



E.4 Investigation of other potential benefits

Many energy-saving measures usually have positive impacts beyond energy savings, often referred to as Multiple Benefits. These can be both quantifiable in financial terms (reduced quantities of waste to be treated, reduced days of absence, reduced need for maintenance, etc.), and not (employee health and well-being benefits). Often, SMEs are not aware of these advantages, which can have a remarkable influence on the profitability and strategic value of an energy efficiency measure.

Providing suggestions on best practices based on the analysis of the activities of a company can be, in itself, a very good starting point for motivating SMEs to take action. However, this may not be sufficient. SMEs, and companies in general, tend to move when there is a profitable reason to do so, and this is more difficult the further the initiative is from the core business of the company.

The economic performance of the suggested energy efficiency measure can be estimated in terms of [Payback time](#), [Net present value](#) and [Return on investment](#). The SMEs may be already familiar with these performance indicators, and they can make it easier to compare the project with standard activities of the company.

Many energy efficiency measures can have positive impacts that go beyond the direct energy savings and reach into the company's core business. For example, a new, automatic machinery can reduce energy consumption while improving product output and product flexibility. A new, more efficient HVAC system can improve the air quality in the common spaces, though having an effect on employees' well-being in addition to energy savings. A new electric oven can also reduce the required maintenance and fire hazards. Both quantitative and qualitative non-energy benefits of energy efficiency measures can make the difference between a successful and an unsuccessful energy project. As this type of information on the [Multiple Benefits](#) of energy efficiency measures is often not easy to find and verify, the support of the Trusted Partner in making this information accessible can be extremely helpful.

In relation to this need, there are a number of tools available, mainly Energy Audit Tools, that can be used by the Trusted Partner to estimate the benefits of an energy efficiency intervention (in economic and environmental terms). Some tools are implemented for a specific energy efficiency measure, while others can also evaluate an energy efficiency project that includes more than one measure.

Some input data are required for the evaluations to be performed (e.g. the chosen energy efficiency measure(s), pre-intervention consumption data, estimated initial investment cost, etc.).



Some of the available tools can help to understand and evaluate not only the energy benefits associated with an energy efficiency measure but also to evaluate the non-energy benefits (e.g. improved comfort in the premises, improved efficiency in the production process, increased safety level for employees).