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.