



**sanedi**

South African National Energy  
Development Institute (SNC) Ltd.



# Energy Service Companies (ESCo register)



german  
cooperation

DEUTSCHE ZUSAMMENARBEIT

Implemented by:

**giz** Deutsche Gesellschaft  
für Internationale  
Zusammenarbeit (GIZ) GmbH



**energy**

Department:  
Energy  
REPUBLIC OF SOUTH AFRICA



**sanedi**

South African National Energy  
Development Institute

**ENERGY INNOVATION FOR LIFE**

# The South African ESCo register as a means to develop the ESCo industry



## Background

The South African government especially through DoE strives to

- improve the quality of the EEDSM projects
- facilitate the market development and growth of ESCos

The ESCo register will be an important tool to develop energy efficiency in South Africa and will be utilized by both the public and private sector to identify, plan, develop, finance or implement energy efficiency and demand side management projects in buildings, public lighting or water infrastructure including co-generation.

The register makes provision for the inclusion of ESCos across the value chain of energy services offered, e.g. Auditing, Technology Installers, Consulting Engineers as well as full ESCos that provide the energy services and financing.

The RfQ was open to all energy service companies.



# ESCo register – the process



- The Department of Energy (DoE) in collaboration with the South African National Energy Development Institute (SANEDI) and the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) is establishing a register for Energy Service Companies (ESCo register).
- DoE in collaboration with SANEDI and GIZ has undertaken a qualification process to identify fully qualified Tier1 ESCOs, partially qualified Tier 2 ESCOs which need some further incubation and ESCo with a Tier Status 3.
- For the time being the evaluation of 45 ESCOs shall lead to about 14 ESCOs which will be fully Tier 1 registered. 24 ESCOs have a Tier 2 status, 7 ESCOs have a Tier 3 status. 13 ESCo registrations have been disqualified mainly due to insufficient information and experience. The register will be reviewed and updated on an annual basis, ensuring the relevance thereof, but also providing ESCOs with the opportunity to achieve a higher certification level as they mature.
- Municipalities will gain access to the ESCo register and are asked to work with qualified registered ESCOs in the future. Municipalities could be assisted in making their choice.
- <http://www.sanedicsco.org.za>

# Registration process



See Table 1 for a summary of certification criteria and for supporting documentation required as part of the submission.

