

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

**TASK 24
Solar Procurement**

TASK STATUS REPORT

June 2000

**Swedish Council for Building Research
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TASK 24: SOLAR PROCUREMENT - TASK STATUS REPORT

1. TASK DESCRIPTION

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

This objective 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 initiated on 1 April 1998 and will be completed on 31 March 2003.

Participation

At present 5 countries - Canada, Denmark, The Netherlands, Sweden and Switzerland - take part in Task 24. Belgium is expected to join Task 24 this year, and more countries are welcome to join. Contacts are going on with countries interested in the Task 24 work, for example Austria, Finland, France, Germany, United Kingdom and United States.

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 will 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.

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" (which is now called "Business Tools").
- To define a process for prototype testing and evaluation, using existing methods.

2. TIMETABLE AND MILESTONES

See [Appendices 1 and 2](#).

3. ACHIEVEMENTS MADE, ONGOING AND PLANNED WORK

Much of the work has focused on the identification of buyers and on forming national buyer groups. A number of national meetings have been held and buyer groups have been formed. These groups consist of representatives of municipalities, utilities, housing corporations, construction companies, real estate developers, NGOs and other organisations.

3.1 National activities

Preparations for the first round of national procurements have been going on in the countries. Draft specifications and competition documents have been drawn up.

Overviews of the different national projects are included in [Appendix 3:1-5](#) and summaries are made below.

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

Canada

Two community-based organisations – *Peterborough GreenUp* and *EnerACT* (Energy Action Council of Toronto) - are working to expand the market for solar water heaters within their regions. Peterborough GreenUp has installed their first nine systems, tendered and selected from three manufacturers. The systems are undergoing extensive testing. EnerACT is presently installing their first nine systems from the same suppliers. The two projects are co-sponsored by local utilities, municipal governments and Natural Resources Canada.

Peterborough GreenUp and EnerACT will form a buyer group and jointly issue a tender for twenty systems per city in July. The Ottawa workshop (see further below) inspired other utilities and municipalities to do similar local projects, and it is expected that a few other organisations will also join in the tender.

Denmark

More specific target groups for buyers have been addressed. The campaign “Sol over Thy og Mors” was launched in March by the utilities *Thy Højspændingsværk* and *Mors Elforsyning* with 10 April as deadline for submitting tenders. A number of Danish suppliers were interested in tendering for the project. After evaluation of the tenders, a company with different solar systems for hot water and combined hot water/space heating was chosen. The campaign material, including an information leaflet, is now being sent out to the customers (altogether 28,000) of Thy Højspændingsværk and Mors Elforsyning. About 1,000 of them have electricity-heated houses, which means a great potential for solar systems.

Contacts will be taken with private companies in order to form a buyer group out of the employees of these companies.

The Netherlands

As concerns domestic systems for existing buildings, solar water heating campaigns have been launched with buyer groups from *SOL*id* (a new Dutch company owned by 40 installers, offering solar sales and installation service on a national scale), the *ASN Bank* and the *World Wildlife Fund*. The campaigns also include financing possibilities through banks or through renting of water heaters and parts of the solar systems. Many reactions to the campaigns have been received.

Collaboration with housing associations is also going on. A project, “the *Solhas* survey”, has been started together with the umbrella organisation of all housing associations in The Netherlands and nine other European countries. The goal is to develop a market strategy for solar water heaters to be used by housing associations and to get a clear image of the possibilities and bottlenecks for further introduction of solar water heaters. The Dutch tender will be launched in September 2000. A European buyer group of housing associations, based on the “*Solhas*” survey, will be established at the end of 2000/beginning of 2001, and will tender during the Task 24 second, more international, round of procurements.

Work is also going on for medium-size systems through the “*Space for Solar*” initiative, with a buyer group of 59 organisations, mostly housing associations and rest homes. The initiative includes more than 100 projects that are to be realised during the coming years. The call for tender will be in September 2000. New parties are invited to join this initiative.

A project, “Solar energy in the ESSENT supply region”, aimed at property developers and housing associations was launched in March and the tenders are being evaluated.

