steeep

Support & Training for an Excellent
Energy Efficiency Performance

Success Stories

A “steeep” increase in energy savings

About STEEEP

The aim of the STEEEP project was to reduce participating SMEs' energy use by 10 to 15%. For this, EUROCHAMBRES and 36 Chambers of Commerce and Industry (CCIs) from 10 different European countries provided 600 cross-sector SMEs with tailored training and guidance on effective energy management tools and practices targeted towards specific national or regional needs.

Knowledge & expertise

The STEEEP action was based on experience acquired by CCIs in previous projects. CCI intelligent energy advisors shared their knowledge and increased their expertise through comprehensive training and regular cross-border learning network meetings. The objective was to equip them to serve as a first point of contact for their local businesses on energy management guidance services.

What can be measured can be improved

Participating businesses learnt how better to measure and thus control energy costs effectively. This was done through individual company site visits, the availability of a CCI energy contact point or helpdesk and the organisation of collective seminars and workshops for SMEs on energy efficiency. Moreover, data on the SMEs' energy use was analysed as they implemented measures to reduce consumption.

Collective action

STEEEP also encouraged a collective approach towards energy management. In this context, pilot projects have been implemented across Europe which resulted in the creation of 9 Local Energy Communities of SMEs.

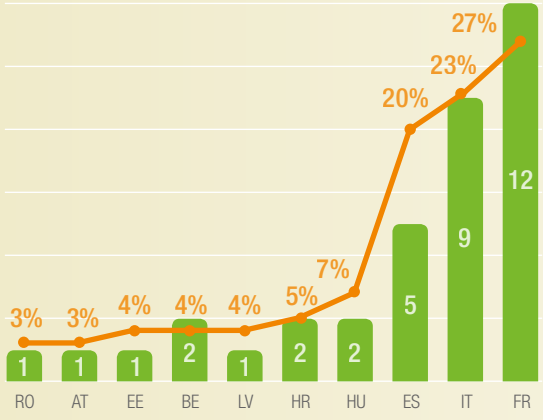
Tangible results

Under the coordination of EUROCHAMBRES, the 3-years project co-funded by the EU's Intelligent Energy Europe programme was launched in March 2014. This brochure presents some of the success stories that emerged from the Chambers' work with European SMEs set on the road to achieve up to 15% of energy savings.

Partners involved

The constant interaction between CCIs and the SME community, combined with an expanding offer of intelligent energy services (from basic information, to access to financial support and on-site assistance), allowed the network of 36 local and regional CCIs to reach out to 600 SMEs, that formally committed themselves to the project. Each CCI was in charge of a pool of SMEs, to which they provided tailored training and guidance and De Montfort University carried out the benchmarking and the evaluation of energy savings.

SMEs share per country



Total: 600 SMEs

Putting energy efficiency first

Energy efficiency is one of the most cost-effective ways to improve security of supply, reduce CO_2 emissions, and create jobs and growth. The European Commission’s “Clean Energy for All Europeans” package, adopted on 30th November 2016, puts energy efficiency first and proposes inter alia a binding EU-wide target of 30% for energy efficiency by 2030.

Not surprisingly, most small and medium sized enterprises are aware of the importance of energy efficiency. However the lack of expertise, time and capital often prevents them from implementing energy conservation measures or from getting access to the energy services market.

The STEEEP project is a demonstration that Chambers of Commerce and Industry can play a key role here by providing tailored training and guidance.

Thanks to the STEEEP project, organisations from 10 Member States have joined efforts and learned from each other in order to achieve tangible impacts in terms of savings and CO_2 reductions. This brochure highlights a few of their results and demonstrates that energy efficiency is not only good for the environment but also a source of profit for companies.

This project also shows that cross-border collaboration and EU funding create added value and tangible results that contribute to a more secure, more competitive and cleaner Europe.

Energy efficiency is a commercial success factor

Any way you look at it, energy efficiency pays off. From an entrepreneurial perspective, it is the most direct way to cut energy use and consequently costs. But also from a societal perspective, being energy efficient is pivotal to tackling global warming and preserving our environment. Not least, tapping the potential of small and medium sized enterprises (SMEs) is vital to achieving the goals of the EU’s Energy Union Strategy and the EU’s 2020 and 2030 energy and climate targets. SMEs are also significant producers and consumers of renewable energy.

Particularly in times of high electricity and gas prices, EU businesses must be innovative and competition indisputably acts as an effective driver. However, in order to boost SMEs’ intelligent energy use and unleash their potential, they need guidance and support.

This is why Chambers of Commerce and Industry (CCIs) across Europe deliver practical services to help SMEs to become more energy efficient. The STEEEP approach has guided 600 SMEs in 10 European countries to identify and deploy energy efficiency actions to reduce their power and fuel consumption. The strength of the STEEEP approach lies in bringing businesses from a range of sectors together, giving them the possibility to exchange with each other and experts and to identify and deliver solutions tailored to an individual SME’s needs.

