

Intelligent Energy Europe (IEE)

WP 3

Scouting

Selection of companies for preliminary energy audits and full energy audits

Criteria for selection of companies

Annex: Application form

Full title of the project: **Promoting Industrial Energy Efficiency**

Acronym of the project: PInE

Contract N°: IEE/11/885/SI2.615936 - PInE

Duration (in months): 36

Partner name/ contact: **Slovak Chamber of Commerce and Industry – Prešov Regional Chamber**

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Criteria for selection of Companies

In each PiNE project partner country, stakeholder representative partners and their nominated scouts launch a communication campaign to encourage SMEs to embrace energy saving measures and implement PiNE energy actions. Project partners contact a very large number of industrial SMEs. SMEs are invited to benefit from PiNE energy audits.

The first stage of the project is addressed to identify potential for action by means of direct preliminary analysis of the state of the art in SMEs. Preliminary energy audits could be conducted on sample of 40 SMEs in each country that could benefit from the project. It gives an overview of the energy use of the sites, define the areas of significant consumptions and point out the needs for the in-depth energy audit.

After the preliminary audits, only 20 out of the 40 companies will be selected for in-depth energy audits, on the basis of the scouting report of preliminary audits. The audits will be done by the technical partner ...< Name of the technical partner >... together with ... <Name of stakeholder partner>...

Only 20 industrial companies could benefit from the in-depth energy audits, consisting of an overview of energy flows identifying the weak points of the companies' industrial process where the major wastes of energy occur.

To provide a sort of SMEs selection and preparation for the implementation of full in-depth audits (so to optimize senior auditors' time and resources) and, on the other hand, to provide a first outlook of energy diagnosis for a large number of companies, we have prepared a questionnaire based on 5 selection criteria and an evaluation chart for getting appropriate companies to carry out energy audits within PiNE project.

SELECTION CRITERIA:

- A. ELIGIBILITY**
- B. SME RELEVANT SECTOR**
- C. ENERGY SAVING POTENTIAL**
- D. AVAILABILITY OF FUNDS**
- E. WILLINGNESS TO COLLABORATE**

A. ELIGIBILITY

- A.1** **Is your company a SME?** Y/N

The main factors determining whether a company is an SME according to EU recommendation 2003/361 are the number of employees (< 250) and either turnover (\leq € 50 m) or balance sheet total (\leq € 43 m).

- A.2 No. of Employees:**
- A.3 Yearly Turnover:**
- A.4 Are you willing to collaborate with the project?** Y / N

B. SME RELEVANT SECTOR

- B.1 Do you belong to the following economic sector: industrial producer / manufacturer ?**
 Y/N
- B.2 Which economic sector does your SME belong to?**
- * Food
 - Oils and fats, Fruits and Vegetables, Animal feeding
 - bakery, pastry, wine making, drying, curing of meat products.
 - * Metal
 - Machinery, tanks, general equipment.
 - Metal treatment and metal coating industry.
 - * Chemistry
 - * Non-metal mineral
 - Glass industry
 - Ceramic, tiles, brick industries
 - * textile
 - * plastic
 - * others (indicate industrial sector)

C. ENERGY SAVING POTENTIAL

- C.1 How much does your SME spend yearly for energy provision?**Euro
- C.2 Do you think that energy cost is a huge part of your yearly expenditures?** Y / N
- C.3 Has your company already implemented an energy audit in the past three years?**
 Y / N
- C.4 If Y – please describe briefly implemented actions**
- C.5 Does your SME operate in more than one facility?** Y / N
- C.6 If yes: How many facilities?**

D. AVAILABILITY OF FUNDS

- D.1 Has your company already devoted a budget for improving energy efficiency?** Y / N
- D.2 If Y – what is the budget** Euro

E. WILLINGNESS TO COLLABORATE

- E.1 Are you considering investments in energy efficiency in the following two years?** Y/N
- E.2 Hosting an energy audit means that your staff should collaborate actively in providing the scouts with data, documents, etc....** .

How much time of your staff are you willing to devote to support energy audits:

- a) No more than 10 hours
- b) No more than 30 hours
- c) No more than 50 hours
- d) As necessary

Evaluation chart

In order to aid each scouting partner to select the most suitable applicant companies, we have prepared a chart that must be used to select companies that will participate in the project and benefit from the energy pre audit.

The Eligibility section (A) must demonstrate that the applicant enterprise is eligible to participate in the project as it is an Industrial SME. Sections B and C contains some descriptive data that will aid afterwards to define the enterprise profile and real potential.

Questions	Evaluation grid	Max. Points
B.2 Which economic sector does your SME belong to?	<i>Low energy demand sector 1 Medium energy demand sector 2 High energy demand sector 3</i>	___/3
C.1 How much does your SME spend yearly for energy provision? Euro	<i>Calculate the % of the yearly expense for energy on the yearly turnover (C1/A3). If the percentage is:</i> <ul style="list-style-type: none"> • <i>More than 9% - 4 points</i> • <i>Between 7 %-9% - 3 points</i> • <i>Between 4 %-6% - 2 points</i> • <i>Between 1 %-3% - 1 point</i> • <i>Less than 1%- none</i> 	___/4
C.2 Do you think that energy cost is a huge part of your yearly expenditures? Y / N	<i>If Y -2 points</i>	___/2
D.1 Has your company already devoted a budget for improving energy efficiency? Y / N	<i>If Y -5 points</i>	___/5
D.2 If Y – what is the budget?..... Euro	<i>Calculate the % of the amount of budget for improving energy efficiency on the yearly turnover (D2/A3). If the percentage is:</i> <ul style="list-style-type: none"> • <i>More than 1% - 3 points</i> • <i>Between 0.6 %-1% - 2 points</i> • <i>Less than 0.5% - 1 point</i> 	___/3
E.1 Are you considering investments in energy efficiency in the following two years? Y/N	<i>If Y -5 points</i>	___/5
E.2- How much time of your staff are you willing to devote to	<i>As higher , as better:</i>	___/3

support energy audits: a) No more than 10 hours b) No more than 30 hours c) No more than 50 hours d) As necessary	<ul style="list-style-type: none"> • <i>answer a - no point</i> • <i>answer b -1 point</i> • <i>answer c- 2 points</i> • <i>answer d - 3 points</i> 	
TOTAL SCORE	MAXIMUM SCORE:	___/25