

**The International Energy Agency
Solar Heating and Cooling Programme**

**TASK 24
Solar Procurement**

TASK STATUS REPORT

October 2001

**Formas, The Swedish Research Council for Environment,
Agricultural Sciences and Spatial Planning**

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TASK 24: SOLAR PROCUREMENT - TASK STATUS REPORT

EXECUTIVE SUMMARY

A Special Midterm Evaluation had been prepared for Task 24 'Solar Procurement' according to its Work Plan. It was presented at last Executive Committee Meeting, held in Bordeaux in June 2001. It gives a report about nineteen campaigns and projects that had been initiated in the five participating countries. Some of the activities were still ongoing and some had been completed. The experiences from the activities had been disseminated efficiently among the Task participants, resulting in good synergy of the co-operation between the countries.

It was decided at the Executive Committee Meeting that Task 24 was also to carry out a Standard Midterm Evaluation procedure, the report of which is enclosed to this Task Status Report ([Appendix 1](#)) and briefly summarised below. It was further decided that a more detailed Work Plan for the Task 24 Second Round was to be drawn up. A special Subcommittee, consisting of three Executive Committee members, was to be involved in the preparations for a more detailed Work Plan. This Plan, which includes the Second Round, has now been drawn up and is attached to this Task Status Report ([Appendix 2](#)).

The Standard Midterm Evaluation states remarks between "Average" and "Good" for most of the areas. The most important issue is to have sufficient funding available early in the calendar years in some of the countries.

At a preparatory meeting in connection with the Task 24 Experts Meeting in Utrecht in September, it was summarised that there seems to be good opportunities for international tendering during a Second Round. The tools for creation of buyer groups and the organisation of tendering seem very promising. A lot of tools have been created in the First Round. Exchange of ideas and experiences has certainly been of good value.

There are some issues for Executive Committee consideration:

- It is important that all participating countries early allocate adequate funding and expertise for the Task work.
- Approval of the Midterm Evaluation.
- Approval of the more detailed Work Plan for the Second Round, including a prolongation of the Task with six months from 31 March – 30 September 2003.

1. TASK DESCRIPTION

Objectives

The main objective of Task 24 *is to create a larger and sustainable market for active solar water heating systems (mainly domestic systems).*

This will be achieved through major cost and price reductions for all cost elements, including marketing and installation, as well as performance improvements and joint national and international purchasing.

Duration

Task 24 was started 1 April 1998 and will be completed 31 March 2003. In the more detailed Work Plan it is suggested that the Task be prolonged until 30 September 2003.

Participation

Five countries - Canada, Denmark, the Netherlands, Sweden and Switzerland - take part in Task 24 at present. Belgium has decided to participate in Task 24 (with the Walloon Region at first) and is now taking part as an Observer. A formal Letter of Participation is being prepared to be sent to the International Energy Agency. Finland is contemplating joining the Task. It would also be of interest if other countries which have a potential large future market, like France, Portugal, Spain, United Kingdom and Italy, joined the Task. Renewed contacts will also be taken with Austria and Germany within some of the projects mentioned below.

Subtasks

Task 24 is divided into two Subtasks, each co-ordinated by a lead country:

Subtask A: Procurement and Marketing (Lead Country: The Netherlands).

The objectives of Subtask A are:

- To raise general interest in active solar thermal solutions, and
- To form buyer groups to purchase state-of-the-art and innovative systems.

The procurement activities consist of two rounds: the first with small national projects and a low degree of joint international collaboration, and the second with larger projects and a higher degree of collaboration.

The work in the Second Round is further described in the more detailed Work Plan (Appendix 2).

Subtask B: Creation of Tools (Lead Country: Denmark)

The objectives of Subtask B are:

- To collect, analyse and summarise experience
- To create tools to facilitate the creation of buyer groups and the realisation of projects and procurements. The tools will be included in a manual, "Book of Tools".
- To define a process for prototype testing and evaluation, using existing methods.

2. TIMETABLE AND MILESTONES

See Milestones table, Appendix 3:1-3.

3. NEW DEVELOPMENTS, ONGOING AND PLANNED WORK

3.1 Procurement, competition and marketing activities

The Netherlands is Task Leader of Subtask A, in which the procurement and marketing activities are included.

The First Round of Task 24 is now ending. Intensive work has been spent on analysing the market situation in the countries, identifying buyers, and forming national buyer groups (consisting of municipalities, utilities, housing corporations, construction companies, NGOs and other organisations). Specifications and competition documents have been drawn up and national procurements and competitions have been launched.

Overviews of different ongoing national projects are included in Appendix 4:1-6 and summaries are made below.

The Second Round of procurements is described in sections 4-5 below and in the Work Plan (Appendix 2).