This brochure illustrates a selection of success stories from participating SMEs across Europe that took the decision to pursue cost cuts through implementing an energy management strategy. These provide clear evidence that being innovative in terms of energy efficiency is an economic success factor. I hope that these examples will motivate more SMEs to follow suit.

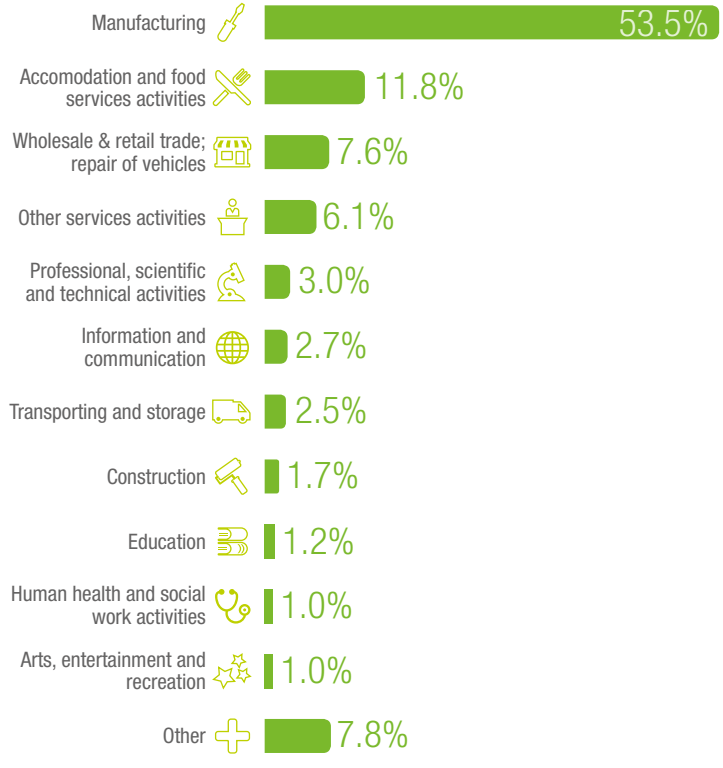
SMEs’ profile

Decision criteria to participate in STEEEP:

- Cost savings
- Anticipate changes in legislation
- Environmental concerns
- Improvement of working place conditions

Sectors of activity

The majority of the SMEs involved in STEEEP carry out manufacturing activities (53.5%). Among them, businesses manufacturing food products and fabricated metal products represent 8% of the participating SMEs, followed by those trading rubber and plastic products (except machinery and equipment) which accounted for 6%. 11.8% of the participating SMEs offer services in the accommodation and food sector. The wholesale and retail sector accounts for 7.6% of the total participating businesses.

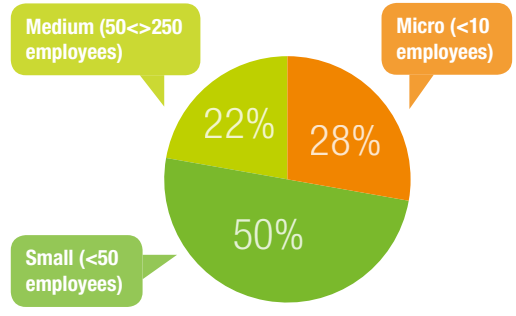


Companies’ size

The full range of companies within the SME category was represented. 28% are micro companies with less than 10 employees. Small companies (10-49 employees) constitute half of the businesses that took part in the programme. In both segments, it is usually the owner or the managing director who follows the project activities directly. Medium sized companies (50-249 employees) account for 22% of the participating businesses. 17% of the appointed staff member are directly involved in the field of energy and environmental concerns.

For the large majority of the enrolled SMEs (83%), participation in STEEEP represented a first structured approach towards energy efficiency. The remaining 17% had carried out energy performance check before the project, autonomously or via tools provided by CCIs.

The CCIs noted that cooperation proved particularly beneficial in those cases where SMEs were able to appoint staff members to be responsible for the energy performance.



Action plans for energy efficiency measures

After the company site visits, each participating SME discussed and agreed on an Energy Management Plan (EMP) with an action plan for the adoption of energy efficiency measures.

