

An aerial, high-angle photograph of a dense urban environment, likely a city center, with numerous high-rise buildings and a complex network of streets. The entire image is overlaid with a solid blue color. In the center, there is a white logo consisting of a stylized 'a' followed by three horizontal lines, and the word 'ambience' in a lowercase, sans-serif font.

a≡ ambience



Some rules for the webinar

During the meeting:

- Please make sure your full name appears in the participants list
- Please make sure your microphone is muted

How to ask questions?

- Please use the chat function to ask questions during the sessions or raise your hand to be unmuted for verbal questions

Technical support

- Please address all technical questions via the chat function to Roberta D'Angiolella, BPIE

Note: *Today's presentation is being recorded and will be made available within one week*

Agenda



Active building Energy Performance Contracting (AEPC) - New EPC Business Models and Market Opportunities for ESCOs, with flexibility and demand response in buildings

10:00 Welcome and introduction to BELESCO & AmBIENCE, Lieven Vanstraelen

10:10 The AEPC Concept & Business Model, Nilufar Neyestani

10:30 AEPC Market Potential and Outlook, Lieven Vanstraelen

10:50 Q&A

11:05 The AmBIENCE Belgian Pilot #1 (Seneffe), Lieven Colardyn

11:25 The AmBIENCE Belgian Pilot #2 (Clara Fey), Christophe Szpyt

11:40 Q&A

11:55 Conclusions, Lieven Vanstraelen

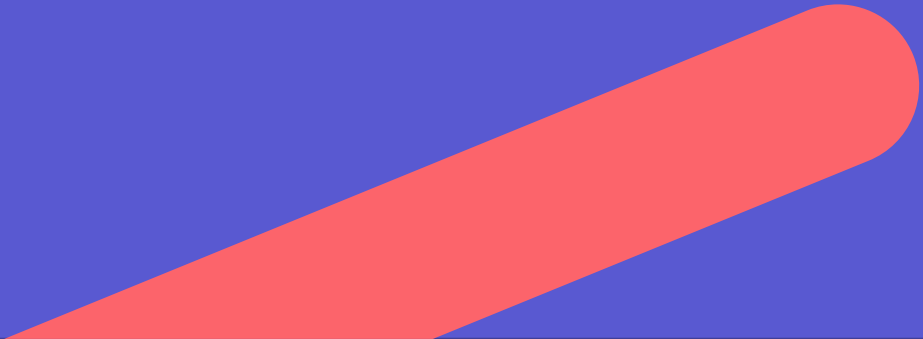


Introduction to BELESCO & AmBIENCE

BELESCO/AmBIENCE joint webinar

20 April 2021

Lieven Vanstraelen
Energinvest/BELESCO



Agenda



- The Belgian ESCO Association
- The AmBIENCe project

- **Founded in 2010**
- **Grouping most of the key actors of the Energy Services sector**
 - **ESCOs/EPC Service Providers**
 - **EPC project facilitators/Consultants**
 - **Public One-stop-shops**
 - **Engineering companies**
 - **Banks**
- **Activities include**
 - **Networking**
 - **Development and promotion of good practices**
 - **Education and training**
 - **Policy support**
 - **Content development**
 - **Market development**