Sweden

Two buyer groups have been established in Sweden. The “Systems for solar-heated domestic hot water supply in detached houses” (the *small SWH systems*) has a representative of the County of Värmland as chairman, and a representative of the Enköping Energy Utility is chairman of the “Solar collectors for use in large solar heating systems” (the *larger systems*). Tender specifications have been drawn up in Swedish as well as in English for both systems. The small SWH systems concern 1,000-2,000 systems or approx. 5,000-10,000 m² collector area and the larger systems 10,000 m². There are now competitions and procurement activities going on after announcements in the “Official Journal of the European Communities” on 28 January and 14 April 2000, respectively. The announcements included references to the web sites where the tender documents in English could be downloaded.

The competitions have attracted large interest. The deadlines for submitting tenders were 31 March and 31 May, respectively. Several tenders have been received. They are now being evaluated and prototypes are being tested. Winners will be announced in the autumn of 2000.

Switzerland

The “Energy 2000” programme has come to an end, and a possible new programme must be decided by the Swiss government. There are initiatives to introduce energy taxes on non-renewable resources, to have subsidies for others and a direct solar initiative. The initiatives will be subject to a referendum with four different proposals.

The “*Passive Houses in Senti Kriens*” project has been launched. This project is only supervised by the Task 24 group. The houses to be built will be very well insulated and should have a maximum of 50 kWh per square metre for heating and hot water. There will also be compact ventilation systems with heat recovery and heat pumps.

There are plans to launch a project “*Solar roofs for the city of Zug*” in collaboration with the Water Utilities of Zug. The project concerns hot water for single-family houses and for multifamily houses with less than 10 apartments. The intention is to have turnkey installations at a fixed price, to have a professional project management and to use only certified components.

There are also ongoing plans for another project “*the SSES virtual buyer group (on Internet)*”. The date for the call for tender is not yet decided, but the tender will be according to the Task 24 guidelines. A local project team will be formed with PR specialist, computer/internet expert from SSES (Swiss Solar Energy Society), suppliers, contractors and Task 24 representatives.

3.2 Creation of Tools and Ballot procedure

Denmark is Task Leader of Subtask B, in which the “Book of Tools” was included. The first edition of the “Book of Tools” was nearly completed at the beginning of 2000. The “book” has been transferred to a web toolbox with tools and inspiration for buyer groups, tendering, marketing etc. A draft was discussed by the Task 24 Experts during the Experts meeting in Ottawa in February/March. As decided at the meeting, Canada is now in charge of the updating and editing of the “book” and the upgrading of the whole Task 24 home page. Canada uses a professional editor for the “book” - to which a new name has been given, “Business Tools” for active solar systems, - before it is sent out on ballot to the Executive Committee representatives of the participating countries. The updating and editing has been somewhat delayed, but the ballot procedure has started in early June.

3.3 Contacts with suppliers

Further contacts have been taken with the supplier organisations ASTIG and ESIF. They will be invited to a dialogue about the principles for the coming international activities. The principles, which are based on the European and Canadian tenders and procurements and current national work, will be included in a tender package, the so called “Brutto Text”. This text will be included on the web site and will be of value for buyers as well as for tenderers in coming procurements. Further contacts will be taken with the chairmen of ASTIG and ESIF, for instance at the solar conference in Gleisdorf, Austria (see further below).

The Task 24 Experts are of the opinion that it is important to gradually produce more and more tender documents and other information in other languages than their own national language(s). This material should preferably be in English too, as was done for the Swedish competitions. First, a more general, one-page information sheet would be produced to give inspiration to suppliers.

Advertising in the “Official Journal of the European Communities” and similar media in Canada is important and should be used for presentation of planned and launched tenders in parallel with distribution by ordinary and electronic mail.

There are continuous contacts with suppliers at national levels. Denmark will invite to a meeting with installers and Sweden has regular contacts at national SEAS-meetings. One of the Task 24 Experts from Switzerland is vice president of SOFAS, a non-profit organisation whose members include installers, manufacturers, consultants and all solar professionals.

In The Netherlands, a company, SOL*id, has recently been formed by 40 installers. It has an open character, so other installers can join, however they have to prove that they can offer a certain quality level. SOL*id is the only Dutch installation company that offers solar sales and installation services on a national scale. A national call centre has been established for facilitating customer contacts. This approach offers an opportunity for customers to have only one contact to take the whole responsibility, transferring matters of warranty etc. to the installers and the manufacturers. This makes it easier with central marketing and publicity, stressing the importance of the system buyer and central logistics. SOL*id is now working on feature packages, also offering some more features, such as standard black collector edges and solar viewers (instruments installed which provides the tenants with the possibility of seeing that the system is actually working.)