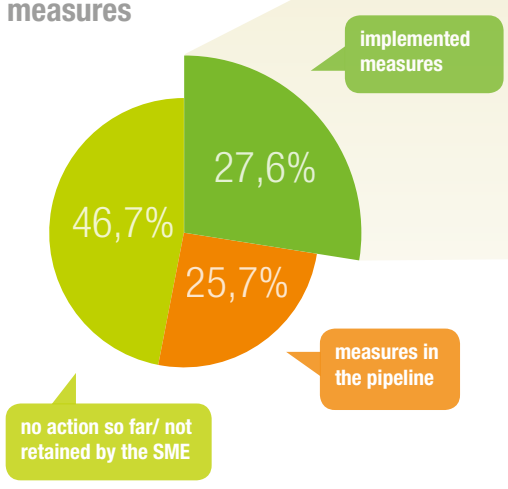
The CCIs monitored the status of the EMPs implementation and provided information on energy management, energy efficiency services, experts contacts details and access to financial incentives. Recommendations ranged from the simple “turn it off” principle to maintenance and repair actions to increase the equipment performance and investment in energy efficiency technology. Nearly 28% of the recommended measures in the action plans were implemented by the participating SMEs during the course of the project*. The majority of these actions had zero additional financial costs for the companies, implying the adoption of behavioural changes such as the definition and monitoring of indicators, adjusting the thermostats, switching off equipment and lights when not needed, etc.

The most common fields of recommendations were energy management, lighting and compressed air systems.

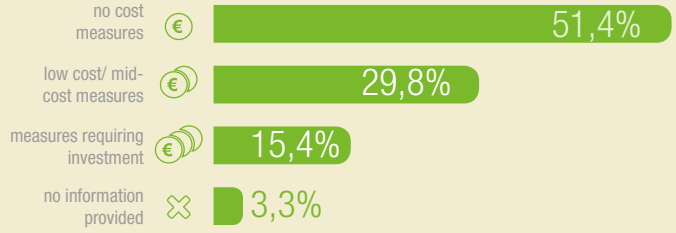
The main fields of investment were in Heating, Ventilation and Air Conditioning (HVAC) technology, lighting systems and the insulation of premises.

* All the graphs refer to data from a sample of 266 SMEs from 7 countries and are based on 5032 measures recommended in the Energy Management Plans

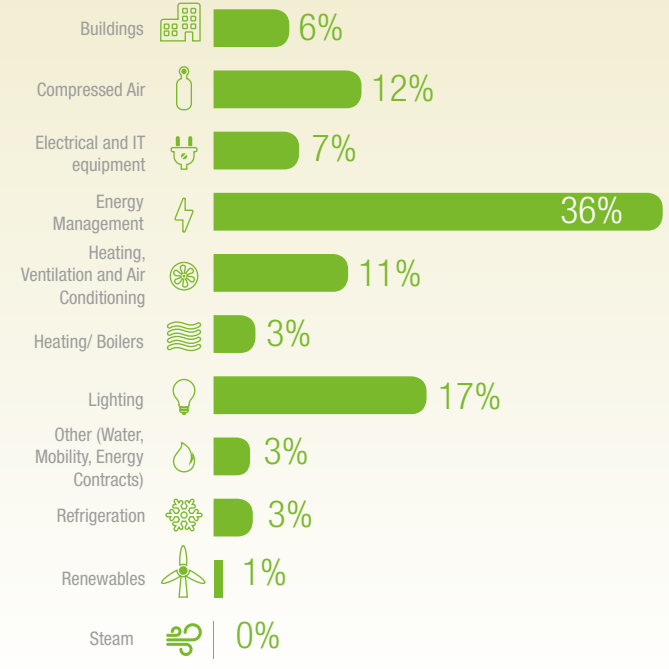
Status of implementation of recommended measures



Investment amount of implemented measures



Field of implementation



BARON TRANSPORT- UND HANDELS-GESELLSCHAFT

Transport

AUSTRIA, Vienna

www.baron.co.at baron@baron.co.at

Supported by Energieinstitut der Wirtschaft and Wirtschaftskammer Wien

Indoor LED technology

Energy efficient mobility

Since the company was established in 1988, Baron Transport und Handels GmbH has focused on advanced solutions in the field of mobility. As energy efficiency gained increasing attention, the company board began to engage intensively with innovative solutions and environment-friendly measures. With the support of consultants and the STEEEP project, the company started to implement numerous energy efficiency measures. Until now it has successfully implemented 80% of the planned energy efficiency actions advised in its energy management plan, reducing its energy use by 57 MWh/year:

- Purchase of three e-cars,
- Installation of a charging station on the company’s premises,
- Replacement of the heating system with a more efficient wood fuelled boiler,
- Gradual transition to LED technology for the lighting system (indoors and outdoors),
- Improvement of the energy use monitoring system for the building and lighting,
- Installation of thermo-gaskets on windows and doors in the administration building/office wing and on the windows in the halls,
- A photovoltaic unit is in the process of being installed.

The know-how gained from participation in the STEEEP workshops significantly facilitated the implementation of targeted energy efficiency measures and helped the company to prioritise investments.

In addition to its Eco-Energy Plan, Baron Transport- und Handelsgesellschaft realised further ecological improvements:

- Purchase of two Euro 6 standard trucks in 2015-2016 (1x 28 t load and 1x 18t load). Investment: € 290,000,
- 40 KW Air-water heat pump which provide an alternative to the conventional heating system. Investment: € 40,000,
- Conceptual design for an e-truck for use in urban areas,
- Continuous use of Energy Management “Plan/Do/Check/Act” four-step methodology,
- Regular awareness raising activities with employees on ecological issues.

