

EnerServ Company Presentation

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01. Introduction to EnerServ

EnerServ – (www.ener-serv.com) - is a Greece based **Consulting, Engineer, Procurement and Construction company**, providing integrated Energy Management Services established in **2008** as part of the **EnerCo** team of companies. In the **EnerCo** team there are the affiliate companies, [EnerCoRD](#), specialised in energy systems consulting, research and project development, [EnerTop](#), specialised in energy systems optimisation tools, [EST-America](#) and [EST-Hellas](#), specialised in the development of solar energy projects.

EnerServ is active in **Greece** and the surrounding countries, offering services in the following domains:

- **Energy Diagnosis:** Measurements, Energy and Cost Balances, Market and Technologies Survey, Assessment, Detection of the Energy Improvement Actions, Cost - Benefit Analysis, Corporate Discussion, Decision making.
- **Project Development :** Detailed Market's survey, Selection of the offers, Administrative procedures, feasibility study and final total proposal preparation.
- **Project Implementation and EPC :** Support and Assessment of possible Financial Sources, Detailed Design, Commissioning & Installation of the Equipment, Training, Measurement and Verification, operations and maintenance services, follow-up and monitoring to ensure results.

01. Introduction to EnerServ




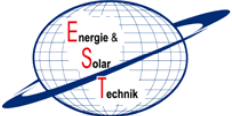
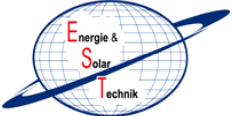

- Our focus is on assisting companies to comprehend the benefits of energy savings, as well as providing customised energy services to the client needs
- Our company offers to its clients our internal team know how and our international collaborations, while keeping a close cooperation with the client's technical and decision making groups, complemented by intensive follow-up and quality control.

02. Company Identity

EnerServ – (www.ener-serv.com) - is a Greece based **Consulting, Engineer, Procurement and Construction company**, providing integrated Energy Management Services established in **2008** as part of the **EnerCo** team of companies which consist of:

- **EnerCoRD:** Energy Consulting, Research and Project Development, USA, GR
www.EnerCoRD.com
- **EnerTOp:** Energy Systems Optimisation Tools Company
www.EnerTOp.com
- **EST America:** Solar Plants Engineering, Procurement Construction active in USA
www.EST-America.com
- **EST Hellas:** Solar Plants Engineering, Procurement Construction active in Greece
www.EST-Hellas.gr

02. Company Identity – team *EnerCo*

				
		 EST-Hellas	 EST-America	
www.EnerCoRD.com	www.EnerTOP.com	www.EST-Hellas.gr <small>(50% owned by EST GmbH)</small>	www.EST-America.com <small>(31% owned by EST GmbH)</small>	www.Ener-Serv.com
Energy Consulting, Research and Project Development	Optimisation Tools for Energy Systems	Solar Systems Engineering, Procurement and Construction	Solar Systems Engineering, Procurement and Construction	Integrated Energy Management Services
Consulting - Corporate energy strategy development - Energy Systems studies - Engineering studies Research - Energy Systems development and technologies Project Development - Conventional energy project development - Renewable Energy Sources project development - Cogeneration and Trigeration	Consulting - Energy Systems optimisation algorithms - Energy Systems Modelling Research - Energy Systems optimisation algorithms - Energy Systems Modelling Computational Tools Development - Computational tools development and implementation - Algorithms development and implementation	Electricity Generation - Solar plants - Auxiliary and backup systems - Hybrid Systems Buildings Technology - Solar electricity systems - Solar heating systems Mounting systems - Engineering, Procurement and Construction	Electricity Generation - Solar plants - Auxiliary and backup systems - Hybrid Systems Buildings Technology - Solar electricity systems - Solar heating systems Mounting systems - Procurement and Construction	Energy Diagnosis Measurements, Energy and Cost Balances, Energy Improvement Actions Detection, Cost - Benefit Analysis Project Development Detailed Market's survey, Offers Selection, Administrative procedures, Feasibility study Project Implementation and EPC Support and Assessment of Financial Sources, Detailed Design, Installation & Commissioning of the Equipment, Training, Operation and Maintenance services, Follow-up and monitoring

