

Seminar and Training

“Sharing Experiences on Facilitation Approach for ESCO Projects and Training on ESCO Facilitation”

**Organised by Thai-German Programme on Energy Efficiency
Development Plan (TGP-EEDP)**

Anantara Siam Bangkok Hotel, Bangkok, Thailand

17-19 November 2015

▪ **Project Overview**

Under the Thai-German Programme on Energy Efficiency Development Plan or TGP-EEDP, the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) is cooperating with the Energy Policy and Planning Office to contribute to the further development and support implementation of Thailand’s Energy Efficiency Development Plan (EEDP). The 3-year project is funded through the German Federal Ministry for Environment, Nature Conservation, Building and Nuclear Safety (BMU) and has officially started in May 2012 and will run until December 2015. The project partners of TGP-EEDP include the Energy Policy and Planning Office (EPPO), Department of Alternative Energy Development and Efficiency (DEDE) and the Thailand Greenhouse Gas Management Organization (TGO). The TGP-EEDP Project aims at promoting the increase of energy efficiency in industry and building sectors by supporting the implementation of the EEDP which will have a direct impact on CO2 emission reduction.

One of the seven core activities in the TGP-EEDP project focuses on supporting and enhancing ESCO business, and increasing the utilization of the network of energy service companies or ESCOs. The development of an ESCO market in Thailand has been affected by many market barriers for ESCOs, e.g. lack of information and low understanding of the Energy Performance Contract (EPC) concept, level of energy prices, access to financing and business risk for ESCOs and lack of confidence and trust between clients and ESCOs. One of supporting activities is to introduce ESCO facilitators (e.g. energy consulting companies, energy agencies

and utilities) as a mean to help overcoming barriers in the initial project development phase (according to an overview report from The Wuppertal Institute for Climate, Environment and Energy (01/2014)). GIZ organized a seminar to introduce ESCO facilitation last year in June and has been implementing pilot projects and would like to share experiences with the stakeholders.

18-19 November 2015:

Training on ESCO Facilitation

▪ Objectives of the training

- 1) To introduce ESCO Facilitation concept;
- 2) To share knowledge and experiences on ESCO Facilitation and the pilot projects utilizing ESCO Facilitation;

▪ Invited organisations for the training:

- Energy consulting companies
- Utilities
- Academic Institutes
- Government agencies
- Trade Associations

Training on ESCO Facilitation

18-19 November 2015

Wednesday 18 November : ESCO Facilitator Training Day 1		
Time	Topic	Speakers
08.30-09.00	Registration	
09.00-09.10	Introduction to TGP-EEDP and the training	Dr. Milou Beerepoot Project director, GIZ/TGP-EEDP
09.10-09.40	Market potential of EE and ESCO projects	Mr. Christopher Seeley CEO, Climate Change Solutions Co., Ltd.
09.40-10.00	Introduction and background information of ESCO Facilitation in Thailand	Mr. Monthon Kumpaengseth Project Manager, GIZ/TGP-EEDP
10.00-10.20	Coffee break	
10.20-10.40	ESCO facilitation approach Model 1: full facilitation	Dr. Sorawit Nunt-Jaruwong Project Manager, BRIGHT Management Consulting Co., Ltd.
10.40-11.00	ESCO facilitation approach Model 2: light facilitation	Mr. Christopher Seeley CEO, Climate Change Solutions Co., Ltd.
11.00-12.00	Process and practice of facilitation approach in other countries and the review of different approaches (model 1 and 2)	Mr. Michael Geissler CEO, Berlin Energy Agency (BEA)
12.00-13.00	Lunch	
Models 1: Full Facilitation Approach; step by step		
13.00-14.00	Energy audit, baselines and economic analysis	Mr. Jirayut Charoenchatchai Energy Audit Manager, BRIGHT Management Consulting Co., Ltd.
14.00-14.30	Comment and discussion on energy audit, baselines and economic analysis	Mr. Michael Geissler CEO, Berlin Energy Agency (BEA) and other participants
14.30-14.50	Coffee Break	
14.50-15.50	Procurement process <ul style="list-style-type: none"> • Pre-qualification • Tender document • Bill of quantity (BOQ) • Call for bid • Evaluation 	Dr. Sorawit Nunt-Jaruwong Project Manager, BRIGHT Management Consulting Co., Ltd.
15.50-16.20	Comment and discussion on procurement process	Mr. Michael Geissler CEO, Berlin Energy Agency (BEA) and other participants
16.20-16.30	Final remark	Dr. Milou Beerepoot Project director, GIZ/TGP-EEDP
End of Training Day 1		

Thursday 19 November : ESCO Facilitator Training Day 2

Time	Topic	Speakers
08.30-09.00	Registration	
Model 1: Full Facilitation Approach; step by step (continued from Training Day 1)		
09.00-09.15	Review and comment on the first day training	All participants
09.15-10.00	Energy performance contract (EPC) and case studies from the pilot projects	Mr. Kamol Tanpipat Assistant Managing Director, BRIGHT Management Consulting Co., Ltd.
10.00-10.15	International experience on EPC	Mr. Michael Geissler CEO, Berlin Energy Agency (BEA)
10.15-10.30	Discussion session	All participants
10.30-10.45	Coffee break	
10.45-11.30	Installation supervision	Mr. Jirayut Charoenchatchai Energy Audit Manager, BRIGHT Management Consulting Co., Ltd.
11.30-11.45	International experience on installation supervision	Mr. Michael Geissler CEO, Berlin Energy Agency (BEA)
11.45-12.00	Discussion session	All participants
12.00-13.00	Lunch	
13.00-13.45	M&V-general guidelines, procedures and standards	Mr. Chonnapan Thanadchang Certified Measurement and Verification Professional (CMVP)
13.45-14.00	International experience on M&V	Mr. Michael Geissler CEO, Berlin Energy Agency (BEA)
14.00-14.15	Discussion session	All participants
14.15-14.30	Coffee break	
Model 2: Light Facilitation Approach; procedure and application		
14.30-15.45	Detailed steps of implementation for Light Facilitation Approach and case studies	Mr. Christopher Seeley CEO, Climate Change Solutions Co., Ltd.
15.45-16.15	Comment and discussion on Light Facilitation Approach	Mr. Michael Geissler CEO, Berlin Energy Agency (BEA) and other participants
16.15-17.00	Certificate ceremony and final remark	Dr. Milou Beerepoot Project director, GIZ/TGP-EEDP
End of Training Day 2		

Remarks:

1. The hotel plans to increase room temperature by 2 °C for the purpose of energy conservation, therefore, guests are highly encouraged not to wear a suit or a jacket.
2. The final presentation and workshop materials will be available for online download on **Friday 4th December 2015** at <http://www.thai-german-cooperation.info/project/content/7> or goo.gl/rwv53p