Belgium

Belgium is formally still an Observer. 10-20 medium-size systems will be installed in 2001 and very ambitious programs have been formulated with 50,000 SHWS installed until 2010.

Canada

The Canadian project is focussed now on projects with utility partners in Ontario (Toronto Hydro, Guelph Hydro and Kingston Hearthmakers). The plan is to install approximately 10,000 systems in the next three years. The systems have been tested at the National Testing Laboratory. The first two systems have been installed and 100 systems are planned to be installed by 31 March 2002. During the next year they plan to ramp up to 1,000 systems.

Further update of the Canadian activities will be supplied later from a new Canadian National Expert.

Denmark

The “*Sunshine over Thy and Mors*” campaign, started in 1999 with two electric utility companies in the Thy and Morsø regions of Northwest Jutland, is going on and has until now sold 30 systems: 10 larger 12 m² systems, 16 systems of 8 m² and 4 systems of 6 m². Many customers have shown interest in the campaign, which will continue until 2002.

Contacts have been ongoing with the house developer *KFS-Houses*, building approx. 50 houses per year in North Jutland. They intend to start offering solar systems from a local supplier to new house owners later this year. Although this will not be a procurement project, it is expected to create a “domino effect”.

Contacts have been ongoing with “*Dansk VVS*”, the association of plumbers, which has 35 installers and 6 suppliers involved. A financing package is currently being discussed. The goal is to install 30-40 DHW systems per year per installer.

Contacts were earlier taken with *WWF, Danish Nature Conservation Foundation* and *Greenpeace Denmark*, but have not resulted in any projects so far. These contacts will be resumed since the potentials are expected to be good.

Intensive work has been spent on building up the organisation of the Danish procurement buyer group project on the Internet: www.soltilbud.dk. A call for tender for systems for three categories - 2 DHW systems for single family houses (100 and 200 litres/day, respectively) and a combi-system with heat exchanger for space heating - was launched in June to all Danish suppliers. It consisted of four competitions in four different Danish regions. Twelve groups of manufacturers and installers had submitted tenders by the deadline 6 July. The tenders were judged by a committee, giving points with respect to certain criteria. The best in the three categories were pronounced winners by the judging committee. A 20% price reduction was achieved. Especially the supplier Batec picked up the idea and formed a consortium of installers all over Denmark. All the installers accepted to deliver the systems to fixed installation prices. The consortium lowered their prices further and was pronounced winner of the competition in all regions. The web-site was opened in August 2001. The winning systems are described and marketed on the site. There are four fixed installation prices depending on the type of the house. Customers can download an ordering sheet from the site and on this sheet they can give information about their houses. So far, there have been 1,300 “visits” to the web-site, but no orders yet.

Netherlands

There are several ongoing solar campaigns and buyer groups in the Netherlands for domestic systems (in existing dwellings and in new housing development) and for medium size systems. The Sol*id, ASN Bank and WWF projects for *domestic systems for existing dwellings*, launched in 1999, have now been integrated into the “*Call the Sun*” campaign. It will be extended with the Delft and Tilburg municipalities and more energy saving measures will be included. This project is described on the web-site: www.beldezon.nl.

The “*Solhas*” survey project – also for *domestic systems for existing dwellings* – was started this year together with Aedes (the umbrella organisation of all housing associations in the Netherlands), Cecodhas, its European counterpart, and counterparts in nine other European countries. The aim of the project is to establish a dedicated product and marketing strategy for housing associations in Europe and to form an international buyer group of housing associations for the Second Round of Task 24. Already 36 housing associations from 6 countries have declared that they want to participate in such a buyer group. The Dutch tender will be launched at the end of 2001/beginning of 2002 and the international tender in the Second Round of Task 24.

Among the projects for *domestic systems for new houses* is the project called “*Solar Energy in the Essent Supply Region*”. It has been running since 2000 with the goal of installing 1,200 systems. The expected result is 47 projects and 1,800 SWH systems. The “*WWF Solar Dwellings*” is another project, which is currently being prepared with a “*WWF solar dwelling certificate*”. It is aimed at 19 property developers and 1,500 house will be built by them in 2002-2203. The call for tender will be launched in 2002.

Phase 1 of the *medium-sized system project* “*Space for Solar*” was launched with a *turnkey tender* for 10,000 m² in December 2000 with deadline for submitting tenders February 2001.

The buyer group consists of a foundation of 59 housing associations. The portfolio has 100 projects (approx. 20,000 m²). Up to now, 507 m² in 7 projects has been installed. The project will continue with Phase 2 in 2002. For further information see www.ruimtevoorzon.nl.

