Towards more energy efficient industry sectors

Recommendations for SMEs, based on the results from 9 EU projects

The ICCEE project has received funding from the European Union’s Horizon 2020 research and innovation programme under grant agreement no. 847040.
Direct recommendations & observations

Have a comprehensive approach to barriers.

**Change the narrative** as the accent should not be put only on financial benefits of audits, but multiple ones.

More on the project [here](#).

Trainings and flexibility are crucial to gain trust.

Implementing several **meetings with other companies from the same industry** helps the process.

More on the project [here](#).

The behavioral aspect is important to take into consideration to activate SMEs by organizing them **together** and enabling them through **training materials and best practices**.

Take into consideration **high cultural differences** between countries, there is a lack of culture in working together but a push for energy communities could help.

Look at the issue from a **global perspective** by adding **renewables** and not just focus on energy efficiency.

More on the project [here](#).
Have a clear and open communication, targeting what the SMEs have as priority and framing it into the benefits on energy efficiency analysis and measures (one to one engagement).

Time is precious
Online training courses for SME staff should be efficient and have proper content & duration.

Easy accessibility is key
ex: SMEmPower training platform

Constant involvement and dialogue with institutions, authorities and funding bodies. SMEs have a high untapped energy saving potential which can be unlocked by overcoming structural, market and financial barriers.

Despite existing policies, most SMEs didn’t get an energy audit in the last 5 years, do not have an energy manager and have implemented only “easy” energy measures: policy to support energy efficiency in SMEs must be strengthened and accompanying SMEs is key.

Early engagement of SMEs is fundamental

Listen to SMEs first, get a clear understanding of their needs (local workshops)

Base all relationships on trust and reliability

Recommendations & observations

Closer look at SMEmPower

Default image

Default logo

Default text

Default subtitle
Recommendations & observations
from all sister projects

Consider mandatory energy audits for SMEs, with simple processes, to create a demand driven-market for both internal capacity building and external energy auditors and assess effectiveness of this obligation.

Develop (and promote) suitable financial mechanisms for SMEs. Joined up tax incentives, grants, revolving funds and energy tariff structures could incentivise investment.

Awareness raising and communication of existing policy instruments for SMEs.

Comprehensive approach to barriers is key.

Engaging and giving accessibility to provide dialogue and involvement.
Adding renewables is key for a bigger change, pushing only for energy efficiency is not enough.

Promote the **multiple benefits of energy efficiency**. Thermal comfort, staff health, building value, reduced maintenance and brand image also have value for SMEs.

**Flexibility** is crucial to gain trust, have several meetings with other companies from similar industries helps the process.

Further evaluate a combined approach with **a mix of different instruments**.

**Sector and size specific policy instruments.**

Encourage a range of support mechanisms to **meet different needs**. Information alone is not enough, SMEs need support through the implementation phase too.

**Adaptability**

No "one-size fits all" solutions, we need targeted and tailored trainings.

Training is required at **all levels** including SME staff, energy experts, finance providers, industry associations.

**Training**

Activating SMEs and organising them together with best practices and training materials, there is still a lack of culture to work together.

**Expanding**

Adding renewables is key for a bigger change, pushing only for energy efficiency is not enough.

**No “one-size fits all” solutions, we need targeted and tailored trainings.**

Further evaluate a combined approach with **a mix of different instruments.**

**Sector and size specific policy instruments.**

Encourage a range of support mechanisms to **meet different needs**. Information alone is not enough, SMEs need support through the implementation phase too.

**Adaptability**

No "one-size fits all" solutions, we need targeted and tailored trainings.

Training is required at **all levels** including SME staff, energy experts, finance providers, industry associations.

**Training**

Activating SMEs and organising them together with best practices and training materials, there is still a lack of culture to work together.

**Expanding**

Adding renewables is key for a bigger change, pushing only for energy efficiency is not enough.