3.4 Information activities

Although the Task 24 Experts agree that general information activities are not the most important issue at the moment, it is still important to inform about Task 24 and to find additional sources of funding.

An ALTENER application was sent to the European Commission (EC) in late November 1999 and an answer if the application has been granted is expected soon.

A formal application has been sent in by the Task 24 European Union (EU) member countries to the EC for part-financing of information activities for raising interest in solar procurement as “accompanying measures” within the “EU 5th Framework Programme”.

Presentations about Task 24 will be made at several international conferences. At the “EuroSun 2000” conference in Copenhagen, Denmark, 19-22 June 2000, there will be presentations by the two Subtask Leaders from The Netherlands and Denmark.

OPET can also be used as an important channel for information and will be approached by Task 24. An informal “ad hoc” afternoon meeting is planned by Denmark together with OPET at the “EuroSun 2000”.

The Operating Agent has been invited to give a presentation at the “Internationales Symposium für thermische und photovoltaische Sonnenenergienutzung”, which will be held on 6-9 September 2000 in Gleisdorf, Austria.

Brochures, articles and other information material are still being produced and published in the countries. The Task 24 official home page (www.IEAtask24.org), which has now been upgraded by Canada, will be continuously updated. The “News from the IEA Task 24” newsletter, compiled by Denmark twice a year, is published on the home page, and so are the Minutes from each Experts meeting.

An “IEA SHC Award of Excellence” could further increase the general interest in the Task 24 activities (see [Appendix 4](#)).

The evaluation of the Task 24 work so far, including the first national procurements, will be planned by the Subtask B Leader and will be discussed at the next Experts meeting.

3.5 Task meetings

One *Experts Meeting* has been held during the last six-month period, in Ottawa, Canada, 28 February – 1 March 2000, with participation of Experts from all the participating countries. On 29 February there was a *Workshop* with approx. 25 representatives from Canadian utilities, municipalities, NGOs and consultant companies. During this Workshop, Task 24 Experts gave presentations about the ongoing work in the countries.

Next Experts Meeting will be held in Luzern, Switzerland, 2-4 October 2000. In connection with this meeting there will possibly also be a Workshop with Swiss organisations interested in solar activities.

4. ISSUES FOR THE EXECUTIVE COMMITTEE

Issues for the whole Executive Committee

An “IEA SHC Solar Award of Excellence”

On the way towards large procurements, there will be competitions and promotions. An “IEA SHC Award of Excellence” could be used as a prestigious recognition for good performance. This Award would mainly be used for the Second Round of the Task 24 procurements.

A draft description of a future “IEA SHC Award of Excellence” is presented in [Appendix 4](#).

Recommendations for resolution

It is recommended that the Executive Committee approve the principles for the above suggested “IEA SHC Award of Excellence” and ask the Operating Agent, after consultations with the Task Experts and interested stakeholders, to present a final description for approval by the Executive Committee at the following Executive Committee meeting.

Appendices:

1. Milestones table 1
2. Milestones table 2
3. Overviews of the national projects
4. Solar Award of Excellence

TASK 24 "SOLAR PROCUREMENT" TASK STATUS REPORT JUNE 2000 - APPENDIX 1

MILESTONES TABLE 1

Project	Project Title	Responsibility	1999				2000				2001				2002				2003				2004					
			Quarter:	1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4	
Subtask A	Procurement and marketing	NL				▽ ¹	▽ ²		▽ ³	▽ ⁴					▽ ⁵				▽ ⁶		▽ ⁷							
						▲ ¹	▲ ²																					
Subtask B	Creation of Tools	DK		▽ ¹			▽ ²			▽ ³	▽ ⁴								▽ ⁵						▽ ⁶			
					▲ ¹			▲ ^{2.1}	▲ ^{2.2}																			

Subtask A: Procurement and marketing

1. Buyer groups formation/goals – *October 1999*
2. Distribution of invitation for tenders 1st Round - *January 2000*
- 3-4 Delivery start 1st Round – *August – December 2000*
5. Distribution of invitation for tenders 2nd Round - *October 2001*
- 6-7 Delivery start 2nd Round – *November 2002 – April 2003*

