



Energy Consulting - Who helps the small guys?

Christoph Petri, DIHK

5th International Conference for European EnergyManagers
14th - 15th May 2014, Vienna



■ Outline

- Who are the small guys?
- What have the small guys already done?
- Obstacles
- What would help?
- SME support projects

Who are the small guys?

company category	employees	turnover	or	balance sheet total
medium-sized	< 250	≤ € 50 million		≤ € 43 million
small	< 50	≤ € 10 million		≤ € 10 million
micro	< 10	≤ € 2 million		≤ € 2 million

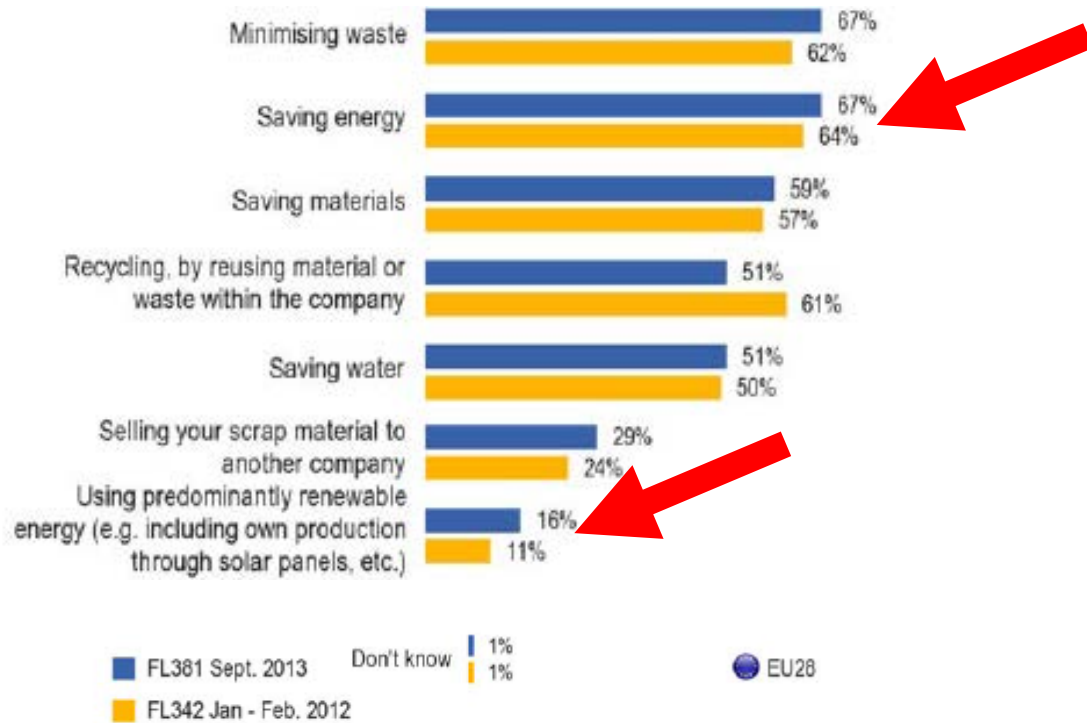
More than 20.7 million SMEs represent more than 98 % of all European businesses and provide 67 % of total employment.

e.g. Austria > 300.000 SMEs
 Germany > 2.100.000 SMEs
 Czech Republic > 900.000 SMEs

Source: EC, SME Performance Review 2013

What have the small guys already done...

