



PROUD TO SAVE

Training | Network | Efficiency
for European EnergyManagers

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Editorial



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**Spirit of Optimism in Operational
Energy Management -
New Era of Energy-Efficiency Policy in Europe**

As of 2014, the Member States have to meet the new Energy Efficiency Directive of the European Union. Thus, the European Union enters a new era of energy policy. Up to now, the focus has been on renewable energies, especially on green power. It has become clear that the costs in this field are rather high and that the desired effect can only be achieved, if we find a way to interrupt the trend towards increasing energy consumption. A holistic energy policy cannot do without a strong efficiency approach. The European Union has realized that a sustainable energy system is only achievable, if energy is used consciously and intelligently.

The new Energy Efficiency Directive puts particular weight on energy management. The European Union expects a major leap forward by implementing energy management systems and energy audits at the large energy consumers.

This brochure introduces the EnergyManagers who are committed to making the use of energy as efficient as possible. Fortunately, there are already so many representatives for energy efficiency in the enterprises that only a small number of sample projects can be shown on stage. However, we can gain a lot through these good examples and their inventors, as many of these projects can be easily multiplied by ten or 100 since the respective solutions could also be implemented usefully in other companies or areas.

Although it is quite impressive, we cannot afford to be content with the level achieved. We still need many more of these smart "EnergyManagers" in our companies and in all other member states of the European Union and far beyond these.

Therefore, we are very glad that the European Union supports the project EUREMplus, which aims to extend EUREM in six further European states and to strengthen existing EUREM structures. By now, EUREM, the model for success, has already encountered a high level of interest also in other parts of the world and there is an Energy Management "made in Europe" under the EUREM flag in South America, Africa and Asia.

The improvement of the energy productivity is a task which poses a great but also welcome challenge for the entire business community. However, energy efficiency, energy management or energy productivity cannot be imposed. It needs people who take the lead, who see with a trained eye, where energy is wasted, and who know how to interfere. On the one hand, the goal is to use the best available technologies and on the other hand, the goal is to reduce unnecessary consumption. Our EnergyManagers are the army of energy efficiency. They do not burden the economy - they disburden it. They do not create costs, as they find solutions which will be recouped within a short time, thus helping to reduce costs and increasing the competitiveness of the respective companies while contributing significantly to global climate protection.

Our clear principle is therefore "proud to save": we are proud of our EnergyManagers, on their creative power which is shown within the projects and on the results which we are able to present. We are not content to rest on our laurels, as there is still a lot more to accomplish. The EUREM Training and the EUREM Network are one thing - pro-active implementation in enterprises the other. Let's tackle it!

1. What makes EUREM a worldwide successful training and network programme for energy efficiency?

What is EUREM?

EUREM is an ambitious standardized training programme and successful network for European EnergyManagers, which is already provided in 27 countries throughout the world. By now, more than 3,000 EnergyManagers guarantee energy efficiency in their companies.

There are many reasons for employing an EnergyManager. Despite existing efficiency and quality standards, companies still have a huge energy and cost saving potential. Of vital importance to companies: The implementation of cost saving potentials improves their competitiveness and actively con-



Christian Gerner,
European EnergyManager, W&H
Dentalwerk Bürmoos GmbH, 5111
Bürmoos, Austria

Energy efficiency has always been an important issue in the producing of our precision dental equipment. However EUREM helped us improve, develop and find additional saving potentials.

With the EUREM energy concept our compressed air maintenance was optimized and leakages eliminated. Due to the short pay-back time of 1.4 years the project was implemented immediately. By reducing electricity consumption by 88.5 MWh we save 8,850 € and 32 tons of CO₂ per year.

Further energy efficiency measures e.g. the adjustment of hydraulic systems and using high quality filter systems in ventilating systems have been started. The enthusiasm of our 625 employees for our projects and measures is what helps us achieve energy efficiency. Regular training promotes the energy awareness of our employees.



tributes to climate protection and sustainable resource use.

It is characteristic of EUREM that all countries use the same method and standardized training materials, which are only modified to meet country-specific needs. This guarantees that every European EnergyManager has basic knowledge in all relevant energy fields and also learns specific know-how about implementing Energy Efficiency projects.

How did it begin?

In 1999 the Nuremberg Chamber of Commerce (CCI) started the EUREM initiative and carried out first practical trainings "Energy Manager (CCI)" in Germany.

