

# SPEEDIER

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

### D6.2- EVALUATION REPORT ON FINAL PILOT OF SPEEDIER EXPERTS AND TRAINERS TRAINING

Lead Contractor: CTA

Author(s): CTA

**Date: 1<sup>st</sup> December 2021**

This document corresponds to D6.2 (M30) led by TECHNOLOGICAL CORPORATION OF ANDALUSIAN, SPAIN (FCTA). This document contains all relevant information and actions carried out regarding the preparation, execution, and dissemination of the Final pilot of SPEEDIER Experts and Trainers training event held on September (M28). Also, this document contains the information gathered from the evaluation done.

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Project details			
<b>Project acronym</b>	SPEEDIER	<b>Start / Duration</b>	June 2019/ 30 Months
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<b>Type of Action</b>	CSA	<b>Coordinator</b>	Padraig Lyons (IERC)
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<b>25/11/2021</b>	0.4	Rocío de la Rosa	QA updates
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## Abbreviations

ECM	Energy Conservation Measure.
SME	Small and Medium sized Enterprise.
WP2	Literature review and needs analysis.
WP3	Needs and opportunities for SMEs.
WP4	Development of content for SPEEDIER Training material.
WP5	Implementation of SPEEDIER Service in SMEs and large enterprises in 4 pilot regions.
WP6	Training of SPEEDIER Experts and future Trainers on SPEEDIER guidelines.

# Executive Summary

A SPEEDIER Expert is an energy auditor, energy consultant or another energy expert that has been trained to deliver the SPEEDIER Service. Certified SPEEDIER Experts has been added to a Register of SPEEDIER Experts and can continue delivering the SPEEDIER Service beyond the life of the project.

A SPEEDIER Trainer is an individual from an energy agency, national energy forum, professional body or other multiplier organization that is trained to train energy experts to become SPEEDIER Experts. SPEEDIER Trainers will continue to train further SPEEDIER Experts after the end of the project.

The SPEEDIER work plan consists of 9 inter-connected work packages. The technical core of the project is concentrated on WPs 2-6, as described in Table 1 below:

Work package number	Title
<b>WP2</b>	Literature review and needs analysis
<b>WP3</b>	Needs and Opportunities for SMEs
<b>WP4</b>	Development of content for SPEEDIER training materials
<b>WP5</b>	Implementation of SPEEDIER Service in SMEs and large enterprises in 4 pilot regions
<b>WP6</b>	Training of SPEEDIER Experts and SPEEDIER Trainers

WP6 tested and evaluated the training materials (developed in WP4) for SPEEDIER Experts and SPEEDIER Trainers in two phases, linked to the activities in WP5:

## Phase one:

- I. SPEEDIER Team: to implement the training program with phase one participants, to train SPEEDIER Experts and Trainers, and review and improve training for phase two.
- II. SPEEDIER Experts and Trainers: to receive the training and to shadow the SPEEDIER team.

## Phase two:

- I. SPEEDIER Team: to oversee implementation with phase two participants and to train additional SPEEDIER Experts and Trainers.
- II. SPEEDIER Experts: to implement the program with phase two participants.
- III. SPEEDIER Trainers: to assist to train new SPEEDIER Experts.

In WP6, an initial cohort of 63 SPEEDIER experts and trainers were trained during the first training activity (2-3 December 2020), 3 of which have been invited to accompany the consortium during the delivery of the pilot activities in WP5. so that the effectiveness of the training can be robustly evaluated. The evaluation was used in WP4 to refine and improve the training of the SPEEDIER Experts before re-delivering the training with a second cohort of 32 potential SPEEDIER Experts and Trainers.

Following the first training event, the training material was improved: new topics suggested by attendees were included and an "education kit" was developed and used during the training

events to help ensure the deployment of the SPEEDIER Service across the EU in the medium to long term.

This document focuses on the final phase, where the last SPEEDIER experts and trainers training event was organised. This document explains the training activities performed during this last phase and the evaluation process. It is important to mention that some minor modifications were made with respect to the original plan described in the original proposal document. These modifications (described below) affected the format and approach of the event but did not affect the fulfilment of the overall project objectives and the defined KPIs.

The original work plan intended to hold a single event for all Experts and Trainers in Brussels. During the first General Assembly meeting, the SPEEDIER partners considered running separate training events in each pilot region to avoid excessive travel of the participants. However, due to the COVID-19 pandemic, the consortium chose to run a single event online and jointly to have a greater impact across the pilot countries.

Finally, the training event was successfully implemented on 29th and 30<sup>th</sup> September 2021 with the involvement of more than 80 participants (Experts and Trainers) across the two days training event.

# 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 delivers a self-financing outsourced energy management service with much benefit to SMEs, enabling them to implement energy conservation measures and access the energy services market. The SPEEDIER Service will be available via energy consultants, auditors and experts and will facilitate the uptake of energy audits, and the subsequent implementation of energy efficiency measures in SMEs. The Service also streamlines for SMEs, the process of identifying and implementing energy saving measures. This is achieved through the process of outsourcing to a SPEEDIER Expert, the time-consuming energy management activity that require technical expertise. It includes the activities of performing an energy audit, training staff in good energy practices, obtaining quotes from suppliers for implementation of energy saving measures, project managing the installation as well as measuring and verifying the savings). As such, SPEEDIER makes significant inroads to help remove barriers, especially the lack of in-house expertise, lack of time, lack of resources and conflicting priorities that would prevent SMEs from undertaking energy audits and acting on the recommendations.

A key innovation, which the SPEEDIER Service is founded upon, is the self-financing ring-fencing mechanism. This novel funding mechanism works by implementing simple no-cost actions first (e.g. raising energy awareness of staff or switching to a cheaper energy supplier), ring fencing the savings from these actions and using them to pay for low, medium or high cost energy efficiency measures and the continued services of the SPEEDIER Expert. The iterative cycle of implementing energy conservation measures, determining the savings against an agreed baseline, ring fencing those savings and reinvesting them into additional measures is the core innovative principle of the SPEEDIER Service that can be applied to both SMEs and large enterprises. Thus, a revolving energy efficiency fund is created for each participating business, removing any barriers relating to lack of capital or lack of access to finance and allowing deep energy efficiency upgrades to be funded.

The project is aimed at removing any financial barriers to energy audit uptake and implementation of ECMs. The mechanism for making this work in practice follows an Energy Performance Contract model where the consultant delivering the support retains a share of the savings as payment for the duration of the contract. This ensures that the service is also suitable for large enterprises.



## 2 Final training event preparation and communication

### 2.1 Objectives

The aims of the Final SPEEDIER Experts and Trainers training undertaken were:

- To pilot the final training workshops for Experts and Trainers on SPEEDIER Service guidelines.
- To use the updated training modules content developed in Task 4.4 after the feedback received on the first training event.
- To monitor and evaluate the training program.

These actions were addressed in Task 6.6 - Final Training for SPEEDIER Experts and Trainers at EU level Detail on the training methodology follows.