Subtask B: Creation of Tools

1. Book of Tools* - content, 1st draft Chapt. 1-3/outline Chapt. 4 - *May 1999*
2. 1. Book of Tools - 1st edition in draft *January 2000*
2. Book of Tools – updated 1st edition as web version for ballot *June 2000*
3. Book of Tools - Updated 2nd edition in draft - *December 2000*
4. Evaluation of 1st Round – *February 2001*
5. Book of Tools - 3rd edition in draft - *July 2002*
6. Evaluation of 2nd Round - *July 2003*

Hans Westling, 5 June 2000

*) The Book of Tools is now called “Business Tools”.

TASK 24 “SOLAR PROCUREMENT” TASK STATUS REPORT JUNE 2000 - APPENDIX 2

MILESTONES TABLE 2

			Milestones not achieved				
Activity	Resp.	Milestones achieved Last 6 months	Milestone	Comment	Recommendation	Impact	Milestones next 6 months
Procurement & Marketing	NL	A2 The distribution of invitation for tenders started in January and will take place during 2000 (see Appendix 3)					A3 – A4 August-December 2000
Creation of Tools	DK	B2.1 1 st edition in draft ready in January 2000	B2.2 Updated 1 st edition as web version. Delayed from January to June 2000 and co-ordinated with updating of Task 24 home page	Has been changed from “Book of Tools” to “Business Tools”		This provides easier possibilities of updating more often as new material is created.	B3 (December 2000)

Hans Westling, 5 June 2000

IEA SH&C Task 24 Solar Procurement – Overview of National Projects

Country: CANADA Contact person: Gerald Van Decker	Name of project: Project with two community-based organisations: Peterborough Green-Up and EnerACT (Energy Action Council of Toronto)
1. Preliminary status	Phase I: -Peterborough GreenUp has installed their first 9 systems, which were tendered and selected from 3 manufacturers and are undergoing extensive testing at the National Solar Test Facility. -EnerAct, having a long-standing history of delivering energy efficiency products and services in Toronto, will install their first 9 systems from two of the same suppliers in June 2000. Phase II: -Peterborough GreenUp and EnerACT will install 20 systems each during Fall 2000
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: -TBD
4. Buyer groups: Name: Type of buyers:	-It is expected that the two organisations will form a buyer group and jointly issue a tender for 20 systems per city in July 2000 -One to three more organisations will also likely join NGOs
5. Official information	-Local utilities and municipal governments are also partners -Phase I Subsidy: 50% (this is an exception) -Phase II Subsidy: 25%
6. Supplier contacts	NA
7. Call for tender	Phase I: August 1999 Phase II: July 2000
8. Deadline for submitting tenders	TBD
9. Evaluation of tenders	TBD
10. Products on market	Phase I: Thermodynamics, SolCan, Daystar Energy Systems Phase II: TBD
11. Comments and remarks; problems, if any	Phase I: Installation schedule was not met
12. Other information	-A market transformation activity which will result in a generic business plan will be undertaken in 2000/01 -Market survey, detailed study of the Toronto market, new performance and system specifications and the value of peak saving electric load with solar water heating will be included in this activity

IEA SH&C Task 24 Solar Procurement – Overview of National Projects

Country: DENMARK Contact persons: Torben Esbensen and Lotte Gramkow	Name of project: “Sol over Thy og Mors”
1. Preliminary status	A fusion had to take place before the actual launching of the campaign.
2. Feasibility study	No actual feasibility study has been undertaken.
3. Performance specifications	-
4. Buyer groups: Name: Type of buyers:	Customers of the utilities Thy Højspændingsværk and Mors Elforsyning Various customers. Utilities customers.
5. Official information	A very nice information leaflet has been produced with the heading “Sprængfyldt med energi”. The leaflet tells about the solar energy, how the utility will be responsible for all practical issues, how much can be saved, the economy and some price examples.
6. Supplier contacts	A number of the Danish suppliers were interested in bidding for the project. The supplier will be: Djurs Solvarme, Hannebjergvej 24, Langkastrup, 8900 Randers
7. Call for tender	The invited suppliers received the tendering package on 20 March 2000.
8. Deadline for submitting tenders	The invited suppliers were asked to forward their tenders on the 10 April 2000.
9. Evaluation of tenders	The tenders were submitted to Troels Kildemoes Møller (Kildemoes Solvarme) and Ole Barslev (Thy Højspændingsværk). Esbensen Consulting Engineers agreed to the final decision to choose Djurs Solvarme.
10. Products on market	Djurs Solvarme has several different solar systems on the market for hot water and combined hot water/space heating. Djurs Solvarme has two tank units (180 litre and 260 litre) and two solar collector modules 3 m ² and 4 m ² . These components will be used in the systems. The tank units are fully equipped with pump section, safety equipment and solar controller.
11. Comments and remarks; problems, if any	The campaign material will be sent out to the customers of Thy Højspændingsværk and Mors Elforsyning by the end of May 2000, which will be the launching of the campaign. Thy Højspændingsværk and Mors Elforsyning have altogether 28,000 customers of which approximately 1,000 are electrical heated dwellings meaning a greater potential for sold systems for these types of customers.
12. Other information	-