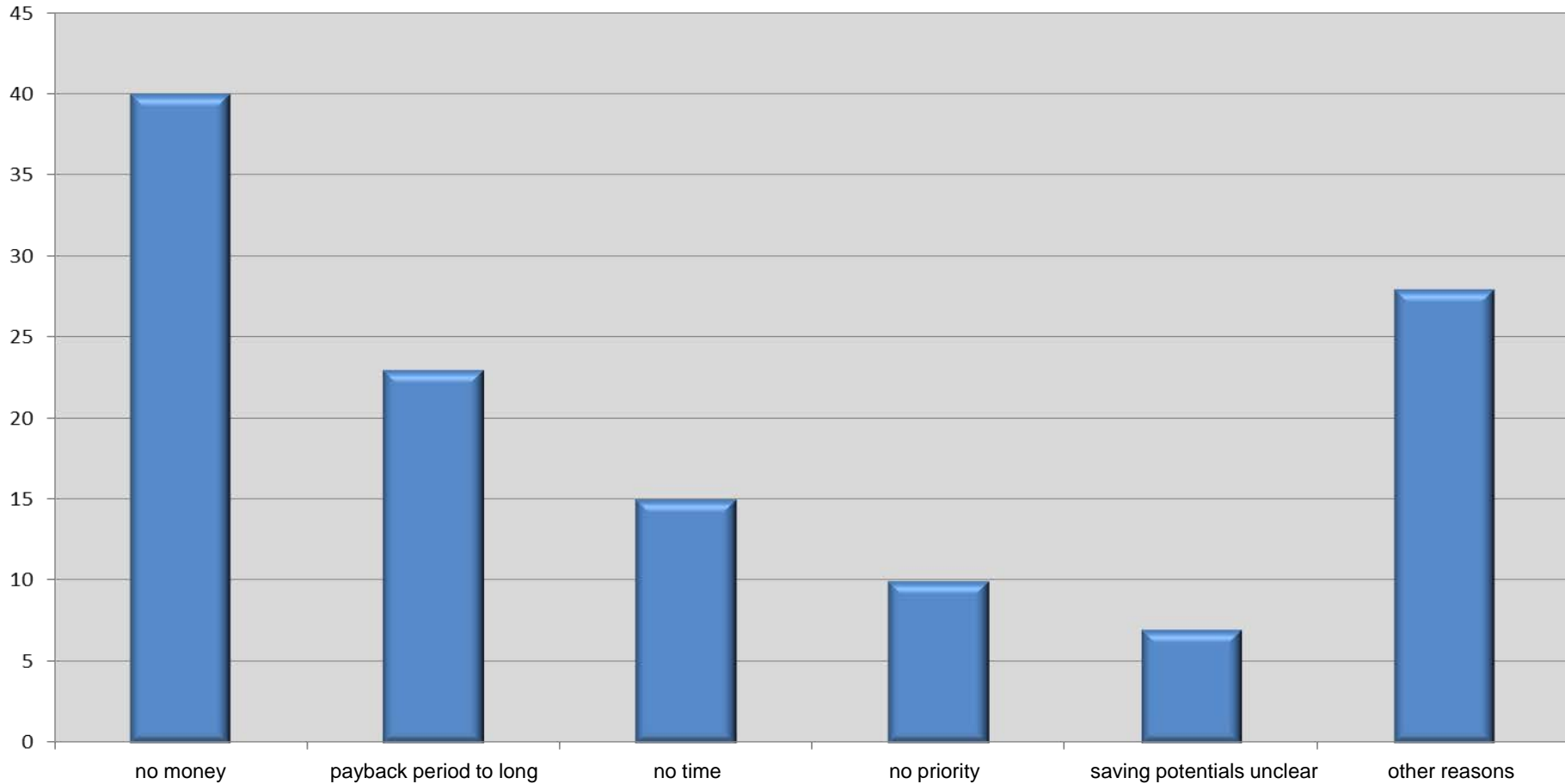
What steps does your company currently take to be more resource-efficient ?



Split B = 5,497

Source: Flash Eurobarometer 381, 2013, EC

Obstacles to the implementation of energy efficiency measures in companies



Reasons cited for not implementing measures.

n = 123
EUREM



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Obstacles to the implementation of energy efficiency measures in companies