Energy efficiency actions have not only saved us money and reduced our CO_2 emissions, but have pushed us to think in a very innovative way to find new solutions for our business.

Iliana SUPPAN
Business Developer

15%
energy savings

Investment

120.000€ for equipment and technology

≈10.000€ for maintenances services

AIR LIQUIDE HOSPITAL CARE

Medical Gas Filling Center

BELGIUM, Schelle

Stijn.goelen@airliquide.com

Supported by CCI VOKA Vlaams Brabant

Change behaviour, save energy!

Air Liquide Hospital Care produces basic pharmaceutical products and pharmaceutical compounds. Thanks to the participation in 8 STEEEP workshops and the coaching by the local CCI, it developed a detailed energy management action plan, it had the opportunity to exchange experience with other businesses and learnt how to monitor its energy consumption. In 2013 and 2014, the company carried out several energy efficient actions, including automation of the lighting system and the purchase of more efficient filling equipment (pumps and compressors).

In the period 2014-2016, Air Liquide Hospital Care decided to focus on awareness raising and training of their staff during the monthly safety meetings. The employees were encouraged to propose and implement energy saving actions and toolboxes were developed. Some of the technical actions outlined by the energy scan and by the staff were difficult to implement due to a lack of expertise and budget, e.g. the technical programming of the air compressors, pumps, and specific lighting.

To perform the proposed interventions without investment, the European Filling Centre in Schelle decided to adopt a long-term strategy and to train its operators, including truck drivers and the maintenance technicians. The training allowed the staff to develop appropriate skills and competences and to perform the actions directly.

Examples of behavioural changes:

- Switch off lights when not needed,
- Switch off the air compressor when not needed,
- Use of daylight as much as possible,
- Shutdown machines, battery chargers and installations when not in use,
- Close gates and windows when possible.

Based on the change in the company’s “energy culture” Air Liquide Hospital Care achieved yearly energy savings of 4%.

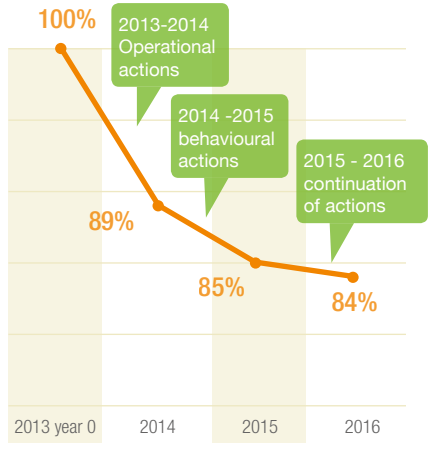
The company strives to continuously improve its behavioural culture on energy consumption. Based on a first evaluation of the implemented efficiency measures, it already implemented adaptations to its energy strategy in 2016.

We reduced our energy use thanks to energy efficient actions by our staff.

Stijn GOELEN
Quality, Health & Safety and Environment executive

12 %
energy savings

Reduction of electricity consumption



RECA PLAST

ITALY, Ancona

www.recaplast.it recaplast@legalmail.it

Plastics processing and moulds manufacturing

Supported by Unioncamere Marche

Energy efficiency and sustainability for “Made in Italy” plastic houseware

Processing plastics requires a lot of energy, especially in terms of electricity use necessary to activate the equipment for the injection/extrusion moulding. RECA PLAST decided to join STEEEP in a moment of growth and expansion, both in production and in facilities, with the aim of learning how to manage energy use and reduce energy costs.

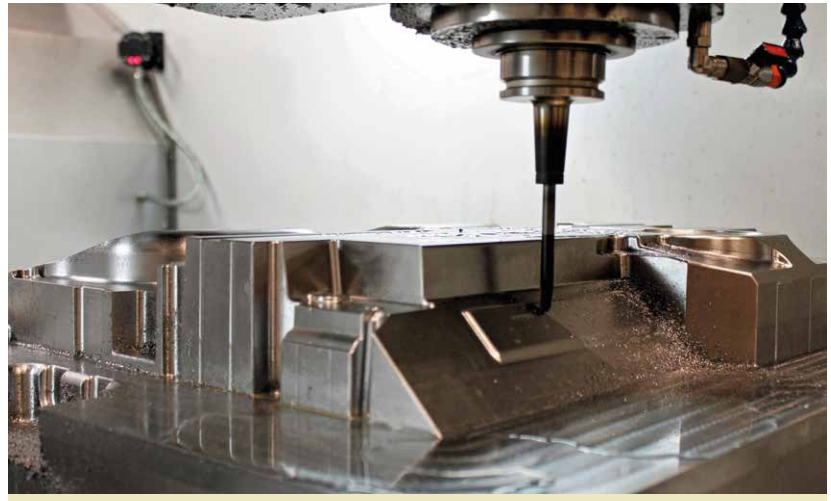
The initial STEEEP assessment (walk-through energy audit of the industrial facility with analysis of energy supply records) pointed out various important facts. The energy consumption per employee was relatively high, especially in comparison to other SMEs from the region participating in STEEEP. The company’s energy costs amounted to more than 6% of the overall turnover. The utility equipment contributed significantly to the overall electricity consumption (e.g. 33% for compressed air system), particularly during peak hours.

