



Efficiency as a Service  
Plugging a new energy model

## What is Efficiency as a Service?

Efficiency as a Service (EaaS) is a servitisation game-changing business model that makes efficient and high-tech systems competitive with cheaper, less efficient systems through a pay-per-use or pay-per result model.

With EaaS, end customers pay for the service they receive, rather than the physical product, therefore avoiding the upfront costs of expensive modern efficient systems. The technology provider installs and maintains the equipment, recovering the costs through periodic payments made by the customer. This fee includes maintenance, repairs, and running costs – such as electricity and water.



## What are my benefits?



No capital expenditure.



Reduced operating expense.



Service is off-balance.



No more performance risks.



Full out-sourcing of efficient service.



User can focus and invest in core business.

## How does EaaS work?

**1 Contact EaaS provider:** You can contact us or look for technology providers offering Efficiency as a Service about your intention to upgrade your existing inefficient system or to buy a new one for your business.

**2 EaaS provider assesses the project:** The EaaS provider will assess your needs and make an offer for the provision of equipment's service using state-of-the-art technology.

**3 Sign EaaS contract with provider:** The contract establishes the duration, services, and price (indexed by inflation and cost of energy). At the end of the contract (if not updated), the equipment returns to the technology provider.

**4 State-of-the-art technology installed:** The technology provider installs the efficient equipment and maintains the ownership of the equipment.

**5 You receive the equipment's service, paying a monthly fee per e.g. unit of energy used:** This includes the system as well as all costs related to operation (including electricity and water), maintenance, and repair of equipment. The provider takes care of everything.



The project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 892499.