03. Why Energy Management? (1/2)

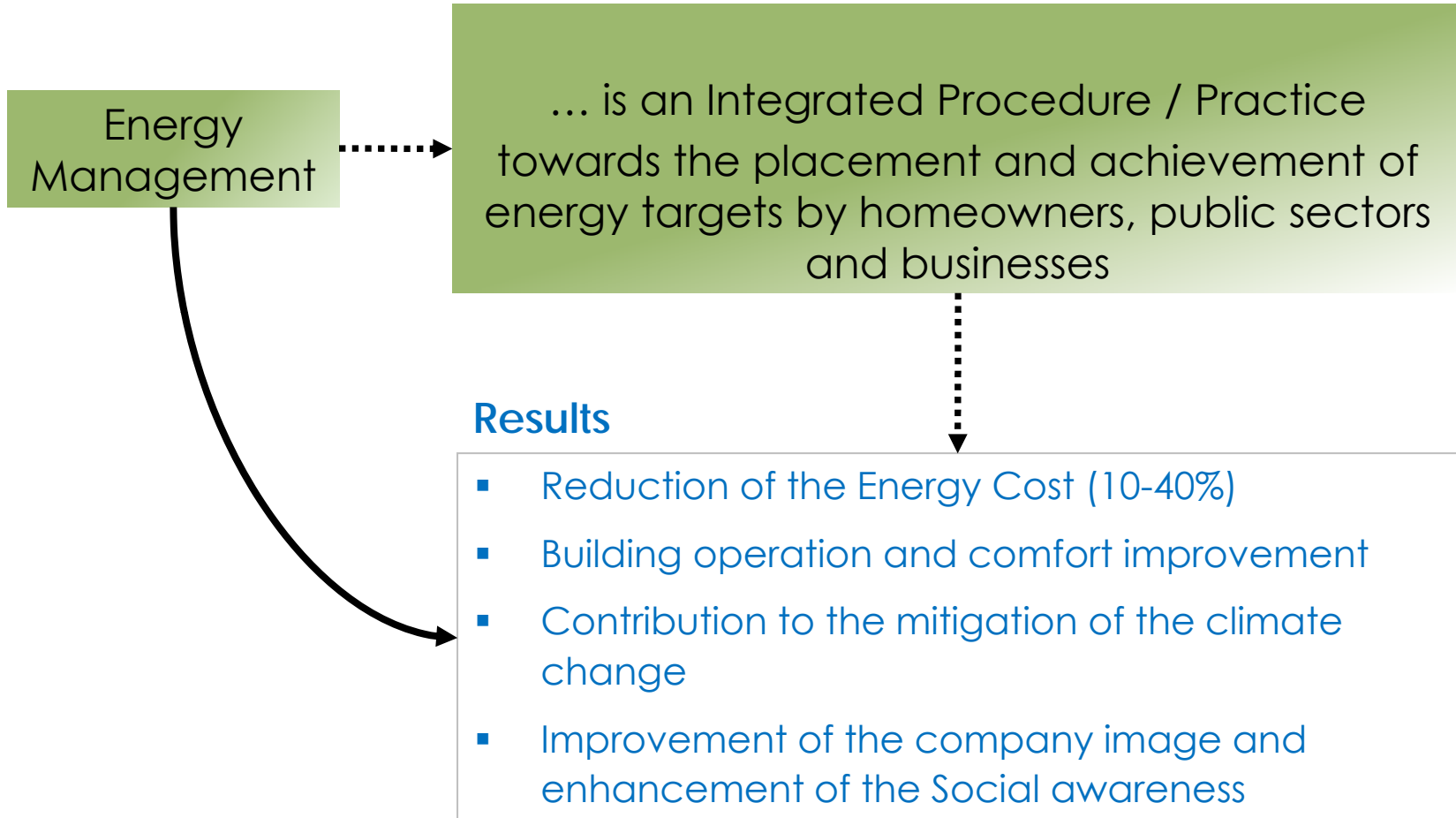
- EU states import 50% of their energy consumption;

- Most of the companies have a high-energy consumption with important environmental impacts;

