

BISEPS

Business clusters Integrated Sustainable Energy Packages

CROSS BORDER TASK FORCE 3

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REPORT



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General feedback:

- Offering companies the opportunity to change supplier can be a good way to gain the interest and trust of companies. On the one hand, substantial reductions on the energy bill can be reached, and, on the other hand, this simple action can be a convenient first step into a future cooperation.
- A business energy synergy can be as simple as companies buying energy, or RE production technology, together.
- Companies don't react on questionnaires. Moreover, if they provide data, it is often incorrect. To get trustworthy information you have to visit the companies in person. This is however a very intense, and thus expensive, process. The BISEPS tool aims to avoid this intense process. However, **the tool will never replace the project developer. The developer will be able to use the tool as argument and starting point.**
- The challenge is to find a way to excite businesses, have a sense of emergency and keep them engaged. Until now BISEPS is too intangible for businesses.
- **Property ownership** should be incorporated in the tool (what's the interest – who has the interest?). Both property managers and tenants have interest in the BISEPS project.
- Fine balance between enough details to be meaningful, and not too many details to avoid the model to be too complex to build or use.
- How flexible will the tool be? Can user input more detailed information later on the process (for instance: network will pass private domain, this cost can be incorporated in the model) – is the model multilayered? It would be nice to add deeper layers (which the user can add). (=the drag and drop feature) – can even be done in excel.
- Goal tool: to motivate the company to make the next step, order a (focused) feasibility study .

Electricity sharing:

- PV can be a good start/trigger to motivate companies to work together (easier than wind/heat).
- New law in France on how to share autoproduction with neighbour – you have to create an extra company
- Same in NL: in-between cooperation must be set up for the exchange of electricity
- The legislation about electricity sharing in the four countries differs, is still unclear, but is essential for the development of the tool.

Heating:

- In the UK there is a massive price gap between electricity and gaz – thus very important to know what SME's are using for heating (don't assume it will be gaz) – Price of gaz and electricity will have a major impact on the outcome of the model.
- Long term for businesses is risky. For instance, selling heat to another company. Who says this company will still exist in 10 years? **Difficult questions to handle: who takes the risk? What with long term commitments? How to gain trust?**
- For heat network the distance between companies is essential – and the optimal connection can differ (best pathway). Should be included in the model. Using the GIS, it would be good to build in the model for instance the assumption of following the road network (if companies are not adjacent) – maybe the user can actually identify (help) the pathway (for instance, if there is a river) – you can also do it mathematically. Does this not bring the model too far? The person using the model could be made responsible, instead of incorporating it in the model.
- In UK there is a feed in tariff for renewable heat (important to make heat compatible with gaz, which is currently very cheap)
- Combinations of CHP/heat/PV to be included in the model.