



# Energy Performance Contracting

## Free Training Taster Session - How to achieve success and avoid the pitfalls

A two-hour online taster of a 1 day training course led by energy efficiency experts JRP Solutions in conjunction with EEVS, the UK's leading provider of advisory and assurance services for EPCs, and leading UK law firm, Weightmans.

### Why consider an Energy Performance Contract (EPC)?

Energy Performance Contracting is attractive to organisations looking to make substantial improvements in energy efficiency - to upgrade facilities, achieve corporate social responsibility and cost saving targets - without distracting them from their core business.

An EPC outsources the identification, implementation, financing and operation of energy saving measures, whilst offering the opportunity to incentivise performance and transfer risk through guarantees and gain shares.

Often comprehensive in scope, an EPC allows organisations to bring in deeper energy saving measures and clear backlog maintenance items that do not generate a sufficient investment return on their own. This builds large investments of interest to third-party finance, which can help avoid scenarios of clear energy saving opportunities being quashed by a lack of capital availability, debt restrictions or other priorities for internal funds.

### Why is this training important?

Whilst the benefits of these long-term contracts are clear, they are often complex, lack transparency and clear governance processes. In a rapidly developing market, approaches and quality standards are not harmonised, and the tension between supplier profit and customer benefit can drive poor practices.

### What will you learn?

The training will help you:

- decide whether an Energy Performance Contract is right for your organisation
- set up and manage a project to achieve success
- learn how to hold your supplier to account
- avoid wasting time or making expensive mistakes

Delegates will become more informed buyers of Energy Performance Contracts, equipped to establish successful contracts and hold their suppliers to account. This is a 2 hour taster course but following the full 1-day course delegates would be issued with course materials and a CPD certificate.

#### Taster session details:

- A 2-hour taster course delivered via presentations using 'real-world' examples.
- Suitable for all delegates interested in procuring energy saving projects. No previous experience is required.

**Date:** 25<sup>th</sup> June 20

**Time:** 0930 - 1130

**Cost:** £0

Click [here](#) to register your interest for this event.



## Course content

### Project set up & procurement

#### Part 1: What is it and is it right for me?

- Market overview – size, length, features, suppliers
- Defining performance and risk
- What makes for a good project?

#### Part 2: Project set up

- Initial opportunity appraisal & senior level buy-in
- Setting commercial expectations

#### Part 3: Supplier & proposal selection

- Procurement – avoiding unintended consequences
- Practicalities – data requirements and access

### Contract negotiation & delivery

#### Part 4: Final investment case, specification & contract

- Detailed opportunity development. The “IGA”.
- Performance measurement plan & the IPMVP

#### Part 5: Implementation and service delivery

- Installation & commissioning
- Ongoing services and project governance
- Performance & financial reconciliation

“ Energy performance contracting has the potential to unlock business energy efficiency and drive vital third-party finance into projects. This is an attractive model that incentivises performance and transfers risk through guarantees and gain shares. However it can be held back by lack of trust and complexity. This course tackles these issues through specific quality assurance of energy efficiency services and holds the key to success in energy performance contracting. ”



Jes Rutter, MD, JRP Solutions

## Course contributors

Our course contributors have extensive practical experience of Energy Performance Contracts through

provision of independent advisory services, verification and due diligence for organisations using them including Lloyds Banking Group, Vodafone, NHS Trusts, Universities and Local Authorities.

The course material has been developed with input from:

 **JRP Solutions** specialises in providing services that deliver environmental, cost and operational benefits across the whole asset base in all types of organisations. We use our expertise in energy efficiency and management, sustainability and facilities optimisation to develop intelligent strategies and practical solutions. [www.irpsolutions.com](http://www.irpsolutions.com)

 **EEVS** is the UK's leading provider of performance assurance and advisory services for energy-related projects. In the planning stage we work with clients to help structure robust energy performance contracts. Once implemented, we provide independent audit and assurance services to help ensure saving performance is delivered as promised. <http://www.eevs.co.uk/>

 **Weightmans** is a top 45 UK law firm, with over 1,300 people working from offices in Birmingham, Glasgow, Leeds, Leicester, Liverpool, London, Manchester and Newcastle. They support their clients to achieve energy savings, security of supply and reputational benefits from implementing energy management solutions. <https://www.weightmans.com>

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