The Energy Management Plan, which was compiled by a certified energy management expert, included technical recommendations and financial analyses to achieve energy and cost savings, a path to energy efficiency for the industrial process and recommendations on how to lower the company’s carbon footprint.

After in-depth discussions, RECA PLAST decided to implement a short/medium term action plan which included the following energy efficiency measures:

- Some of the company’s machinery was replaced with Best Available Techniques equipment: (1) a new Computer Numeric Control machine was installed during 2015/2016, which lead to energy savings of more than 40% in the mould manufacturing process, and (2): a new screw compressor with Variable Speed Driver technology was installed in 2014/2015 for utility service (compressed air): saving estimated > 45%; payback period < 1 year,
- A large part of the lighting system was replaced with LED technology, which led to estimated savings of about 50%; payback period < 3 years,
- Renewable Energy Production: Benefiting from public grants, the roof of the headquarters in Osimo was covered with a 20kWp photovoltaic installation, providing additional electricity during peak hours.

15 %
energy savings



Detail of the new 5 axis milling machine with improved efficiency and productivity

GERVATEX

Textiles

FRANCE, Mirabel-et-Blacons

pascal.weber@billion-mayor.com

Supported by CCI Drôme

Detail of textile machinery

New compressed air system

The know-how we gained from our participation in STEEEP workshops allowed us to monitor effectively our energy use and to identify potential savings.

Pascal WEBER
Industrial Director

10 %
savings on the output indicator

What can be measured can be improved

Gervatex is a textile factory, operating 24/7. In 2014, the share of energy costs amounted to 18% of the company’s total turnover. Therefore, reducing the energy consumption was one of the company’s top priorities. Gervatex decided to participate in the STEEEP project in order to benefit from the mentoring opportunities and individual advice offered by the local Chamber. The company’s industrial director participated in 5 STEEEP workshops on energy management and technical aspects of energy use (energy contracts, compressed air, heating, engines and raising staff members awareness).

Based on the knowledge gained in the workshops, Gervatex has implemented numerous actions to cut energy costs and improve equipment performance. The company invested € 50,000 in a new central compressed air system, resulting in efficiency gains of 31%, and installed a heat recovery system from the compressors for the warehouse (investment: € 1,400). Furthermore, leaks in the steam system were detected and repaired (investment: € 1,700). At the same time, Gervatex worked on optimising its energy supply contract, through relying on external advice and investing € 10,600 in new condensers to reduce reactive energy.

The comprehensive monitoring put in place with the help of the CCI (consumption, indicators, updated energy efficiency action plans) is now included in the monthly report to the business’ executive committee.

Thus far, the indicator of energy per unit of production (kWh/kg of thread produced) has decreased by 10%, with the same reduction achieved for the unit cost of kWh. The company saved 54 MWh over the last year. These results were perceived positively and encouraged the business to implement additional saving measures, including replacement of the steam autoclave, purchasing energy efficient engines and the installation of LED lighting in the factory.

AUTOMOCIÓN L’ELIANA

Wholesale retail trade

SPAIN, L’Eliana

www.renaultlaeliana.net/es vnavarro@red.renault.es

Supported by Cámara Valencia

Many steps make a mile

Automoción L’Eliana sells and repairs vehicles. When the management decided to participate in the STEEEP project, this micro enterprise had just a vague idea of its energy consumption, as it had never been assessed in detail.

The company’s energy audit revealed several issues likely to be subject to energy efficiency measures. On this basis, it was recommended to:

- Optimise the energy contracts,
- Repair, periodically review and prevent compressed air system leakages,
- Reduce air-conditioning, change the related equipment if possible and move the cooling units outside the warehouse,
- Improve the building’s insulation and install automatic door closers,
- Perform certain energy consuming activities at night, such as the charging of batteries,
- Install a capacitor bank,
- Replace conventional lighting.

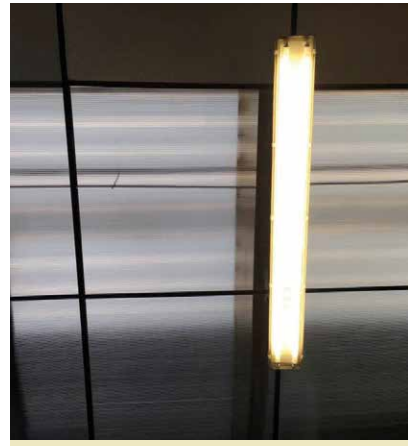
Automoción L’Eliana understood the positive impact of these actions on its production costs. It accepted the energy challenge by investing in new roof insulation, a new air conditioning system, a new lighting system and by repairing several leaks in the compressed air system.