### 2.2 Methodology

A SPEEDIER Trainer must first undertake the designed training to become a SPEEDIER Experts. Due to the COVID-19 travel restrictions, the SPEEDIER consortium members decided to conduct the SPEEDIER experts and SPEEDIER trainers training joint online event over two consecutive days. SPEEDIER consortium members also took advice from the Advisory Board regarding optimization of the implementation process. One of the expected benefits of this approach was to boost the networking among new SPEEDIER Experts and SPEEDIER Trainers. Unifying both training events was very successful in the first phase of training event, therefore the SPEEDIER consortium decided that the final training event would be conducted following the same methodology as the first training event.

In addition, as part of WP6, a capacity building roll-out event had to be conducted, which involved public administration bodies to create an awareness of the importance of promoting SMEs energy auditing. To join forces and to maximize the impact of project's dissemination, the capacity building and training sessions were organised during the same event on different slots. Resulting in the capacity building event and training session were 1/4 and 3/4 of the total event time respectively.

During the period M25 to M29 of the project, several meetings were organised among the consortium partners to define the most appropriate agenda for the training event. After five iterations of the agenda, the final version was agreed upon. The date set was 29<sup>th</sup> and 30<sup>th</sup> September 2021 from 10:00h to 12:30h (CET Time). During the dissemination activities, a clear differentiation was made between the two events and the target audience for each of them.

To hold the training virtually, it was decided to outsource a platform called B2match (<https://www.b2match.com>) to organise, communicate and disseminate details of the event. CTA already had experience after working with B2Match in previous European projects and found it to be the most suitable platform for this kind of event. The B2match platform was hired exclusively for the purpose of running the Capacity Building and Final SPEEDIER Experts and Trainer training event to ease the process of organising and disseminating the event, to centralize the registrations and to have a unique channel of communication with participants.

As for the first event, CTA oversaw the process of finding the suppliers, creating the event, and coordinating the communication and dissemination activities between the partners, and defining and implementing the evaluation process of the training program. IERC, LIT, POLIMI, ITEC and TFC designed and created the training material and contents of the event. They prepared the presentations and the questions to address the KPIs related with Experts and Trainers capabilities. CTA oversaw gathering all the presentations and prepared a single presentation for both days. The KPI questions were integrated into the Mentimeter (<https://www.mentimeter.com/>) application to make it easy for the attendees (Experts and Trainers) to answer.

During the event, CTA was also responsible for collecting all the questions from the participants via the chat function. At the end of each section and following the evaluation questions (which were asked to the audience via Mentimeter), a moderator posed the questions from the chat to the speakers so that they could be answered directly. In parallel, there were several interactions between the participants and the speakers through the chat function. Each question received from participant were effectively answered during the event.

Three weeks before the training event was held, strong dissemination activities were carried out using the project's social media accounts and by the SPEEDIER partners', with them using social media and other networking communication means. After the training event concluded, a [Certificate of Attendance](#), created by POLIMI, was sent to each of the participants. It is available for download on the training event platform. Apart from this one, another certificate was prepared for the SPEEDIER Experts who wanted to be certified by the project. A [Certificate for SPEEDIER Experts](#) was also created by POLIMI and was forwarded by email to all the participants after successfully completing the Expert evaluation form..

## 2.3 Agenda

As previously mentioned, several internal meetings were held and a consensus of agenda for the Final SPEEDIER Experts and Trainers training event was realised. Being an online event, it was intended to be as attractive as possible to maintain the interest of Experts and Trainers throughout the training. For that reason, the format chosen for the final event was created to allow the attendees to participate and to interact with the speakers as much as possible, similar to the first training event. The attendees were able to ask speakers questions regarding each topic and give live feedback and opinions on the topic being presented. The final agenda is shown in Figure 1 and Figure 2.

### Wednesday, 29<sup>th</sup> September 2021

00:05	10:00	10:05	Event opening & welcome	Padraig Lyons (IERC)
<b>Capacity building for SPEEDIER Service roll-out</b>				
00:30	10:05	10:35	<b>Session 1: Introducing the SPEEDIER Service</b> <ul style="list-style-type: none"> <li>Supporting the objectives of EED Art 8 through SPEEDIER</li> <li>Barriers to energy efficiency and introduction to SPEEDIER</li> </ul>	Padraig Lyons (IERC)
00:25	10:35	11:00	<b>Session 2: The 'Education Kit': how to manage and therefore replicate the train-the-trainer programme for SPEEDIER</b> <ul style="list-style-type: none"> <li>Effective communication key skills</li> </ul>	Davide Chiaroni (POLIMI)
00:15	11:00	11:15	<b>Q&amp;A</b>	Participants
<b>2nd Training Event</b>				
00:50	11:15	12:05	<b>Session 3: Training modules</b> <ul style="list-style-type: none"> <li>Overview of Energy Efficiency and Energy Efficiency technologies (in the industrial process and in buildings)</li> <li>Benefits of energy efficiency</li> <li>How to evaluate the impact of Energy Efficiency investments</li> <li>Value chain in Energy Efficiency</li> <li>The role of the ESCo</li> <li>Sustainability</li> </ul>	Davide Chiaroni (POLIMI)
00:15	12:05	12:20	<b>Q&amp;A</b>	Participants
00:10	12:20	12:30	Event closing & final thoughts	Padraig Lyons (IERC)

Figure 1. Second SPEEDIER Expert and Trainers Training event agenda – Day 1

### Thursday, 30<sup>th</sup> September 2021

00:05	10:00	10:05	Event opening & welcome	Padraig Lyons (IERC)
00:30	10:05	10:35	<b>Session 4: Funding options for Energy Efficiency</b> <ul style="list-style-type: none"> <li>4 pilots' sites (Ireland, Italy, Romania and Spain)</li> </ul>	Padraig O'Reilly (LIT)
00:20	10:35	10:55	<b>Session 5: Pilot case success examples</b> <ul style="list-style-type: none"> <li>Irish pilot_[SME or Expert name]</li> <li>Spanish pilot_[SME or Expert name]</li> <li>Romania pilot_[SME or Expert name]</li> <li>Italian pilot_[SME or Expert name]</li> </ul>	Guest SMEs or Experts
00:15	10:55	11:10	<b>Q&amp;A</b>	Participants
00:20	11:10	11:30	<b>Session 6: SPEEDIER Energy expert support tool</b> <i>The project team has developed a software tool to assist energy experts to obtain savings measures from the energy audits and manage the staged implementation of energy efficiency measures. In this session we will show the latest integrated updates since the last event.</i>	Diana Romeu (ITEC)
00:20	11:30	11:50	<b>Session 7: SPEEDIER Mobile App</b> <i>The project team has developed a mobile app to be used by SMEs to help to develop an energy culture. In this session we will show the latest integrated updates since the last event. Introduction and use of the SPEEDIER Mobile App. Ongoing testing of the SPEEDIER Mobile App.</i>	Ruchi Agrawal (IERC)
00:15	11:50	12:05	<b>Session 8: Impact Analysis</b> <ul style="list-style-type: none"> <li>Key impacts of SPEEDIER</li> <li>How the SPEEDIER impacts will be quantified.</li> </ul>	Padraig Lyons (IERC)
00:15	12:05	12:20	<b>Q&amp;A</b>	Participants
00:10	12:20	12:30	Event closing & final thoughts	Padraig Lyons (IERC)

Figure 2. Second SPEEDIER Expert and Trainers Training event agenda – Day 2

This event was divided on 8 sessions: sessions 1 and 2 correspond with the Capacity Building event (detailed in D6.3), and sessions 3, 4, 5, 6, 7 and 8 correspond with the final SPEEDIER Experts and Trainers training event with 6 sessions in total.