EUREM was subsequently developed 2003 - 2005 in a European project by the Nuremberg CCI as coordinator, the German-Portuguese Chamber of Commerce and Industry in Lisbon (DUAL), the Energy Institute in London and the Austrian Economic Chamber (WKÖ) in Vienna.

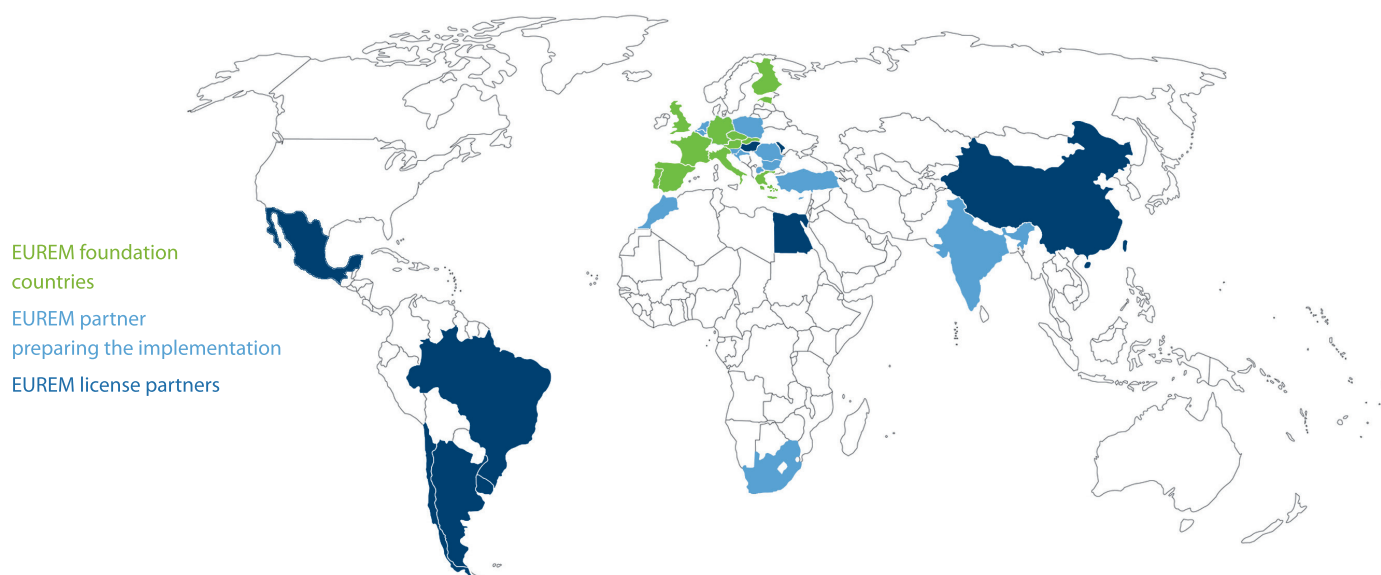
With 'EUREM.NET - Training and Network of European EnergyManagers', a successful follow-up project within the Intelligent Energy Europe Programme, EUREM was implemented in nine other EU countries between 2006 - 2009.

The current project 'EUREMplus: Boost Energy Efficiency in Manufacturing SMEs by Extending European EnergyManager Training and Network' (2013 - 2015) aims to extend the EUREM network to the six new countries Bulgaria, Croatia, Cyprus, Macedonia, Poland and Romania.

Where did the first EUREM trainings take place?

The first trainings were carried out 2004 in Austria, Germany, Great Britain and Portugal and 2008 in Czech Republic, Estonia, Finland, France, Greece, Italy, Poland, Slovenia and Spain.

The EUREM providers of ten of these thirteen countries joined to form the EUREM Consortium in order to provide regular EUREM trainings and to spread the EUREM brand worldwide after the end of initial projects, which were supported by the EU.



How does EUREM spread?

The EUREM training is expanding to all over the world. From India to Chile and from China to Mexico more and more partners join the energy expert network of EUREM.

More than 500 EnergyManagers annually are currently enrolled in the course, so that the threshold of 4,000 European EnergyManagers will soon be crossed.

Further information is available about the duties, responsibilities and contacts of the EUREM Consortium, and on how to become a EUREM licence partner, on pages 10 - 13.

