

ENERGIEHELD SWITZERLAND



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ACTIVE

BUSINESS MODEL CATEGORY	One Stop Shop Model – complementary business provided by utility
TARGET BUILDINGS RENOVATION	Residential buildings
DESCRIPTION	<p>Energieheld Switzerland is a consulting portal operated by Energieheld Germany and CKW, an energy utility company. The portal offers renovation solutions for private and commercial customers in German-speaking Switzerland. Energieheld offers advice on suitable renovation solutions and subsidies, as well as a network of regional specialist companies from the heating, photovoltaic, solar thermal, insulation, roof / window, electricity storage and energy consulting sectors throughout Switzerland.</p> <p>At the same time, Energieheld offers regional trade partners the opportunity to benefit from regional inquiries and to market their services in a simple and targeted manner.</p>
SERVICE PROVIDER	Energy utility
KEY PARTNERS IN THE SUPPLY CHAIN	Contractors, Products/heating system suppliers, financial institutions, energy consultants
COST AND REVENUES	Customer pays for the renovation while the service provider takes charge of the whole costs (salary of product manager, marketing, consultancy, administration and support) earning money from the partners of the value chain involved, paying a fee to become members of the cooperation cluster
CONTACTS	<p>Website: www.energieheld.ch</p> <p>Email: kontakt@energieheld.ch</p>

SWOT Analysis

<p>S</p> <ul style="list-style-type: none"> The portal offers useful information about building renovation in one place, free of charge and without obligation. Detailed focus on state subsidies of Switzerland. In addition the portal offers competent advice and the opportunity to realize individual and demanding projects, via request forms Thanks to a network of spread crafts partners. Yes. After consulting Energieheld, a suitable partner will contact you and make you a suitable offer. 	<p>W</p> <ul style="list-style-type: none"> The online consultation (form request) could represent a barrier for non-competent customers, that are non supported in the compiling phase, in particular for the selection of plants they are interested in and the selection of a consultancy service.
<p>O</p> <ul style="list-style-type: none"> In Switzerland wood heatings, heat pumps (except air-to-air heat pumps), solar thermal energy, district heating, photovoltaic systems and the insulation of facades, roofs, walls and floors are currently being promoted through subsidies. However, the subsidy amounts vary greatly from canton to canton. 	<p>T</p> <ul style="list-style-type: none"> The customer could prefer to have a personal contact with the auditor and the consultants. The basic energy audit report is not very detailed and comprehensive. The availability of different levels of detail could confuse customers.