Ecofys has initiated the “*Soltherm Europe Initiative*” which aims at *an acceleration of the European solar thermal market development*. The goal is to realise 15 million m² in 2004, among other things by *creating co-operation between sales and installation companies and by information campaigns*. Much synergy can be gained by collaboration with existing initiatives, such as Task 24. Eleven countries will be involved in the project, among them Belgium with the Walloon Region and Brussels. A first call for tender is expected to be launched in 2002. A SAVE/Altener proposal was submitted in April 2001. It has been accepted and the contract will be signed later in October this year. Further information about the project can be found on www.soltherm.org.

Sweden

In Sweden, two projects were launched in 2000 – a competition for small systems (5,000 – 10,000 m²) and a procurement for medium sized systems (10,000 m²). The calls for tender were published both nationally and internationally via the EU Official Journal. All information about the projects, including competition documents (in Swedish and English), is available on the web-site <http://solupphandling.bfr.se>.

Within the *small systems project*, fourteen entries were received, of which three from out of Sweden. Eight prototypes were tested at a Swedish independent testing laboratory. The winning system was “Uposun HW 300” from Uponor AB, a Swedish company within the Finnish industry group Uponor, which offered a new lightweight, corrosion-free construction, which to large parts can be made of recycled plastics. Five pilot systems were installed. The project has been somewhat delayed since problems emerged on the plastic material in some of the test installations as a result of the very hot summer in Sweden this year. This means that, before starting the series production, the prototype has to be upgraded with improved material, which is now being tested in Australia. The tests are expected to be completed in March 2002 at the latest and deliveries are planned to take place throughout 2002.

In the *project for solar collectors in larger systems*, entries from eleven manufacturers, of which four international ones, were received and evaluated by an evaluation group. Their report was published in September 2001. The aim of the procurement was to accumulate orders of altogether 10,000 m² of collector area (minimum 4,000 m²). This target has not been able to attain. The right conditions to complete the procurement were therefore not available and the project had been postponed for the time being. For this reason, there is no cause to select a winner or winners. The jury has however decided to describe five of the offers that have been judged to meet the specification in the best way. It will be investigated if the project can be merged with the “Space for Solar” project to gain synergy.

Switzerland

The work in Switzerland has been very much influenced by the referendum last year, which was not in favour of a solar project follow-up. The “*50 Solar roofs in the city of Zug*” project was ended in the summer of 2001, and additional installation and service is offered.

A new project “*100 Solar roofs in Lucerne*” is now being prepared by the city of Lucerne. The Swiss representatives of Task 24 will coach the project. It will consist of standard hot water installations for house owners and the call for tender, which will be according to the Task 24 guidelines, will be launched in March 2002. The buyer group will be formed with the new established tools and manuals (see below). The project will end in the summer of 2003. Another “solar roof project”, a project for “*100 Solar roofs in Burgdorf*” is also being discussed and is expected to start in the spring of 2002.

The formulations for the “*Solar for Flumroc*” initiative have just started. It is aimed at the employees of the Flumroc Insulation Company and will start in the spring of 2002. Involvement of retailers and customers is planned.

The “*SSES virtual buyer group (on the Internet)*” initiative, aimed at private house owners, has been somewhat delayed due to SSES currently changing status to a consumer-oriented organisation. The financing is being discussed at the moment. The intention is to form a local project team with PR specialist, Internet expert, suppliers, contractors and the Swiss Task 24 representatives. A web-site will soon be opened: www.solarpooler.ch.

The Swiss Task 24 Team has now completed their *Manual for Buyer Groups*. It is based on literature research, analysis of earlier projects, interviews with actors in the market and the finding from a workshop held earlier this year. It consists of instructions and checklists for the formation of buyer groups, including a description of the process for preparations. The Manual will be used in the coming projects.

3.2 Creation of Tools

Denmark is Task Leader of Subtask B, which i.a. includes activities to facilitate the creation of tools to facilitate the realisations of projects.

Task 24 homepage including the “Book of Tools/Business Tools”

The Task 24 homepage page www.ieatask24.org was opened at the beginning of this year. It includes the Task 24 Manual “Book of Tools/Business Tools”. The editing of the “Book” and upgrading of the whole homepage was carried out by a Canadian professional editor in 2000. These Tools have been created to assist buyer groups in the tendering process, marketing, financing, installation and quality control.

The homepage has been updated with the June 2001 issue of the *Task 24 Newsletter*, compiled twice a year by Denmark. The Minutes from every Experts Meeting are also included on the homepage. Links to different national solar projects, such as the Danish www.soltilbud.dk have also been established.

Contacts with suppliers

All Task 24 participants have stressed the importance of a dialogue with suppliers – including manufacturers, retailers and distributors. Several contacts have been taken and meetings have been held in all the countries. As an example it can be mention that there are regular meetings with the branch organisations SEAS in Sweden and SSES in Switzerland.