#### ○ Day 1:

- Session 3 focused on Training modules prepared and presented by POLIMI (50”).

- Day 2:
  - Session 4 focused on Funding options for Energy Efficiency prepared by IERC, CTA, LIT, PCT, AAPP, and POLIMI and presented by LIT (30").
  - Session 5 focused on Pilot cases success examples prepared and presented by SMEs and Experts from Ireland, Italy, Spain, and Romania (20").
  - Session 6 focused on SPEEDIER Energy expert support tool prepared and presented by ITEC (20").
  - Session 7 focused on SPEEDIER Mobile App prepared and presented by IERC (15").
  - Session 8 focused on Impact Analysis prepared and presented by IERC (15").

Five 15-minutes Questions and Answer (Q&A) slots were set up to conduct the evaluations and answer the participants' questions relating to each session as well as to facilitate the feedback from the participation of the Experts and Trainers at the event.

To be more efficient and to gather the attention of the participants, it was decided that the number of speakers should be limited to five partners from the consortium. Two slots were included, at the beginning and end of each day, to open and close the event and to make some conclusions in the last day.

## 2.4 Training event organization

The entire final training event was organised using the B2Match platform. The website of the event can be found at the following link: <https://speedier-service2.b2match.io/>

The training event website contained the following sections:

- [Homepage](#) which is further divided into the following sections:
  1. Landing page with a detailed description of the aim of the training event. See Figure 3 and 4.

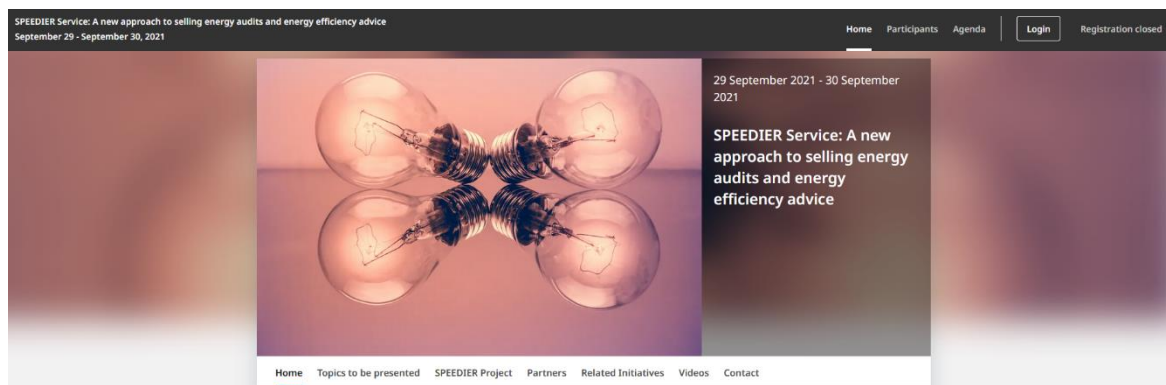


Figure 3. Training event website – Landing page (part 1)

**Welcome to**  
**SPEEDIER Service: A new approach to selling energy audits and energy efficiency advice to SMEs**  
**Inspiring and instructive high-level sessions pledges knowledge gain and new business contacts.**

The SPEEDIER project is organizing second training event to spread the wide benefits of energy audits, assessment and management to SMEs.

The event will provide information, advice and energy audits` tools for the implementation of energy efficiency solutions and the monitoring of cost savings measures. The participants will have an opportunity to increase their knowledge, skills and abilities to become a SPEEDIER Expert and Trainer.

SPEEDIER, is a highly innovative one-stop-shop solution that applies an integrated approach to energy management (<https://speedierproject.eu>). The project is funded by the Horizon 2020 programme.

**Topics addressed?**



- Introduction to the SPEEDIER Service.
- Building an Energy Culture.
- New approaches to overcoming the financial barriers to energy auditing.
- SPEEDIER Tool for SPEEDIER Experts.
- SPEEDIER Mobile App.
- Impact Assessment.

**Why participate?**

- Know the state-of-the-art about the existing energy auditing schemes, incentives, existing tools, policies and projects.
- Discover the SPEEDIER tool and also a mobile app aimed at supporting the energy auditing process and innovative financial investment mechanisms.
- Know how to build an energy culture in a SME and the importance of the role of the Energy Champion.

**REGISTRATION**  
 Closed since 30 September 2021

**ORGANISED BY**

 **SPEEDIER**  
 is funded by the Horizon 2020 programme of the European Union

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**RESOURCES**  
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[Factsheet.pdf](#)  
[Agenda Speedier\\_FINAL.pdf](#)  
[SPEEDIER\\_Certificate Attendance.pdf](#)  
[SPEEDIER \\_Expert Certificate.pdf](#)

**PARTICIPANTS**








	Bangladesh	1
	Canada	1
	Greece	1
	Ireland	18
	Italy	14
	Mexico	2
	Portugal	1

Figure 4. Training event website – Landing page (part 2)

2. [Topics to be presented](#) with a detailed description of each one.

[Home](#)
[Topics to be presented](#)
[SPEEDIER Project](#)
[Partners](#)
[Related Initiatives](#)
[Videos](#)
[Contact](#)

## Capacity building for SPEEDIER Service roll-out

### Introducing the SPEEDIER Service

by Padraig Lyons (IERC)

- Supporting the objectives of EED Art 8 through SPEEDIER
- Barriers to energy efficiency and introduction to SPEEDIER

### The 'Education Kit': how to manage and therefore replicate the train-the-trainer program for SPEEDIER

by Davide Chiaroni (POLIMI)

- Effective communication key skills.

### The SPEEDIER Service: A new approach to selling energy audits and energy efficiency advice to SMEs (2nd training event)

### Training modules



by Davide Chiaroni (POLIMI)

- Overview of Energy Efficiency and Energy Efficiency technologies (in the industrial process and in buildings)
- Benefits of energy efficiency
- How to evaluate the impact of Energy Efficiency investments

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[SPEEDIER\\_Expert Certificate.pdf](#)

PARTICIPANTS





	Bangladesh	1
	Canada	1
	Greece	1
	Ireland	18

Figure 5. Training event website - Topics to be presented

3. [Contact](#) details of the event organizers.

[Home](#)
[Topics to be presented](#)
[SPEEDIER Project](#)
[Partners](#)
[Related Initiatives](#)
[Videos](#)
[Contact](#)

## SPEEDIER Project

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, implementation of energy efficiency solutions and monitoring of impacts.

SPEEDIER delivers a self-financing outsourced energy management service with much benefit to SMEs, enabling them to implement energy conservation measures and also obtain access to the energy services market. The service will be available via energy consultants, auditors and experts and will facilitate the uptake of energy audits, and the subsequent implementation of energy efficiency measures in SMEs.

The service also streamlines for SMEs the process of identifying and implementing energy saving measures by outsourcing all time-consuming energy management activities that require technical expertise.

