

Competitiveness of production processes is a priority in order to challenge the world market.

Decrease of energy invoices of an industrial site can be reached thanks to the addition of a tailor-made engineering to efficient technologies and accurate performance monitoring systems.

Plant lighting is amongst the most important optimization technologies, and it is available for many areas within an industrial site:

- revamping of the internal distribution grid
- external lighting review in the site perimeter (parking lot, common areas)
- lighting audit in building's offices
- modernization of internal plant lighting
- *smart metering* and control of light consumption

All those application areas need a deep technical knowledge and expertise over the lighting subject in order to achieve efficiency results.



Within this context, the utmost modern E.S.Co. approach combines expertise on the energy audit, election of specific technical solutions, conforming to quality standards (standard UNI EN 12464), pre-financing of projects and turnkey management of energy efficiency services as a whole.

That is the main reason why the Campus and the Politecnico of Torino, with the support of the most important European Lighting operators, shared the opportunity for a series of workshops aimed at offering a complete *lighting* approach and the analysis of:

- the regulatory framework
- the best available technologies
- E.S.Co.'s best models and solutions
- real case histories and specific applied expertise

Energy efficiency moves through an approach based on information, study, knowledge: this is what Campus and its partners believe in.

Getting here

L'Energy Efficiency Campus is located in:
7, Via di Vittorio • 10098 Rivoli (Torino)

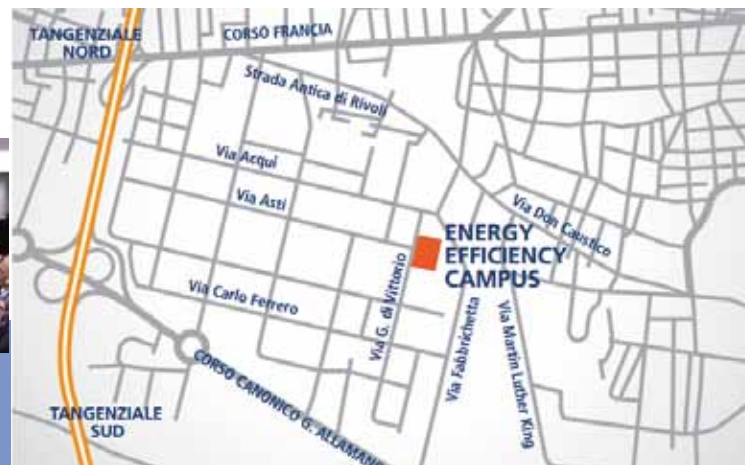
The Campus can be reached following this solutions:

by car

Eastern road (E70), Allamano exit to Torino/C.so Allamano. Reach the Allamano Boulevard, at the roundabout get the 4th exit Via Pavia. At next roundabout take 1st exit and take Via Acqui up to Via di Vittorio.

by train

Taxi, or from the train station, take the Metro- direction Fermi – Paradiso stop: change bus line 36, direction Don Murialdo Capolinea. Get out at the Togliatti stop and move up to Via Giuseppe di Vittorio.



from airport

Taxi, or go to the train station Ceres, direction Torino Dora. At station Torino Dora, take bus 49, direction Bolzano - XVIII Dicembre stop. Reach the Metro direction Fermi - Paradiso stop. Change for bus 36, direction Don Murialdo Capolinea. Get off at Togliatti stop and reach Via Giuseppe di Vittorio.