EUREM foundation countries: completed EUREM Trainings – No. of qualified European EnergyManagers by 1.1.2014	EUREM Trainings	European EnergyManagers
Austria, since 2004 (3 sites)	17	382
Czech Republic, since 2008	6	80
Estonia (only one training carried out 2008)	1	13
Finland, since 2008	5	42
France, since 2008	3	30
Germany, since 1999 (31 sites)	157	1824
United Kingdom (2004)	1	6
Greece, since 2008 (2 sites)	6	69
Italy, since 2008	3	16
Poland (2008)	1	11
Portugal, since 2004	6	53
Slovenia, since 2008	5	121
Spain, since 2008	5	113
Total	216	2760

EUREM partner preparing the implementation

Belgium	2014
Bulgaria	2014
India	2014
Croatia	2014
Morocco	2014
Macedonia	2014
The Netherlands	2014
Poland	2014
Romania	2014
Turkey	2014
Cyprus	2014
South Africa	2015

EUREM licence partners in Europe, Asia and South America: by 1.1.2014: completed EUREM Trainings – No. of qualified European EnergyManagers

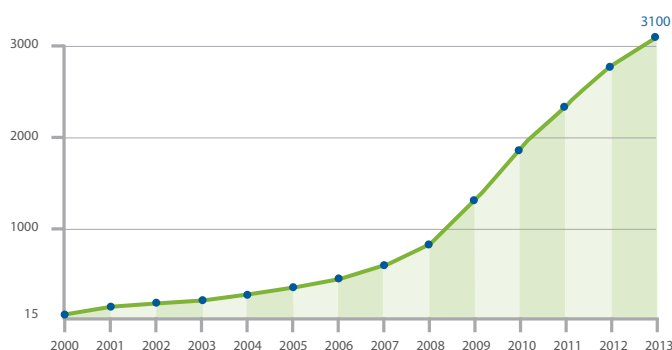
	EUREM Trainings	European EnergyManagers
Argentina, since 2011	2	25
Brazil, since 2011 (3 sites)	4	72
China, since 2011	2	20
Chile, since 2011	3	47
Egypt, since 2011 (2 sites)	2	40
Hungary, since 2011	5	65
Moldova, since 2012	4	39
Uruguay, since 2012	2	33
Mexico, since 2013	1	15
Total	24	356

Facts & Figures

The remarkable CO₂ reduction as well as energy and cost saving potentials, which were identified by more than 3,000 European EnergyManagers in their energy concepts, show that EUREM is the right way to implement energy efficiency in companies and to realize economic and ecological benefits.

Continuous evaluation of the energy concepts worldwide shows that on average each European EnergyManager makes the following savings with the energy concept developed during the EUREM training:

- ▶ Energy savings per EnergyManager: 750 MWh/a
- ▶ Cost reduction per EnergyManager: 30,000 EUR/a
- ▶ CO₂ savings per EnergyManager: 200 t/a



Number of participants at European EnergyManager Training cumulated.

The majority of projects in companies pays for itself within two to three years. It is satisfying that on average more than 75 percent – that means three out of four of the EnergyConcepts carried out during the EUREM training - are put into practice.

The energy saving potential identified by 3,000 European EnergyManagers during the EUREM training amounts to about 2.25 Mio MWh/a. That means the equivalent of the energy consumption of 562,500 households or 30 percent of the annual electricity production of a nuclear power plant. These are impressive figures, given that 75 percent of the energy concepts are implemented.

EUREM is therefore a practice proven instrument helping to achieve the energy and climate policy goals of the European Union. This was also emphasized by Vincent Berrutto, representative of the European Commission, who joined the

international Conference for European EnergyManagers in Prague.



Vincent Berrutto,
Head of Unit Energy
EASME, Brussels
at EUREM Conference
In Prague 2011



Robert Braun,
European EnergyManager,
Nuremberg Insurance Group, Nuremberg, Germany

In view of the limited availability of fossil fuels, rising prices and the climate impact, it is our duty to save energy and to consistently reduce consumption, to actively contribute to environmental and climate protection, to reduce energy costs and in this way guarantee the competitiveness of the company.

The Nuremberg Insurance Group is one of the largest insurance providers in Germany. The Business Tower, the Headquarters building in Nuremberg, provides a total of 4,000 jobs.

With the energy concept the cooling of the building was optimized. With a standby circuit for the existing ice storage, a tap-change operation at the cooling towers and a cold water flow temperature adapted to the consumption level, the efficiency of the plant was increased.

The energy concept shows us that simple optimization in control engineering can produce remarkable results. In our case we realized savings of 284 MWh and 84 tons of CO₂ per year. The pay-back period of the investment was less than six months.