The iterative cycle of implementing energy conservation measures, determining the savings against an agreed baseline, ring fencing those savings and reinvesting them into additional measures is the core innovative principle of the SPEEDIER Service that can be

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[Agenda Speedier\\_FINAL.pdf](#)  
[SPEEDIER\\_Certificate Attendance.pdf](#)  
[SPEEDIER\\_Expert Certificate.pdf](#)

Figure 6. Training event website - Contact [SPEEDIER Project](#) details and information.



**Home** **Topics to be presented** **SPEEDIER Project** **Partners** **Related Initiatives** **Videos** **Contact**

## SPEEDIER Project

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[SPEEDIER\\_Certificate Attendance.pdf](#)  
[SPEEDIER\\_Expert Certificate.pdf](#)

Figure 7. Training event website - SPEEDIER project

4. [Partners](#) involved (names and description of the SPEEDIER consortium).

**LIT**  
Limerick Institute of Technology

Limerick Institute of Technology (LIT) is an institution of higher education in Limerick publicly funded by the Government of Ireland and set up under the IoT legislation. It is one of 13 such institutes in Ireland. The Institute has five campuses spread across Limerick City, County Tipperary and County Clare in the Mid West Region of Ireland. There are currently 610 staff at all campuses in LIT comprising of 461 permanent staff and 149 part time and contracted staff members.

The Research, Development and Innovation units, (RDI) are located in Limerick and Tipperary with 6 enterprise hubs across the 3 counties and are involved in research, enterprise support, training, social and community development and is active in regional development and European participation through EU funded projects. In addition to its research development and enterprise activities, the Development Unit implements a wide range of projects in partnership with academic institutes at home and abroad, professional organisations, local and central government, representative organisations, industry and commercial bodies.

**CTA i5 YEARS**  
Technological Corporation of Andalusia

Technological Corporation of Andalusia (CTA) is a private foundation that was born from a public-private partnership. For 15 years, CTA has been supporting R&D activities through financing, mentoring and cooperation with main Andalusian stakeholders, emerging as a singular multi-sectorial, innovation cluster. More than 700 R&D business projects have been funded by CTA with more than €M175.

Currently, CTA is owned by more than 160 companies, 70% of them SMEs, in 7 main European industrial priority sectors: ICT, aerospace and productive processes, aori-food.

Country	Count
Mexico	2
Portugal	1
Romania	23
Spain	23
Turkey	1
Ukraine	1
<b>Total</b>	<b>86</b>

Organization Type	Count
SMEs	19
University	9
R&D Institution	9
Association/Agency	10
Authority/Government	6
Cluster	1
Large Company	6
Other	11
Energy Auditor	15
<b>Total</b>	<b>86</b>

Figure 8. Training event website – Partners

5. [Related initiatives](#): in this sense the ‘sister’ H2020 projects were INNOVEAS, SMePower Efficiency, ICCEE and E2Driver. The later period of SPEEDIER included the [Deesme](#) and [Triple-A](#) projects.



Figure 9. Training event website - Related initiatives

6. [Videos](#) of project: SPEEDIER project official video, participation in COP25 and Advisory Boards interviews.

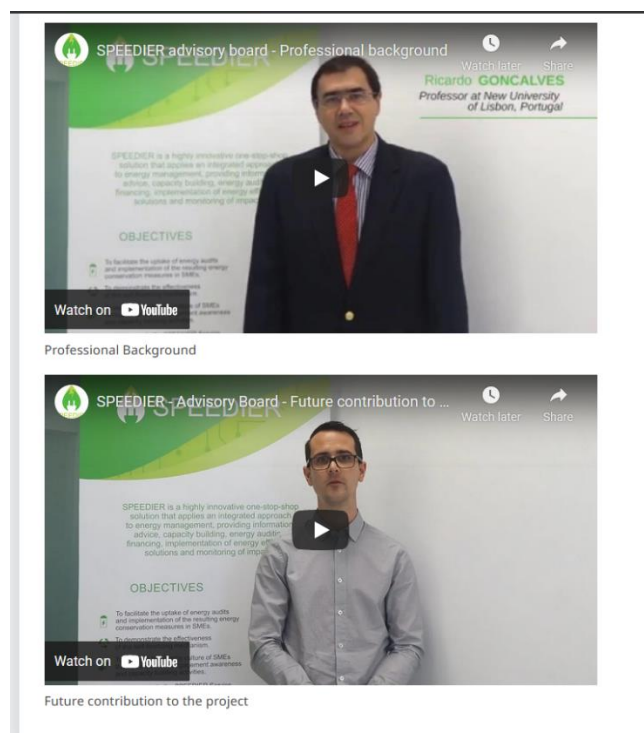


Figure 10. Training event website – Videos

- [Participants](#): this section lists the participants (Experts and Trainers) registered for the training event.



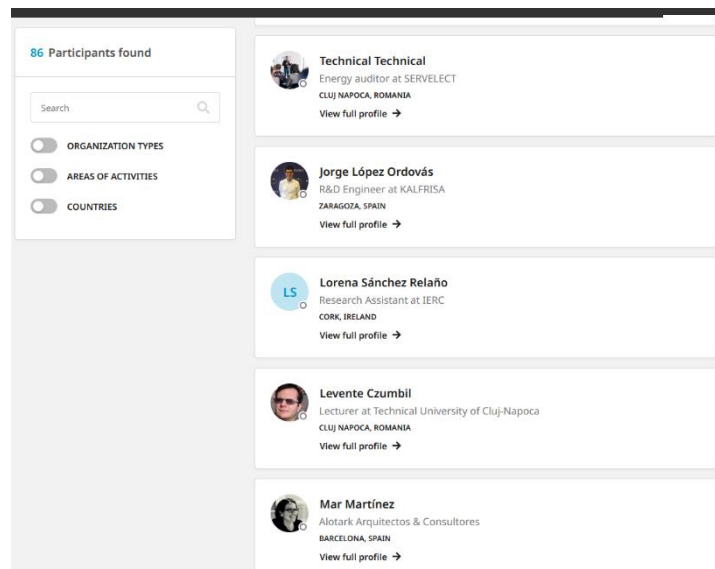


Figure 11. Training event website – Participants

- [Agenda](#): details of the event's agenda for the two days.

## Agenda

All days

EVENT AGENDA

All times are displayed in the Europe/Madrid time zone (the current time is 08:49).

Wednesday, September 29, 2021

09:55 - 12:00	SPEEDIER Service Event - Part 1 ( <a href="#">event link here</a> )
10:00 - 10:05	Event opening
10:05 - 10:35	Introducing the SPEEDIER Service
10:35 - 11:00	The 'Education Kit': how to manage and therefore replicate the train-the-trainer programme for SPEEDIER
11:00 - 11:15	Quick questions & answers

Figure 12. Training event website - Agenda

In addition, the B2Match platform was used to allow direct contact with the participants. Some of the messages sent from the platform are shown in Figure 13 and 14.

Subject: We start in 1 hour! Link for the 2nd Day of SPEEDIER Service Event

Send a Test

SPEEDIER Service: A new approach to selling energy audits and energy efficiency advice  
29 - 30 September 2021

Dear German Lopez,

We look forward to seeing you again today at 10.00h (CET Time) to talk about the Funding Options, the SPEEDIER Tool and the Mobile App.

Find here the link for the meeting [2nd Day: Join the SPEEDIER Event](#).