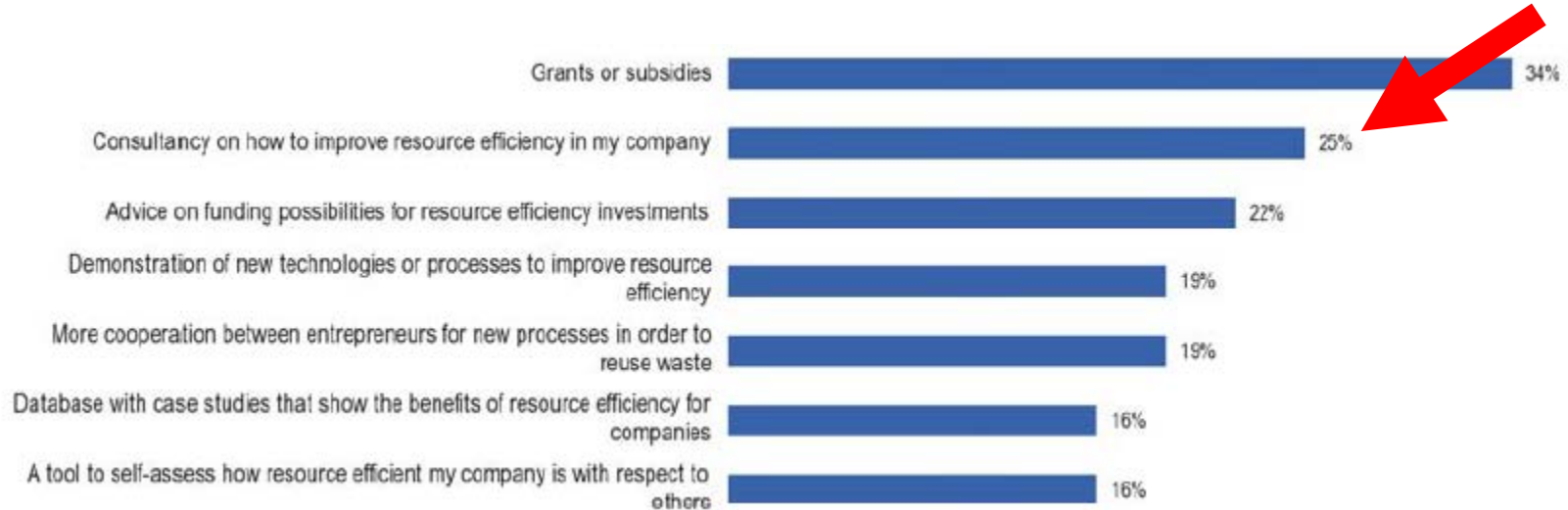


- lack of knowledge
- transaction costs
- share of energy costs too low
- experience with energy consulting
- missing holistic approach
- internal responsibility
- missing energy cost control
- decision for investment based on payback period only

What would help?



Which of the following measures would help your company most in order to be more resource-efficient?



Base: All SMEs = 11,207

Source: Flash Eurobarometer 381, 2013, EC

SME support projects



partnership on climate protection, energy efficiency and innovation



IHK-Informations- und Qualifizierungsoffensive für Klimaschutz und Energieeffizienz