Each measure had a significant beneficial impact on the overall consumption. The company estimates annual savings of 9% per year as a result.

For the commercial activities of the company, a good product presentation in the showroom is essential. Particularly, an appropriate lighting is key to creating a comfortable atmosphere for the customers. Before participating in the STEEEP action, the company’s lighting system was obsolete. Not only did it consume a lot of energy, but it also provided insufficient lighting and even emitted some noise. Because of the change of the lighting system to LED, the presentation of the vehicles exhibited inside and outside the showroom improved considerably.

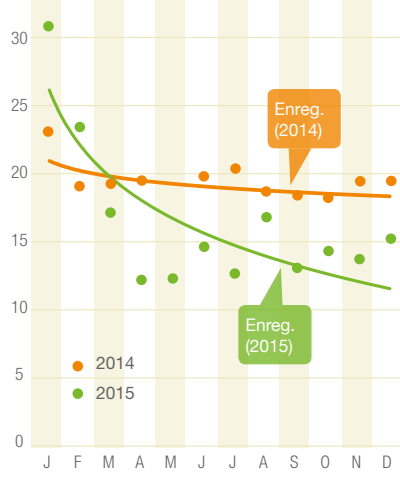
After participating in STEEEP, Automoción L’Eliana is convinced that it has significantly improved its image, its competitiveness and, of no less importance, its environmental footprint.

New roof insulation



New lighting system

kWh/Working hours per month



19.9 % energy savings

214 $KgCO_2eq$ CO_2 emissions reduction

PHILIBERT SAVOURS

Agribusiness

FRANCE, Crottet

www.philibertsavours.com l.gibaud@philibertsavours.com

Supported by CCI de l’Ain

Reducing the impact of energy on the production process

Philibert Savours is a small enterprise in the agribusiness sector with approximately 40 employees. Its main activity is the production and commercial distribution of liquid and dehydrated yeasts. It has a long history of addressing environmental concerns and has been ISO 14001 certified since 2010. It has always been aware of the energy impact of its activities, the importance to identify areas of high energy consumption and to the need to develop plans to reduce this.

The CCI has worked with Philibert Savours since the beginning of STEEEP using the reporting tool to quickly identify energy performance indicators. This provided comparisons of energy performances of the company. The indicator chosen was the factory’s global energy consumption in kWh (gas and electricity) compared with the quantities shipped in kg (kWh/kg). This indicator, now a part of the business’s improvement plan and linked to its operating process, is reviewed monthly to verify that the energy reduction targets are achieved.

The establishment of this key management indicator, coupled with the centralisation of the energy use data, has allowed Philibert Savours to:

- Initiate awareness raising actions on energy use among the staff members,
- Optimise the production process and to reduce the number of times the plant starts and stops - often sources of excessive consumption,
- Consider the energy efficiency criterion when choosing new equipment and to consequently gain a better understanding of investments made in new equipment.

During the STEEEP project, Philibert Savours invested € 52,000 in a new compressor for all compressed air production. It also invested € 12,800 in steam valve insulation to reduce the rate of heat loss from the equipment using steam.

The key lessons learnt from the participation in the STEEEP programme were for the company to involve all actors (production, maintenance, purchasing, quality control, and direction) and to prioritise energy efficiency considerations in their investment decisions.

The indicator of energy per unit of production (kWh/kg) has been beneficial from a commercial point of view. The environmental and societal considerations led the company to remove certain references that had an excessive energy impact from its offer.

11.8 %
energy savings

Steam valve insulation

Participation in the STEEEP programme is part of our mission to increase awareness of our energy footprint and the desire to control our energy costs. Gaining control of our energy costs requires identification of the uses and of the correct distribution according to need of the different steps of the energy use process.

Olivier BOURDON
Executive Director

AE PARTNER

LATVIA, Liepaja

Production of electric control panels

Supported by Chamber of Commerce of Latvia

Outside facade covered with a solar reflective control film

Energy efficient optimisation of office building’s glass facade

The company decided to participate in the STEEEP project to reduce and minimise the use of natural resources in all its activities by constantly improving the management of the working environment in all areas. In addition, AE Partner wanted to promote energy efficiency through the implementation of quality control measures. Participation in the STEEEP project allowed the management to increase the staff’s knowledge of different energy efficiency measures and the potential for improving the company’s energy efficiency.

Two energy efficiency measures were implemented. Firstly, the installation of solar reflective control film on the windows in the main office building, and secondly the reduction of the operating pressure of the compressed air system.