2. The EUREM Training Programme – How is it structured?

How to become a European EnergyManager?

To become a member of the EUREM Community the EUREM training participants have to complete the following tasks:

- ▶ attend the EUREM workshops
- ▶ complete a written test
- ▶ work out a company-specific energy concept (project work)
- ▶ present the energy concept to an expert jury
- ▶ use the electronic network (eForum)
www.energymanager.eu
- ▶ be part of the EUREM community

After successfully completing these tasks the EUREM training participants receive the European EnergyManager certificate, which is generally awarded in a ceremonial act.

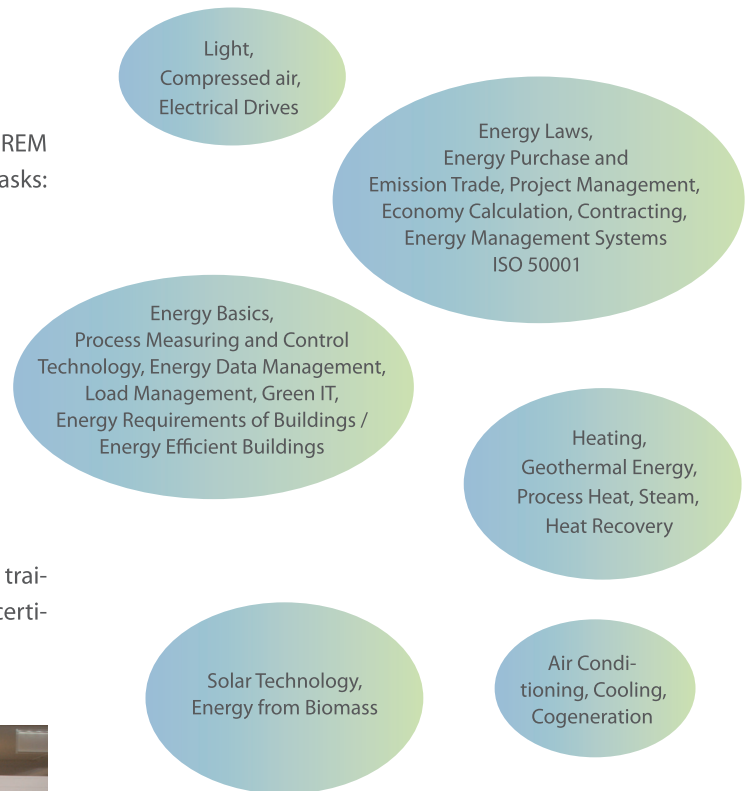


Awarding the EUREM certificates, Nuremberg 2012

EUREM – The compulsory contents

The contents of the EUREM training programme cover nearly all energy-relevant issues which can arise in a company. The EUREM Consortium is responsible for updating the basic contents. National training providers adapt the materials to country-specific requirements and add current themes e.g. wind power or national energy efficiency law.

The following contents are compulsory elements of the EUREM workshop curricula:



How long does the EUREM training take?

The EUREM training programmes are designed to cover 150 training hours à 60 minutes or 200 training units à 45 minutes (minimum).

In addition to the compulsory attendance, the participants have to develop the energy concept and complete online tasks in the eForum (E-learning, e.g. calculation tasks with the Excel Tools and experience exchange). The EUREM trainings usually last 6 to 8 months.



EUREM participants during group work, WKÖ, Vienna

The written test

A written test (approx two hours) takes place after finishing the compulsory training units. At least five areas from the compulsory contents will be examined. Each topic consists of a theoretical question and a calculation example.

The energy concept

The core of every EUREM training is the company-specific energy concept. This ensures the implementation of energy efficiency measures. The energy concept should deal with a current issue or a suspected weak point in the company.

Every energy concept must contain the following key elements which will be assessed:

- ▶ a basic analysis
- ▶ a description of the optimization potentials
- ▶ an economic calculation for the suggested measures

A long version of the energy concept (10-20 pages) in the national language, and a one-page summary in the national language and in English, must be submitted. EUREM trainers support and supervise the participants carrying out their energy concepts.

The final presentation

At the end of every EUREM Training the participants present their energy concepts in front of an expert jury. The members of the jury assume the role of the company management that

has to approve the project.

The EUREM Trainer Team

The wide variety of energy issues requires an interdisciplinary, highly qualified team of trainers, whereby all EUREM sites place great importance on the practical experience of their trainers.