A draft *Guide for Tender* has been compiled. It is a model document with quality requirements based on the CEN Standards for solar water heaters accepted in 2001. It contains generic text, which could be applicable in most tenders, while paragraphs that will be specific for the specific project in a country are left out. So far, *two draft example tender documents* have been drawn up: “Solar Heating Systems for Single-family Houses” and “Collector Subsystems for Large Solar Heating Systems”. These example documents have been inserted on the homepage.

A *dialogue* was initiated with the supplier organisations ASTIG and ESIF. Together with ASTIG, a Quality Charter for the supply of solar water heaters is being developed. This is a declaration by a supplier of a complete solar system (kit) in order to communicate the quality aspects of a solar system in a uniform way. (In due time this charter and declaration will be replaced by a “Key-mark” document, which is presently under development at EU level.) The goal of this charter is to provide uniform guidelines for Solar Domestic Hot Water system and products as well as for the position of the supplier, to safeguard quality installation of its product. At the ASTIG Annual General Meeting in March 2001, the members agreed in principle to proceed with the proposed document, prepared by the Task 24 Subtask A Leader and the President of ASTIG. It was also decided that, after a final comments round among the members, ASTIG was to present the declaration format to the market and to formalise the commitment of the members of ASTIG on the document, once published. The ASTIG General Meeting version of the Quality Charter has been presented to the Task 24 Experts, and where possible, elements have already been used. As soon as the final version is ready and committed by the ASTIG members (planned to be this year), it is the clear intention that the Quality Charter is to be used for Task 24 activities.

The Task 24 draft tender documents were sent to ASTIG and ESIF for their comments. Comments were received from ASTIG. After a formal contact with ESIF, information was given that no answer could be expected from ESIF. A letter has recently been sent from the President of ASTIG to the Chairman of the SHC Executive Committee, in which concern is raised with regard to the activities of Task 24. This letter will be further discussed.

3.3 Information activities

Information material, brochures and articles have been produced and published in the countries. Different national web-sites have been set up, and in some countries web-sites have successfully been used for the creation of national buyer groups. The Task members have participated with papers and posters at different solar conferences. All these efforts have spread information about the work and greatly contributed to the interest in Task 24.

The Task 24 members earlier proposed an ‘*IEA SHC Award of Excellence*’. It would be a prestigious recognition for good performance in competitions and procurements and could be used for the Second Round of Procurements, as well as for other projects within the Solar Heating & Cooling Agreement. An Award Committee formed by some Executive Committee members is now working further on this proposal.

3.4 Midterm Evaluation

A very comprehensive Special Evaluation Report of the *First Round national initiatives* (an activity included in the Task 24 Work Plan) had been prepared by the Task 24 Subtask B Leader. It was presented to the Executive Committee Meeting in June 2001. It included,

among other things, analysis of the strategies used when setting up buyer groups, the activities and systems used in the realisation of the projects and response and participation from manufacturers in the procurement activities. The Executive Committee found this report very interesting, but requested that also an evaluation using the standard SHC evaluation procedure be completed for the November Executive Committee Meeting. Such a Standard Midterm Evaluation Report has been drawn up and is included to this Task Status Report as Appendix 4.

The Standard Midterm Evaluation states remarks between “Average” and “Good” for most of the areas. The most important issue is to have sufficient funding available early in the calendar years in some of the countries.

At a preparatory meeting in connection with the Task 24 Experts Meeting in Utrecht in September, it was summarised that there seemed to be good opportunities for international tendering during a Second Round. The tools for creation of buyer groups and the organisation of tendering seem very promising. A lot of tools have been created in the First Round. Exchange of ideas and experiences has certainly been of good value. During a Second Round, there will be possibilities to further analyse the experiences of these tools, to improve them and also to work out new tools. There are concrete preparations for four joint activities, each including two or more countries, and also in some cases, a number of European countries. There is also concrete work on alternative ideas, using the Internet possibilities, including consumers as well as larger buyers. The dialogue about the principles for international tendering with representatives of suppliers will be intensified. There are alternatives of more international tendering in four national projects, some of which have already been started. Some international activities will also be started, especially European projects. Similarities concerning formulation of goals, principles for specifications and evaluation of tenders will be further developed and where possible, uniform. Quality certification and labelling schemes will be introduced.

During the First Round, the “Book of Tools”, originally planned as a printed report, was changed into “web tools” published on the Task 24 web-site, which has now been opened. Having the “Book of Tools” as a web version facilitates updating. A Task 24 Newsletter is produced twice a year and also published on the web-site.

3.5 Task meetings

Since last Executive Committee Meeting, one Task 24 *Experts Meeting* has been held – in *Utrecht, the Netherlands, 26-28 September 2001*. In connection with the Meeting, there was a *Workshop with Dutch manufacturers*, during which possibilities of international tendering were discussed.