IEA SH&C Task 24 Solar Procurement – Overview of National Projects

Country: THE NETHERLANDS Contact person: P.G. Out	Name of project: “Space for Solar”	Name of project: “Solar energy in the ESSENT supply region”	Name of project: “Solhas”	Name of projects: ”SOL*id, WWF, ASN”
1. Preliminary status	Running	Running	Running	Running
2. Feasibility study	January-June 2000	n.a.	For tender specifications: Netherlands: Feb – Aug 00; Europe: Feb – Sept 2000 ¹⁾	June – December 1999
3. Performance specifications	Not defined yet	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	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	SOL*id, WWF, ASN Bank ASN Bank for clients, WWF for members, SOL*id for installers
5. Official information	n.a. yet	n.a.	Dutch tender Sep 2000. International tender in 2 nd round of the Task	National tender
6. Supplier contacts	March-July 2000	March-April 2000	n.a.	November 1999 – May 2000
7. Call for tender	September 2000	March 2000	See 5.	30 Nov. 1999
8. Deadline for submitting tenders	October 2000	March 2000	See 5.	10 Dec. 1999
9. Evaluation of tenders	November 2000	April 2000	Dutch tender Oct. 2000, international 2001	December 1999 – February 2000
10. Products on market	December 2000	August 2000	November/ December 2000	Since February 2000
11. Comments and remarks; problems, if any	-	-	-	Tight tendering schedule due to start publicity campaign. No real problem for manufacturers, standard tendering documents used as for previous campaigns.
12. Other information	-	-	-	-

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 SH&C Task 24 Solar Procurement – Overview of National Projects

<u>Country: SWEDEN</u> Contact person: Hans Isaksson	Name of project: “Systems for solar-heated domestic hot water supply in detached houses”	Name of project: “Solar collectors for use in large solar heating systems”
1. Preliminary status	Ongoing procurement activities for 1,000-2,000 systems (approx. 5,000-10,000 m ² collector area)	Ongoing procurement activities (10,000 m ²)
2. Feasibility study	Yes	Yes
3. Performance specifications	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@einfo-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-July 2000
10. Products on market	November 2000	November 2000
11. Comments and remarks; problems, if any	-	-
12. Other information	-	-

IEA SH&C Task 24 Solar Procurement – Overview of National Projects

<u>Country:</u> SWITZERLAND Contact persons: Markus Portmann/Christian Völlmin	Name of project: “Passive houses in Senti Kriens”	Name of project: “Solar roofs for the city of Zug”	Name of project: “SSES virtual buyer group (on Internet)
1. Preliminary status	Offer	Project sketch	Idea
2. Feasibility study	Yes	Not yet	On its way
3. Performance specifications	Not yet	Not yet	SSES members will get their own solar hot water installation
4. Buyer groups: Name: Type of buyers:	Contractor Owners	Energy and water supplier Utility	Not yet decided (work name: “Virtual Buyer Group”) Private house owners
5. Official information	None	Not yet	Organised
6. Supplier contacts	Not yet established	Not yet	Yes
7. Call for tender	Yes, but not IEA Task 24 conform	Not yet	Will be according to the Task 24 guidelines
8. Deadline for submitting tenders	On the way	None	Not yet known
9. Evaluation of tenders	Summer 2000	Not yet	-
10. Products on market	Autumn 2000	-	Yes
11. Comments and remarks; problems, if any	The project will only be supervised by the Task 24 group. No special activity yet planned.	The project is slowly on its way	None in sight
12. Other information	-	-	We will form a local project team with PR specialist, computer internet expert from SSES, suppliers, contractors and the local IEA Task 24 representatives