There are already more than 650 EUREM trainers working worldwide and playing an important role in the EUREM network. They share their expert knowledge and know-how with the European EnergyManagers during the training units and via the eForum (discussion forum).



Evald Kranjčevi, Trainer in EUREM Slovenia

EUREM – national value

EUREM has become established as an outstanding recognised qualification for EnergyManagers in many countries. One of the reasons for this is that national energy authorities, energy regulators and other renowned energy institutes are EUREM cooperation partners or members of the expert jury in the EUREM countries.

National energy authorities and experts know the training programme and the savings it can achieve. They are convinced of its high quality and support EUREM for these reasons. As a result EUREM is nationally recognised in each of the EUREM countries.



Andrej Novak,
European Energy Manager,
URSA Slovenija d.o.o., 8000 Novo Mesto,
Slovenia

URSA is one of the leading companies in insulation products in Europe. We are a manufacturer of two different types of insulation products. Extruded polystyrene URSA XPS is an excellent thermal insulation product with high mechanical performance. Mineral wool products as URSA GLASSWOOL and URSA TERRA are optimum thermal and acoustic insulation products, used in many different applications for insulation of buildings.

Energy efficiency is the key element of the competitive production in the company URSA Slovenija d.o.o. and EUREM helped us to find additional saving potentials. Within my EUREM energy concept three energy efficiency measures related with the waste heat recovery were analyzed.

Based on the results of the analysis with relatively small investment significant savings were achieved. After the implementation of the suggested measures we saved around 1,863 MWh of natural gas and accordingly 396 tons of CO₂ emissions annually. Costs of implementation were around 20,000 and the payback time of the investment was 0.4 years.

Our good practice was also recognized on the European level and on the 2011 EUREM Conference in Prague, Czech Republic, my EUREM energy concept was awarded in the category of small companies (around 140 employees at the site where energy concept was realized).

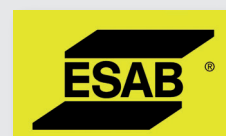


Josef Mihulka,
European Energy Manager,
ESAB VAMBERK, s.r.o.,
Smetanovo nábřeží 334, 517 54 Vamberk,
Czech Republic

ESAB VAMBERK, s.r.o. is one of the biggest companies worldwide in the area of the production of filler welding materials. The energy consumption of our production is relatively high, so the energy efficiency has always been an important issue in our company.

In 2008, we launched the energy project to reduce the energy intensity of our production. We have established regular energy meetings, the energy champions were trained etc. The completion of the EUREM course has helped us to find other options for energy savings. The EUREM Energy concept regards the decentralization of heat production using burning natural gas in ESAB VAMBERK. The project is aimed to decentralize the sources of the heat energy using only the natural gas as the energy input. The decentralization of the heat production and cancellation of the current central plant will bring many advantages: increasing the efficiency of the heat production in the beginning of sources (89% for steam sources and 98% for hot-water sources instead of the current 68%), heat savings due to the cancellation of the current distributions by up to 12,800 GJ/year, heat savings due to the cancellation of the current exchanger stations by up 4,900 GJ/year, decreasing heat consumption due to the higher quality of the regulation of its supply, decreasing emissions to the environment, decreasing fees for the air contamination, savings operational costs, high grade of automation and operation without operators. Due to the realization of this project there will be eliminated the emissions of solid contaminants and sulphur dioxide. Regarding the nitrogen oxides, they will be reduced by 91% and the carbon dioxide by 69% (9,598 t/a).

In the coming period we will focus on the possibility of heat recovery. Involvement and enthusiasm of all of our 650 employees helps us to achieve the desired objectives in energy saving.



3. EUREM – The ever-growing network for energy efficiency experts

How does the international network work?

More than 3,000 European EnergyManagers from 27 countries are already partners of this network of energy efficiency experts.

Workshops and the “eForum” www.energymanager.eu with the multilingual discussion forum offer an intensive personal and virtual experience exchange and transnational knowledge transfer. The yearly international conference for EnergyManagers (Nuremberg 2009 & 2013 / Vienna 2010 & 2014 / Prague 2011 & 2015) with some hundreds participants promotes personal contacts between the members of the EnergyManager community.



www.energymanager.eu

Since 2010 the EUREM AWARD has been given to outstanding energy efficiency projects from European EnergyManagers at the conferences. The winners of the award came from Austria, Czech Republic, Finland, Germany, Slovenia, Spain and Italy.