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WORKSHOP

Lighting Efficiency in industrial sites

JUNE, 19th, 2014
09.00 AM - 06.00 PM

Energy Efficiency Campus
7, Via di Vittorio, Rivoli

Supported by:



9.00 **Welcome coffee**

9.20 **Course introduction**

Workshop presentation

9.30 1st Subject: Regulatory framework in the lighting sector

- **Lighting requirements in the workplaces (law-decree 81/08)**

- **INAIL's key principles related to lighting in the workplaces**

Danilo Buzzelli - Head of H&S, Corporate HR Division
EDF FENICE

- **Lighting design requirements (UNI EN 12464-1 and UNI EN 12464-2:2011)**

Chiara Aghemo - Lecturer for the Energy Department
POLITECNICO DI TORINO

- **Lighting software simulation for regulatory parameters**

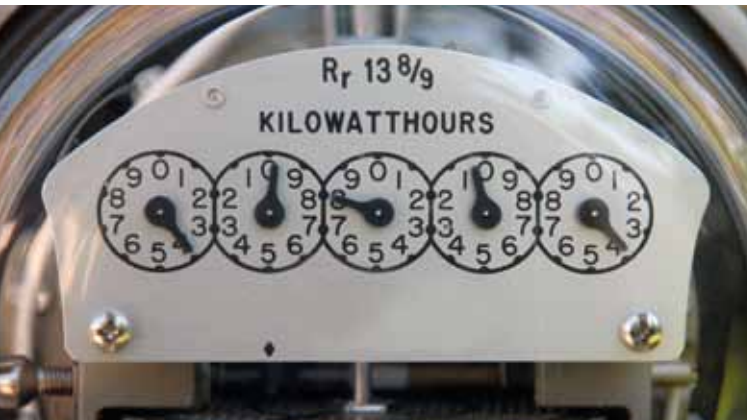
Antonio Spinelli - Operational Energy Efficiency, GD Italy
EDF FENICE

- **Energy saving policies**

Patrizia Maritano - Energy Portfolio Manager, Op. Dep., GD Italy
EDF FENICE

Question Time

11.15 **Coffee break**
11.30



- **Energy audit and available technologies**
- **Types of intervention within efficiency activities**

Marzia Nicita - Energy Efficiency Unit, Corporate Dev. Division
EDF FENICE

- **Light management**

Efficiency technology in lighting and control systems: saving and advantages

Fabio Checchi - New Systems and Services Development Manager
PHILIPS LIGHTING

Software activity within Light management systems: opportunities and benefits, from energy efficiency to operativity

Andrea Chiarotto - ENCELIUM Business Development Manager
OSRAM

LED lighting facilities

Christian Mazzola - Head of Light Division
GEWISS

- **Implementation issues over revamping activity in a lighting system**

- **Base-line definition for the assessment of energy savings**

Antonio Spinelli - Operational Energy Efficiency, GD Italy
EDF FENICE

Question Time

13.30 **Lunch break**
14.30

- **Lighting market and distribution**

Giampaolo Ferrari - Managing Chief Executive
COMOLI E FERRARI

- **References e Case Studies:**

General lighting in the industry and in automotive processes: references and case studies

Francesco Schiavella - Sales Application Engineering Manager
OSRAM

Business case over high heights lighting applications in industrial fields

Fabio Checchi - New Systems and Services Development Manager
PHILIPS LIGHTING

Smart LED innovative solutions for energy efficiency
Francesco Marchesi - Product Manager Lighting
GEWISS

E.S.Co. support case within industrial lighting in Russia

Marco Neroni - Energy Efficiency Unit, Corporate Devel. Division
EDF FENICE

Energy Performance Contract application over lighting within internal industrial areas

Giuseppe Merola - Energy Efficiency Department Executive
EDISON

Question Time

16.15 **Coffee break**
16.30



16.30 3rd Subject: E.S.Co. energy efficiency service contract and lighting

Economic and feasibility analysis of a project

- **Input data management**

- **CAPEX and OPEX assesment**

- **Economic evaluation for energy saving**

Stefano Papale - Business Dev. Manager, GD Italy
EDF FENICE

The contractual model

- **Counterpart risk**

- **Technological risk**

- **Contract structure mechanism**

- **Economic/commercial offer**

- **Parties responsibilities and obligations**

Stefano Papale - Business Dev. Manager, GD Italy
EDF FENICE

Question Time

17.45 **Conclusion of Workshop**