Next Experts Meeting will be held *20-22 March 2002, if possible in Belgium*. The following *Experts Meeting* will take place *16-18 September 2002 in Copenhagen, Denmark*.

4. SECOND ROUND OF PROCUREMENTS

The schedule for the Second Round of Procurements was discussed at the Executive Committee meeting in June. Since some countries have joined the Task recently and some are expected to join, it was suggested to delay the start of the Second Round. It was furthermore

requested that an update of the Task Work Plan be made. These issues were thoroughly discussed at the Experts meeting in September. After analysis of the work carried out so far and of the opportunities for international tendering and procurement, the Experts have agreed (as already mentioned in Section 3.4) that the Second Round of Procurements will definitely give substantial added value for the participating countries.

The tools for the creation of buyer groups and organisation of tendering seem to be promising. Further exchange of ideas and experience is certainly a good value. During the Second Round, there will be possibilities to further analyse the experience from the use of these tools and to improve them. The Task 24 activities will be a good contribution to a continuous quality improvement of the process, the systems and the way of distributing these systems.

In the figure below (from the Special Evaluation Report, June 2001) examples are shown of areas where two or more countries have initiated collaborative work for procurement documents or models for more efficient processes. The areas for collaboration and countries involved have further increased.

	CAN	DK	FIN	NL	CH	SE
Small systems	●					●
Medium sized systems		●				●
Company		●				●
Internet buyer group		●				●
Web-site	●	●				
Tender documents	●	●		●	●	●
Buyer tool	●	●		●	●	●
Manual		●			●	

The concrete areas for further joint work in the Task 24 Second Round are presented in the Work Plan (Appendix 2).

5. WORK PLANNED FOR THE NEXT SIX MONTHS

During the next 6 months, intensive efforts will be made in order to prepare for the Second Round of Procurements, which will include a larger degree of international co-ordination concerning specifications and principles for evaluation. The Experts have identified concrete areas for further joint work. It includes international procurement for national groups as well as for international groups. With the Netherlands as co-ordinator, some countries prepare for collaborative work based on housing associations on a European scale. Eleven European countries have expressed interest. Other countries will work with creation of buyer groups, using Internet mechanisms, as has been the case in Sweden. The Task 24 participating countries are in favour of using an “IEA SHC Award of Excellence” for international competitions in collaboration with the Executive Committee. The work with model processes and contract documents will continue for further international exchange and suggestions also from suppliers. The web-based “Business Tools” will be further updated for an international context with experiences from projects fulfilled. Findings from the Special Evaluation of the

First Round and the Standard Midterm Evaluation have influenced the more detailed Work Plan.

6. ISSUES FOR THE EXECUTIVE COMMITTEE

1. Assurance of adequate funding and representation through Experts

It is essential that every participating country nominates and secures funding for an Expert during the whole duration of a Task. With active and continuous participation of Experts, best value will be created for all Task participants, especially for the individual country. This issue is raised as so far this has not always been the case, which has had a negative influence on the Task.

Recommendation for resolution

It is once more recommended that the Executive Committee state that it is essential that all countries allocate adequate funding and expertise for Task work.

2. Midterm Evaluation of Task 24

A Standard Midterm Evaluation that follows the SHC procedures has been drawn up.

Recommendation for resolution

It is recommended that the Standard Midterm Evaluation be approved.

3. Work Plan for the Task 24 Second Round

A more detailed Work Plan for the Task 24 Second Round has been drawn up. The level of involvement from the different participating countries during the Second Round should be clarified. The Work Plan includes also a prolongation of Task 24 with six months until 30 September 2003.

Recommendation for resolution

It is recommended that the level of involvement from the different participating countries be clarified and that the Work Plan be approved.

Appendices:

1. Task 24 Standard Midterm Evaluation Report (October 2001) – attached as a separate file
2. Task 24 Work Plan Second Round (October 2001) – attached as a separate file
3. Milestones table (1-3, October 2001)
4. Overview of the national projects (1-6, October 2001)

Appendix 3:1 – Milestones Table - Task 24 “Solar Procurement” Task Status Report - October 2001

Subtask A: Procurement and marketing																																																
▽ ▲	1999					2000					2001					2002					2003																											
	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D
A1: Buyer groups formation/ goals										1 ▽																																						
A2: Distribution of invitation for tenders 1st Round											2 ▽																																					
A3: Delivery start 1st Round												3 ▲																																				
A4: Delivery start 1st Round												4 ▲																																				
A5: Distribution of invitation for tenders 2nd Round																						5 ▽																										
A6: Delivery start 2nd Round																																																
A7: Delivery start 2nd Round																																																

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Appendix 3:2 – Milestones Table - Task 24 “Solar Procurement” Task Status Report - October 2001