**Table 1 – ESCo Evaluation Criteria**

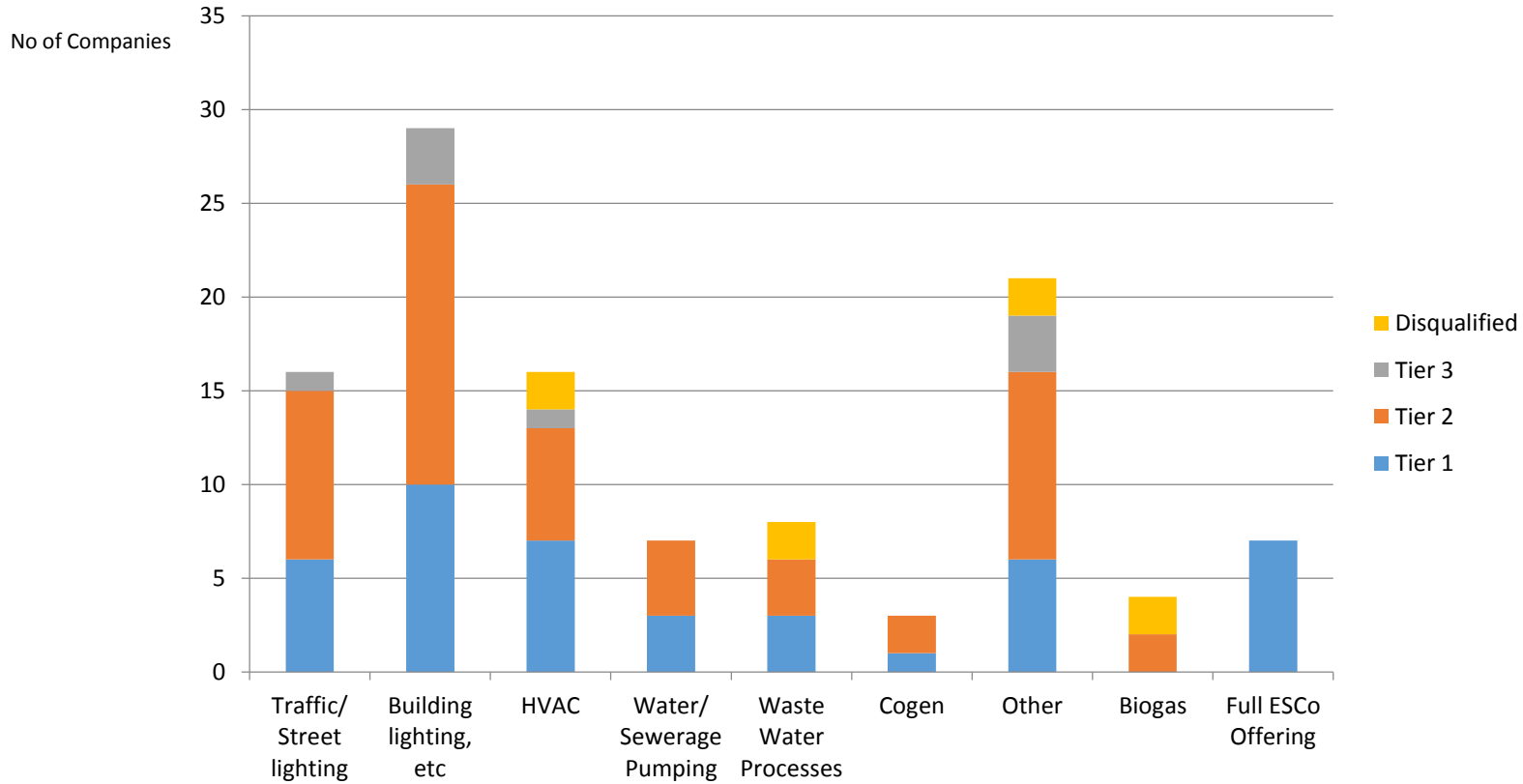
Criteria	Tier 1 Certification	Tier 2 Certification
<b>Company Ability</b>		
1. Years in the ESCo/energy management business	A minimum of 3 years of experience	A minimum 1 years of experience
2. Client profile	A minimum of 5 clients (current and historic)	A minimum of 2 clients (current and historic)
3. Number of projects completed	A minimum of 10 completed projects	A minimum of 3 completed projects
4. References received	A minimum of 3 references received and verified	A minimum of 1 references received and verified
5. Confirmation of quality of internal systems and processes	Provision of Quality Plan (e.g. ISO 90001), CIDB rating (3+) or similar document (e.g. Management System)	Provision of Quality Plan (e.g. ISO 90001), CIDB rating (1+) or similar document (e.g. Management System)

