

SPEEDIER

SME Program for Energy Efficiency through Delivery and Implementation of EneRgy Audits

D5.1 – DELIVERY OF 4 X ENGAGEMENT EVENTS, ONE IN EACH PILOT REGION

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This document is the report associated with Deliverable 5.1 'Delivery of 4X Engagement events in SPEEDIER. It contains a summary of each participating pilot country event and contains a short and comprehensive description of the methodology used for events.

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09/03/2020	0.2	Ruchi Agrawal	Updated the first document version for review.
16/03/2020	0.3	Mariana Fernández	Review.
18/03/2020	0.4	Tom Flynn	Review and QA'd.
19/03/2020	1.0	Jo Southernwood	Approved release and submitted to EC portal.



Event Summary

The following Table (Table 1) presents an overview of the target community engagement events, which were organised in each pilot country by the individual pilot site leaders.

Table 1: Engagement events summary

	Ireland 1	Ireland 2	Spain	Italy	Romania
Date	12 th June 2019	9 th October 2019	5 th December 2019	6 th February 2020	29 th November 2019
Title	Manufacturing Solutions – Energy Workshop	Smart Positive Energy	Opportunities for SMEs in projects and services in ENERGY sector: SPEEDIER Project & Cartuja QANAT	Opportunities and challenges related to energy efficiency measures for buildings and for SMEs industrial sector	Challenges and opportunities for the SMEs sector
Location	LIT Main Campus, Moylish, Limerick	Greenhills Hotel, Limerick	Seville	Milan	Bucharest
Organiser	LIT	Engineers Ireland, Thomond Branch	PCT CARTUJA & Corporación tecnológica de Andalucía (CTA)	Polimi	Romanian Trade Chamber
Number of participants	60	27	28	16	59

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Abbreviations

ECM	Energy Conservation Measure
ESCOs	Energy Service Companies
SME	Small or Medium sized Enterprise

1 Introduction

SPEEDIER is a highly innovative one-stop-shop solution that applies an integrated approach to energy management, providing information, advice, capacity building, energy auditing, financing, as well as implementation of energy efficiency solutions and monitoring of impacts. This integrated approach is advocated by the International Energy Agency in their 2015 report 'Accelerating Energy Efficiency in Small and Medium-Sized Enterprises'.

The primary aim of SPEEDIER is to provide a self-financing outsourced energy management service to SMEs, by outsourcing the role of the Energy Manager to SPEEDIER Experts allowing them to access the expertise needed at the required time, leading to greater uptake of energy audits and implementation of energy efficiency measures.

SPEEDIER will target groups of SMEs in 4 EU pilot regions:

- 1) In **Spain**, we will test a location-based approach, engage with SMEs based at a single business park to demonstrate that advantages of clustering SMEs give them better access to the economies of large-scale projects.
- 2) In **Ireland** and **Romania**, SMEs in the manufacturing and hospitality sectors respectively will be approached to test a sector-based approach to service delivery.
- 3) In **Italy**, a more general approach of accessing SMEs from any sector via ESCOs (Energy Service Companies) will be tested.

In order, to provide general overview of the SPEEDIER project and recruit interested SMEs and stakeholders, each the pilot site leaders organized a target community engagement event in their respective pilot country. These events were either independently organised or held in conjunction with larger events that would have attracted the same target audience for SPEEDIER.

2 Objective

The objective of engagement events was to:

- Raise awareness of the SPEEDIER Service among SMEs and large enterprises.
- Raise awareness of the benefits of energy efficiency for SMEs and large enterprises.
- Recruit SMEs and large enterprises to undertake the SPEEDIER Service as participants.
- Recruit energy experts who may wish to become SPEEDIER Experts.

To achieve these objectives, each pilot site leader ran an engagement event in their local area and in the process invited SMEs, large enterprises and energy experts to participate at their respective local event.

3 Methodology

This section describes the methodology used to engage with SMEs, large enterprises and energy experts in each of the four pilot countries (i.e. Ireland, Italy, Spain and Romania) and attract attendees to the engagement events.

