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**Women's perspective on the Development
of ESCo's in SA**



Energy Efficiency – First Fuel

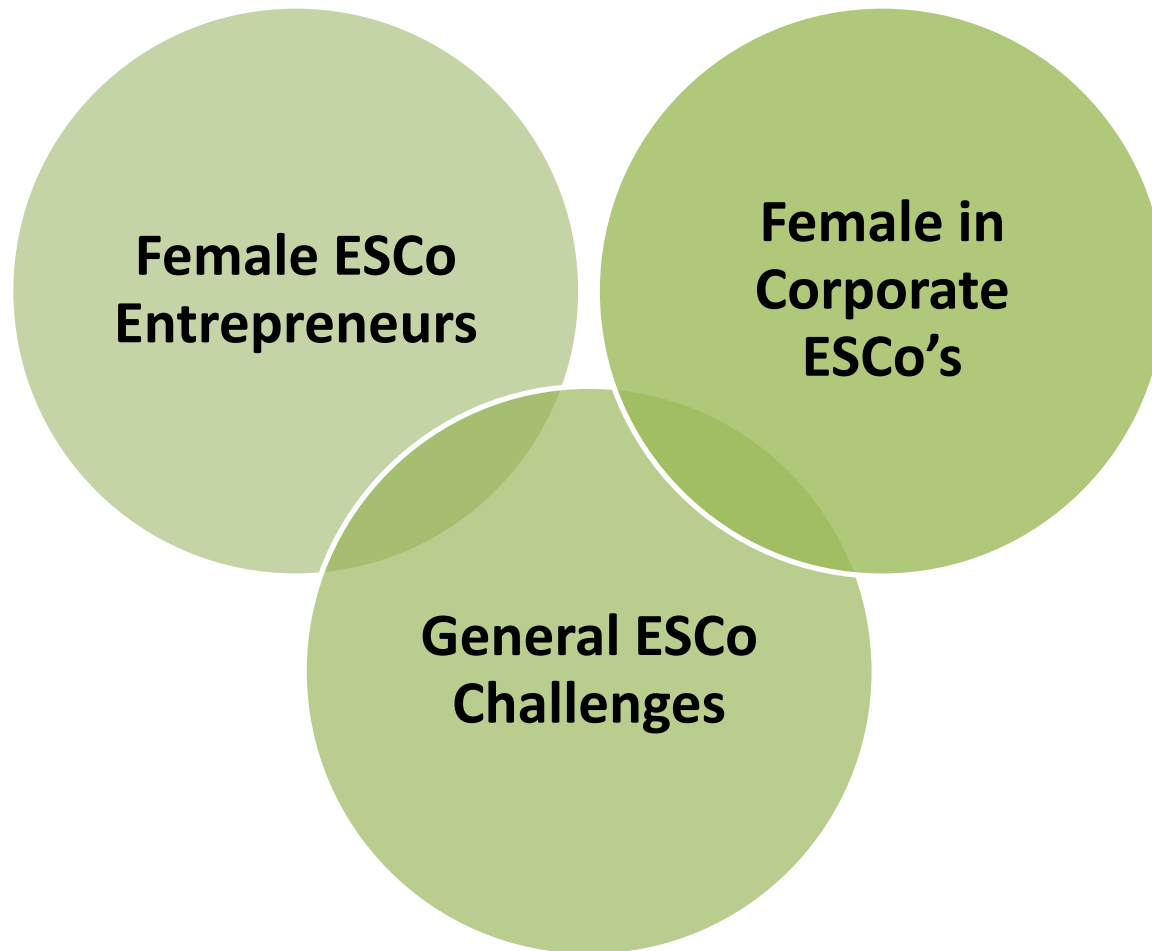
- The “first fuel” concept is gaining increased credence worldwide.
- Energy efficiency is considered to be a *hidden energy resource* that should be fully exploited before considering other sources as it takes less time to implement, lasts longer and keeps producing without the negative effects of generation.
- (NEES)