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SOLAR AWARD OF EXCELLENCE

A. Background

As a part of different programmes for promoting more efficient and/or environmentally friendly adapted solutions, Awards have been introduced in different countries and internationally. Within the IEA DSM Implementing Agreement, an "IEA DSM Award of Excellence" has been used together with procurement and promotion projects. Awards have been given to successful producers of energy-efficient clothes driers, electric motors and copiers.

Similar Awards have been created, for instance by the Climate Technology Initiative, Natural Resources Canada, the Danish Energy Agency and the Civil Engineering Research Foundation in the United States. A short summary of the characteristics is shown in the enclosed table (Encl. 1).

Background material about the Awards enclosed in the Documentation for and Minutes after the Task 24 Experts Meeting in Ottawa in February-March 2000 (pages 122-136 in the Documentation for the meeting and Appendix 18 in the Minutes) is not enclosed here, but can be sent separately to interested Executive Committee representatives.

Some additional competitions for receiving Awards or Prizes have been mentioned, like the "European Solar Prize" and the "Swiss Solar Prize".

The Task 24 Experts agreed at the meeting in Ottawa that the principle for giving Awards should be:

"For outstanding initiatives and achievements, primarily for suppliers, but with a buyer focus".

"The criteria could be:

- Performance
- Price
- Reliability
- Outstanding way of marketing or organising the process."

The Experts agreed furthermore that there is an interest in trying the possibility of having an Award, primarily for the coming international projects in the 2nd Round of procurement.

The Experts also pointed out the possibility for the national teams of establishing Awards in collaboration with the Task 24.

B. Principles for an IEA Solar Award of Excellence

An Award would be an alternative supplementing way of recognising promising new solutions in the thermal solar field.

After studying the rules for some other Awards, the following principles are suggested.

They should be approved in principle by the Executive Committee Meeting in June 2000 with the condition to further refine the draft proposal. At the Executive Committee Meeting in November 2000, a final proposal will be submitted, which has then been discussed among the Task 24 Experts at the Experts meeting in Switzerland in October.

1. Competition should be open to:
(depending on different categories)

- Companies (suppliers and installers), private and public institutions, and
- Individuals
Alternatives:
 - From anywhere in the world
 - From Task 24 participating countries
 - **From X country (if national alternatives)**
- Special category: Buyers/users

2. Overall goal

”For outstanding initiatives and achievements, primarily for suppliers, but with a buyer focus.”

3. Categories

- 3.1 Innovative Systems or Components (hardware)
- 3.2 Innovative Installations
- 3.3 Innovative Concepts
- 3.4 Leadership and Buyers or Innovative Buying Concepts

Applications are welcome in all categories. The organising body may grant Awards in one or more categories.

4. Criteria

4.1 Innovative Systems or Components

The/year/ Innovative Systems category will recognise the contributions of organisations involved in a collaborative effort that demonstrates innovative design, materials, R&D transferred into practice.

Alternative 1 (mainly in the 2nd Round):

1. Innovative Technologies
2. Collaborative Research and Implementation
3. Impact on Industry Performance
 - Reduction in project delivery time
 - Life-cycle costs
 - Increase in productivity
 - Innovative installation methods

Alternative 2:

1. Performance
2. Price
3. Reliability
4. Outstanding way of organising the production, marketing and/or installation process (or for 4.2 Innovative Concepts)

Two alternatives:

- **At evaluation the criteria are given equal weight.**
- **At evaluation the criteria are given the following weights:**

4.2. Innovative Concepts

The Innovative Concepts IEA SH&C Solar Award has been introduced to stimulate

.....

The/year/ Award will focus on

(Suggest 2-4 interesting issues)

4.3 Leadership and Buyers

The aim is to recognise success in large-scale application of Solar Systems through innovative buying concepts, large-scale buying and/or outstanding information to all stakeholders by buyers.

(Suggest 2-4 interesting issues)

5. Jury and selection process

All entries will be reviewed by representing academic, corporate and government communities within countries participating in Task 24.