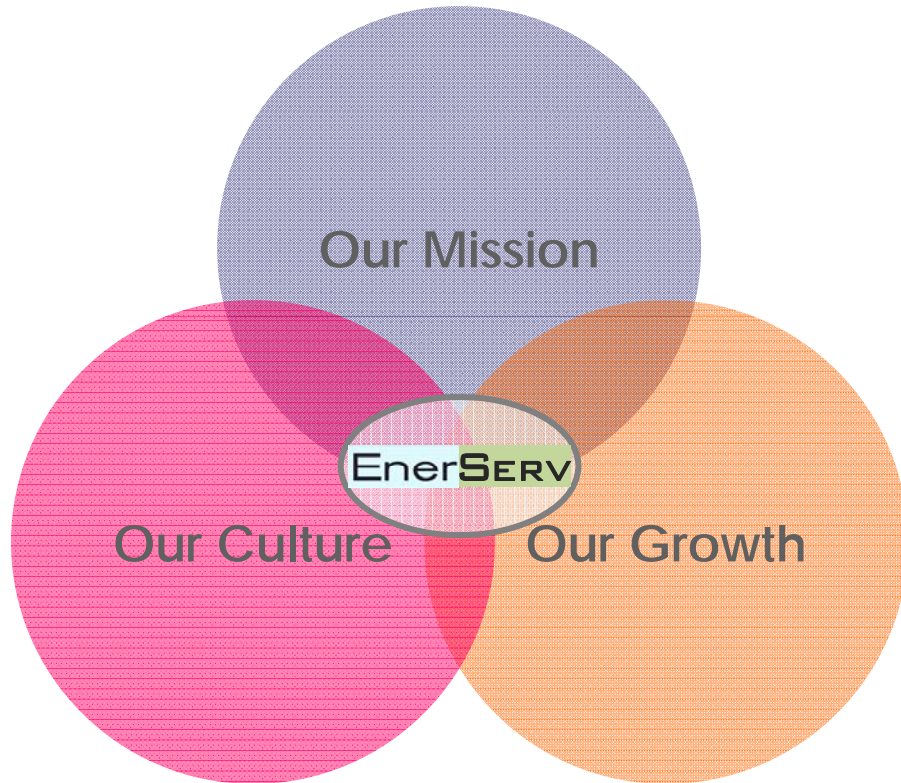
- EU Energy Efficiency Action Plans by 2020:
 - 20% CO2 emission reduction (reference year 2005)
 - 20% energy efficiency improvement (reference year 2005)
 - 20% renewables installed capacity increase (reference year 2005)

- Energy Management:
 - is a means for reducing the energy consumption and therefore energy costs
 - is essential to be applied in the sectors of final demand

03. Why Energy Management? (2/2)



04.About Us



- **Our Mission**

Develop and Implement integrated energy service strategies that reduce and manage our clients' energy costs

- **Our Growth**

Achieve long term, mutually successful relationships through energy management services, with our clients

- **Our Culture**

Operate with a highly expert, academic related and self-governing oriented work environment

05.Fields of Activity

Energy Efficiency improvement in **buildings (hotels, hospitals, super markets, shopping centres, etc.)**

- **Building Fabric** (insulation, existing openings, etc.)
- **Lighting**
- **Space heating and Air conditioning**
- **Water heating**
- **Refrigeration**
- **Logistical devices** (elevators, escalators etc.)
- **Electric devices** (computers, refrigerators, kitchens, etc.)
- **Water management**

Energy Efficiency improvement in **industrial equipments (chemical industry, metal industry, pharmaceutical industry, printing industry, etc.)**

- **Pumps**
- **Compressors**
- **Furnaces**
- **Heat exchangers**
- **Packing equipment**
- **Thermal energy consuming equipment**
- **Production and transfer process**

06. EnerServ Resources – In House

EnerServ consists of in-house **experts** in the fields of:

- Electrical Engineering
- Mechanical Engineering
- Chemical Engineering
- Civil Engineering
- IT Engineering
- Energy Consulting
- Decision making
- Project Management
- Economic Analysis
- Financing Analysis

06.EnerServ Resources - Academia

In order to strengthen further its technical skills, EnerServ collaborates in projects with **international** and **local academic** and **scientific institutes**.

06. EnerServ Resources – Industry (1/2)





Our Company has built over the years a **global network** of collaborations consisting of :

- Specialised **companies** with important know-how in the field of **energy efficiency** technologies, **engineering** companies, **procurement** companies and **construction** companies, and **funds**
- Internationally recognised **experts** in the fields of **energy management**, **energy efficiency**, **cogeneration**, **renewable** energy systems design and engineering, **gas systems** operation, **project management** and **financial engineering**

06.EnerServ Resources – Industry (2/2)

Affiliations

In its fields of activity EnerServ is **affiliated** to:

Company		Field	Companies Relation
	EnerCoRD (USA)	Energy Systems Consulting, Research and Development	Affiliate Company within EnerCo team of companies
	EnerTop (USA)	Energy Systems Optimisation Tools Company	Affiliate Company within EnerCo team of companies
	EST America (USA)	Solar Plants Engineering, Procurement Construction active in USA	Affiliated company within the EnerCo team of companies 33% owned by EST-Energie (DE)
	EST Hellas (GR)	Solar Plants Engineering, Procurement Construction active in Greece	Affiliated company within the EnerCo team of companies 50% owned by EST-Energie (DE)

07. Affiliations - EnerCoRD

EnerCoRD – (www.enercord.com) - is a USA based **Consulting, Research and Project Development** company, with a European branch in Greece, in the field of energy systems established in **2005** as part of the **EnerCo** team of companies.