Subtask B: Creation of Tools																																			
▽ ▲	1999					2000					2001					2002					2003														
	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N
B1: Book of Tools content 1st draft Chapt. 13 / outline Chapt. 4				1 ▽																															
B2: Book of Tools - 1st edition in draft																																			
B3: Book of Tools - Updated 2nd edition in draft																																			
B4: Evaluation of 1st Round																																			
B5: Book of Tools - 3rd edition in draft																																			
B6: Evaluation of 2nd Round																																			

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Appendix 3:3 - Milestones Table – Comments - Task 24 “Solar Procurement” Task Status Report - October 2001

Activity	Resp. Country	Milestones achieved Last 6 months	Milestones not achieved				Milestones next 6 months
			Milestone	Comment	Recommendation	Impact	
<i>Subtask A:</i> Procurement & Marketing	NL	A4 Deliveries in the 1 st Round have started in all countries.	A5 Distribution of invitations for tender 2 nd Round.	January-December 2002. Start delayed, will give new countries possibility to join.	Intensified preparatory work for more international procurement.	May require more activities also during 2003.	
<i>Subtask B:</i> Creation of Tools	DK	B4 Evaluation of 1 st Round according to Work Plan delivered June 2001. Standard Midterm Evaluation ready October 2001.					

October 2001

IEA SHC Task 24 Solar Procurement – Overview of National Projects

Country: BELGIUM Contact person: Luc De Gheselle <i>/HW October 2001</i>	Name of project: Pilot project	Name of project: 1st Round	Name of project: “Soltherm Europe Initiative” (Wallon Region and parts of Brussels)
1. Preliminary status	8 systems simulated	10-20 medium-size systems	Government program
2. Feasibility study			
3. Performance specifications			
4. Buyer groups: Name: Type of buyers:			Social housing sector
5. Official information			2001-2002
6. Supplier contacts			
7. Call for tender			
8. Deadline for submitting tenders			
9. Evaluation of tenders			
10. Products on market			3,000 SHWS to 2002 50,000 SHWS to 2010
11. Comments and remarks; problems, if any		Will be installed in the autumn of 2001.	Quality control, subsidies, promotion
12. Other information			Based on EN 1297* Standards

IEA SHC Task 24 Solar Procurement – Overview of National Projects

Country: CANADA Contact person: <i>Latest update Nov. 2000 by Gerald Van Decker /HW Oct. 2001</i>	Name of project: Project with two community- based organisations: Peterborough Green-Up and EnerACT (Energy Action Council of Toronto)	Name of project: Projects in Ontario
1. Preliminary status	Phase I: -Peterborough GreenUp has installed their first 9 systems including extensive testing at the National Solar Test Facility. -EnerAct has installed their first 9 systems. Phase II: -Peterborough GreenUp and EnerACT have jointly tendered for 15 and 20 systems and plan to install a total of 20 and 30 systems, respectively. Systems will be installed during Fall 2000 and Spring 2001.	Plan to install 10,000 systems in 3 years. Testing at the National Testing Laboratory
2. Feasibility study		
3. Performance specifications	Phase I: -Systems must supply >35% of annual energy load -Scores were based upon cost, energy performance, and quality Phase II: -Systems must supply >40% of annual energy load -Scores are based upon cost/energy, warranty, and quality -Heat transfer fluid degradation was a major concern addressed by a pass/fail condition	
4. Buyer groups: Buyer Names: Type of buyers:	Phase II “Suntario 2000” – unofficial name -Peterborough GreenUp and EnerACT -NGOs in partnership with utilities and municipal governments, and the federal government	
5. Official information	-Phase I Subsidy: 50% (this is an exception) -Phase II Subsidy: 25%	
6. Supplier contacts	N/A	
7. Call for tender	Phase II: September 21, 2000	
8. Deadline for submitting tenders	Phase II: October 6, 2000	
9. Evaluation of tenders	Phase II: October 9-29, 2000	
10. Products on market	Phase I: Thermodynamics, SolCan,	2 first systems installed.

	Daystar Energy Systems Phase II: TBD	100 systems by March 2002.
11. Comments and remarks; problems, if any	Phase I: Installation schedule was not met Phase II: Delay in issuing tender	
12. Other information	-A market transformation activity will be undertaken in 2000/01. Funds have been allocated from at least 2 partners. Market survey incl. detailed study of the Toronto market and the value of peak saving with solar water heating will be included in this activity	