Current members

 ambience

 Belfius


CENERGIE

 ComTIS
Energy

 energinvest

 EDF
luminus

 ENGIE
Cofely

 FACTOR4
EFFICIENT IN ENERGIE

 fluvius.  helexia
l'énergie des grands bâtiments

Honeywell

SIEMENS



TOTAL

 tenerga
energy services

 VAN ROEY
van roey
BOUWEN MET MENSEN

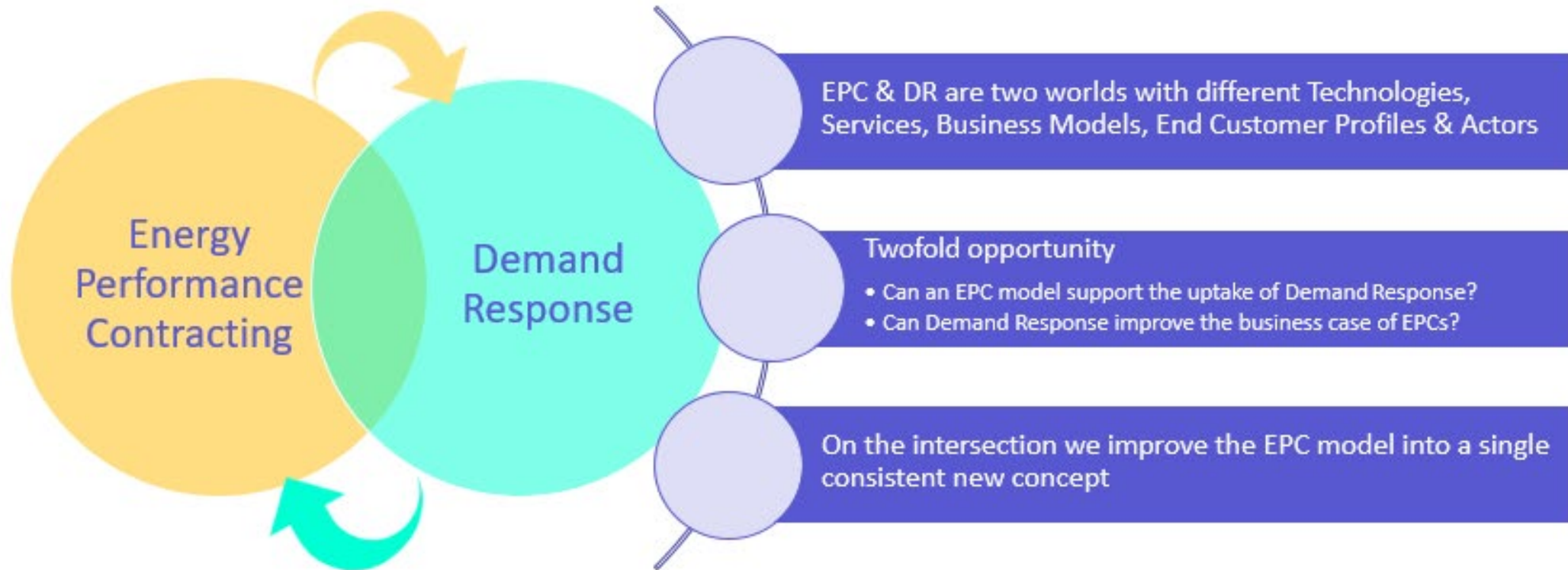
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VINCI 
FACILITIES

