

Innovative Cooperation

- Overcoming the non technological barriers

Eco-buildings
9-11 September, 2009
Växjö, Sweden



Why do we need more Innovative Cooperation

- *What are the problems we wanted to address?*

A troublesome fact:

Many very successful, energy efficient and RES-integrating Demo-projects, fail to enhance the state of art and be the new “standard” for municipalities, real estate companies and energy utilities....

Two main hurdles:

- Too difficult and recourse intense to procure and contract
- Too expensive and risky to carry out for the customer

Expected results

- Enhanced experience and increased internal/external skills in terms of innovative cooperation (consultants/contractors)
- Better ability to use tendering, purchasing and contracting processes as tools, for increased energy efficiency, cost-cutting approaches and risk distribution to contractors.
- Enhanced state-of-art, and that new projects outside SESAC “automatically” apply the successful strategies elaborated during Sesac project.

Work and results so far...

-In the city of Växjö has the Sesac Demonstration building projects, paved the way for a new type of tendering and negotiation process, leaving the municipality with less risk and having the building contractors more incentive based in their approach for fulfilment of energy- and technological performance.

-In the city of Grenoble has the Sesac Demonstration building and energy projects paved the way for new procurement and contracting procedures towards the private developers actually executing the projects. Furthermore has the contractual demands implied by Grenoble within Sesac contributed to an improved national “standard”

- In the city of Delft has the Sesac Demonstration building and energy projects aimed at linking public and private funding together by introduction of energy efficiency ESCO concepts. Legal hindrances as well as financial challenges have resulted in a somewhat revised structure, due to limitations in what Social housing companies can do businesswise and capped rent for tenants. The new heat distribution system will be managed through co-owned and newly established PPP.