EUREM AWARD winner, Prague 2011

How to become a partner of the EUREM Community

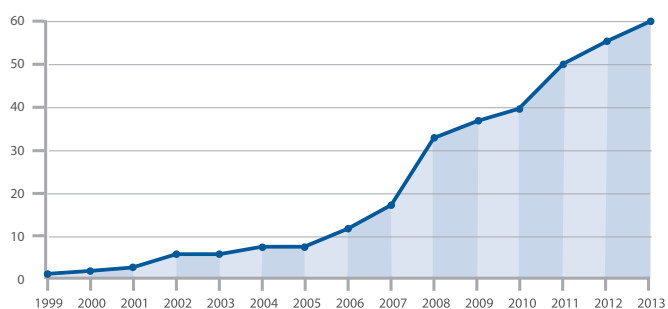
There are four possibilities:

1. As a qualified European EnergyManager, who has successfully completed a EUREM training and becomes a member of the international network.
2. As a trainer of the EnergyManager training programme.
3. As a new EUREM provider (license partner) in countries that have not yet introduced EUREM. If this is of interest, please contact the speaker of the EUREM Consortium.
4. As a regional partner of a EUREM provider, who has the EUREM rights for the specific country. With this strategy EUREM can be disseminated regionally and offered on several sites in a country. Successful examples of this are Austria (3 sites), Germany (31 sites) and Brazil (3 sites). If there is the wish to offer EUREM as a regional partner, please contact the EUREM provider of your country.

EUREM – Distribution in other countries

More and more countries are interested in implementing EUREM as an international qualification standard for EnergyManagers. The EUREM consortium created a licence model to meet this need. The tasks and the members of the consortium can be found on pages 12 - 13.

For countries in which EUREM is not already implemented, new providers can sign the licence agreement to obtain the right to offer EUREM exclusively in their countries.



Development of EUREM training providers worldwide, cumulated.

At the same time they become partners of the fast-growing international EUREM community.

The decisive factor is that the new partners agree to comply with the EUREM requirements. The necessary know-how and infrastructure must also be available to guarantee the high EUREM quality standards. The EUREM Steering Committee decides who will be accepted as a new partner.



And the next step? – EUREM's future

Many countries throughout the world are interested in implementing EUREM. At the moment negotiations are being carried out with Peru, Colombia, South Africa, Serbia and Ireland.

In addition, with support of the EU co-funded project EUREMplus, the EnergyManager training is being implemented in Bulgaria, Croatia, Cyprus, Macedonia, Poland and Romania.



Panel discussions and networking at the international EUREM Conferences in Nuremberg, Vienna and Prague

4. The EUREM Consortium

Why was the EUREM Consortium founded?

The EUREM Consortium was founded in 2009 to develop EUREM, to spread it throughout the world and to maintain the high EUREM quality standards.

The ten EUREM partners from Austria, Czech Republic, Finland, France, Germany, Greece, Italy, Portugal, Slovenia and Spain are members of the EUREM Consortium. An agreement signed by all ten partners regulates the activities of the EUREM Consortium.

The Consortium is represented by the EUREM Steering Committee that is also responsible for the operative work. At the moment the EUREM Steering Committee consists of those responsible for EUREM training in Germany (chairman), Austria (deputy chairman), Czech Republic, Finland, Greece and Italy.

The tasks of the consortium include:

- ▶ further development of EUREM contents and of standard training material
- ▶ software management (eForum, software updates)
- ▶ quality assurance
- ▶ marketing
- ▶ granting licenses
- ▶ finances
- ▶ organising the annual international EUREM conference

This work is financed by license payments and participant fees from all EUREM countries. The EUREM Steering Committee meets at least twice a year, checking the proceedings of the working programme and making decisions in joint agreement with the EUREM Consortium.



The EUREM Consortium

How is EUREM Quality guaranteed?

To guarantee the quality of all EUREM trainings worldwide, EUREM Quality Assurance has been carried annually out since 2012. All EUREM providers have to submit information on the compulsory EUREM elements and documentation. This information is evaluated and suggestions for improvements are made to the EUREM providers.

The evaluation and feedback with green, yellow and red traffic lights motivates all EUREM providers to constantly improve their programme, so that EUREM will continue to be an ambitious, standardized international training and network programme in the future.

Members of the EUREM Consortium / EUREM Steering Committee

GERMANY, Chairman of the Steering Committee
and Consortium, member of the EUREM Consortium



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