Here you can check the [Event's Agenda](#).

We hope you enjoy the sessions!

See you later,  
SPEEDIER Team

Figure 13. Screenshot with sample messages from the B2match platform (part 1)

Subject: SPEEDIER Service - Training Material + Certificate of Attendance

Send a Test

SPEEDIER Service: A new approach to selling energy audits and energy efficiency advice  
29 - 30 September 2021

Dear German Lopez,

We would like to share with you the presentations and the videos recorded during the 2nd SPEEDIER Training Event held last 29th and 30th September. You can see and download them clicking [here](#).

In addition, you can download the Certificate of Attendance clicking [here](#).

Many thanks for your participation and your interest in SPEEDIER project.

Hope see you soon.  
SPEEDIER Team

Figure 14. Screenshot with sample messages from the B2match platform (part 2)

Once the organization of the training event was ready, it was presented to the consortium for their approval and to coordinate the dissemination activities among all.

## 2.5 Training material

IERC, LIT, ITEC, POLIMI, TFC, CTA and PCT, all worked as a unit for the common good of the project and training events outcomes, and prepared the training material needed for the proper execution of the event. Several iterations and meetings between speakers and CTA were needed to agree on the final content and to develop high quality presentations and material for the final training event.

The [training content](#) was designed specifically for this event with new approaches and implementing improvements according to the feedback received from the participants of the first training event. The material prepared at this final event is detailed below:

- Training modules by POLIMI. The topics presented were:
  - o Overview of Energy Efficiency and Energy Efficiency technologies (in the industrial process and in buildings).
  - o Benefits of energy efficiency.
  - o How to evaluate the impact of Energy Efficiency investments.
  - o Value chain in Energy Efficiency.
  - o The role of the ESCo.
  - o Sustainability.
- Funding options for Energy Efficiency by POLIMI. The topics presented were:
  - o 4 pilot's sites (Ireland, Italy, Romania, and Spain)
- Pilot case success examples by Guest SMEs and Experts. The topics presented were:
  - o 4 guest: 2 SMEs and 2 Experts who participated in the SPEEDIER Service were invited to explain their experiences: [St. Tola Irish Goats Cheese](#) from Ireland, [Ve.S.T.A. SRL](#) from Italy, [Irradia](#) from Spain, and owner of [Pensiunea Carol Hotel](#), Floresti from Romania.
- The SPEEDIER Energy expert support tool by ITEC: It was presented the software tool to assist energy experts developed by the project team. This tool helps SPEEDIER Experts to obtain savings measures from the energy audits and manage the staged implementation of energy efficiency measures. During this session, the latest integrated updates since the first event were shown and the improvements explained.
- SPEEDIER Mobile App by IERC: They presented the mobile app to be used by SME employees to develop/advance an energy culture within the SME organisation. During this session, a demonstration about how to use the app and a real on-going test on the usage of app was demonstrated. Likewise, the latest integrated updates since the first training event were shown and the improvements explained.
- Impact Analysis by IERC. The topics presented were:
  - o Key impacts of SPEEDIER.
  - o How the SPEEDIER impacts can be quantified.

All the material was created in English and after the event they were translated to Spanish, Italian and Romanian and are available on the SPEEDIER website together with the recordings of the sessions. Links below:

- o [Presentation used for Day 1.](#)
- o [Video from Day 1.](#)
- o [Presentation used for Day 2.](#)
- o [Video from Day 2.](#)



### 2nd training event: A new approach to selling energy audits and energy efficiency advice to SMEs



These videos provide information, advice and energy audits' tools for the implementation of energy efficiency solutions and the monitoring of cost savings measures. You have an opportunity to increase your knowledge, skills and abilities to become a SPEEDIER Expert and Trainer..

Figure 15. SPEEDIER Final Training event site

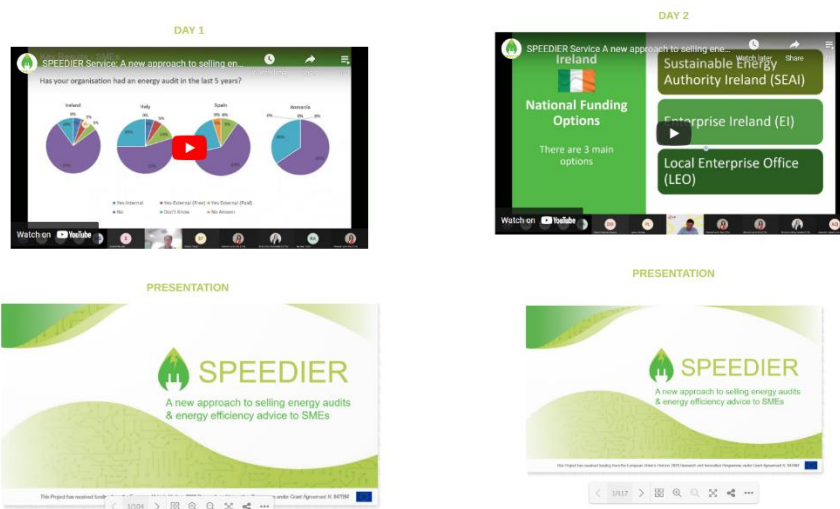


Figure 16. Presentation and videos available of the Final SPEEDIER Event

## 2.6 Communication and dissemination activities

The Communication Officer (SIE), together with the project partners and the support of CTA put in place a strong communication and dissemination strategy through the SPEEDIER official social media channels and the partners' official and personal social media channels. In addition, the Advisory Board members also helped to disseminate the event through their own network of contacts. This was supported by the entire consortium, by partners in the pilot regions, through their personal and business networks. See below some examples of tweets.



Figure 17. Example of tweets promoting the First SPEEDIER Training

## 3 Key indicators

In this section, the main indicators of the final training event are pointed out: starting from with a general overview of the participants (see section 4.1): general figures and the nature of the organizations that took part in it; and having a look at training evaluation (see section 4.2).

### 3.1 General overview of the participation

#### 3.1.1 Registered

In total, **86 persons registered** to attend the Final SPEEDIER Experts and Trainers training event. They came from a rich variety of countries including Ireland (18), Spain (23), Romania (23) and Italy (14), Bangladesh (1), Canada (1), Greece (1), Portugal (1), Turkey (1), Mexico (2) and Ukraine (1). See Figure 18.

PARTICIPANTS		
	Bangladesh	1
	Canada	1
	Greece	1
	Ireland	18
	Italy	14
	Mexico	2
	Portugal	1
	Romania	23
	Spain	23
	Turkey	1
	Ukraine	1
Total		86

Figure 18. Total number of participants per country of origin.

#### 3.1.2 Type of organizations

Regarding the type of organizations participating, a rich variety of entities participated during the event: 19 SMEs, 9 Universities, 9 R&D Institutions, 10 Associations/Agencies, 6 Authorities/Governments, 1 Clusters, 6 Large companies, 15 energy auditors and 11 do not identify themselves with any of the previous categories. See Figure 19.