6. The Award

The winner(s) of the “IEA SH&C Solar Award” will each receive one
statue/globe and a diploma.

Additional statues/diplomas may be purchased from Task 24 by the collaborating
organisations participating in the winning application.

A large publicity campaign will be introduced by the organisers in collaboration with
the winner(s) in order to raise the awareness in general and the new solutions in
particular.

7. The Award Ceremony

The Award will be handed over at/major event/ by
..... /high-level person/.

8. Application Checklist

(To be worked out)

9. Official Entry Form

(To be worked out)

**(May be combined with submitting tenders where rules of confidentiality have to
be upheld.)**

Examples of relevant Awards

Name of Award	<i>Canada Energy Efficiency Awards</i>	<i>Climate Technology Initiative</i>	<i>Energy Globe Award</i>	<i>Solar Village of the Year (Denmark)</i>
1. Open to	Canadians	Outstanding organisations and individuals	World-wide companies, private/public institutions, individuals	Danish villages, cities, etc.
2. Overall goal	Innovation and Leadership in Energy Efficiency	Success in deploying climate-friendly technology in developing and transition countries	Energy efficiency, Renewable	Inspire to further diffusion of Solar Energy
3. Categories	Commercial, residential, student etc, different regions 15 Awards	Climate Technology Award. Climate Technology Leadership Award.	Buildings/housing, commerce, industry, utilities, traffic, public	
4. Criteria		See “ http://www.ClimateTech.net ”	See “ http://www.esv.or/energyglobe ”	Special outstanding profile ready or planned activities. Thermal or PV.
5. Jury	NRC Office of Energy Efficiency	CTI Jury UNFCCC Secretariat	Prominent selection	8 members incl. Ministry of Housing
6.1 Award Symbol	CTI Technology CIT Leadership	Plaque and diploma	Diploma ?	Sculpture of artistic; solar village sign
6.2 Prize/other positive treatment	Press information	Prestigious impression	10,000 EURO/category	Media campaigns “Solbyskiltet”
7. Ceremony		At UNFCCC Conference (Awards presented by Robert Priddle)	At World Sustainable Energy Day & Conference	In the winner’s area. (Chair-person of the Parliamentary Energy Committee

Examples of relevant Awards

Name of Award	<i>Solar City of the Year (The Netherlands)*</i>	<i>IEA DSM Award of Excellence</i>	<i>CERF Charles Pankow Award of Innovation</i>	SOLAR 91 (Switzerland)*
1. Open to	Dutch municipalities	Manufacturers of components	US and internat. Public	(1-7 will be included later)
2. Overall goal	Inspire to further diffusion of Solar Energy. Initiate competition between municipal.	Reduced energy substantially	Organisations working collaboratively. Ideas into practice.	
3. Categories	Municipalities	Driers, Electric motors, Copiers, LED Traffic Lights	Innovative applications, different materials etc. Innovative concept.	
4. Criteria	Activities to promote solar water heaters in renovation and new housing development.	Very specified in performance criteria. In two cases, testing of prototypes.	Innovative technologies: Collaborative research & implementation. Impact on construction X Parameters High performance materials. Green Building/ Market Readiness	
5. Jury	5-7 members, incl. prominent representatives of Ministry of Economics, politicians and building sector	Technical specialists appointed by IEA DSM Annex III	CERF's Academic Research Council + Jury from design and construction government academic	
6.1 Award Symbol	Sculpture, signs at the entrance of the municipality. Eternal fame.	Designed globe and diploma	10-inch bronze sphere custom-designed. Silver plaque to finalists	
6.2 Prize/other positive treatment	Media campaign. Host for seminars and	Information actions, brochures, press releases	Showcases at major engineering event	

	conferences.			
7. Ceremony	At special event.	At important Trade Fair if possible. Award presented by senior IEA official .	CERF Global Innovation Black-tie Dinner	

*) More information will be included in later versions

Examples of relevant Awards

Name of Award	<i>European Solar Prize</i> (11 countries)*			
1. Open to	(1-7 will be included later)			
2. Overall goal				
3. Categories				
4. Criteria				
5. Jury				
6.1 Award Symbol				
6.2 Prize/other positive treatment				
7. Ceremony				

*) More information will be included in later versions