



# Energy services in practice

Saving energy and directly earn money



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Everybody loves DSM  
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# What would I like to tell you

1. Task XVI
2. Status in the Netherlands
3. Activities Essent/ARPAS
4. Implementation in the Netherlands

# 1. Task XVI

- Competitive energy services
- Participating countries
  - Austria
  - Finland
  - Netherlands
  - Germany (potential)
  - Japan (sponsor)
  - India (potential)

Operating agent Jan W. Bleijl

## 2. Status in the Netherlands

1. To few energy contractors
  - more supply contractors, few energy contractors
  - 5 until 10 energy contractors in the other countries each
2. Realizing from projects
  - Tenders in Germany etc
3. Knowledge at customers
  - In Austria Brand name Thermoprofit

Conclusion: Arrears in the Netherlands !

# 3. Who is ARPAS / Essent

## ARPAS Energy Contracting

- ESCO since 1998
- located in Maastricht
- 100 % daughter van Essent
  - Added Value Services

## Essent NV

- Energy Company
  - Production
  - Network
  - Commerce
  - Sales
    - business market
    - consumer market

### 3. Reach of Essent



# 3. The concept

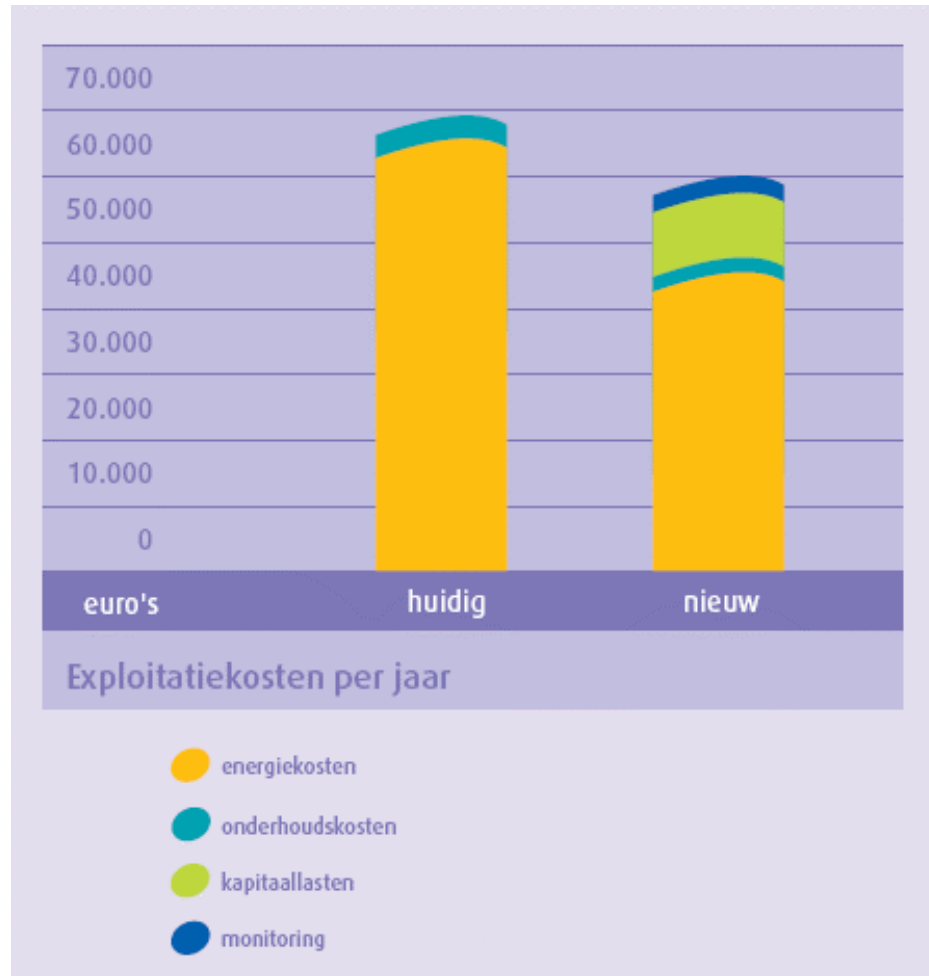
Energy Contracting means to us:

*Energy savings combined with more personal comfort and guaranteed directly lower operating costs.*

## Parts of the performance contract

- Single point contact
- Design optimal energy concept
- Financing replacement and more cost new buildings (off balance)
- Monitoring and energy management
- Guarantee on maximum volume energy consumption with bonus 50/50

### 3. The concept





# 3. The concept

## Marks

- minimum € 20.000 yearly energy costs
- contract period 10 years
- minimum investment/customer € 50.000
  
- existing and new buildings

# 3. The concept

## Market

- Government
- Health
- Education
- Recreation
- Apartments
- Retail (in future)

## Products

- Heating
- Lightning (GreenLight endorser)
- Cooling



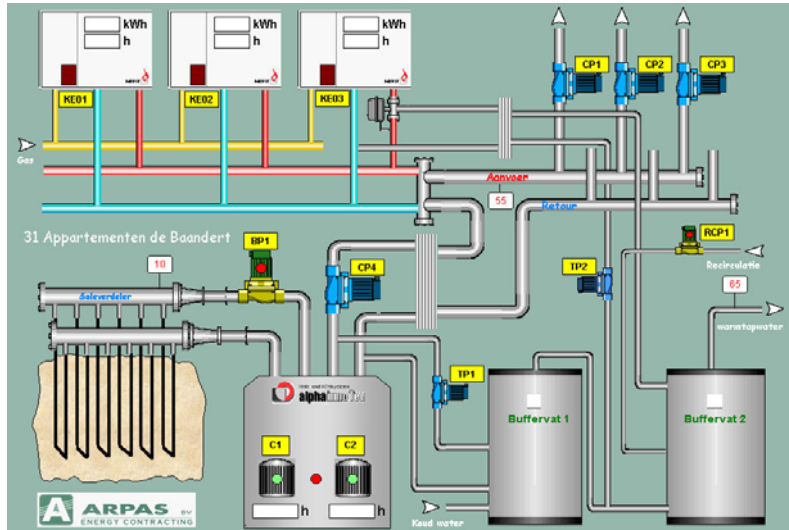
# 3. Projects existing buildings



### 3. Projects new buildings



# 3. Energy management



energy management



completion of interruption

## 4. Implementation in the Netherlands

- put into words experiences participating countries
- collect information of the situation in the Netherlands
- formulate the manner of method for the market in the Netherlands
- reflect with Ministry of Housing
- workshop in October 2006 in Maastricht



**Thanks for your attention**