The main energy efficient action was implemented in the office building. One side of the building which is glazed and is the most sunlit was covered both inside and outside with a special solar control film with specific heat mirror properties.

Low-emission materials such as silver and gold used in the production of this film allow the solar heat energy to be reflected out of the building. During both summer and winter there is now a better climate in the office which means staff reduced need for additional cooling or heating.

Secondly, the company modified the compressed air system in the production process by reducing its pressure to the lowest necessary level. The pressure reduction of 0.5 bar reduced the power consumption by about 3.5%. The Latvian Chamber of Commerce and Industry supported the work in a training and consulting role.

It is pleasure to work in the glazed office with the feeling that there is more space than there is in reality, therefore several minor economic disadvantages do not play a significant role, while our staff can work without any kind of discomfort.

Iveta SKABARDE
Quality, Health & Safety and Environment executive

6 % energy savings

AZIENDA AGRITURISTICA IL CORNIOLO

Agriculture – Farm-stay

ITALY, Castiglione di Garfagnana (LU)

www.agriturismoilcorniolo.it ilcorniolo@gmail.com

Supported by Camera di Commercio di Lucca

Knowledge is the first step towards efficiency

Energy costs significantly affect Il Corniolo’s activities. As a farm-stay, which combines agricultural operations with accommodation services, the business needs energy to provide a comfortable environment for its guests, to run the internal laundry, the swimming pool and the sauna. A considerable amount of energy is also used for the farming activities, which will expand in 2017 due to the production of juices and fruit drying.

Il Corniolo has two photovoltaic installations in place with 15kWh total energy production. Moreover, it installed energy saving lamps. However, these two measures, combined with restricted knowledge about energy management and a lack of time, proved to be insufficient to substantially reduce the business’ energy costs and consumption. Being aware of the importance of controlling energy costs to achieve savings, Il Corniolo therefore needed assistance to get a full picture of its energy efficiency potential, to improve the monitoring system and to deploy effective low-cost energy efficiency measures.

The company’s new energy strategy focused on energy management, particularly with regard to the most energy consuming installations. Based on this and behavioural changes (switching off boilers, heating and cooling systems and regulation of the lighting level), it succeeded in reducing its energy use by 15% since the start of the project in 2014.

Additionally, the owner introduced an automated procedure with cascading action and an automatic control system. This optimises consumption and achieves the best balance between the use of solar energy on the one hand and biomass and gas-based generation on the other. This activity, based on a € 2,500 investment will lead to an additional 5% cost reduction. The action plan put in place by the company lowered the indicator kWh/number of visitors by 39% from 2014 to 2016.

Il Corniolo is now able to offer better services to its guests by minimising the time required to provide hot water and heated rooms. Energy bills have also reduced. Moreover, the time invested in better energy monitoring allows more guests to be accommodated and has increased their satisfaction.

Participating in STEEEP helped us to better understand our energy consumption and to identify specific areas for potential savings.

Franca BERNARDI
Owner

20 %
energy savings

MIXER & PACK

SPAIN, Madrid

www.mixerpack.es

Cosmetics & Perfumery development and manufacturing

Supported by Cámara Madrid

From the essence of a perfume to the essence of energy efficiency

Mixer&Pack has been developing and manufacturing perfumery and cosmetic products, especially for third parties, since 1994. After consolidating its market position, the company’s goals have focused on optimisation, innovation and efficiency. Energy efficiency gained greater significance for the business in September 2014, when Mixer&Pack decided to participate in the STEEEP project working with Cámara Madrid.

STEEEP has been a great source of ideas to improve the company’s energy efficiency by following four steps: gathering all the information related to the factory, checking data through a complete site visit, drawing conclusions in an energy report, and implementing the measures.

Examples of the measures implemented are:

- LED lighting technology - implemented progressively over recent years. Outdoor lighting energy consumption will be reduced by 1,4%,
- Switching off facilities and equipment when not in use. This gave a 2,2% reduction in energy. This was archived by producing a good practice manual with the technical characteristics of the equipment and switch off guidelines for all staff,
- Installing a frequency controlled compressor (this change will be implemented in December 2017 leading to a further estimated 4,8% reduction in energy use),
- In line with RITE legislation on thermal installations of buildings, installation of a controlling system to more accurately control temperatures in office areas and explanatory brochures for workers. This will reduce energy consumption by 0,5%,
- Raising awareness among staff to switch off the standby mode of computers, printers and other devices after work. Information and face to face talks helped staff to reduce energy consumption by up to 1,7%.

In conclusion, thanks to the STEEEP project, in 2018 Mixer&Pack SL will have an energy saving potential of 148.100 kWh per year. This will result in financial savings and help reinforce the view that energy efficiency is a global issue in which all the workers should be involved.

The project’s technical workshops provided a valuable chance to improve our sustainability and energy efficiency and we just had to seize this opportunity.

