

## Minutes

### Promoting the uptake of PVT heating systems - Industry workshop on PVT's competitiveness

Organizer: IEA SHC Task 73, IEA SHC Task 71, integrate-XL, effizientes Heizen

Date/Time/Location: **12.02.2025/ 09:00 – 16:30/ Fraunhofer ENIQ Berlin**

Participants: **Industry PVT, WP, Journalists, Research, Planers, Friends**

Language: **English**

TOP	Schedule	Topic	Speaker
	<b>09:00 – 9:45</b>	<b>Registration and Networking</b>	
0	09:45	Welcome	Korbinian Kramer Fraunhofer ISE
1	10:00	Impulse – Multicriteria Perspective on Competitiveness (10min)	Korbinian Kramer Fraunhofer ISE
2	10:10	How to do: Levelized Cost of Heat LCoH and Levelized Cost of Electricity LCoE (20min)  - Nice compilation - Note for the hydrogen people not to use “H” alone	Harald Drück ITGE
3	10:30	How to do: Life Cycle Assessment LCA (20min)	Marie Fischer Fraunhofer ISE
4	10:50	Calculating Levelized Cost of Energy LCOE according to VDI (10min)	Bharat Chhugani ISFH
5	11:00	Market Perspective: an example of France LCA declaration (10min)	Laetitia Brottier DualSun
	<b>11:10</b>	<b>Coffee break (15min)</b>	
6	11:25	Selling the system: integrated system engineering (10min)	Cecilie Schlag metrotherm
7	11:35	Selling facts: integrated performance monitoring in real time (10min)  - also interesting to see which aspects of the company presentations are shown on the “general” slides - Contracting - Billing function in the app - ESCo Maintenance information	Frank Bruce Naked Energy
8	11:45	PVT Regulatory Framework; an example of Germany (10min)  - Remove cap for ST: should this also apply to PVT...rather no, because already very good anyway?	Charlotte Brauns BSW

9	11:55	PVT in the Ecodesign Directive and Energy Label Directive: Space and Water heaters (10min)  - emphasize the switch again and the utilization of the electricity on the heat pump side, in coordination with PV	Valerie Sejourne SHE
10	12:05	Market Perspective: selling aspects in different European markets (10min)  - 30.000m	Andreas Siegemund Consolar
11	12:15	Selling to whom? Which target group needs what? (10min)	Jan Staudinger KPI
	<b>12:25 – 13:00</b>	<b>Running Lunch and Networking</b>	

	<b>13:00</b>	<b>Break out Session</b>	
	13:00 – 15:30	<p>Interactive moderated breakout sessions</p> <p>Ranking the competitive advantage; We split in smaller groups and discuss a ranking of different competitive advantages along the KANO-Modell</p> <p>Focus End costumer:</p> <ul style="list-style-type: none"> <li>- lower energy bill</li> <li>- future safe</li> <li>- better than others</li> <li>- Independence</li> <li>- no noise</li> <li>- low maintenance</li> <li>- Prestige</li> <li>- Local/regional production</li> <li>- do something good/sustainable</li> <li>- get the maximum from your roof</li> <li>- increase the heat pumps lifetime</li> </ul> <p>Focus Installers</p> <ul style="list-style-type: none"> <li>- Good relation to the costumer, reliability.</li> </ul> <p>Nordic:</p> <ul style="list-style-type: none"> <li>- District heating,</li> <li>- OPEX</li> <li>- EPD is becoming more important</li> <li>- Only money counts</li> </ul>	<p>Qian Wang KTH</p> <p>Maria Herrando ITA</p> <p>Corry De Keizer TNO</p>

		<p>Czech:</p> <ul style="list-style-type: none"> <li>- PVT +Seasonal Storage</li> <li>- Large commercial</li> <li>- CAPEX</li> <li>- Branding</li> <li>- Made in Czech</li> <li>- Feeling good</li> </ul> <p>Germany/Netherland:</p> <ul style="list-style-type: none"> <li>- PVT+HP, Direct b2C sell</li> <li>- CAPEX</li> <li>- Modularity</li> <li>- Simplicity</li> <li>- Efficiency</li> <li>- "intentions"</li> <li>- Feeling independent</li> <li>-</li> </ul> <p>Focus ESCOS</p> <ul style="list-style-type: none"> <li>- Not really delt with</li> </ul>	
	15:30 – 16:00	Synopsis and Summary	Korbinian Kramer
	<b>16:00 – 16:30</b>	<b>End at EUREF Campus</b>	
	17:00 – 19:00	<p><b>Excursion to „Dockyards“</b></p> <p>With public transport we have a 30min transit to see the installation of PVT in a very modern urban reference project.</p>	



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