#### PARTICIPANTS

SMEs	19
University	9
R&D Institution	9
Association/Agency	10
Authority/Government	6
Cluster	1
Large Company	6
Other	11
Energy Auditor	15
<b>Total</b>	<b>86</b>

Figure 19. Type of participating organizations

### 3.1.3 Attendees

One of the KPIs of WP6 was to achieve an attendance of 20-25 Experts and 20-25 Trainers. With the first training event these KPIs were achieved successfully, see the details within the deliverable, D6.1. For the second event, 32 attendees were present for day 1 and 2 and the target KPIs were reached. This means that approximately 40% of those who registered attended the final training event.

On completion of the Expert and Trainers training program, a Certificate of Attendance was provided by POLIMI and sent to all the participant. See Figure 20.



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#### CERTIFICATE OF ATTENDANCE

To the SPEEDIER 2nd Training Event entitled  
"SPEEDIER Service: A new approach to selling  
energy audits and energy efficiency advice"

29<sup>th</sup> – 30<sup>th</sup> September 2021



Figure 20. Certificate of attendance of the Final SPEEDIER Training event



## 3.2 Expert's certificate

Based on the training contents developed in Task 4.4, an evaluation questionnaire was prepared for the attendees wishing to be certified as SPEEDIER Experts.

This questionnaire was prepared by POLIMI. After the completion of the final training programme, it was shared via the B2Match platform with all registered participants of the events. POLIMI prepared a SPEEDIER Expert Certificate, which was sent to all those who successfully completed the questionnaire.

Questions and analysis of the responses to the questionnaire are shown below:

1. What is the difference between energy efficiency and energy conservation? (open answer)

The main ideas collected for this question were:

- Conserving energy means avoiding energy consumption by adjusting this energy based on habits and behaviours.
  - Energy efficiency, on the other hand, involves using technology that requires less energy to perform the same function. This can be achieved by using
2. What are the main benefits of Energy Efficiency?
    - Hard benefits (14%)
    - Soft benefits (0%)
    - Both (86%)
  3. Which of the following is NOT a soft benefit of energy management?
    - Sustainable company image (7%)
    - Regulatory requirements (36%)
    - Staff comfort (0%)
    - Maintenance savings (43%)
    - Customers driving sustainability (0%)
    - None of the above (14%)
  4. What is the investment required in a "forced" replacement of an end-of-life technology with a more efficient one?
    - Difference between the purchasing cost of technology with a greater efficiency and the traditional one (7%)
    - Purchasing cost of the solution with greater efficiency (50%)
    - Cost of disposal of the end of life technology + Difference between the purchasing cost of technology with a greater efficiency and the traditional one (43%)
  5. Which are the main indicators used for the evaluation of an investment solution for energy efficiency? (indicate only 2 of the followings)
    - Average cost of saved or produced energy (43%)
    - Reduction of CO2 (57%)
    - Payback Time (36%)
    - Increase of productivity (7%)
    - Return On Asset (ROA) (21%)



6. What is the EU target for emission reduction by 2030?
- 30% (7%)
  - 40% (14%)
  - 55% (71%)
  - 80% (0%)
  - 100% (0%)
  - None of the above (7%)
7. What is the EU target for energy efficiency by 2030?
- 27,5% (0%)
  - 40% (14%)
  - 75% (0%)
  - 50% (0%)
  - 32.5% (86%)
  - None of the above (0%)
8. What is the EU target for emission reduction by 2050?
- 75% (7%)
  - 100% (36%)
  - 80% (21%)
  - 60% (14%)
  - 90% (14%)
  - None of the above (7%)
9. Which of the following players is not involved in the Energy Efficiency value chain?
- Wholesalers (21%)
  - Distributors (7%)
  - OEMs (14%)
  - ESCOs (0%)
  - Energy Efficiency Manufactures (14%)
  - None of the above (43%)
10. Which list represents the correct order of the main phases of an energy efficiency project?
- Energy audit, design, contracting, monitoring, execution, operations & maintenance (7%)
  - Contracting, energy audit, design, execution, monitoring, operations & maintenance (36%)
  - Energy audit, contracting, design, execution, operations & maintenance, monitoring (50%)
  - None of the above. (7%)
11. What are the 3 dimensions of Sustainability?
- Environmental (86%)
  - Economic (79%)
  - Corporate. (21%)
  - Financial (7%)
  - Social (93%)
  - Legal (0%)
12. What is the concept at the basis of the Ring-Fencing-Mechanism?

- Focus on high-investment solutions because they always bring more savings and benefits (0%)
  - Adopt a stage approach starting from no-cost measures and invest the savings coming from those measures to invest in higher-cost measures (92%)
  - Focus only on no-cost measures because they are easier to implement (8%)
  - Adopt a stage approach starting from high-cost measures and invest the savings coming from those measures to invest in lower-cost measures (0%)
13. Please enter your name here so that we can send you the SPEEDIER Expert certificate (open answer).
14. Please enter your email address here so that we can send you the SPEEDIER Expert certificate (open answer).
15. By checking this box, I give my consent to publish my name and email on the SPEEDIER website so that other entities can contact me for future collaborations

Finally, 14 experts successfully answered the evaluation form and gave their consent to be listed as SPEEDIER Expert in [SPEEDIER database](#) available in the project's website. These Experts and Trainers will continue spreading the word in the future about the SPEEDIER Service.



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## CERTIFICATE OF SPEEDIER EXPERT

Of the SPEEDIER 2nd Training Event entitled  
"SPEEDIER Service: A new approach to selling  
energy audits and energy efficiency advice"

29<sup>th</sup> – 30<sup>th</sup> September 2021



*Figure 21. SPEEDIER Expert Certificate.*

### 3.3 Training event evaluation

The training event was evaluated according with task 6.4 Evaluation of SPEEDIER Experts and SPEEDIER Trainers training using the following approaches:

1. 360° evaluation performance amongst themselves. (see section 4.3.1)
2. Evaluation based in a set of KPIs that was defined by the project consortium and are related with Experts and Trainers capabilities. (see section 4.3.2)

### 3.3.1 Feedback questions

For 360° performance evaluation, a list of questions was sent to the participants and SPEEDIER partners after the training event to collect all the feedbacks. 45% of the attendees answered these questions. The questions raised and the obtained answers are shown below:

#### (a) Regarding event & Organization

a.1. Did the event meet your expectations? (single choice)

- Yes (**100%**)
- No (**0%**)

a.2. How could the format of the event be improved? (single choice)

- It is fine at it is (**52%**)
- Face-to-face instead of online (**9,5%**)
- Delivered in local language (**24%**)
- Break-out sessions to allow discussions of topics (**0%**)
- Shorter sessions split over more days (**5%**)
- Both parts on the same day (**9,5%**)
- Others (**0%**)

a.3. Please give us your advice on how we can improve this event next time (open answer)

- Implementing an automatic simultaneous translation system.
- No advice, I think the event was well organized and scheduled.
- And break-out sessions to allow discussion of topics and above all to ask questions.
- To have the possibility of face-to-face and online.
- Have information around pricing, Leave out agent comments.

a.4. Please rate the assistance received before and during the event (single choice)

- Excellent (**67%**)
- Good (**33%**)
- Average (**0%**)
- Fair (**0%**)
- Poor (**0%**)

#### (b) Regarding the topics

b.1. How do you evaluate the information and presentation heard about **Training Modules**? (single choice)

- Excellent (**48%**)
- Good (**38%**)
- Average (**5%**)
- Fair (**0%**)
- Poor (**0%**)

b.2. How do you evaluate the information and presentation heard about **Funding Options for Energy Efficiency?** (single choice)

