



IN COLLABORATION WITH



# DUBAI, UAE

## FEBRUARY 19-23, 2017

# HIGH-LEVEL ENERGY EFFICIENCY TRAINING



**Module 1** ⌚ 2 DAYS

### **Energy Performance Contracting, ESCOs, Super ESCOs**

The Way Forward for the MENA Region



**Module 2** ⌚ 2 DAYS

### **Demand-side Management Program from Design to Evaluation**

International Best Practices and Regional Examples



**Module 3** ⌚ 1 DAY

### **Energy Efficiency Financing**

International and Regional Experiences

#### INTERNATIONAL TRAINERS



**PIERRE BAILLARGEON**

*Vice-President, Econoler*

- › 35 years of international ESCO/EPC experience



**STEPHANE LE GENTIL**

*CEO, Wattaqa*

- › Former CEO, Dubai's Super ESCO (Etihad Energy Services)



**KAWTHER LIHIDHEB**

*Senior EE Expert, Econoler*

- › Senior Financing Expert, MED-ENEC Project
- › Former Director, Tunisian Energy Efficiency Agency (ANME)

VISIT **IIET.COM** FOR MORE DETAILS AND EASY REGISTRATION



### Module 1 FEBRUARY 19-20

#### **Energy Performance Contracting, ESCOs, Super ESCOs**

The Way Forward for the MENA Region

- › **ESCO Business Model and Contracts**
- › **Super ESCO**
  - › Concept to Reality
  - › The Etihad ESCO Experience
- › **ESCO Markets**
- › **Financing an Energy Performance Contract**
- › **International Case Studies:**
  - › Canada's FBI Program
  - › India's EESL
  - › Tunisia: 15 years of ESCOs
  - › Dubai's Etihad Energy Services
- › **Way Forward for the Region**



### Module 2 FEBRUARY 21-22

#### **Demand-side Management Program from Design to Evaluation**

International Best Practices and Regional Examples

- › **DSM Programs for EE Projects Delivery**
- › **Energy Savings**
- › **Demand Response**
- › **GHG Savings**
- › **Designing a DSM Program:**
  - › **Areas of Focus**
  - › **Human Resources**
  - › **Preparation for Implementation and Tracking**
  - › **Program Evaluation Approaches**
  - › **Using Evaluation Results**
  - › **International Case Studies (Canada, North Africa and Dubai)**



### Module 3 FEBRUARY 23

#### **Energy Efficiency Financing**

International and Regional Experiences

- › **EE Financing Schemes Review**
- › **Financial Instruments**
  - › Revolving Fund
  - › Guaranty Funds
  - › Bonds
- › **International Case Studies:**
  - › WB's Bulgarian Energy Efficiency Fund (BgEEF)
  - › Egypt's EE Guarantee Fund: Small Structures, Impressive Results
  - › Dubai's Etihad Energy Services Financing Model
- › **Way Forward in the Region**