Javier PALACIOS
Factory Manager

10.6%
energy savings

NEIGE ET ROC

FRANCE, Samöens

www.neigeetroc.com

Tourism

Supported by CCI Haute Savoie

We are convinced that our diverse energy efficient actions are valuable for the hotel and increase our customers’ satisfaction. STEEEP allowed us to better understand our current energy situation. This included a detailed analysis of our electricity bills, monitoring of energy indicators and researching alternative energy plans, requiring time and expertise that we didn’t necessarily have.

Olivier DEFFAUGT
Managing Director

Guidance and support to implement an energy monitoring system

Neige et Roc Hotel in Samöens in the Alps has always been concerned about the environment, being built from natural materials like wood and stone. The hotel hosts 48 rooms across two buildings. It has two heated pools, one outside open in summer and one indoor open in summer and winter, with spa treatments. It also contains a bar and restaurant, jacuzzi spa, hammam, sauna, gym, meeting room and ski room, all facilities which consume energy.

The STEEEP project has highlighted the many good practices already in place. These include the installation of a heat pump, installation of power factor correction, contact sensors in the windows of the rooms to automatically switch off the heating when they are opened and the longstanding presence of a central control panel at reception to control the heating in the rooms according to whether or not they are occupied.

Constantly aspiring to be innovative and modern, the hotel wanted to make the most out of the STEEEP programme.

The main goals were to put in place a long-term energy consumption monitoring system and to gain advice about the implementation of new energy efficient actions, such as installing thermal insulation in the main building, reducing heat loss in the electric heating and hot water systems and changing to LED light bulbs.

Thanks to the combination of these efforts, the hotel could reduce its total energy consumption by 14% between 2013/2014 and 2014/2015 (from 846 496 kWh to 725 730 kWh) whilst registering a significant increase in turnover. The percentage of energy costs of the turnover were therefore reduced from 4.95% to 4.09% (generally ranging from 4% to 8%) in this period, placing the hotel amongst the most efficient mountain hotels.

14 %
energy savings

Best practices and recommendations

Success factors for the implementation of energy management tools and practices:

- Development of a strong **awareness** of and sensitivity to energy and sustainability issues across the company and sufficient flexibility to adapt to future changes in the legal framework.
- Recognition of the importance of energy management as a tool for improving business competitiveness, combined with the SME's **willingness** to expand its activities, as well as to attract a specific market segment/ type of costumers.
- Direct **involvement** of all staff – both managerial and operational - in the development and deployment of the company energy efficiency policy.

Notwithstanding the successful examples promoted in the brochure, the experience gained from STEEEP has shown that significant barriers to energy efficiency persist. Energy saving actions are hampered mainly by a lack of time and human resources that can be dedicated to comprehensive training programmes, while limited financial resources restrict energy efficiency measures.

1 Raising awareness remains pivotal

Although energy efficiency is gaining attention, the majority of SMEs still do not fully recognise its value and multiple benefits. Especially in the manufacturing sector, information campaigns should underline the positive effect of energy efficiency measures on productivity.

2 Support the collection of energy data

Benchmarking is an important factor to evaluate potential improvements and set clear efficiency targets. Comparisons with sector frontrunners act as strong incentives. The use of energy monitoring software should be encouraged to facilitate this. Utilities should provide free access to high frequency energy use data to enable consumer intervention when changes occur in energy use patterns.

4 Keeping SMEs' interest high

Companies' commitment towards energy management varies over time. This may affect the learning curve and rate of energy efficiency gains. Organising workshops as energy visits or technical visits to model businesses adds a practical element to the training. Bilateral coaching between SMEs also fosters their engagement. Moreover, audit recommendations must focus on measures leading to considerable energy savings only. Too many recommendations with only marginal gains risk undermining the follow-up.

5 Public support for SMEs

STEEEP has shown that practical and comprehensive support is a pre-requisite to unleashing SMEs' energy efficiency potential. Companies need individual assistance in collecting and assessing information on energy efficient technologies and practices, in monitoring energy use and in increasing their know-how. Support programmes should bring together an extensive network of actors, combining the required expertise. Chambers of Commerce and Industry act as trusted intermediaries between such actors and the SME end beneficiaries.

3 Avoid one-size-fits-all approaches

It is challenging for SMEs to implement a systematic strategy on energy efficiency. Micro-enterprises have different needs to medium-sized companies. Companies are more likely to respond positively to energy audit recommendations if they allow for flexibility in implementing the findings.

6 Bridging the gap between recommendations and delivery

Energy audits can identify savings potentials and provide recommendations. However, this is only part of the equation and does not guarantee impact. To secure the conversion of the recommendations into actual implementation, SMEs in all Member States need access to appropriate and adequate sources of financing and public support.

These are only some examples of how SMEs can benefit from energy efficiency services. Discover more successful cases on **www.steeep.eu/success-stories**

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