

## Estonian Chamber of Commerce and Industry Implements BA&VET Project Energy Consultant Pilot Training Programme for SMEs

The Estonian Chamber of Commerce and Industry (ECCI) is nearing completion of its Energy Consultant Pilot Training Programme as part of the BA&VET project, aimed at enhancing energy efficiency expertise among Estonian small and medium-sized enterprise (SME) representatives.

### Training Programme Overview

The pilot programme ran from November 2024 to January 2025, combining five classroom-based training sessions with individual learning components. An online hybrid participation was also made available. To ensure broad participation, ECCI widely promoted the course through its communication channels and collaborated with key SME stakeholders, including the City of Tallinn and Tartu, Enterprise Europe Network Estonian partners, the Estonian Business and Innovation Agency, sectoral associations, and clusters.

A total of 26 companies and 33 SME representatives registered for the programme. Most participants hold advanced degrees (primarily master's level) and are active in various sectors such as manufacturing, construction, trade, tourism, energy, real estate development, and agriculture.

### Expert Instructors and Guest Lecturers

The training sessions were led by Mr. Ülo Kask, an experienced energy and resource efficiency specialist and auditor. Additionally, Mrs. Ülle Pind, a seasoned HR leadership professional, provided guidance on enhancing the skills of Energy Managers (Energy Consultants) to effectively communicate with decision-makers and stakeholders, ensuring successful energy efficiency projects engagement and execution. She also delivered tools and strategies for fostering an energy-conscious culture within organizations and motivating employees.

Guest lecturers included:

- **Mrs. Birgit Pohlmann** from Swedbank's Commerce and Industries Department, who introduced financing solutions for energy efficiency and green energy projects.
- **Mr. Mikk Tootsi** from Enefit AS B2B solar & storage service Manager, presented energy-saving solutions (i.e. battery banks, related services) provided by the state-owned enterprise and gave an overview of the current market landscape.

### Comprehensive Training Modules

The programme was structured into 10 training modules covering a wide range of topics essential for energy consultants:

1. Fundamentals of building energy efficiency
2. Renewable energy sources
3. Renewable energy sources for electricity, heat, and fuel production
4. Distributed energy generation systems
5. Combined heat and power (CHP) opportunities in industrial companies



6. Economic aspects of adopting renewable energy sources
7. Corporate carbon footprint
8. Energy management in the company
9. Energy and resource efficiency in the company
10. Internal communication strategies and self-management

This pilot programme represents a significant step towards strengthening the capacity of training course participant organisations to implement sustainable energy solutions and contribute to the green transition.