information campaign

> 5.600 coachings



professional training campaign

> 540 EUREMs
> 100 energy officers



best-practice group for climate-protection and energy efficiency

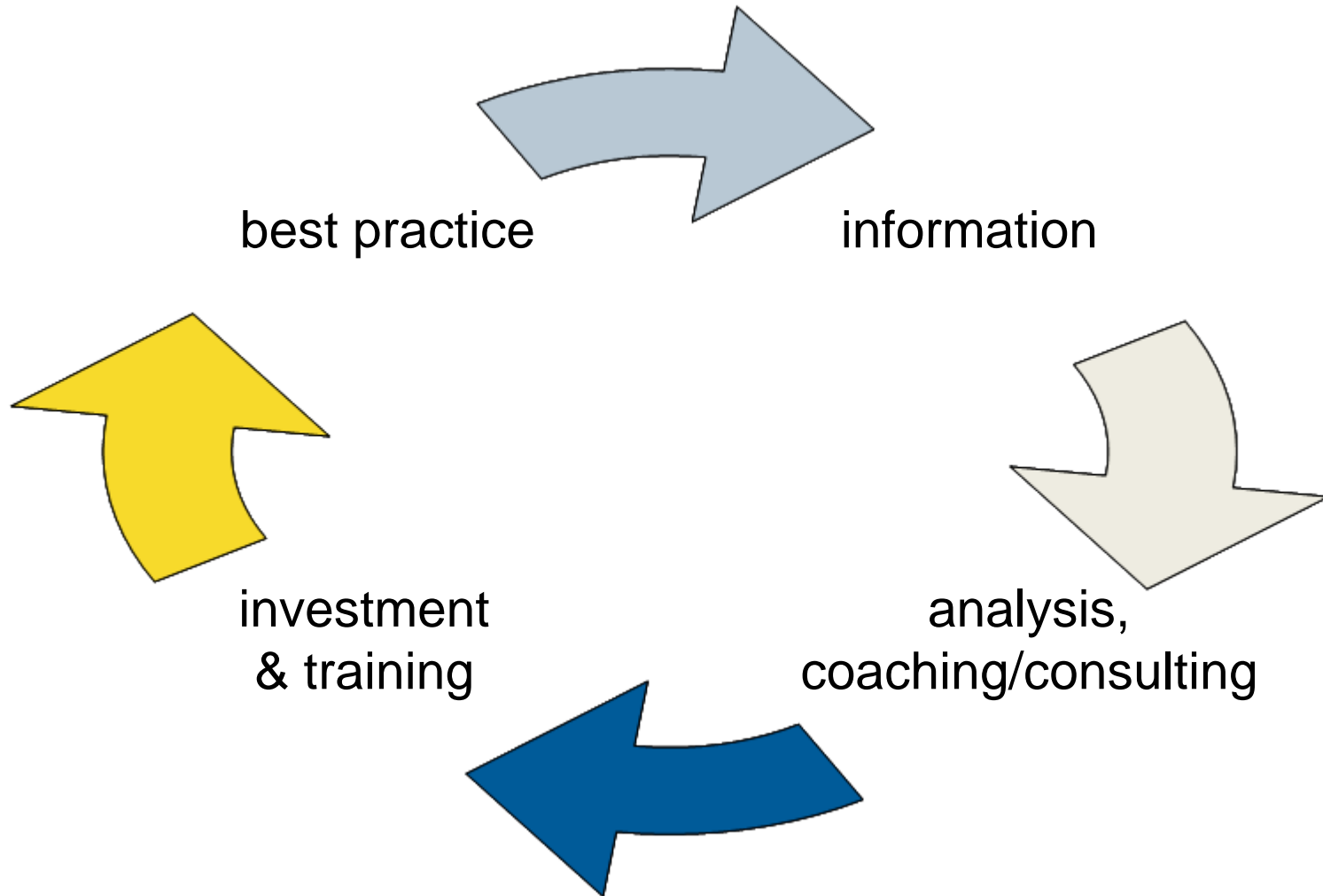
28 members



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project design



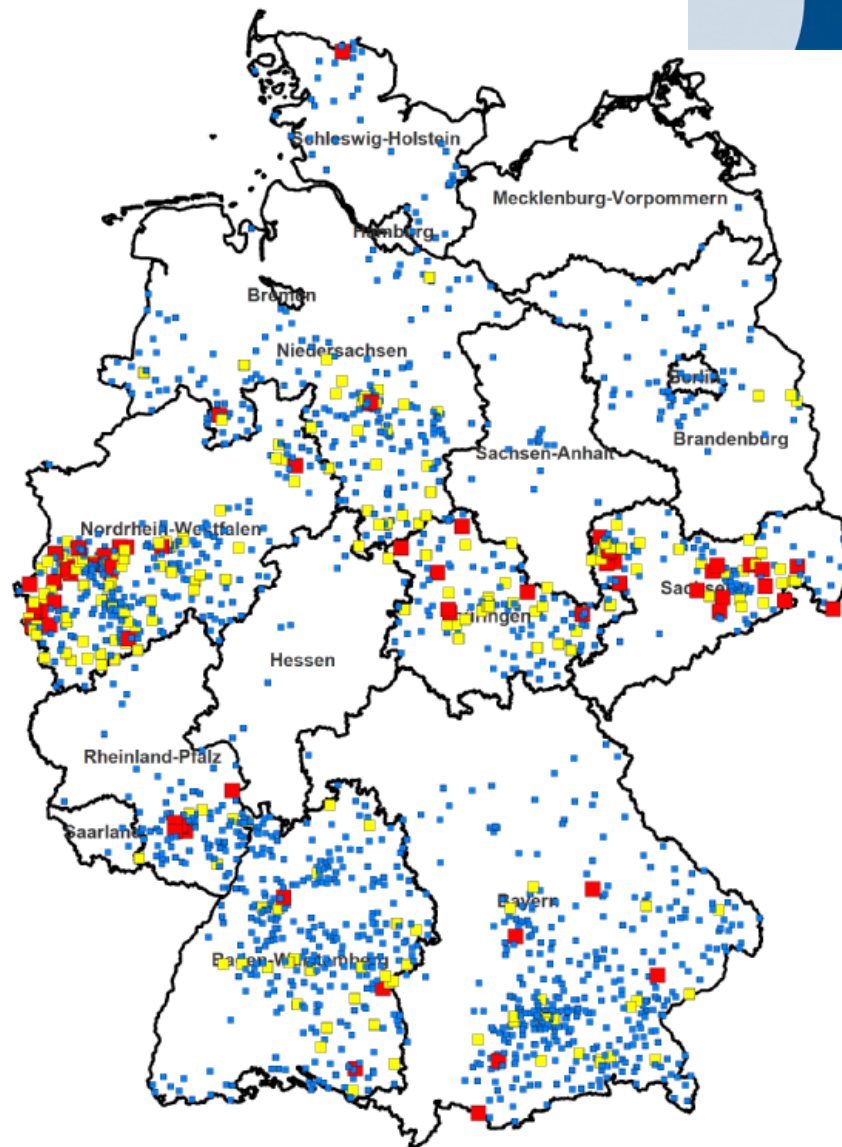
Energy Efficiency Coaching

