



# Group Seminar at EGAT

## On ESCO Facilitation Approach

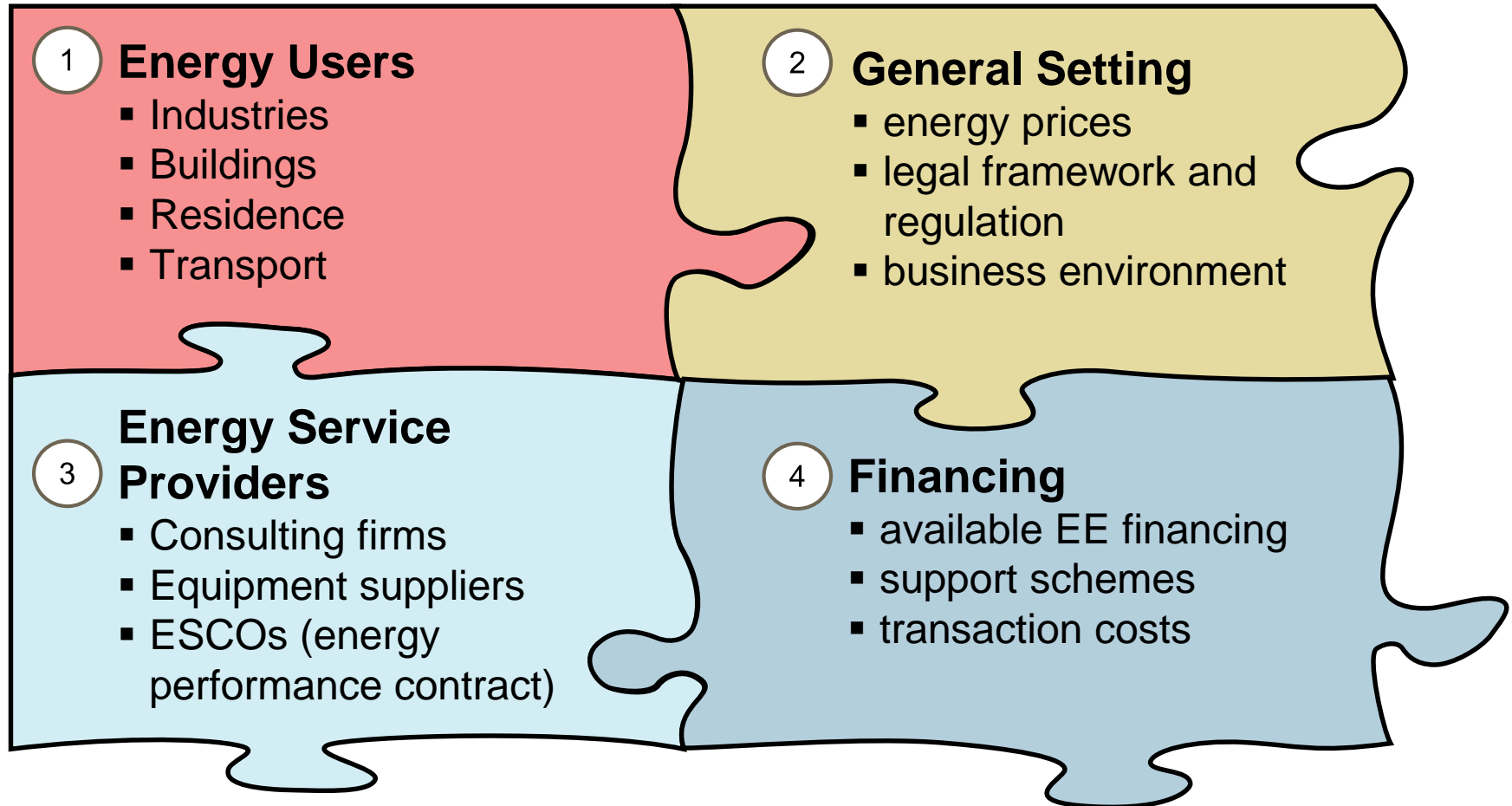
*Monthon Kumpaengseth*

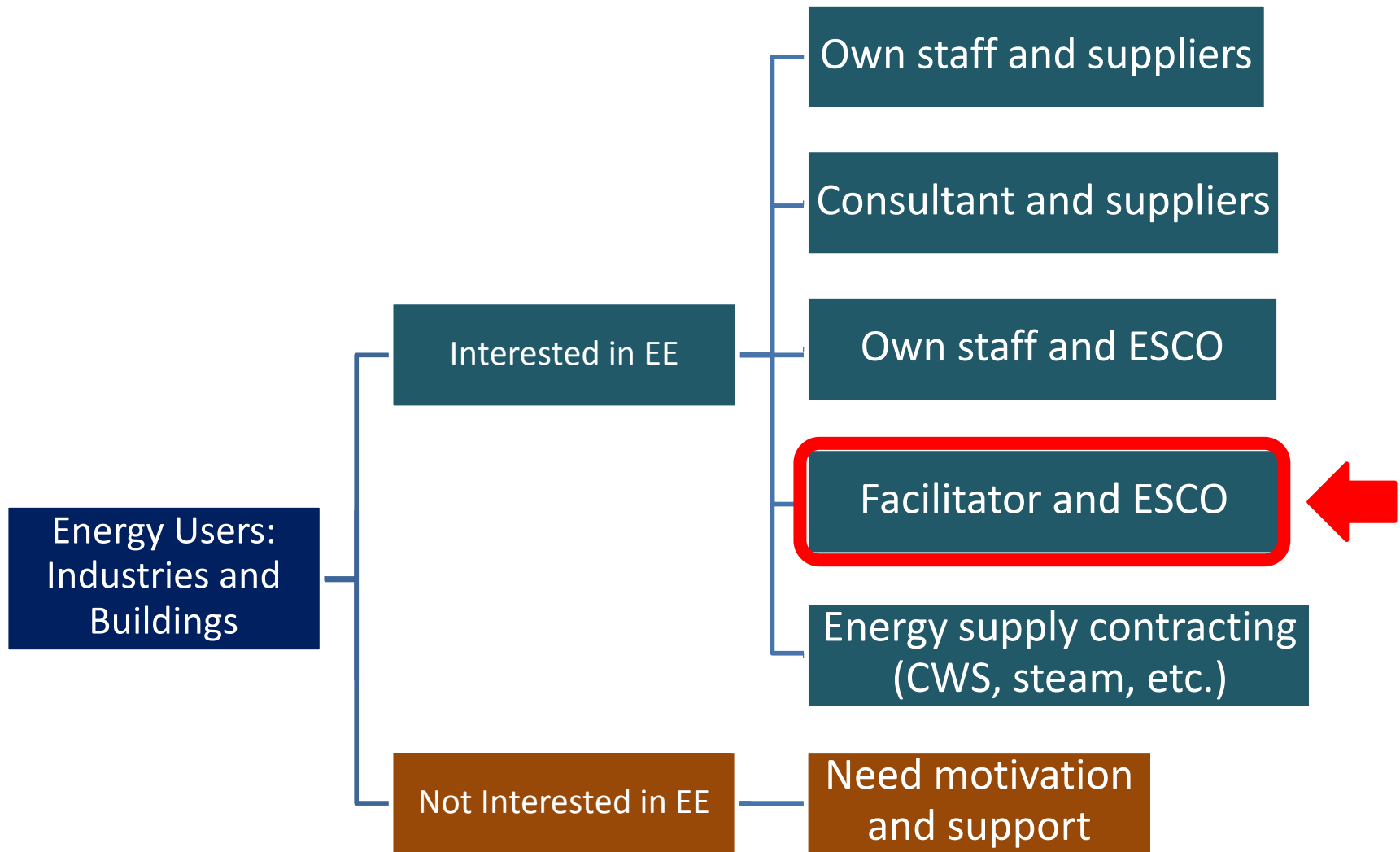
*11 September 2015*