IEA SHC Task 24 Solar Procurement – Overview of National Projects

Country: DENMARK Contact persons: Torben Esbensen, Klaus Ellehauge, Troels Kildemoes. <i>Updated Oct. 2001</i>	Name of project: KFS-Houses	Name of project: www.soltilbud.dk	Name of project: “Sol over Thy og Morsø” (Sunshine over Thy and Mors – regions in Northwest Jutland)
1. Preliminary status	Too new to have any results at present.	Too new to count results. No buyers but 1,200 hits on web-site.	The tendering material for solar systems was sent out to Danish solar heating manufactures in March 2000. Campaign started in May and ended in November 2000.
2. Feasibility study	No	No	No
3. Performance specifications		Tender called for systems in 3 categories. Tested in accordance with the Danish Government requirements at the Solar Test Lab.	The systems have been tested in accordance with the Danish Government requirements at the Solar Test Laboratory.
4. Buyer groups: Name: Type of buyers:	KFS and a solar heating company are offering solar systems to new house owners. House buyers Solar heating in new, single-family houses.	Organisation of buyers and installers by means of the Internet. www.soltilbud.dk Owners of one- or two family houses.	Customers of the electrical utilities: Thy Højspændingsværk and Morsø Elforsyning. Individual customers. Customers of the utilities.
5. Official information		www.soltilbud.dk , price list and buyer instructions on this Internet page.	Information “Sprængfyldt med energi”. Informs about solar energy, economy, financing plan and some price examples, etc.
6. Supplier contacts	Local panel and a local boiler manufacturer is used.	All Danish suppliers were invited to give their best offers.	The supplier has mainly been: Djurs Solvarme. Also the solar system Velsun was available for the customers.
7. Call for tender	No	June 2001. Tender (call for offers).	March 20, 2000.
8. Deadline for submitting tenders		July 2001.	April 10, 2000.
9. Evaluation of tenders		Offers judged by a committee, and points given with respect to certain criteria, choice of best offer.	The bids were submitted to Kildemoes Solvarme and Thy-Mors Energy. Djurs Solvarme and Velsun were chosen as suppliers.
10. Products on market		Very good offers are received from 12 groups of manufacturers and installers, which have	Djurs Solvarme has two tank units (180 litre and 260 litre) and two solar collector modules 3 m ²

		resulted in 20 % price reductions.	and 4 m ² . For Velsun please see www.velsun.dk or http://www.velux.com/
11. Comments and remarks; problems, if any	Will be taken up with other housing companies.	1,300 hits on the WEB-site – but to date no buyer. Has run from August 2001.	The campaign material was sent out to the customers of Thy-Mors Energy at the end of May 2000. Thy-Mors Energy has 28,000 customers of which approximately 1,000 are electrical heated dwellings, a greater potential for sold systems for these types of customers.
12. Other information		www.soltilbud.dk , where all the offers can be sent and an instruction for buyers is given.	The campaign has until now sold 30 solar systems: 10 larger 12 m ² systems, 16 systems of 8 m ² and 4 systems of 6 m ² . More than 70 customers have shown interest in the campaign and over 50 customers have been visited by the utilities. The campaign continues until 2002.

IEA SHC Task 24 Solar Procurement – Overview of National Projects

Country: <i>NETHERLANDS</i> Contact person: P.G. Out <i>Updated Oct 2001</i>	Name of project: "Space for Solar"	Name of project: "Solar energy in the ESSENT supply region"	Name of project: "Solhas"	Name of project: "The Soltherm Europe Initiative"	Name of project: "Call the Sun"	Name of project: "WWF Solar Dwellings"
1. Preliminary status	Running	Running	Running	Preparation	Running	Preparation
2. Feasibility study	January-June 2000	n.a.	For tender specifications: based on enquiries in 9 EC countries, Sep 01	Jan – June 2002	June-December 1999	Currently the WWF solar dwelling quality certificate is being developed
3. Performance specifications	Oct. 2000	In tender documents. For new suppliers without references a 10-year guarantee is demanded	Not specified yet, will be on many aspects, technical as well as non-technical	Not specified yet, will be based on EC quality standards	In tender documents.	In tender documents.
4. Buyer groups: Name: Type of buyers:	Space for Solar Foundation of housing associations	Essent for property developers & housing assoc. Property developers & housing associations	Housing associations Housing assoc. in The Netherlands & 9 other European countries	Soltherm Europe Various, to be defined in the feasibility study	SOL*id, WWF, ASN Bank ASN Bank for clients, WWF for members, SOL*id for installers	Various property developers (19 in total)
5. Official information	Dec 2000-Mar 2001	n.a.	Dutch tender 2001/2002. International tender in 2 nd round of the Task	n.a. yet	National tender	n.a. yet
6. Supplier contacts	Sept 2000-Mar 2001	March-April 2000	n.a.	Since April 2001	November 1999 – May 2000	n.a. yet
7. Call for tender	Dec 2000	March 2000	See 5.	2002	30 Nov. 1999	2002
8. Deadline for submitting tenders	Feb 2001	March 2000	See 5.	Not known yet	10 Dec. 1999	Not yet known
9. Evaluation of tenders	Feb – Mar 2001	April 2000	Dutch and international tender 2002	Not known yet	December 1999 – February 2000	Not yet known

