



Joint European-Latin American  
Universities Renewable Energy Project

# COOPERATION WITH THE PRIVATE SECTOR

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# Outline of the presentation

- The need for cooperation
- The relevance of the private sector to JELARE
- An example of cooperation from Hamburg
- Results of the cooperation
- Conclusions

# The need for cooperation



- The private sectors offer a valuable opportunity to explore synergies and enhance **local jobs opportunities**, foster **local investments** and reduce the need for import of fossil fuels, three of JELARE´s priorities.
- Cooperation offers **private (and public!) institutions** related to the Renewable Energy sector **technical** and **methodological support** in order to implement technologies, strategies or political frameworks for RE.
- Links with the private sectors are useful to the project and beneficial to the participant universities.

# The relevance of the private sector to JELARE

- The private sector offers a good basis to test technologies, methods and approaches
- Since they are sources of employment, links with the private sector may lead to new investments and jobs
- All JELARE universities may benefit from such links be it in respect of placements, Theses or joint projects.



# An example of cooperation from Hamburg



- HAW Hamburg started a cooperation with the VHH (a local bus company)
- The company wants to invest on energy efficiency and renewable energy but did not know where/how to start
- HAW agreed to help and secured a 3 mths contract to do so
- The results of the work provided a basis for the company to save over Euro 65.000/year and invest Euro 590.000 in energy savings and solar panels
- At least one job was created and many will be upkeep.

# Methodology

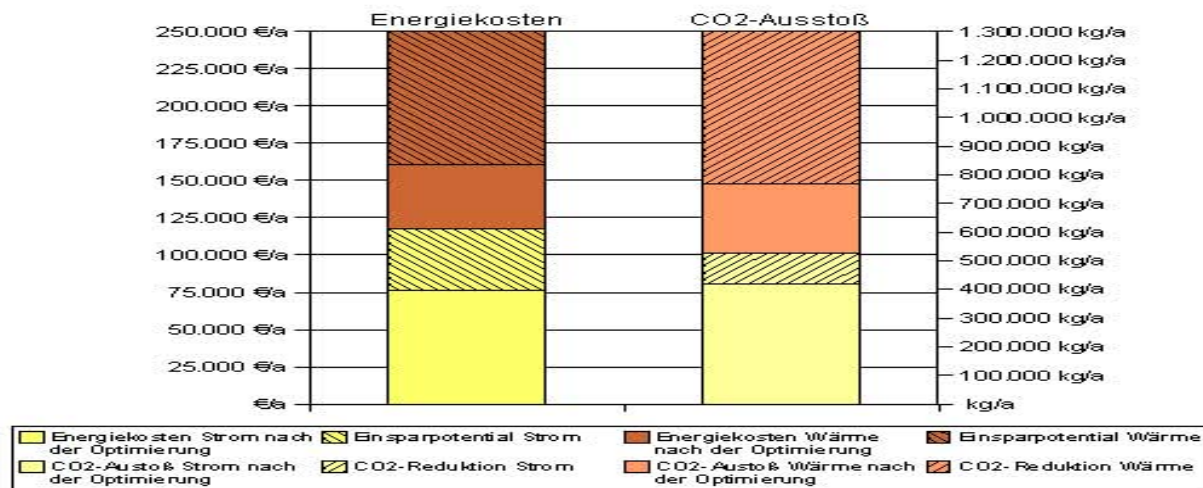
- 1<sup>st</sup> Step: getting to know the company (100 years!)
- 2<sup>nd</sup> Step: investigation in the facilities to record energy use and losses
- 3<sup>rd</sup> Step: calculations to put a cost on the energy use and losses and possible renewable energy options
- 4<sup>th</sup> Step: list of the steps the company needs to take to reduce costs and the options for the use of renewable energy (investments)
- 5<sup>th</sup> and final step: final discussion and draft of a concept for implementation with all relevant options and costs.

# ENERGIESPAR-AUDIT MEDIUM

Projektkoordination: Prof. Dr. W. Leal  
 Auftraggeber: Verkehrsbetriebe Hamburg-Holstein AG,  
 Betriebshof Bergedorf

Auditor: Dipl.-Ing. Detlef Borst  
 Co-Auditor: Dipl.-Ing. Peer Schuback

## Übersicht der Einsparpotentiale



Energiekosten Strom vor der Optimierung	118.000 €/a
Einsparpotential Strom	41.000 €/a
Energiekosten Strom nach der Optimierung	77.000 €/a

Energiekosten Wärme vor der Optimierung	133.000 €/a
Einsparpotential Wärme	90.000 €/a
Energiekosten Wärme nach der Optimierung	43.000 €/a

# Results (I)



- VHH now knows how solar energy may help them
- HAW showed them the advantages and the areas where panels could be placed
- HAW calculated the investments needed and return rates (6 years)
- The company decided to go ahead!
- It will soon be producing about 7% of its own needs

## Results (II)



- VHH as a company now has a renewable energy and climate concept and is proud of it
- HAW was able to develop a technology for assessment of energy losses, savings and investments
- A new business niche was found and a second company (Hamburg Waste Processing Company) is now interested. More will follow.
- This technology is now available to the network and can be used in Brazil, Bolivia, Chile, Guatemala, Latvia and elsewhere!



## Lessons learned

- The JELARE project as a whole and data and services are useful to the private (and public!) sector and will be used
- We can organise **Staff Capacity Building Programmes** on energy audits and savings, as well as on new technologies
- We can advise the companies on the BAT for them
- This will strengthen **Partnerships, Networking** and the use of JELARE 's results by companies.

# Thank you for your attention!

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