

The PERMANENT project introduces 2 important international protocols for energy efficiency project developers and financiers:

- The International Performance Measurement and Verification Protocol (IPMVP) for 'measuring' and reporting energy savings.
- The International Energy Efficiency Financing Protocol (IEEFP) for evaluating the risks and benefits of energy efficiency investments.

PERMANENT **educates** financiers, project developers and energy users about how energy efficiency projects can have *permanent* results.

Distrust in the predicted energy savings and their permanence is the most common barrier to the *huge investment opportunity* in energy efficiency projects.

However a commitment to fair and transparent reporting of achieved savings creates **credibility** in the risk management inherent in project proposals. With good risk management and savings documentation, many financiers are already recognizing the collateral value of energy savings. They are opening up new investment opportunities for themselves.

The PERMANENT project provides training on the techniques of building credibility into energy efficiency projects, so their results are **permanent and attractive** to the investment community.

Consortium:



CZECH REPUBLIC



BULGARIA



ROMANIA



BULGARIA



POLAND



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PERMANENT

Performance Risk Management for Energy Efficiency Projects Training Sessions

International Energy Efficiency Financing Protocol IEEFP – Training

Despite the huge investment opportunity, there is a **lack of commercially attractive financing** for energy efficiency projects.

Traditional financing seeks hard assets for collateral. However energy efficiency project equipment usually has no collateral value, once installed in a facility. Therefore financiers traditionally seek other assets, but they usually are unavailable. As a result, energy efficiency projects are not financed.

Financiers do not commonly recognize the **collateral value of the positive cash flow generated by the energy savings**.

IEEFP reviews the key steps for financiers in properly evaluating the collateral value of energy efficiency projects. It summarizes well known procedures for: risk management, savings measurement and reporting, and contracting to provide good management of investment funds.

IEEFP has been translated for the countries of the PERMANENT project.

Understanding of IEEFP is vital for financiers to capitalise on this vast investment potential.

Watch PERMANENT's website for our schedule of financier Training Sessions on the evaluation and unique lending practises suited to energy efficiency projects.

€100 billion -

the world wide investment needed to make existing facilities energy efficient.

**“You can't manage
what you don't measure”**

Performance *measurement* is key to the *management* needed to ensure energy efficiency investments produce reliable and *permanent* results.

The PERMANENT project's key training themes are:

- Evaluating the **risk management** inherent in an energy efficiency proposal
- Understanding the '**measurement**' of unused energy
- **Common procedures** for computing actual savings from measurements
- Contents of **transparent savings reports**
- The **collateral value** of well-documented savings.

PERMANENT presents a variety of training sessions. They are given separately for **financiers** and **project developers/facility owners**. Trained instructors with appropriate background will provide the training and a copy of the appropriate Protocol.

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International Performance Measurement and Verification Protocol IPMVP – Training

Unlike energy usage, energy savings *cannot be measured*. Savings can only be estimated by comparing energy use before and after an energy saving project is installed. Adjustments are usually needed for changes that happened in the mean time.

IPMVP is the most widely used guidance on '**measuring**' and **transparently reporting actual savings**, for any type of energy user efficiency project.

IPMVP procedures support innumerable energy performance contracts around the world, simplifying ESCO contract terms and focussing on results management.

IPMVP has been customized and translated for the countries of the PERMANENT project.

Understanding of IPMVP is vital for project developers seeking to sell and finance their projects, or for energy users seeking to buy such services.

Watch PERMANENT's website for our schedule of Training Sessions on 'measurement and verification' of energy savings.

The logo for PERMANENT features the word "PERMANENT" in a white, serif, all-caps font. To the right of the text is a circular emblem containing a stylized white leaf. The entire logo is set against a solid green rectangular background.