10. Products on market	Mar 2001	August 2000	2002	From 2002	Since February 2000	From 2002
11. Comments and remarks; problems, if any	Tender split in 2 phases: 1 st turn key tender is out: send to large nat. installers and suppliers with office in NL -	-	Delay tenders due to incorporation medium size systems and late finish feasibility study	Europe wide initiative, 11 countries involved. Altener contract to be signed in 2001.	Campaign will be broadened to more energy saving measures and participation municipalities	Market introduction project for WWF solar dwelling quality certificate
12. Other information	-	-	-	See www.Soltherm.org	-	

1) The procurement will be part of a strategy to develop the market segment of housing associations on a European scale. For this market segment basic data will be obtained and the market strategy to be developed must be suitable for the special situation of housing associations with respect to ownership, management, legal and financial aspects.

IEA SHC Task 24 Solar Procurement – Overview of National Projects

Country: <i>SWEDEN</i> Contact person: Hans Isaksson <i>Updated October 2001</i>	Name of project: “Competition – Systems for solar-heated domestic hot water supply in detached houses”	Name of project: “Procurement – Solar collectors for use in large solar heating systems”
1. Preliminary status	Ongoing competition activities for 1,000-2,000 systems (approx. 5,000-10,000 m ² collector area)	Called off procurement activities (10,000 m ²)
2. Feasibility study	Yes	Yes
3. Performance specification	Yes, available on: http://solupphandling.bfr.se	Yes, available on: http://solupphandling.bfr.se
4. Buyer groups: Name: Type of buyers:	Chairman Matti Nordenström, MAV, matti@info-s.org House owners, detached houses.	Chairman Björn Johansson, AB Enköpings Värmeverk, bjorn.johansson@varmeverket.enkoping.se Facility owners
5. Official information	EU “Official Journal” 28 January and 3 March 2000	EU “Official Journal” 14 April 2000
6. Supplier contacts	Regular meetings and contacts with SEAS	Regular meetings and contacts with SEAS
7. Call for tender	Announcement sent 21 January 2000 to “Official Journal”	Announcement sent 5 April 2000 to “Official Journal”
8. Deadline for submitting tenders	31 March 2000	31 May 2000
9. Evaluation of tenders	Testing starts 16 May, ends 31 July 2000	June-October 2000
10. Products on market	In the winter of 2002, the winning UPONOR system will be on the market.	The procurement has been called off.
11. Comments and remarks; problems, if any	After examining the test installations in the summer of 2001, the start of delivery was postponed. Further improvements will be made to the system.	The total ordered-purchased area reached 2,000 m ² . The tendering document stated a total area of 10,000 m ² and a minimum of 4,000 m ² .
12. Other information	The winner, UPONOR, was announced March 16, 2001.	A jury report has been published. The report mentions 2 international and 3 Swedish collectors to fulfil the specifications in the best way. Altogether there were 11 offers.

IEA SHC Task 24 Solar Procurement – Overview of National Projects

Country: <i>SWITZERLAND</i> Contact person: Christian Völlmin <i>Updated Oct. 2001</i>	Name of project: “Lucerne”	Name of project: “Solar for Flumroc”	Name of project: “SSES virtual buyer group (on Internet)”
1. Preliminary status	Preparation	Preparation	Preparation
2. Feasibility study	Yes	Yes	Yes
3. Performance specifications	Solar hot water according to the regulation for subsidies. Start of implementation planned for March 2002.	Product of the newly integrated Solar company must be used.	SSES members will get their own solar hot water installation
4. Buyer groups: Name: Type of buyers:	City of Lucerne Owners	Not yet available Employees of Flumroc	Not yet decided (work name: “Virtual Buyer Group”) Private house owners
5. Official information	Yes, through the regular information channels of the City.	Internal information only.	Organised
6. Supplier contacts	Not yet	Yes. Own supplier	Yes
7. Call for tender	Will be according to the Task 24 guidelines	No	Will be according to the Task 24 guidelines
8. Deadline for submitting tenders	Not yet	Individually per project	Not yet known
9. Evaluation of tenders			-
10. Products on market	Standard Hot Water Installations	Yes. Hot water installations of the own company.	Yes
11. Comments and remarks; problems, if any	The project will be coached by the Swiss representatives of Task 24.		The SSES currently changes status to a consumer oriented organisation. This causes delays for the buyer group.
12. Other information	The buyer group will be formed with the new established tools and manuals presented at the last Task meeting.	The buyer group will be established among the employees of the Flumroc company (Insulation).	We will form a local project team with PR specialist, computer internet expert from SSES, suppliers, contractors and the local IEA Task 24 representatives www.solarpooler.ch (soon)