible for this document	Andreas Schneller schneller@adelphi.de
Event name	Recommendation for better implementation of energy-audit measures in SMEs – Expert workshop
Web reference(s) if any	<a href="#">Energy Efficiency in SMEs Engages Stakeholders   adelphi</a>
Date	30 <sup>th</sup> October 2019
Venue	adelphi conference venue, Alt-Moabit 91, 10559 Berlin
Organizer(s):	adelphi
Type*:	Workshop
Target group**:	Policymakers, Experts, Consultants, Industry
Entities involved:	German Energy Agency (dena), PricewaterhouseCoopers (PwC), University of Stuttgart, adelphi, Federal Ministry of Economics
Nº of attendees:	9 (Speakers included)
Media/web presence pre-event	<a href="#">SME mPower – A holistic approach to energy efficiency in small and medium-sized enterprises   adelphi</a>
Media/web presence post-event	<a href="#">Energy Efficiency in SMEs Engages Stakeholders   adelphi</a>
Title of presentation(s)/paper	Recommendations for better implementation of energy audits measures in SMEs (Vorschläge zur besseren Umsetzung von Energieaudit-Maßnahmen in KMU`s)

### 8.2. Event details

#### 8.2.1. Brief presentation of the event

The workshop was held at adelphi on the 30<sup>th</sup> October 2019. The participants included experts from consultancies, industry and the Ministry of Economic Affairs and Energy in Berlin. The workshop was held against the background of the ongoing legislative process of the EDL-G (energy services law). The workshop focused on the barriers that SMEs and other energy audit recipients (e.g. industry) face when implementing the recommended measures, as well as other factors keeping energy efficiency measure adoption low. During the workshop, recommendations were presented and discussed on how to overcome these barriers and increase uptake.

### 8.2.2. Objectives

- To provide recommendations on how to increase energy efficiency measure implementation among those SMEs who have already received an energy audit.
- Introduce a number of possible motivation and support policies for energy audit recipients such as SMEs to implement suggested measures.
- Increase awareness among stakeholders, especially industry and policy makers, of the SEmPower Project.
- Discuss recent changes to the EDL-G (energy-service sector laws) in Germany.

### 8.2.3. Minutes – short description of the activity

The workshop began with the completion of administrative formalities such as registering and signing the participants list.

This was followed by a short meet and greet and informal exchange with some refreshments while the invited guests and speakers arrived.

The workshop was kicked-off by a presentation by Anton Barckhausen from adelphi who introduced the participants to the SEmPower project. The focus lay on how the knowledge exchange from this pan-European project can help inform German national policies and improve energy audit quality and energy efficiency in SMEs through best practice exchange.

The presentation then turned its focus to the sources of the various barriers that inhibit energy efficiency measure implementation in SMEs. This was followed by recommendations for policy makers on how to begin to overcome some of these barriers and improve market conditions regarding energy efficiency measure implementation in SMEs.

A second presentation was held by Nicolas Deutsch from PwC. The presentation also looked at how to reduce barriers for energy efficiency measure implementation. Mr. Deutsche offered an industry insider perspective as PwC is directly involved with energy audits and the implementation of energy management systems. Their first-hand experience from dealing with SME clients provided valuable insight into the motivations and attitudes of SMEs.

The workshop concluded with a Q&A session where the ministry representatives involved in the legislative process could ask questions and the feasibility of the recommendations could be discussed.

### 8.2.4. Summary of outcomes/outputs

The main insights that arose from the workshop were the following recommendations.

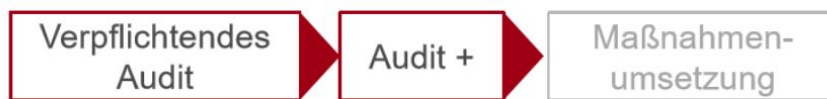
1. The core barrier that energy efficiency measure implementation faces is economic feasibility. With this in mind, one way to increase economic feasibility is by making it easier to receive grants and subsidies. All parties were in agreement that energy audit outcomes should be more closely aligned with opportunities for federal subsidy programs.

2. Creation of an online portal where firm could have an energy efficiency profile. This could reduce information barriers and transaction costs in the long run. Outcomes from audits could be synched to the profile and the businesses could receive relevant information regarding grants and subsidies. Benchmarking could also be introduced to show firms where they rank amongst their competitors with regards to energy efficiency. This could be a very useful motivational tool.
3. More support for the implementation of technical measures
4. State assurance of energy audit quality. Increasing random sample testing of the quality of energy audits. Too often firms had lower energy savings than expected after an audit, this could be due to a poor audits and recommendations. In light of this, a rating system for auditors could be introduced. Another recommendation was to have auditors specialize in specific industries, sectors or technologies.
5. It is critical to have a high level of trust towards energy auditors from the side of businesses.
6. Improve schooling regarding the communication and presentation of economic feasibility/viability issues from auditors. Look beyond mere amortization periods, but calculate returns on investment. Include the wider balance sheet impact in the cost calculations, such as potential decreases in maintenance costs.
7. Implementation of a novel service “audit+”, where auditors are available to clients even after the audit and act as a technical guide and contact-person during the implementation of recommended measures. This can include, amongst other activities, tendering, applying for subsidies, or implementing measuring concepts or energy management systems first hand.