- Excellent (**57%**)
- Good (**38%**)
- Average (**0%**)
- Fair (**5%**)
- Poor (**0%**)

b.3. How do you evaluate the information and presentation heard about **Pilot Case Success Examples?** (single choice)

- Excellent (**62%**)
- Good (**33%**)
- Average (**0%**)
- Fair (**5%**)
- Poor (**0%**)

b.4. How do you evaluate the information and presentation heard about **SPEEDIER Energy Expert Support Tool?** (single choice)

- Excellent (**48%**)
- Good (**52%**)
- Average (**0%**)
- Fair (**0%**)
- Poor (**0%**)

b.5. How do you evaluate the information and presentation heard about **SPEEDIER Mobile App?** (single choice)

- Excellent (**33%**)
- Good (**67%**)
- Average (**0%**)
- Fair (**0%**)
- Poor (**0%**)

b.6. About which topic(s) would you like to know more? (open answer)

- SPEEDIER Tool for Experts (**45%**)
- Energy Culture (**15%**)
- SPEEDIER Service general (**10%**)
- SPEEDIER Mobile app (**15%**)
- Self-financing approach (**15%**)

(c) Regarding the registration & event platform

c.1. How would you rate the website content and the information provided by the organisers? (single choice)

- Excellent (**67%**)
- Good (**23%**)
- Average (**10%**)
- Fair (**0%**)
- Poor (**0%**)

(d) General aspects

d.1. Ideas and wishes for the next edition (open answer):

- Implementing an automatic simultaneous translation system.
- No advice, I think the event was well organized and scheduled.
- And break-out sessions to allow discussion of topics and above all to ask questions.
- To have the possibility of face-to-face and online.
- Have information around pricing, Leave out agent comments.

Feedback Questions				
Select Question Type		Add Question		
Title	Type	Mandatory		
Event & Organisation	Group		Edit	Delete
Did the event meet your expectations?	Single choice (Radio Buttons)	Yes	Edit	Delete
How could the format of the event be improved?	Single choice (Radio Buttons)	Yes	Edit	Delete
Please give us your advice on how we can improve this event next time.	Multi-Line Text (Text Area)	No	Edit	Delete
Please rate the assistance received before and during the event	Single choice (Radio Buttons)	Yes	Edit	Delete
Topics	Group		Edit	Delete
How do you evaluate the information and presentation heard about SPEEDIER Service?	Single choice (Radio Buttons)	Yes	Edit	Delete
How do you evaluate the information and presentation heard about Building an Energy Culture?	Single choice (Radio Buttons)	Yes	Edit	Delete
How do you evaluate the information and presentation heard about Financial Barriers in Energy Auditing?	Single choice (Radio Buttons)	Yes	Edit	Delete
How do you evaluate the information and presentation heard about SPEEDIER Tool?	Single choice (Radio Buttons)	Yes	Edit	Delete

Figure 22. Feedback questions screenshot

**Event Feedback**

Please take some time to give us feedback about the event. By doing so you help us improve our upcoming events. For any further questions, please get in touch with the organizers.

**Event & Organisation**

DID THE EVENT MEET YOUR EXPECTATIONS? \* ☒ Yes ☐ No

HOW COULD THE FORMAT OF THE EVENT BE IMPROVED? \*

☒ It's fine as it is
 ☐ Face-to-face instead of online
 ☐ Delivered in local language
 ☐ Break-out sessions to allow discussion of topics
 ☐ Shorter sessions split over more days
 ☐ Both parts on the same day
 ☐ Others

Please, select all options that you agree with.

PLEASE GIVE US YOUR ADVICE ON HOW WE CAN IMPROVE THIS EVENT NEXT TIME.

PLEASE RATE THE ASSISTANCE RECEIVED BEFORE AND DURING THE EVENT \*

☒ Excellent
 ☐ Good
 ☐ Average
 ☐ Fair
 ☐ Poor

**Topics**

HOW DO YOU EVALUATE THE INFORMATION AND PRESENTATION HEARD ABOUT SPEEDIER SERVICE? \*

☒ Excellent
 ☐ Good
 ☐ Average
 ☐ Fair
 ☐ Poor

Figure 23. Feedback questions template

### 3.3.2 Feedback questions

For the **evaluation based on a set of KPIs**, a series of questions were prepared and presented during the event. They were answered by all the participants after each session. The questions were presented through the Mentimeter platform and are listed below:

- For Day 1:
- Session 3 “Training Material Modules”:
  1. What do you think is the main benefit of Energy Efficiency?
  2. Which of the following do you think is not a soft benefit of Energy Management?
  3. Which do you think are the main indicators used for the evaluation of an investment solution for Energy Efficiency? (Indicate only 2)
  4. Which of the following players do you think is not involved in the Energy Efficiency value chain?

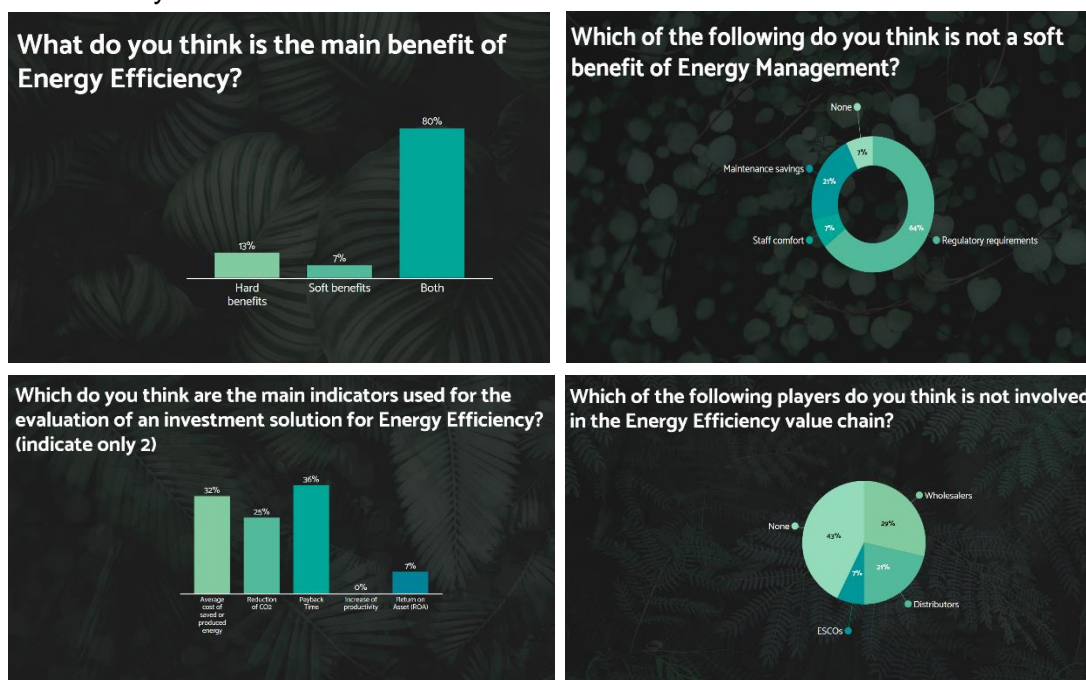


Figure 24. Screenshots of questions and answers for session 3



- For Day 2:
- Session 4 “Funding Options for Energy Efficiency” and Session 5 “Pilot cases success examples”:

1. In your region, which Energy Efficiency funding measure has been the most successful?
2. In your experience, what has been the main driver or attraction for SMEs to become committed the process of energy management?
3. Do you think the ring-fencing-mechanism of SPEEDIER Service could work in your country? Why? (also write where are you from)

The figure consists of five screenshots of a Mentimeter poll interface. The first four screenshots show the same question: "In your region, which Energy Efficiency funding measure has been the most successful?". The fifth screenshot shows a different question: "In your experience, what has been the main driver or attraction for SMEs to become committed the process of energy management?".

