ESCo models

An example of the main components and ESCo working scheme construction is given in fig. 1.

**Figure 1. The main components and working scheme of the ESCo’s theoretically process**

There are three different schemes for billing the solar energy between the customer and the ESCO. Most schemes which are implemented in real projects follow one of these schemes or a mix of these:

- **Energy price only**: the customer pays a certain energy price per kWh of solar thermal energy. The energy is usually billed once every month or once every two months.
- **Energy price and basic price**: Additionally to the cost per kWh, the customer is also charged a basic monthly price which he is asked to pay regardless of the energy delivered. In return, the energy price for the kWh of solar energy is lower.

- **Energy price and connection fee**: Similar to the installation fees which a customer is charged for being connected to a district heating net, in this scheme the customer pays (some share or 100% of) the installation cost of the system.

Independently of the model chosen, a certain amount of money (penalty fee) should be agreed upon in the case the customer wants to exit the energy supply contract before the agreed validity period of the contract.

Figure 2 shows an example of the contracting links between the involved partners.

**Figure 2** The principal Energy performance contracting (EPC)