EnerCoRD is active in **Greece, South-east Europe, Central Europe, Nordic Europe, USA and South America** offering services in the following fields:

- **Consulting:** for the energy assets' **portfolio and risk management**, on engineering-economic energy assets **portfolio evaluation**, for the energy assets **due-diligence**, on the development and implementation of new **regulatory schemes**, for **business development, strategic and executive advice**, on the **integrated water resources** management optimisation and on **environmental studies** for energy systems development.
- **Research:** in **methodologies** for energy systems planning operation and expansion, in energy assets' **portfolio and risk management** processes and in **renewable energy sources**(Solar, Wind, Hydro, Bio-fuels and Bio-Mass).
- **Project Development:** of **renewable energy projects** (Solar, Wind, Hydro, Bio-fuels, Bio-Mass and waste to energy), of **conventional energy projects** (gas, coal, lignite and fuel) and of **residential and industrial energy projects** (co-generation and tri-Generation).

Our focus in EnerCoRD is on providing **customised solutions** to the client needs, emerging from our **internal team** know how and our **international collaborations**, while keeping a **close cooperation** with the client's **technical and decision making** groups, complemented by intensive **follow-up** and **quality control**.



07. Affiliations - EnerTOP

EnerTOP (www.enertop.com) is a company focusing on computational tools for the optimisation of Energy Systems.

EnerTOP bridges the gap between the **energy industry** needs for computational tools and the know-how of the **scientific community** of academia and industry

EnerTOP focuses on:

- **Researching** computational tools / methods for their application in energy systems
- **Developing** computational tools for energy systems especially in the niche areas of uncertainty (stochastic), robust optimization and unit commitment
- **Consulting** on energy systems modelling and computational tools

Through high involvement with industry, active research and highly skilled key experts, EnerTOP pro-acts in the field of state of the art computational tools development for the energy industry enabling EnerTOP to offer high level consulting on energy systems

EnerTOP's operation methodology combines the close contact and follow up of the clients needs to actively:

- **Author** and **edit** and **publish** in **books** and **journals**
- **Organise** and participate in **conferences**
- Direct and participate in **PhDs** and **Post Docs**
- **Lecture** academic and industrial courses
- Manage a pool of **high level key experts** coming both from academia and industry



07. Affiliations – EST America and EST Hellas

EST America (www.est-america.com), owned at 33% by EST-Energie GmbH, is the branch in **USA** of the German company **EST Energie**.

EST Hellas (www.est-hellas.gr), owned at 50% by EST-Energie GmbH, is the branch in **Greece** of the German company **EST Energie**.

EST Energie & Solar Technik (www.est-energie.de) was founded in 1997 by Alfred Karner as EST Energie & Solar Technik e.K.. Mr. Karner has acted as a technical director for photovoltaic systems for **Siemens AG** Germany from **1982** to **1997**.

Since **1999**, EST Energie & Solar Technik is one of the **leading German companies** in the field of photovoltaic in Germany.

Fields of activity:

- PV - **Photovoltaic** – **grid connected** systems and **stand alone** systems
- PV- **Photovoltaic** – **hybrid** systems with **photovoltaic** & **diesel** generators
- **Emergency power supply** by means of **photovoltaic** and supply by means of **diesel** generators
- UPS – uninterruptible power supply for telecommunication systems
- Obstruction lights
- Thermal solar engineering - EST own collector product line
- Heat pumps
- Floor and wall heating
- BHKW - partner of Senertec

08. Client Categories List

- Biomass Producers
- Development Groups
- Electricity Consulting Companies
- Electricity Utilities
- Energy Service Investment Companies
- Energy Trading and Risk Management Tools Companies
- Energy Trading Companies
- Engineering Groups
- Gas Utilities
- Investment Banks and Funds
- Management Consulting companies
- Regulators
- Renewable Energy Sources Project Development Companies
- Research Centres
- Transmission System Operators

09. Why EnerServ?

- **Knowledge:**

- EnerServ offers a wide range of supplementary energy management services;
- Knowledge of successful practices, tools and technologies in the field of energy management

- **Expertise:**

- Energy audits in hospitals, industrial units, sport centres, swimming pools, public buildings, commercial centres, super markets, schools, etc.
- Project Implementations in buildings, swimming pools, industrial units and hotels

- **Resources:**

- Human and Technological resources towards the implementation of the integrated programs of energy management.
- Our team of energy experts strives to provide flexible, customised and innovative solutions to meet the challenges of an ever-changing energy market

Contact details

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