



Scheme Decision Map Barriers Tool

This document is composed within Work Package 2, Task n.4
“Contexts, transferability and framework for thinking about scheme
design”

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Access all Reference models [here!](#)

Scheme Decision Criteria	Barrier	Action, if barrier is present	Reference models
Implementation Model	Lack of ESCO players on the market	You need to consider Separate Contractor Based model	Fedesco, Eandis EDLB, ESCOLIMURG2020, Energies POSIT'IF, Saerbeck, OxFutures, Brixton Energy Co-op, Warm Up North, SPEE Picardie
	Lack of trust in EPC/ESC contract models	If lack of trust, choose Separate Contractor Based models	Fedesco, Eandis EDLB, ESCOLIMURG2020, Energies POSIT'IF, Saerbeck, OxFutures, Brixton Energy Co-op, Warm Up North, SPEE Picardie
	Local ESCO market practices do not meet the program level of ambition (e.g. in case of deep retrofit)	If local ESCO market practices do not meet the program level of ambition, choose Separate Contractor Based models	Fedesco, Eandis EDLB, ESCOLIMURG2020, Energies POSIT'IF, Saerbeck, OxFutures, Brixton Energy Co-op, Warm Up North, SPEE Picardie
Operating Services	Lack of demand from potential beneficiaries (building owners)	You need to include marketing services in the PDU's business model in order to increase awareness	All, except Rotterdam Green Buildings
	The size of the projects (in terms of energy consumption, energy savings and/or investment potentials) are too small to be economically viable (e.g. in relation to transaction costs or energy savings levels) or too small to be attractive for the supply market	You should include aggregation services in the PDU's business model	BERLIN, RE:FIT, Vlaams Energiebedrijf, Fedesco, Energies POSIT'IF, Rotterdam Green Buildings, Milan, ENSAMB, Brixton Energy Co-op, PadovaFIT!
	Limited financial resources available to fund the PDU	You should envisage facilitation services only	REDIBA, BERLIN, RE:FIT, Vlaams Energiebedrijf, OSER, Fedesco, Eco'Energies, Energies POSIT'IF,

			OxFutures, Rotterdam Green Buildings, Milan, ENSAMB, Brixton Energy Co-op, EERFS, SUNSHINE, PadovaFIT!
	The Separate Contractor Based model is the only available implementation model	You should envisage integration services	OSER, Fedesco, Eandis EDLB, ESCOLIMBURG2020, Energies POSIT'IF, Cambridgeshire MLEI, Warm Up North, SPEE Picardie
	Lack of financial know-how amongst the beneficiaries of the projects	You should envisage providing financial advice services	REDIBA, BERLIN, RE:FIT, OSER, Fedesco, Eandis EDLB, ESCOLIMURG2020, Eco'Energies, Energies POSIT'IF, Cambridgeshire MLEI, OxFutures, Milan, ENSAMB, Brixton Energy Co-op, SUNSHINE, Warm Up North, SPEE Picardie, PadovaFIT!
	The beneficiaries are unable to ensure financing of their projects or financing terms available on the market are inadequate	The PDU should include financing services into its business model	OSER, Fedesco, Eandis EDLB, ESCOLIMURG2020, Energy Fund Den Haag, Energies POSIT'IF, Cambridgeshire MLEI, OxFutures, EERFS, SUNSHINE, SPEE Picardie, KredEx
Ambition/Targets	Difficulty to overcome low level of ambition	You should look at models that target 50% and/or 75% reduction of energy consumption	OSER, Eandis EDLB, ESCOLIMURG2020, Energies POSIT'IF, SUNSHINE, SPEE Picardie, KredEx
	Lack of financial resources to fund the projects	You should select models that are limited to 35% reduction of energy consumption	REDIBA, BERLIN, RE:FIT, Vlaams Energiebedrijf, Fedesco, Rotterdam Green Buildings, Milan, ENSAMB,
	Legal or policy constraints to achieve carbon neutrality	You should look at models that achieve carbon neutrality	Saerbeck
Funding Vehicle	Lack of own funds to finance		All, except Fedesco and Cambridgheshire MLEI,

	projects	You should select models that use external funding (Financial Institutions, ESCOs, Utility funds)	Brixton Energy Co-op and SUNSHINE
	External financiers are not willing or not interested in financing your projects	You should envisage setting up you own Investment fund	RE:FIT, ESCOLIMBURG2020, Energy Fund Den Haag, Energies POSIT'IF, Cambridgeshire MLEI, OxFutures, EERFS, SUNSHINE, KredEx, PadovaFIT!
	Customer for EPC/ESC projects require one-stop-shop solutions	You should envisage ESCO financing	REDIBA, BERLIN, RE:FIT, Vlaams Energiebedrijf, OSER, Eco'Energies, Rotterdam Green Buildings, Milan, EERFS, PadovaFIT!
Financial instruments	There are strong requirements to get off-balance or debt deconsolidating solutions in place	You should look at Renting/Leasing, EPC/ESC financing or Forfeiting as financial instruments	REDIBA, BERLIN, RE:FIT, Vlaams Energiebedrijf, OSER, Eco'Energies, Cambridgeshire MLEI, Rotterdam Green Buildings, Milan, SUNSHINE, PadovaFIT!
	Projects do not deliver the required return on investment	You should look at additional grants as financial instrument	REDIBA, BERLIN, RE:FIT, OSER, Eandis EDLB, ESCOLIMURG2020, Eco'Energies, Energies POSIT'IF, Saerbeck, OxFutures, Rotterdam Green Buildings, ENSAMB, Warm Up North, SPEE Picardie, KredEx, PadovaFIT!
	Financial institutions are not interested in financing projects or projects are perceived as being non-bankable	You should look at alternatives such as Equity/Own funds, Grants, Guarantees or EPC/ESC financing	All
	There are no own funds available	You should look at Loans, Bonds, Grants, Renting/Leasing, EPC/ESC financing or Forfeiting	All, except Fedesco and Brixton Energy Co-op
Staff requirements	There is no possibility to hire any	You should look at models that	Eco'Energies, Energy Fund Den Haag,

	significant staff to operate the PDU	have Low Staff requirements	Cambridgeshire MLEI, EERFS, KredEx
Equity or funding requirements	There are only limited means available to fund the PDU	You should look at models that have Low Equity or funding requirements	Eco'Energies, Cambridgeshire MLEI, ENSAMB,
Scalability of the model	It seems difficult to grow the size of the energy efficiency program in the current context	You should look at models that are Highly Scalable	REDIBA, BERLIN, RE:FIT, Vlaams Energiebedrijf, Saerbeck, Rotterdam Green Buildings, Milan, ENSAMB, SUNSHINE, Warm Up North, SPEE Picardie, KredEx