1. Record Nr. UNINA9910814326603321

Autore Langlois Pierre (Writer on energy efficiency)

Titolo World ESCO outlook / / Pierre Langlois and Shirley J. Hansen, Ph.D.

Pubbl/distr/stampa Gistrup, Denmark:,: River Publishers

London:,: Routledge, Taylor & Francis Group,, 2020

ISBN 1-00-315170-1

1-000-35597-7 1-003-15170-1 87-7022-301-7

Descrizione fisica 1 online resource (523 pages)

Disciplina 333.79

Soggetti Energy industries

BUSINESS & ECONOMICS / Management Science

TECHNOLOGY / Environmental Engineering & Technology

Lingua di pubblicazione Inglese

Formato Materiale a stampa

Livello bibliografico Monografia

Note generali "First published by Fairmount Press in 2012."

Nota di contenuto Cover -- Half Title -- Title Page -- Copyright Page -- Table of

Contents -- Introduction -- Section I-Energy Efficiency Makes Money -- Chapter 1-The Global Perspective -- Looking Back -- The Advent of Guaranteed Savings -- Up to Now: Lessons Learned Around the World -- Looking Forward -- Chapter 2-ESCOs and EPC Models -- Basic ESCO Models -- Basic EPC Concepts -- EPC Models-Contrasted -- Which Concept is Best? -- Future Model Approaches -- Chapter 3-Financing -- Creating Bankable Projects -- The Customer -- Project Management -- Money Matters -- The Owner's Perspective -- The Buy-In, the Buy-Down -- A Primer of Financing -- Lease Amount -- Financing in Emerging Market -- Market-Based Incentives -- Chapter 4-Making Contracts Work -- Contracts: Laying the Groundwork -- Planning Agreement -- Energy Services Agreement -- Typical Energy Services Agreement Components -- Key Contract Considerations -- The Schedules -- Negotiations -- Negotiating Strategies -- If I Were on "Their" Side of the Table -- Section II-Implementation Aspects and Trends -- Chapter 5-Markets and Marketing -- Marketing vs. Sales --Markets -- Picking a Customer -- Developing Marketing Strategies --

Guiding Sales -- The Proposal -- Chapter 6-Related Services ESCOs Offer -- Training -- Awareness -- Associated Services -- Water Management -- Water Absorbs Energy -- Chapter 7-The Critical Role of M&amp -- V -- Energy Efficiency Cannot be Directly Measured --The Principles of M&amp -- V -- IPMVP: The Different Options --M&amp -- V Plan -- The Costs of M&amp -- V -- Measurement and Verification: by Whom? -- Chapter 8-ESCO Associations -- Membership -- Functions -- Financing Sources -- Challenges -- Section III-ESCO Reports: A to Z -- Chapter 9-Country Reports -- Argentina -- Australia -- Austria -- Belgium -- Brazil -- Bulgaria -- Canada -- Chile -- China -- Colombia -- Croatia. Czech Republic -- Denmark -- Finland -- France -- Germany -- Hong Kong -- Hungary -- India -- Indonesia -- Ireland -- Israel -- Italy --Jamaica -- Japan -- Jordan -- Kenya -- Lebanon -- Mexico -- Morocco -- Netherlands -- New Zealand -- Norway -- Philippines -- Poland --Portugal -- Romania -- Russia -- Slovakia -- Slovenia -- South Africa -- South Korea -- Spain -- Sweden -- Switzerland -- Thailand --Tunisia -- Turkey -- Ukraine -- United Kingdom -- Uruguay -- United States of America -- Vietnam -- Chapter 10-The Way Forward --Appendices -- A-Contributing Authors -- B-ESCO Associations -- C-Glossary of Acronyms -- References -- By Chapter -- General -- Index. As country after country around the world embraces the idea of selffunding energy efficiency, an energy performance contracting (EPC) model emerges and then changes to meet local needs. World ESCO Outlook captures this rapidly changing landscape, and offers valuable insights into this fascinating and important industry. The authors have brought together the best of in-country experts from nearly 60 countries to share their knowledge and experience as to what makes EPC successful in their specific environments. In telling their story, they

also reveal some exciting new overseas market opportunities, and

offers the tools and answers to get energy saving projects going.

environmental needs with guaranteed results.

provide the most complete picture available of today's ESCO world. EPC

Energy efficiency is the most cost effective way to reduce pollution and, at the same time, make money. EPC brings these goals together by making future energy savings available now to meet energy and

## Sommario/riassunto