

Electric & Low Carbon Vehicles, Infrastructure and ESCOs

Falkirk

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ESCOs and Alternative Options

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Introduction

- ESCOs are flavour of the month
- Been round a long time
- But new developments are more radical



Types of ESCO

- ESCOs are not new
- Heat ESCOs
- Or Electricity Supply ESCOs



Generation, Distribution or Supply?

- What are the choices?
- What do each mean?
- Why would you choose one?



ESCOs – The Options

- A fully licensed ESCO
- A jointly owned fully licensed ESCO
- A ‘standard’ white label
- White label ‘plus’
- Acquire an existing energy company



Deciding which is the right one

- Comes back to the central question
- Which is – what do you want to achieve?
- How much commitment, support internally, funding available etc?



Lessons Learnt So Far (1)

- There will not be many fully licensed civic ESCOs
- They are complex and expensive
- But they offer the best all round solution
- White label deals are not all they are cracked up to be



Lessons Learnt So Far (2)

- Traditional white label deals are NOT a stepping stone to a full ESCO
- If you start on the white label track, you will probably stay on it
- Inter local authority deals may yet change the white label landscape



The Future?

- More fully licensed ESCOs will come
- The next few years will be interesting
- Positive impact over time



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