

Guidelines for developing One-Stop-Shop business models for energy efficient renovation of single family houses

Synnøve Aabrekk, Segel AS, 6770 Nordfjordeid, Norway, synnove@segel.no

Trond Haavik, Segel AS, 6770 Nordfjordeid, Norway, trond@segel.no

Erwin Mlecnik, Passiefhuis-Platform vzw, Gitschotellei 138, B-2600 Berchem, Belgium & TU Delft, OTB, E.Mlecnik@tudelft.nl;

Satu Paiho, VTT-Technical Research Centre of Finland, Finland, Satu.Paiho@vtt.fi

Irena Kondratenko, Passiefhuis-Platform vzw, Gitschotellei 138, B-2600 Berchem, Belgium, irena.kondratenko@passiefhuisplatform.be;

Abstract

There is a big potential for energy savings in existing single family houses, and today the homeowners are faced with a variety of single renovation measures promoted by a range of different suppliers. Depending on their knowhow and interest of energy efficient holistic renovation supply side actors propose works varying from installing a heat pump to major renovation. As the homeowner lacks competence in choosing the right measures, it seems that a full market introduction of holistic and energy efficient renovation has to start with the supply side. This is needed in order to achieve required reduction of CO₂ emissions.

One of the goals of the project “One Stop Shop” was to stimulate such supply side market development for sustainable renovation of single family houses.

As a result of a work package in “One stop shop” we developed a guideline for companies which intend to define business models for such renovations. This can be used as a tool to define and develop more appropriate and customer-oriented holistic renovation services for single family houses. This paper summarizes the key issues developed in these guidelines.