# Registration process

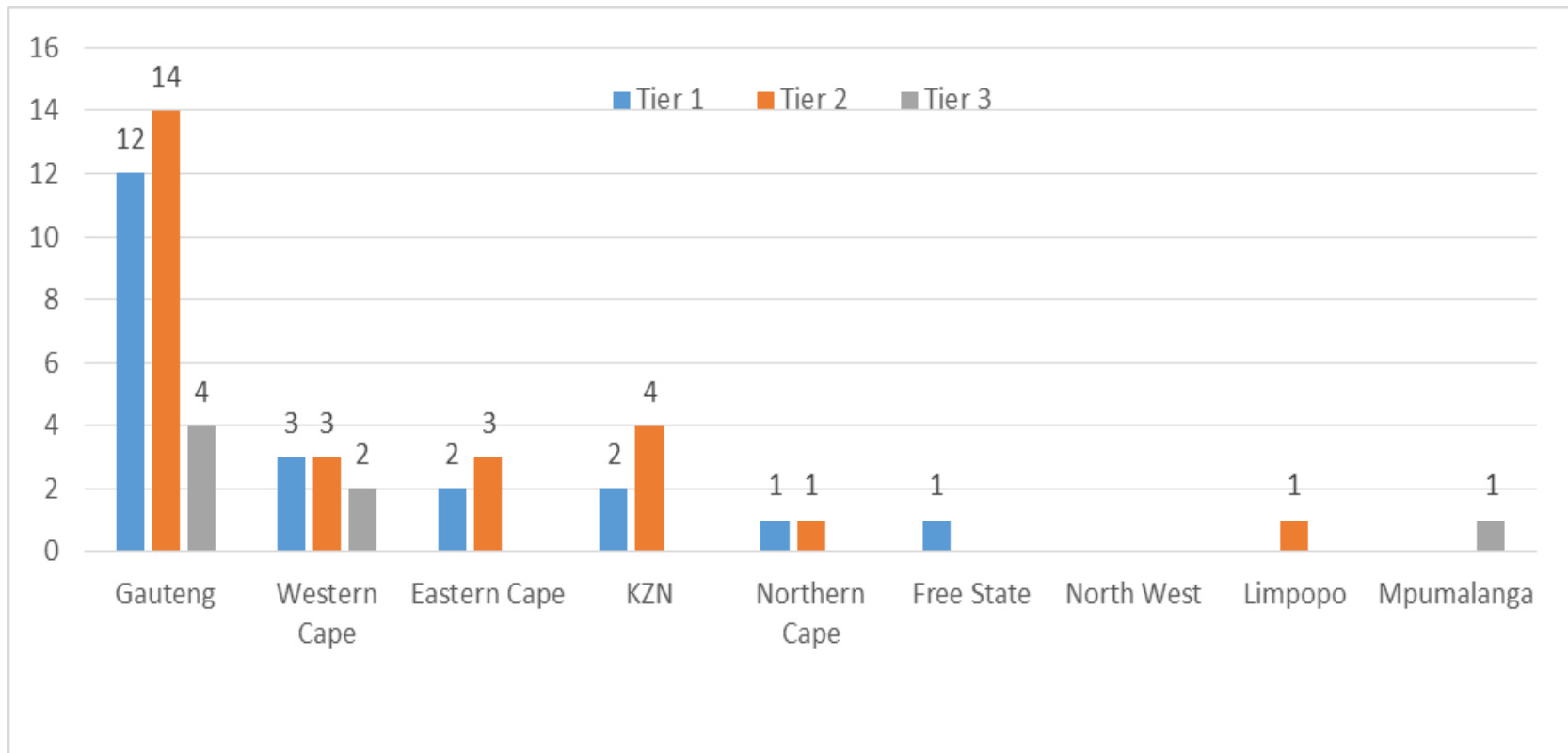


Criteria	Tier 1 Certification	Tier 2 Certification
<b>Employees</b>		
<b>Employee strength in terms of</b>		
6. numbers	A minimum of 5 full time technical professionals	A minimum of 1 full time technical professionals
7. qualification	A minimum of 1 relevant professional designation/degree per full time employee	A minimum of 1 relevant certified diploma per full time employee
8. experience	A minimum of 10 years of related combined professional experience for technical professionals	A minimum of 3 years of related combined professional experience for technical professionals
Overall Certification	Full Certification in at least 70% of the criteria evaluated, with Partial Certification in all others	

## Result of ESCo Register Evaluation



# ESCo Provincial Reach



**Please Note** the 1st round of registration is currently closed and will be informed when the next round of registration will commence.

For any queries or suggestions regarding the ESCo register please contact

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**THANK  
YOU**

[www.sanadiesco.org.za](http://www.sanadiesco.org.za)