3.1 Engagement with SMEs

The consortium undertook the following actions in order to generate awareness of SPEEDIER as well as to invite SMEs and stakeholders to complete the registration form for participation in the project and for their attendance at the applicable engagement event:

- **SPEEDIER Newsletter:** The engagement events were announced in the first issue of the SPEEDIER newsletter. This was circulated to the SPEEDIER mailing list and further forwarded by the partners to their own networks via email and social media accounts.
- **Social Media Posts:** An announcement and details of the engagement event was made on the official SPEEDIER social media channels (i.e. [LinkedIn](#) and [Twitter](#)), which was shared by the partners.
- **Direct Contact:** All the partners contacted potential participants for the engagement events via phone, email and face-to-face meetings inviting them to attend the relevant engagement event.
- **Partnering with other events:** To ensure that the widest audience was reached, the SPEEDIER pilot site leaders combined the SPEEDIER Engagement Event with other local events that were aimed at the same target audience. This had the advantage of being able to reach a broader range of organisations who would otherwise be unlikely to attend an event focused specifically on SPEEDIER.

3.2 GDPR and Privacy

To comply with GDPR requirements, details of participants of each engagement event was neither be shared publically nor with any third party. This remains steadfast throughout the full duration of the project. Participant details will only be shared between SPEEDIER consortium partners to enable delivery of the SPEEDIER services only.

3.3 Event Evaluation Survey

An evaluation survey was prepared to gather feedback from attendees of the engagement events. The survey was developed after the engagement events in Ireland had already taken place and hence, the Irish events have not been evaluated. The results from the evaluation of engagement event will be used to improve the next events to be organised.

The evaluation survey can be found in

4 Engagement Event Summary

This section provides the details of the engagement events organised in each of the pilot countries.

4.1 Ireland

In Ireland, two separate engagement events were organised. They were held on the 12th June 2019 and on the 9th October 2019. The following provides a synopsis of each event.

4.1.1 First Event

Table 2: First engagement event in Ireland

First Engagement Event in Ireland	
Title of the event	Manufacturing Solutions – Energy Workshop
Date & location:	12 th June 2019, LIT main campus, Moylish, Limeric
Organiser(s):	LIT
Number of Participants:	60
Summary of the event	LIT Engineering Department organised an event entitled Manufacturing Solutions (https://manufacturingsolutions.ie/) where product and equipment suppliers to the manufacturing industry displayed their offerings to industry. The main event was attended by 500+ people involved in the manufacturing industry in the Limerick region and beyond. In parallel with this event, the LIT Electrical Engineering Department organised a Conference Workshop on Energy Efficiency in which Seamus Hoyne of the LIT Development Unit presented the SPEEDIER project.
Objective & main programme point	Organised by the <u>Limerick Institute of Technology (LIT) & GTMA</u> , the Manufacturing Solutions Conference is a focal point for manufacturing technologies and engineering solutions. Over 100 of the most advanced providers of metrology, inspection, machine tools, work holding, cutting tools, and Cad/Cam/PLM manufacturing software and ancillary products and services exhibited at the event. It brings all the leading technology suppliers together, and the GTMA and LIT event provided an ideal conduit for the transfer of technology from the specialist suppliers to the practical industrial landscape, where its take-up and practical application can be used to gain a competitive business advantage.
Event evaluation by event organiser	Focusing on the Energy Workshop and the SPEEDIER presentation, the Development Unit found this to be an ideal opportunity to promote the project among the target audience of manufacturing firms.
Impact follow-up	From a conference audience of approx. 500 people, 60 individual attended the workshop on energy. The SPEEDIER team received contact details from one energy expert and 14 SMEs. These contacts have proven to be very valuable as the project has progressed as this expert and most of the SMEs have remained interested in having an involvement with SPEEDIER.

4.1.2 Second Event

Table 3: Second engagement event in Ireland

Second Engagement Event in Ireland	
Title of the event	Smart Positive Energy
Date & location:	9 th October 2019, Greenhills Hotel, Limerick
Organiser(s):	Engineers Ireland, Thomond Branch
Number of Participants:	27
Summary of the event	The Thomond regional branch of Engineers Ireland regularly organise Continual Professional Development (CPD) talks for their members. This event included 2 speakers on energy related topics, SPEEDIER and one more energy project based in Limerick City.
Objective & main programme point	Part of ongoing Continual Professional Development and networking evenings.
Event evaluation by event organiser	From a SPEEDIER point of view, this was an opportunity to present the project to an audience consisting of engineers, whether consulting/energy engineers or engineers based in industry.
Impact follow-up	From a conference audience of 27 people, the SPEEDIER team received contact details from 8 engineers who expressed an interest in receiving further information. Of these 8 contacts, two have already shown that they are actively engaging with the project.

