

Join **ESTA** and increase your **business opportunities** and **market share**

“ESTA has provided me with a unique forum that has supported my business and helped it to grow. Through attendance at events and members’ meetings, I have been able to gain valuable insights on the latest industry updates and have been privileged to have been given the opportunity via the ESTA network to present at energy conferences in leading the way forward in the measurement and verification of energy efficiency savings. ESTA has been instrumental in how I have shaped the direction of my company and I would recommend becoming a member.”

Rajvant Nijjar, Principal,
IVEES Independent Verifiers of Energy Efficiency Savings

ESTA is a unique trade association **shaping the agenda for reduction** in the demand-side energy sector.

It formulates **strategic direction** and creates opportunities for its members to **increase market share**.

It provides access to **knowledge, best practice** and influences **future market direction**.

What is **ESTA**?

ESTA is the UK authority on demand side energy management, with over 30 years' experience and continually dedicated to supporting a growing membership base to deliver:

- > A platform and voice for demand side energy efficiency
- > A network of service & technology providers with a common goal
- > An aware, engaged & participative membership
- > High quality thinking to shape the agenda for the industry
- > Strong Leadership providing market insight, intelligence and lobbying
- > Market leading events and training programmes

Feedback from end user delegate attending ESTA's understand | manage | reduce – energy event

"Fantastic content this year! In risk of sounding a little like "this is what I learnt at school today..." I thought I would highlight those topics which were most relevant to my job role.

Account management- I wish some of my not so great account managers were at the event, they would have learnt a thing or 2.

Heat Networks- if there is more than one final customer for heat scheme is classed as a heat network, this is timely information as we are assessing feasibility of installing a CHP (where we buy the heat and power but do not own unit) in a dual use site. I have since made my CHP provider aware of the heat network legislation & metering regulations.

ECA - can obtain specifications for technologies rather than using as sole purpose of tax break- I thought scheme was a waste of time previously!

ESTA has a long-term commitment to reducing energy consumption through the application of technology and expert services. In order to achieve this we are heavily involved in promoting the economic benefits of energy demand reduction through efficiency and management.

How we can help you

At the heart of everything we do is our aim to help our members improve their industry sector, business connections and increase their market share. We believe that our members' business success is the essential precursor for real improvement in energy efficiency in the UK.

Use the ESTA brand to promote your business

Reputation counts. Consumers and stakeholders recognise and trust ESTA members to uphold the highest professional standards and with this knowledge they make ESTA their first port of call when looking for new, trusted suppliers. **An ESTA membership certificate included in a tender document carries significant weight.**

Ongoing commissioning of BMS units once installed - I will ensure any new installations of BMS' include at least 2 free follow up visits throughout 1st year.

Our reports on online utility monitoring software can be improved to be more user friendly. Regression analysis can be used to plot consumption against membership numbers to understand trends.

Doing multiple projects at the same time will make proving savings from each technology impossible without appropriate sub-metering- fantastic to hear other peoples experiences, and mistakes are similar to our own.

And even the presentations giving suppliers overviews of their products were perfect length & still very informative- not just the usual sales pitch!

The best ESTA event I have been to yet! Thank you!!



energy services and technology association

We constantly review and update ESTA member benefits to ensure we help you to increase market share and deliver direct result-driven opportunities through your association with ESTA.

CHECK OUT THE BENEFITS OF ESTA MEMBERSHIP

GETTING YOUR VOICE HEARD

- > ESTA leads the debate - lobbying at the highest levels
- > Sits on all the main industry and Government committees.
- > Helps shape legislation and policy
- > Invites industry leaders to brief members at quarterly meetings and member events

SAVING YOU MONEY

- > Member-only discounted opportunities at ESTA events
- > Member-only discounts on Certified Measurement and Verification Professional (CMVP) Training Course. (20%)
- > Member offered discounts on Member Training Courses

GROWING YOUR INFLUENCE

- > Use of ESTA logo to brand your literature and add to your website
- > ESTA Membership Certificate for use with public sector tenders
- > Contribute to ESTA's Viewpoint (a regular article in industry-leading journals)
- > Apply for ESTA Accreditation of your own Training Courses

KEEPING YOU INFORMED

- > Tracks UK/EU policy developments and opportunities
- > ESTA analyses and interprets the impact of new developments
- > Briefs and updates members to ensure you stay ahead of these developments
- > Publishes news and developments for you to share with customers

MARKETING OPPORTUNITIES

- > Raises your profile with potential consumers
- > Provides conference speaking and presentation platforms
- > Provides use of member-to-member email broadcasts
- > Your profile, news and case studies on ESTA's website / quarterly newsletter

Challenge ESTA!

As part of the membership engagement process, ESTA will gain an understanding of your concerns, recommend parties to talk to and make relevant introductions that aim to deliver solutions.

Getting together

ESTA's quarterly members' meetings offer a prime opportunity to network and establish business relationships. We provide high quality guest speakers that tackle topical industry issues. We also update members on issues and policy that are likely to have an impact on their businesses.

ESTA also organises and runs a full calendar of regional and national events that focus on the current hot topics and debates in energy management, as well as representing members at national exhibitions and conferences

Specialist groups

We run four specialist groups.

Group members are regularly in touch with each other and meet at our quarterly meetings.

The groups work to tackle common industry concerns and develop new business opportunities.

The membership fee makes provision for members to join more than one group:

- > automatic Monitoring & Targeting group (aM&Tg)
- > Energy Performance Contracting group (EPCg)
- > Independent Energy Consultants' group (IECg)
- > Lighting and Energy Saving Controls group (LaESCg)

Membership covers everyone in your company – not just one named individual – and we encourage attendance from various disciplines within your organisation.

How to become an **ESTA** member

1. Download the membership information pack from the website **www.estaenergy.org.uk**



2. Complete the membership application form



3. Return it to **paul@estaenergy.org.uk** or to ESTA (Energy Services and Technology Association), 86-90 Paul Street, London EC2A 4NE



Membership fees

Our annual membership fees are based on a sliding scale according to turnover. ESTA's fees are cost effective with an emphasis on added value. Please see the membership application form for details.

For more information about the benefits of ESTA membership contact:

Paul Fitzgerald, Business Development Manager, ESTA | **paul@estaenergy.org.uk** | 07917 324995

Visit **www.estaenergy.org.uk**

Connect with us:



www.linkedin.com/company/esta |



@ESTAenergy

ESTA (Energy Services and Technology Association), 86-90 Paul Street, London EC2A 4NE

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