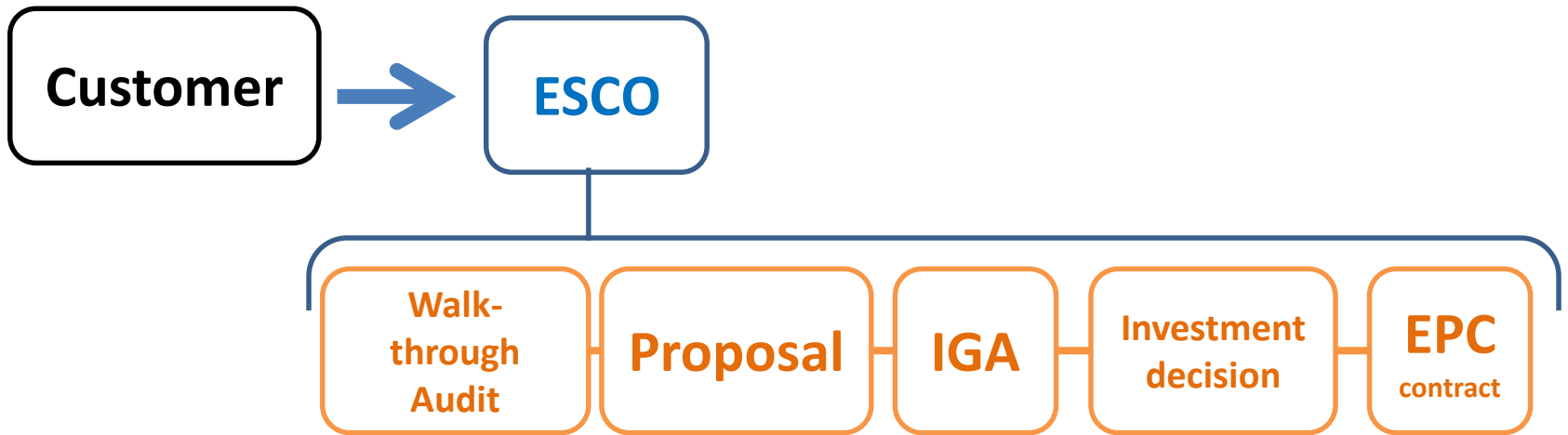
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- To introduce roles of the facilitator in supporting ESCO projects.