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YOUR DRIVE
IN TECHNOLOGY


wattson

AMBIENCE Project: Combining EPC & Demand Response

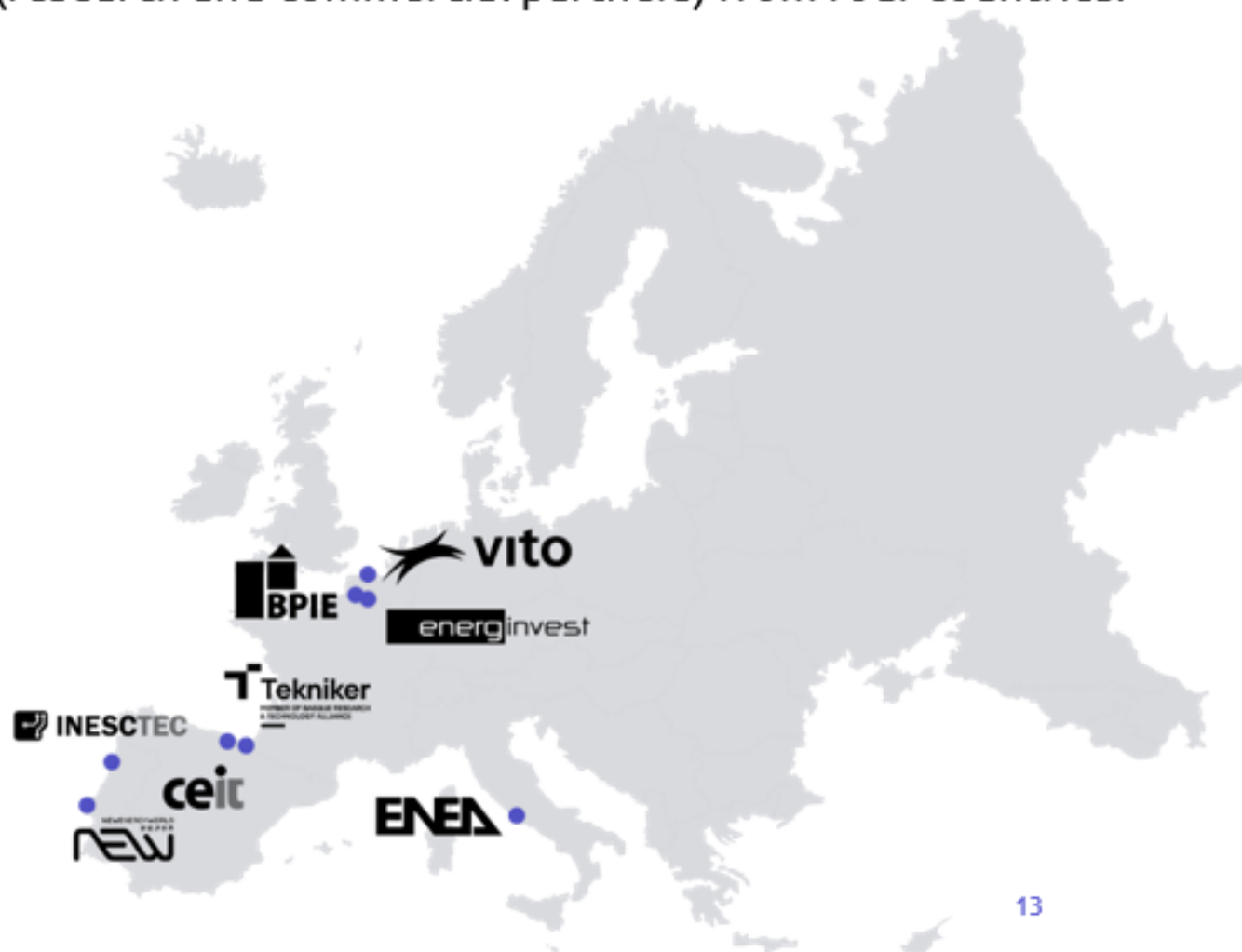


Consortium

AmBIENCE project involves **eight partners** (research and commercial partners) from four countries.

WHEN
June 2019 -
May 2022

2 Million
EU Horizon 2020



Vision and Mission



VISION: Reduced building emissions in the EU, as well as lower energy consumption, thanks to the application of **electrification combined with active control**.

- **Electrification** (of heating and hot water production) reduces emissions because compared to gas, electricity produces heat more efficiently and has a lower carbon intensity.
- **The carbon intensity of electricity** will continue to drop by more investments in wind and PV.
- **The carbon intensity** varies over the day, and the intra-day variability increases: emissions can be reduced by being smart and conscious about **WHEN** energy is consumed.



MISSION: Improve the economic attractiveness of building emission reduction measures by combining energy efficiency improvements with electrification and active control.

Active managed Buildings with Energy Performance Contracting

GOALS: WHAT will we do?



Extend the Energy Performance Contracting concept to include Demand Response value streams, valorizing the flexibility that is available in Active Buildings*.



Make this Active Building EPC concept applicable to a broader range of buildings (incl. residential) and clusters of buildings.



Develop a tool that supports the forecast of the DR value stream in the EPC contracting phase, along with a matching M&V methodology for the operational phase.



Validate the concept, tool and M&V methodology through two pilots (real buildings, real ESCOs).



Engage with all relevant actors and stakeholder groups (from building managers to ESCOs, policy makers and financial institutions) to remove barriers and ensure applicability.

Thank you for your attention!

Lieven Vanstraelen

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