

Workshop: **Creating the Business Case for Energy Efficiency: Engaging Governments with Industry**

Organizers: United Nations Economic Commission for Europe (UNECE), United Nations Industrial Development Organization (UNIDO), Copenhagen Centre on Energy Efficiency, United Nations Economic and Social Commission for Western Asia (ESCWA), and BG Consulting Engineers

Target group: Open to all participants

Energy efficiency, and sustainable energy solutions in general, are in most cases treated separately from a company's day to day core operations. However, energy specific solutions can be shown to also have a positive impact on many types of operation-related activities, such as quality, safety, reliability and maintenance. This workshop will consider how energy solutions can be the driver of many different types of efficiency and productivity improvements within a company. The objective of the workshop is to promote and demonstrate how the joint efforts of policy makers and industry stakeholders are key to developing an improved and acceptable business case for energy driven operation efficiency improvements.

Session 1: Putting the business case for energy efficiency into context		
9:00 – 10:30	<p>Perspectives on why the business case matters and why it still remains a challenge</p> <p>Moderator: Mr. Hannes Mac Nulty, Sustainable Energy Solutions, BG Consulting Engineers</p> <ul style="list-style-type: none"> • Understanding the communication gap between policy makers and companies • What are the real priorities for companies and how return of investment is the deciding factor • The complexity of developing policy that successfully motivates change • The challenge of upscaling from internationally funded pilot projects 	<p>Speakers:</p> <p>Mr. Ken Somers, Master Expert, Sustainability & Resource Productivity, McKinsey&Company</p> <p>Ms. Vivien Foster, Global Lead for Energy Economics, Markets & Institutions, World Bank</p> <p>Mr. Marco Matteini, Industrial Development Officer, UNIDO</p> <p>Mr. Oleg Dziubinski, Energy Efficiency Programme Manager, UNECE</p>
Open discussion and questions from the floor		
10:30 - 11:00	Coffee break	
Session 2: Creating the business case begins with industry driven solutions		
11:00 – 12:30	<p>A panel discussion, with questions from the floor, on the business case successes and challenges encountered by the different types of industry stakeholders.</p> <p>Moderator: Mr. Scott Foster, Director, Sustainable Energy Division, UNECE</p> <ul style="list-style-type: none"> • Engineering excellence – seamlessly connecting operations and energy • Profitably financing energy efficiency projects 	<p>Panellists:</p> <p>Mr. Robert Hinrichs, Project Manager Sustainability - Global Engineering, Mondelez</p> <p>Mr. Oleg Pavlov, Sales Director Kazakhstan, Danfoss</p> <p>Ms. Roberta Boscolo, Energy and Climate Focal Point, World Meteorological Organization</p> <p>Ms. Natalia Jamburia, Chief Expert, Ministry of Energy, Georgia</p> <p>Mr. Maxim Titov, Executive Director,</p>

	<ul style="list-style-type: none"> • Systematic evaluation approach to drive efficiency and productivity improvements within a company • Digital platforms to manage the continuous improvement of energy productivity • Energy productivity in the supply chain – the potential is bigger than we realise • Using climate data to help solve the climate problem 	<p>ENERPO Research Center, European University at St. Petersburg, Russian Federation</p> <p>Mr. Robert Tromop, Independent Expert, New Zealand</p>
12:30 – 14:00	Lunch	
Session 3: Best practice policies and making them business friendly		
14:00 – 15:30	<p>A panel discussion, with questions from the floor, on how governments apply best practice policy and in what ways policy can be improved further to align with every day business reality.</p> <p>Moderator: Mr. Aleksandar Dukovski, Director, Energy Agency of the Republic of Macedonia</p> <ul style="list-style-type: none"> • Not one without the other - Capacity building for both companies and policy makers • Experiences of policy creating a range of new energy efficiency services • B2B energy efficiency networks as a way to develop project pipeline for companies • Successful ways to achieve behavior change from shop floor to the boardroom • Successful approaches to achieve engagement and interest of companies 	<p>Panellists:</p> <p>Mr. Mikhail Akim, Director of Strategic Development, ABB Russia</p> <p>Mr. Sergey Morozov, Specialist of operational improvement department, ArcelorMittal</p> <p>Mr. Matija Vajdić, Senior Researcher, Energy Institute Hrvoje Pozar, Croatia</p> <p>Mr. Kostiantyn Gura, Acting Director, State Company Subdivision "Green Investment Development Center", State Agency on Energy Efficiency and Energy Saving of Ukraine</p> <p>Mr. Almat Kabykenov, Director, Center of expertise, management and monitoring of projects, JSC "Electric power and energy saving development institute (Kazakhenergoexpertise)", Kazakhstan</p> <p>Mr. Zlatko Pavicic, Independent Expert, Croatia</p>
15:30 – 16:00	Coffee break	
Session 4: Making better use of the business case supports that already exist		
16:00 – 17:30	<p>Presenting solid solutions that work and make energy efficiency viable, but which need combined support from all stakeholders to have widespread impact.</p> <p>Moderator: Mr. Tim Farrell, Senior Advisor, Copenhagen Centre on Energy Efficiency</p> <ul style="list-style-type: none"> • Best practice policy development – countries learning from each other • Energy efficiency design and energy management systems – the start to finish solution • Multiple benefits – evaluating a project for all its efficiency gains. It is not just about energy. • Taking the pulse of companies, big and small, on a regular basis to shed light on the current and future state of energy productivity 	<p>Speakers:</p> <p>Mr. William McLaughlin, International Lead EnMS Expert, UNIDO</p> <p>Ms. Kankana Dubey, Senior Research Associate, KAPSARC</p> <p>Mr. Stefan Büttner, Head of International Affairs & Strategy, Institute for Energy Efficiency in Production</p> <p>Mr. Aleksandar Dukovski, Director, Energy Agency of the Republic of Macedonia</p>