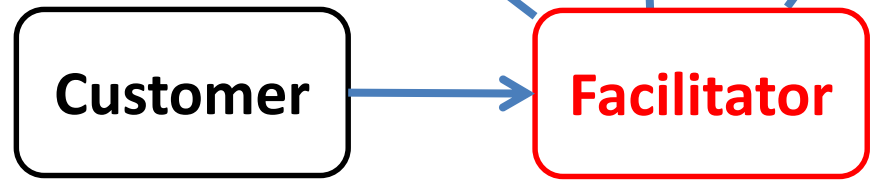
- Experiences show some challenges, e.g. mistrust between ESCO and client, access to finance for ESCO's (shared savings model), limited knowledge in the market about the ESCO concept



**CURRENT**



**OPTION 1**



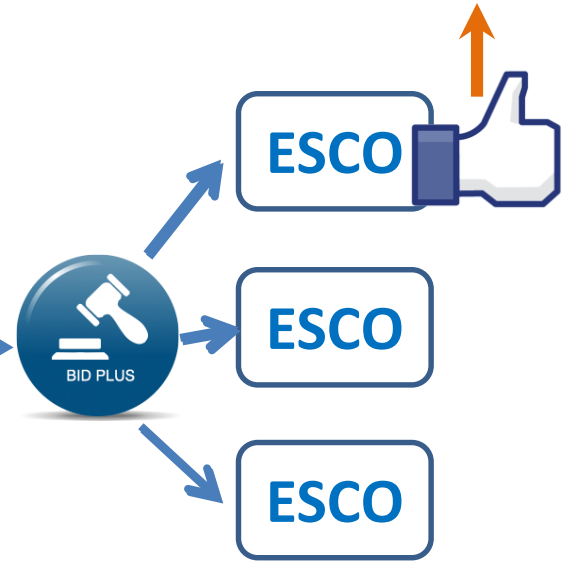
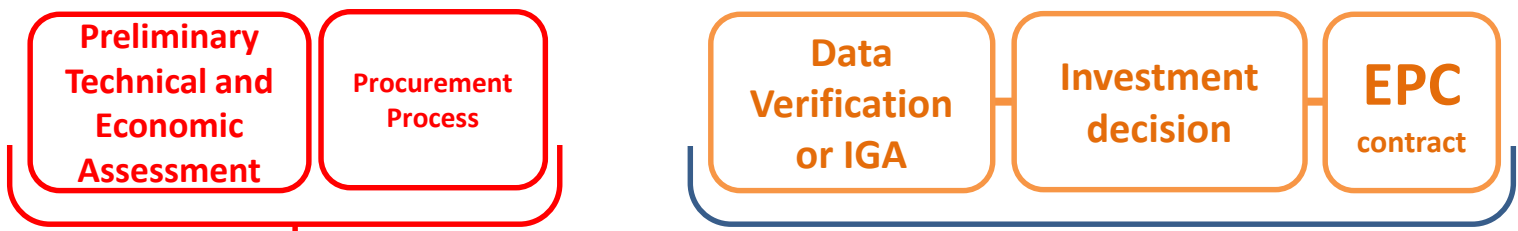
**Option + Facilitator**



**CURRENT**



**OPTION 2**





- The facilitator is an intermediary assisting a customer who wants save energy using EPC-ESCO but does not have much knowledge about it;
- It's similar to building a house. An owner can either hire a contractor directly or architect and engineer to design a house first and then call for a bid to select a contractor.





- The facilitators should be an independent and neutral persons or org. who can build a confidence and fairness in ESCO business for all market actors;
- The facilitators should not have a business conflict of interest;
- The facilitators should have a wide range of knowledge and experiences in EE/RE, EPC, economic, finance , procurement and cost estimate;
- Should have a good communication skill.



- Existing energy consulting companies (additional business);
- Academic institutes;
- Utilities;
- Trade associations



- Team Precision PLC, electronics factory;
- Workpoint Entertainment, TV station



## Pilot project selection criteria:

- A customer must be interested to save energy;
- Interested to use services from an ESCO and would like to have some kinds of energy savings guarantee from ESCO;
- Also interested to utilize FA in implementing EE/RE projects;
- The investment in EE project should be over 10 million THB (about 250,000 Euro);
- EE technologies used in the project should be commercially available.



- Facilitation approach is an option for a customer;
- Facilitator can support and develop EE projects for a client;
- Facilitators create a fair and transparent business among all parties;
- ESCOs could benefit from increased market potential with active Facilitators.



**ขอบคุณครับ - Thank You – Kop Khun Kah – Danke Schön -  
Dankjewel**