**Question 1: In your region, which Energy Efficiency funding measure has been the most successful?**

Measure	Count
grants	4
Grants	1
Regional funds	1
Tax deductions	1
tax deduction	1
Grants	1
Incentives	1
EXEED	1
Government funds	1
The implementation of LEDs and aerothermal systems	1
free loans	1

**Question 2: In your experience, what has been the main driver or attraction for SMEs to become committed the process of energy management?**

Driver	Count
money saving	1
To increase the competitiveness reducing fix costs	1
Money savings	1
financial drivers- saving money	1
green image	1
Customer Need	1
That energy service companies bear the cost of the investment and the risk of the results	1
Cost Reduction	1
Champion figure	1
Green Image	1
Energy savings	1

**Question 3: Do you think the ring-fencing-mechanism of SPEEDIER Service could work in your country? Why? (also write where are you from)**

Response	Count
Not at all. Spain	1
Romania. YES! Implementing step by step ECMs and auto financing by energy savings	1
Yes, if good financial supports are available	1
Difficult to implement as savings could be low. Low advantages for experts	1
Yes, of course. It sounds logical, it provide learnings based on small and accountable steps and the SME will be involved in the process, so they can understand deeply the relationship btw designed steps and money saved	1
Might be, depends on how many no-cost and low-cost measures have been identified	1
No. if looking for savings, then they want that to show on bottom line quickly. Ire	1
Yes. Romania	1

Figure 25. Screenshots of questions and answers for session 4

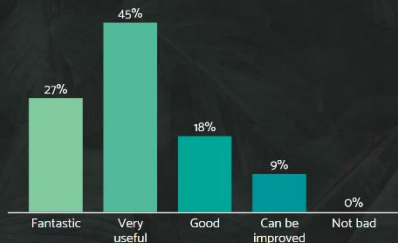
- Session 6 “SPEEDIER Energy Expert Support Tool”, session 7 “SPEEDIER Mobile App” and Session 8 “Impact Analysis”:

1. Rate the SPEEDIER Tool.

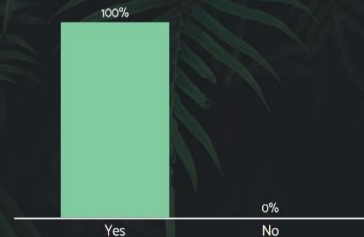
2. Do you think the functionality copy projects will be useful to keep track with the first implementation of measures?
3. Which improvements would you include in the SPEEDIER Tool?
4. How useful do you think the SPEEDIER app will be as a method of improving energy culture in SMEs?
5. Would you consider using SPEEDIER mobile app as capacity building tool for your clients?
6. Do you have any suggestions for improvement of the mobile app?

Would you like more information about any of the concepts we have discussed during the training? (please specify)

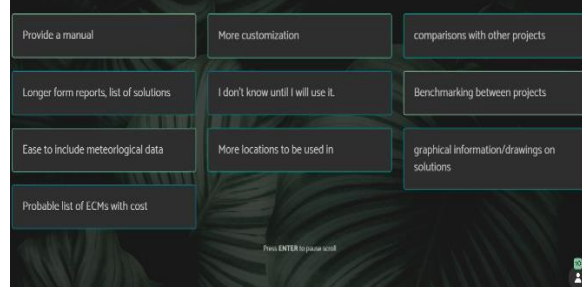
### Rate the SPEEDIER Tool



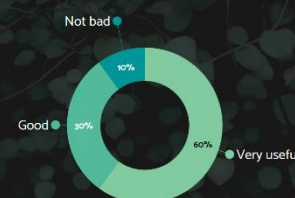
### Do you think the functionality copy projects will be useful to keep track with the first implementation of measures?



### Which improvements would you include in the SPEEDIER Tool?



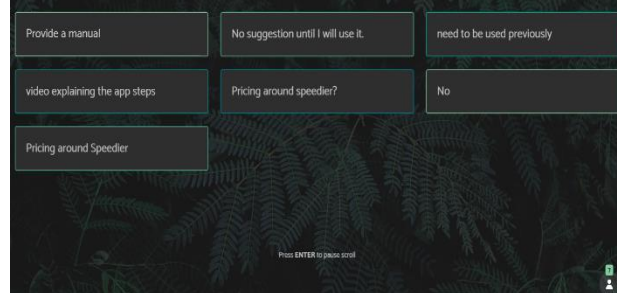
### How useful do you think the SPEEDIER app will be as a method of improving energy culture in SMEs?



### Would you consider using SPEEDIER mobile app as capacity building tool for your clients?



### Do you have any suggestions for improvement of the mobile app?





Would you like more information about any of the concepts we have discussed during the training? (please specify)

No, all was clear. Thank you

Financing

All clear. Thank you

Financing

More Case studies

Pricing around Speedier itself

I want just to practice, then to see if it's room for improvements.

List of ECMs with cost

Press ENTER to pause scroll

Mentimeter

Figure 26. Screenshots of the questions and answers for session 6, 7 and 8

## 4 Conclusions

The Final SPEEDIER Experts and Trainers training was successfully implemented. It was designed and conducted in the similar way to the first training event. The decision to hold the event online allowed to the consortium to overcome the challenges of the COVID-19 restrictions, which removed the requirement to organise regional face-to-face events in-person.

Indeed, running a single event in English, rather than separate events in each pilot region ensured that the SPEEDIER Service reached more countries and organizations and facilitated greater networking opportunities between the attendees. For the final event, more than 80 people registered, of whom 40% attended the event. An analysis also shows that 90% of attendees were from the pilot countries (Ireland, Spain, Romania, and Italy). These figures show the excellent efforts made by the consortium to disseminate and communicate about the event in advance.

The SPEEDIER consortium, through the training events, spread the word about the SPEEDIER service to more than 200 potential experts and trainers from Europe and the rest of the world. According to the feedback received by the participants, both events met their expectations and the provided training material provided was deemed as most useful for them. Furthermore, the high levels of engagement and participation in the question-and-answer sessions during the event shows the high interest in the SPEEDIER Service guidelines from the future Experts and Trainers side. This fact also confirms the importance of energy culture and interest in energy audits.

In this second and final training event, improvements proposed by the participants of the first event were implemented, this included addressing about more specific topics, including case studies, or inviting SMEs and energy auditors to talk about their experiences. The feedback received from the attendees of this final training event will be considered and used to improve the training content and format for future workshops material about energy efficiency and energy audits in line with a follow up SPEEDIER project being launched at some point in the future.