

## **Networking Roundtable for ESCOs, Clients, and Financiers on emerging Business Models and Financing of Energy Efficiency Projects**

AEEE is organizing a Roundtable for ESCOs and potential clients in on July 11<sup>th</sup> at The Energy Resources Institute, Bangalore. The meet bring together ESCOs, energy service providers and energy consultants on the same platform as the energy end-users who may need their services.

### **Target:**

The potential beneficiaries would include the Buildings Sector – Hospitals, Hotels and Institutions; and commercial and public buildings; and the ESCOs, Consultants and technology providers. Also present would be SIDBI and select Banks and Financial Institutions, who are looking for opportunities to lend for energy efficiency projects. There is no Participation Fee. However, please register in advance on AEEE website.

### **Objectives:**

- To create an opportunity for bulk energy consumers to understand their energy consumption patterns, and manage their energy costs, and to access the right kind of expertise to implement energy efficiency projects.
- Share case studies and best practices would help them to understand the capabilities of the ESCOs, Consultants and technology and service providers to analyse and recommend the best solutions and options.
- To enable ESCOs and Energy Efficiency experts and consultants to respond the needs of the market, and develop approaches that could benefit the end-users while creating business opportunities in specific sectors.
- To give Banks and Financial Institutions the opportunity to understand the projects and how the ESCOs and end-users develop projects and conclude deals that can be implemented. Entrepreneurs can assess financing options to implement energy efficiency projects and how to present business plans and loan applications and successfully.

### **Approach:**

AEEE has invited ESCOs, service providers from among the member companies and industry partners. These include Schneider-Electric, Seimens, Danfoss and Grundfos, SEETech, Agmisumukh, Smart Joules among others. They would share their experience in project implementation and execution, packaging of solutions to meet the specific needs of the customers. They are expected to share their experience in identifying energy efficiency projects, with low to medium investment and short pay-back, typically 2-3 years.

### **Agenda:**

The tentative Agenda for the event is attached. There is no participation Fees, you are welcome to invite any of your large Hospitals – the Facilities Managers – to the workshop. We look forward to your confirmation and active participation.



## **Networking Roundtable for ESCOs, Clients, and Financiers on emerging Business Models and Financing of Energy Efficiency Projects**

Organised by Alliance for an Energy Efficient Economy (AEEE)

Co-hosted by **The Energy Resources Institute (TERI)**

**July 11<sup>th</sup>, 2017**

Venue: TERI -Bengaluru\*

4th Main, Domlur II Stage, Bengaluru - 71

Tel. (+91 80) 2535 6590

### **TENTATIVE WORKSHOP AGENDA**

Registration and Networking Tea .....	09:30 – 10:00
Setting the Context: AEEE Overview and Objectives & Introductions of Participants .....	10:00 – 10:05
Keynote Address one of AEEE Founders or Premium Members .....	10:05 – 10:15
<b>Opening Session: Energy Efficiency: Challenges and Solutions</b>	<b>10:15 to 11:30</b>
AEEE’s Role to Facilitate ESCO Business: Mr Naren Kumar, Sr Consultant & Advisor, AEEE .....	10:15 – 10:25
Energy Challenges in Hospitals, Institutions: Dr VC Shanmuganadan, Joint Director, AHPI .....	10:25 – 10:35
Case Study on Implementing EE in Hospitals KMCH-Coimbatore, Mr UK Ananthapadmanabhan, Director, Tenxhealth Technologies .....	10:35 – 10:50
Mentoring Entrepreneurship – ESCO Collaboration and Partnership Mr Ashok Toshniwal, Director, Universal Instruments Mfg Co Pvt Ltd, .....	10:50 – 11:05
Mentoring EE Startups Mr Deepak Gadhia, Founder, Green Ashram, Vadodara .....	11:05 – 11:20
Q&A .....	11:20 – 11:30
<b>Tea Break</b>	<b>11:30 to 11:45</b>
<b>Technical Session-1 Approaches to ESCO and Energy Efficiency</b>	<b>11:45 to 01:15</b>
Case Study-Hospital ESCO Project: Smart Joules Arjun Gupta, ESCO Implementation .....	01:45 to 12:00
Case Study-Hotels EE in Project: SEETech Solutions- Mr. Venkatesh Matati, Regional Head .....	12:00 to 12:15
Case Study-New EE Technologies and Market Perspective-Mr Hari Rao, Mentor Agnisumukh .....	12:15 to 12:30
Presentation by TERI on Green & Energy Efficient Building Features at TERI-SRC .....	12:30 to 12:45
Q&A & Discussion .....	12:45 to 01:00
	01:00 to 01:15
<b>Lunch</b>	<b>13:15 to 14:00</b>
<b>Technical Session-2 ESCO Financing, Contracts and Standards</b>	<b>14:00 to 15:30</b>
SIDBI-Energy Efficiency Centre: PRSF Schemes to scale up ESCO projects .....	14:00 to 14:15
Yes Bank SME Financing Regional Experience .....	14:15 to 14:30
Corporation Bank on Lending to ESCO projects .....	14:30 to 14:45
Kochhar & Associates- Developing a Robust ESCO Contracts .....	14:45 to 15:00
Bureau Veritas Certification India Ltd- Mr Ramamohan Rao, Green Certification of Hospitals .....	15:00 to 15:15
Q&A and Conclusion & Networking Tea .....	15:15 to 15:30

**\*Advance Registration is required for Speakers and Participants, to ensure smooth entry, and optimum facilities for ALL. Seating is limited, and aims to ensure the best possible interactive experience. To register: <http://bit.ly/networkingESCOs>**