Analysis of the ESCo Space



ESCo Challenges

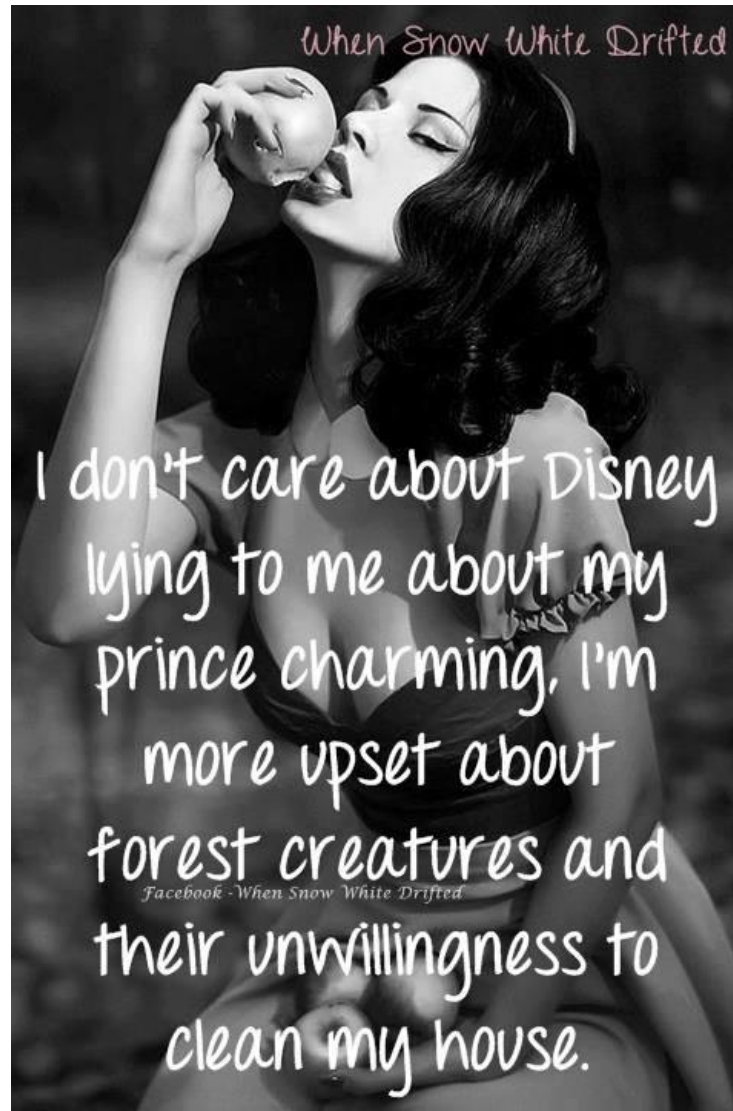


General ESCo Challenges

- Financing
- Understanding of the market
 - Awareness of the opportunities
 - Education curricula
- Capacity building
- Business Development
- Mentors
- Projects



Understanding the ESCo space for Women



**IN THE 21ST CENTURY, WHY ARE WE
STILL HAVING THIS CONVERSATION?**



Female Graduates

- 5 years after graduating less than 20% of female engineers are still working in the engineering field
- Why?
 - Conditions & Environment
 - Family considerations

ESCo field addresses some of these issues and is ideal for women!



Why the Entrepreneur/ Corporate Split?

**Nature Is Always Giving Us Examples
on Why We Should Never Give Up.**



PreventDisease.com



In Corporate the Glass Ceiling Exists

- Most big corporates have gender/diversity plans
- Medium corporates have diversity plans & may have gender “mainstreaming”
- Small companies?
- The percentage of women in Technical positions has been & still is increasing
- The proportion of women to men in these positions is still low.



There is no glass ceiling in the entrepreneur space

- For an established ESCo –
 - Choice based on
 - Size of ESCo
 - Capacity to handle project
 - Experience
 - Gender is not a factor
 - Flexibility
 - Black female ownership/leadership is a benefit



Face entrepreneurs challenges



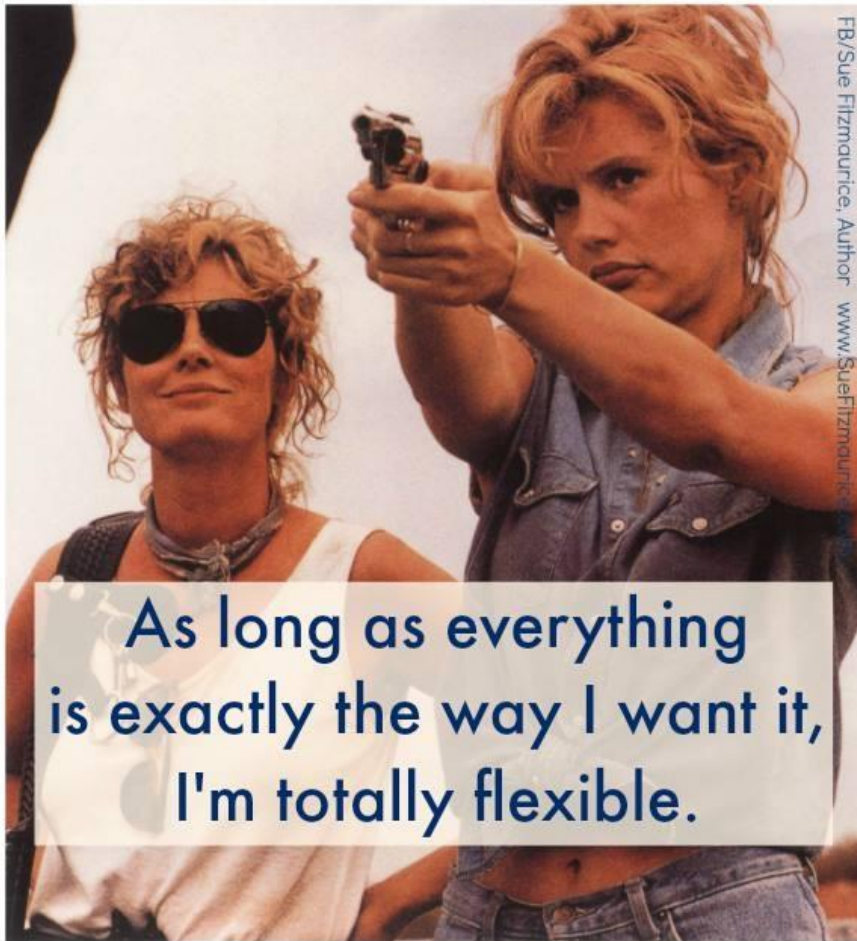
Solutions

- Awareness of opportunities
- Mentorships
- Internships



Programs like SAFEE





FB/Sue Fitzmaurice, Author www.SueFitzmaurice.com

As long as everything
is exactly the way I want it,
I'm totally flexible.

Questions?