4.2 Spain

Table 4: Engagement event in Spain

Engagement Event in Spain	
Title of the event	Opportunities for SMEs in projects and services in ENERGY sector: SPEEDIER Project & Cartuja QANAT
Date & location:	5 th December 2019
Organiser(s):	PCT CARTUJA and CTA
Number of Participants:	28
Summary of the event	In this event, SPEEDIER Project and other initiative in the energy Sector, Cartuja QANAT, were presented to the SMEs in order to engage them for the next steps and phases in both projects.
Objective & main programme point	<p>General media were invited to participate at the event, and two of them published an article about it.</p> <p>Links to the published articles are as follows: -</p> <p>https://www.europapress.es/epagro/noticia-pct-cartuja-sevilla-mejorara-entorno-urbano-eficiencia-energetica-edificios-gracias-dos-proyectos-20191205133138.html</p> <p>https://www.lavanguardia.com/local/sevilla/20191205/472065286571/pct-cartuja-mejorara-su-entorno-urbano-y-la-eficiencia-energetica-de-sus-edificios-a-gracias-a-dos-proyectos.html</p>

Event evaluation by event organiser	See Annex 6
Impact follow-up	No. of SMEs attending: 15 No. of other entities (university, local government, media, etc.): 13 No. of people attending: 28

4.3 Italy

Table 5: Engagement event in Italy

Engagement Event in Italy	
Title of the event	Opportunities and challenges related to energy efficiency measures for buildings and for SMEs industrial sector
Date & location:	6 th February 2020, Milan
Organiser(s):	Politecnico di Milano
Number of Participants:	16
Summary of the event	During this event, the Smart Building Report 2019 and the SPEEDIER project were presented to SMEs and to the main players of the energy sector in order to increase their awareness on energy efficiency opportunities both in the building sector and in SMEs.
Event evaluation by event organiser	See
Impact follow-up	No. of attending SMEs and large enterprises: 14 No. of other entities attending (sector associations): 2

4.4 Romania

Table 6: Engagement event in Romania

Engagement Event in Romania	
Title of the event	Challenges and opportunities for the SMEs sector
Date & location:	29 th November 2019, Bucharest
Organiser(s):	Romanian Trade Chamber
Number of Participants:	59
Summary of the event	The Annual Fair for tourism industry and SMEs was organised in Bucharest from 25 th November 2019 to 31 st November 2019 by Romania Chamber of Trade. During the event AEEPM took the opportunity to present SPEEDIER project on 29 th of November. The presentation was attended by 59 participants of which 10 small and medium hotels were taken on board for the SPEEDIER pilot initiative in Romania.
Event evaluation by event organiser	See Error! Reference source not found.
Impact follow-up	No. of attending SMEs and large enterprises: 59 No. of entities attending (hospitality sector): 10

Annex 1: Irish Engagement Events - Further Details

SPEEDIER – Energy Audits for SMEs

"[...] participants who examine their energy use for the first time are likely to find it quite easy to cut costs by 10% by taking simple and quick steps, such as replacing lighting or raising awareness of energy use among employees by providing information or basic training" - SEAI

"[...] behavioural change practices alone can result in energy savings ranging from 2-20% depending on the type of behaviour change intervention" - European Environmental Agency

Are you an Irish SME in the manufacturing sector?

Are you interested in energy efficiency to decrease your operating costs?

Limerick Institute of Technology is looking for SMEs in the manufacturing sector to take part in the European funded project SPEEDIER. This will provide, FREE of charge:




- **Staff training** – Interactive sessions to decrease energy consumption through simple actions
- **Energy Audit** for your manufacturing site
- **Overseeing the implementation of energy efficiency measures**
- **Advice on most appropriate financing options**

SPEEDIER aims at removing the following barriers preventing SMEs implementing energy efficiency:

- Lack of time
- Lack of expertise
- Lack of finance

CONTACT US TODAY!

If you want to register or ask for more information, please write to:
seamus.hoyne@lit.ie

This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 847034

SPEEDIER SME Programme for Energy Efficiency through Delivery and Implementation of Energy Audits

Problem statement
SMEs account for 13% of energy consumption across the EU yet only 25% have undertaken an energy audit, citing a range of barriers including lack of time, resources, in-house expertise, finance and the low priority nature of energy efficiency compared to other business needs.