Figure 4 - Online Portal

## Beratungsförderung / „Audit +“



- Förderung der Beratung zur konkreten Maßnahmenumsetzung („Audit +“)
- Auditor als Berater und „Brückenbauer“ hin zur Maßnahmenumsetzung
- **Audit +** als eigene Förderkomponente
- Mögliche Ausgestaltung:
  - Nach dem Audit wird das Unternehmen von einem geförderten „Kümmerer“ bei der Maßnahmenumsetzung begleitet. Der Kümmerer hat einen technischen Hintergrund zur Maßnahme und fungiert als Projektleiter der Maßnahme. Durch Koordination und Antrieb des Kümmerers ist sichergestellt, dass das Unternehmen die Maßnahme erfolgreich umgesetzt. Ein Monitoring der Einsparung nach Umsetzung der Maßnahme für mind. 1 Jahr sorgt für die Transparenz und Erfolgserlebnis der Maßnahme.



This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 847132

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Figure 5 - Audit+

## Erhöhte Maßnahmenumsetzung durch bessere Auditqualität



### Verbesserung der Qualität möglich durch weitere Änderungen

- Vorgaben / Richtwerte für Mindestdauer Audit (z.B. min. Vor-Ort-Tage)
- Einheitliche Vorlage für Auditberichte, der Kernaspekte abdeckt und durch individuellen Teil ergänzt werden kann
- Software zur Unterstützung des Auditors entwickeln, damit dieser sich mehr um zentrale inhaltliche Aufgaben beim Audit kümmern kann (z.B. Begehung)
- Fachlicher Ansprechpartner im auditierten Unternehmen sollte einen technischen Hintergrund haben



This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 847132

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Figure 6 - Improving Audit Quality

### 8.2.5. Communication

- <https://www.adelphi.de/en/project/smempower-%E2%80%93-holistic-approachenergy-efficiency-small-and-medium-sized-enterprises>
- <https://www.adelphi.de/en/news/energy-efficiency-smes-engages-stakeholders>

### 8.2.6. Conclusions, lessons learnt

- Energy audits are widespread amongst SMEs in Germany, however the energy savings among SMEs are reaching their full potential.

- The main barriers by far for the implementation of energy efficiency measures post audit are financial ones.
- More needs to be done to take down these barriers and make energy efficiency measure implementation more economically feasible for SMEs.
- A higher level of trust needs to be established between energy auditors and SMEs. The state needs to implement policies to assure quality.

In a nutshell, the workshop of the SMEmPower project gave good insights in the status quo on energy audits and energy management in SMEs in Germany. The policymakers were engaged and were happy to talk about the feasibility of a range of recommendations for better implementation. It was constructive to talk about energy efficiency in SMEs where energy costs do not represent a large expense and how to reach these. As expected, the economic wellbeing of SMEs is the priority for policymakers and no policy should bring undue strain on a firm. However, the importance of increasing energy efficiency for the long-term competitiveness of firms and its contribution towards achieving climate goals was apparent to everyone and led to an engaging workshop.

Striking the right balance between regulating the industry so that quality is assured, and it is accessible while not overregulating as to stifle growth is clearly something policymakers have and will continue to grapple with.

The small group of experts and policymakers worked well together as everyone was kept engaged and everyone had enough time to full express their thoughts and concerns.

## 8.3. Annexes

### 8.3.1. Agenda

**SMEmpower A holistic framework for  
Empowering SME's capacity to increase  
their energy efficiency**



**Experten-Workshop am 30.10.2019 von 09:30 – 13:00 Uhr**

Zeit	Tagesordnungspunkt
09:30 - 10:00	Empfang der Teilnehmerinnen und Teilnehmer/Registrierung
10:00 - 10:20	Begrüßung Anton Barckhausen, adelphi
10:20 - 10:30	Einführung in das Forschungsvorhaben SMEmpower Andreas Schneller, adelphi
10:30 - 11:45	Präsentation mit anschließender Diskussion Anton Barkhausen und Andreas Schneller, adelphi Vorschläge zur besseren Umsetzung von Energieaudit Maßnahmen in KMU's
11:45 - 12:00	Kaffeepause
12:00 – 13:00	Diskussion der Reformvorschläge für das EDL-G

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Andreas Schneller  
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Mail: [schneller@adelphi.de](mailto:schneller@adelphi.de)



This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 847132

## 9. Conclusion

This first round of interactive workshops was held in February 2019 in eight EU countries, Greece, United Kingdom, Slovenia, Romania, Cyprus, Italy, Spain, and Germany.

The eight workshops reached a total of more than 245 people, part of SMEs, ESCOs, Academia, National Authorities, as well as policymakers, Energy Auditors and Energy Managers.

The main goal of creating an interaction among the above stakeholders was successfully met.

The workshops were relying on common structures, creating a safe space where constructive confrontations and dialogues were opened. They spark the opportunity for the creation of new enlarging networks for the project, together with a great benefit for SMEs which were provided with new communication channels and opportunities.

There were several outputs and outcomes, as well as many identified issues that could be framed in both international and local contexts. Common issues and barriers like the lack of information or clarity among the opportunities were spotted across the eight countries and likely across almost all EU countries.

Similarly, the lessons learnt across the partners consist in a better picture of the national status quo. These findings have been the bases that provides guidelines and focus actions to ground interventions locally.

Overall, all partners recognised the effectiveness therefore the importance of the workshop format, as mean of engagement and information source, vital to feed the project's actions.