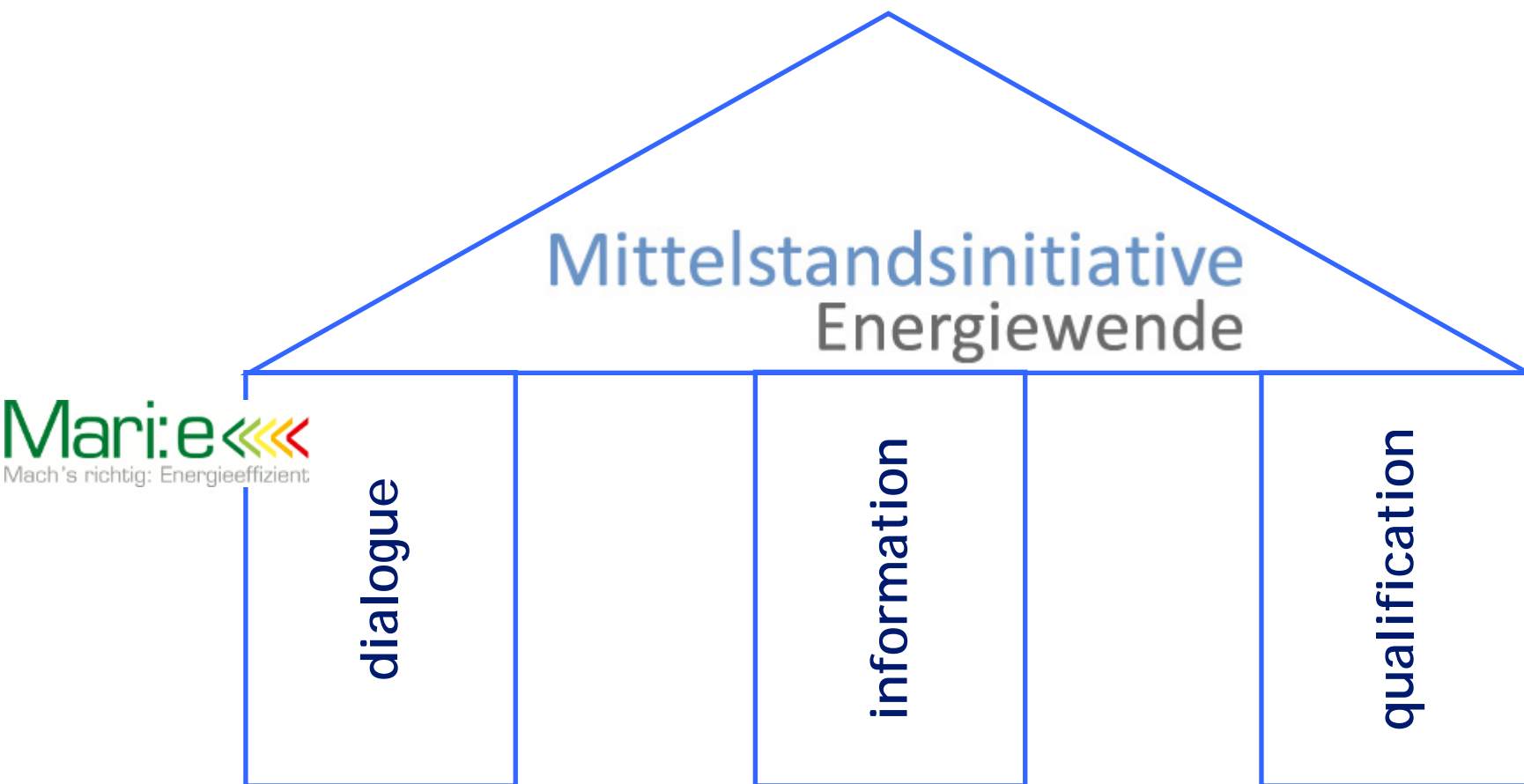


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Evaluation

- > 80 % good or very good
- > 90 % would recommend





Christoph Petri

**DIHK – Deutscher Industrie- und
Handelskammertag**

**Mittelstandsinitiative Energiewende
SME Initiative Energiewende**

Tel.: +49(0)30 20308-2242

E-Mail: petri.christoph@dihk.de

www.mittelstand-energiewende.de