Project Objectives

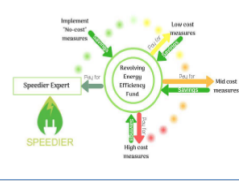
- Facilitate a one-stop-shop, outsourced energy management service for energy auditing and implementation of resulting Energy Conservation Measures (ECMs).
- Demonstrate how a self financing mechanism can be used to drive investment in ECMs through establishing a revolving fund.
- Enhance the energy culture among SMEs.
- Demonstrate the SPEEDIER Service as an innovative tool for enhancing uptake of energy auditing.
- Increase the skills of market stakeholders to allow long-term delivery of the SPEEDIER Service




Outcomes

- Enhanced awareness of the wider benefits of energy auditing among SMEs.
- An increase in the proportion of SMEs that have undertaken an energy audit and implemented energy saving measures.
- An increase in the amount of private investment in energy efficiency measures and building retrofits.
- Improved policy measures that promote the use of one-stop-shop energy management solutions that incorporate self financing mechanisms.
- Create a sustainable market for outsourced energy efficiency services that is trusted by SMEs.

Impacts of research:

- 110 SMEs supported to undertake an energy audit and implement recommended ECMs.
- Total savings of approximately 8 GWh/year primary energy and 1,280 tCO₂/year.
- Training of 50 SPEEDIER Experts to deliver the service and 40 SPEEDIER Trainers to train others to deliver the service in the long-term.
- A validated framework for running self financing outsourced energy management program.



This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 847034

Figure 1: LIT 1st engagement event flyer

SPEEDIER
Energy audit for SMEs

Are you an Irish SME in the manufacturing sector?

Are you interested in energy efficiency to decrease your operating costs?

«[...] participants who examine their energy use for the first time are likely to find it quite easy to cut costs by 10% by taking simple and quick steps, such as replacing lighting or raising awareness of energy use among employees by providing information or basic training»
- SEAI

«[...] behavioural change practices alone can result in energy savings ranging from 2-20% depending on the type of behaviour change intervention»
- European Environmental Agency

Limerick Institute of Technology is looking for SMEs in the manufacturing sector to take part in the European funded project SPEEDIER. This will provide, FREE of charge:

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- **Energy Audit** for your manufacturing site
- **Overseeing the implementation of energy efficiency measures**
- **Advice on most appropriate financing options**

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- Lack of time
- Lack of expertise
- Lack of finance

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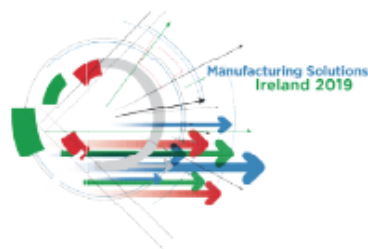
LIT
Limerick Institute of Technology

SpeedierProject
speedier-project
www.speedierproject.eu

Horizon 2020 European Union Funding For Research & Innovation

This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement N°847034

Figure 2: LIT 2nd engagement event flyer



Conference Workshop on Energy Efficiency in Industry Wednesday 12th June, 2019. 10:00 – 12:30.

This event will run in parallel with the Manufacturing Solutions Conference 2019 in LIT.
Attendance is free for both events with registration necessary at:

<http://manufacturingsolutions.ie/visitor-registrations/>

Organised in conjunction with the GTMA, this event is a focal point for manufacturing technologies and engineering solutions. Over 100 of the most advanced providers of precision engineering, machine tools, metrology, inspection, cutting tools, and Cad/Cam/PLM manufacturing software will be exhibiting their products and services. Over 300 attendees from Industry are expected in LIT on the day.

The Energy Conference will address topics relevant to industry, including; Energy Efficiency, Energy Management (ISO50001 & ESOS), Energy Audits for SMEs, Employee engagement & behavioural change and Data Analytics for Energy Monitoring. Case Studies and best practice in industrial sites, such as: J&J Vision Care, Boston Scientific, Medite SmartPly and West Offaly Power Station will be presented. Financial supports and local energy efficiency activities will also be presented.

Agenda - Energy Conference (Millennium Theatre)

- 10:00 – 10:15 'Energy Efficiency First' - Dr, John Cosgrove, LIT.
- 10:15 – 10:30 'Opportunities for solar power in Industry in Ireland', Matthew Van Staden, Business Development Manager, Macquarie Principal Finance.
- 10:30 – 10:45 '+CityxChange, Limerick's 'Positive Energy District'', Pat Stephens, Manager Limerick Clare Energy Agency.

