

ENERGIESPRONG ¹	NETHERLANDS	 ACTIVE
BUSINESS MODEL CATEGORY	One Stop Shop Model - Multidisciplinary-team collaboration	
TARGET BUILDINGS RENOVATION	Multi-family buildings (social housing sector), public owner	
DESCRIPTION	<p>Energiesprong is a Dutch program that has developed energy renovation kits for the social housing stock built between 1950 and 1970 in the Netherlands. The project involves several actors, Energiesprong plays the role of an Energy Renovation Facilitator, as it succeeded in bringing together different stakeholders as the public building owner (social housing associations) with private contractors. The building owners are widely involved in this process as they take the financial risk because of the bank's loan, they invest in the energy refurbishment of the houses and they receive the rent and energy bills paid by the tenants until the loan is repaid. Moreover, there is a private company that has the assignment to rate the projects submitted by energy renovation companies as these latter have to guarantee: a 3-day delivery timetable, aesthetic attractiveness of the project and a 30-years insurance-backed energy performance. For what concerns the intervention, the changes interest the roof, the floor, the heating plant, the façade and the walls' insulation.</p> <p>It is possible to operate on at most 3-4 floors buildings. The process is characterised by the use of prefabricated components and the heating plant is always put outside the house in order to gain internal space and avoid annoying noises. The principal aim is to try to sell to people something they have never been interested to, in other terms, try to create a business model as there is still very little demand for nZEBs. However, for private owners it has been stated that other 3 years, at least, are needed in order to set up the conditions for them to invest in such interventions. Finally, this method does not foresee a free field of action for the architect, as it is basically based on prefabrication and industrialisation models, that for their nature do not take into account a free architectural composition approach.</p> <p>An Energiesprong renovation is financed in two ways: through energy cost savings from tenants and by reduced maintenance and repairs costs for building owners (municipalities, housing associations). The objective is that tenants have the same monthly expenses – they pay the owner (municipality, housing association) an energy service plan instead of the bill of the energy supplier. The housing association can now use this income stream to pay for the renovation.</p> <p>In most markets (including the Netherlands) legislation needs to allow the conversion of the monthly energy bill into a so-called energy plan for the housing association.</p>	
SERVICE PROVIDER	Local technology providers under the coordination of the Energiesprong teams (market developers) acting as facilitators	
KEY PARTNERS IN THE SUPPLY CHAIN	Local authorities, financial partners, technology providers, installers.	
COST AND REVENUES	The costs for the service providers are that related to the renovation work (prefabricated components and heating plant), salaries, etc. Revenues are based on a standard remuneration for each intervention.	
CONTACTS	http://energiesprong.eu/	

¹ <http://energiesprong.eu/>





© Energiesprong www.energiesprong.eu

SWOT Analysis

<p>S</p> <ul style="list-style-type: none"> • Holistic solution to all energy and energy-savings demands • Quick to install once manufactured (less than a week) • Offsite manufacture, high accuracy • Non-intrusive retrofit, with no need to move out during the works • Energy performance contract generated to guarantee the long-term performance of improvements • Improvements to residents' quality of life • Aesthetic improvements • Evidence so far is that energy performance is not a problem and the retrofitted homes are net suppliers 	<p>W</p> <ul style="list-style-type: none"> • Potential planning issues • First deployment will only cover certain types of houses
<p>O</p> <ul style="list-style-type: none"> • Funding opportunities for a pilot scheme • Very visible • Drives innovations and integration of solutions: e.g. new high performance packages rather than improving existing solutions • Innovation in technology very fast (prices dropped 30%; installation times have halved since the project start) 	<p>T</p> <ul style="list-style-type: none"> • Lack of expertise and contractors in each of the proposed countries (at the moment) • New business model • Requires a decent building stock and cost could increase for properties in the need of deep renovation works