Break, Teas/Coffees

- 11:10 – 11:30 "A Global Energy Management System (GEMS) for Boston Scientific, Galway", Dr Marcus Keane, Informatics Research Unit for Sustainable Engineering (IRUSE), NUI Galway.
- 11:30 – 11:45 Energy Management Strategy in Medite Smartply, Paul Kealy, Energy Engineer, Medite Smartply, Clonmel.
- 11:45 – 12:00 Energy Efficient Drives in West Offaly Power Station, Rory O'Sullivan, ESB Generation.
- 12:00 – 12:15 Behavioural Change for Energy Conservation in Manufacturing, Keith Hogan, Energy Lead, Johnson & Johnson Vision Care, Limerick.
- 12:15 – 12:30 SPEEDIER: Supporting Energy Audits in Manufacturing SMEs, Seamus Hoyne, LIT.

For further details, please contact: john.cosgrove@lit.ie

Figure 3: Agenda for 1st Irish engagement event



Horizon 2020
European Union Funding
for Research & Innovation

This project has received funding from
the European Union's Horizon 2020 research and
innovation programme under grant agreement No 847034



Figure 4: Photo from 1st Irish Engagement Event



Figure 5: Photos from 2nd Irish engagement event

Annex 2: Spanish Engagement Event - Further Details

10.00 – 10.15	Welcome - PCT Cartuja
10.15 – 10.45	Presentation CARTUJA QANAT <ul style="list-style-type: none">• University of Seville• Seville City Council
10.45 – 11.00	Presentation SPEEDIER PROJECT - CTA
11.00 – 11.30	Presentation of Energy Agency of Andalusia
11.30 – 12.00	Coffee
12.00 – 13.00	Focus Groups – SPEEDIER PROJECT

Figure 6: Agenda for Spanish engagement event



Figure 7: Photos from the Spanish engagement event

Annex 3: Italian Engagement Event - Further Details

10.00 – 10.30	Welcome – Politecnico di Milano
10.30 – 11.45	Presentation Smart Building Report 2019 – Politecnico di Milano
11.45 – 12.00	Presentation SPEEDIER Project – Politecnico di Milano

Figure 8: Agenda for the Italian engagement event



Figure 9: Photos from the Italian event

Annex 4: Romanian Engagement Event - Further Details



Figure 10: Photos from the Romanian engagement event

Annex 5: Evaluation Survey Design

ENGAGEMENT EVENT [name] organised by [SPEEDIER partner] [date]

In order to gather your opinion on the organized day, we have prepared a short questionnaire that will help us plan and improve future activities.

Thank you for coming and for your collaboration.

1. Rate the following aspects related to the meeting:

Value from 1 to 5, being 1 very bad, 2 bad, 3 regular, 4 good, and 5 very good.

Particular	Score				
Organisation	1	2	3	4	5
Dissemination	1	2	3	4	5
Subject and contents	1	2	3	4	5
Speakers level (quality and clarity)	1	2	3	4	5
Degree of participation and dialogue among attendees	1	2	3	4	5
Global Assessment	1	2	3	4	5

2. Please, indicate the suggestions, observations or clarifications that you deem appropriate:

3. Please, indicate other topics that are of interest to you for future conferences:

Annex 6: Evaluation Survey Results

The evaluation survey was developed after the engagement events in Ireland had already taken place and hence, the Irish events have not been evaluated.

Evaluation survey results for Spain are detailed in Table 7.

Table 7: Evaluation survey results for Spain

Criteria	Score
Organisation	4.9
Dissemination	3.9
Interest of theme and contents	4.4
Quality and clarity of content	4.5
Level of participation and discussion	3.4
Overall score	4.1

Evaluation survey results for Italy are detailed in Table 8

Table 8: Evaluation survey results for Italy

Criteria	Score
Organisation	4.7
Dissemination	3.8
Interest of theme and contents	4.8
Quality and clarity of contents exposed	4.3
Level of participation and discussion	2.9
Overall score	4.1

Evaluation survey results for Romania are detailed in Table 9

Table 9: Evaluation survey results for Romania

Criteria	Score
Organisation	4.0
Dissemination	3.5
Interest of theme and contents	4.8
Quality and clarity of contents exposed	4.0
Level of participation and discussion	3.9
Overall score	4.0