



# ADVANTAGES OF BEING A PARTNER

GOLD	SILVER	BRONZE	NUMBER
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## WORK GROUPS

Participation and information about the groups	✓	✓	✓	✓
Proposal for new working groups	✓	✓	✓	-

## SERVICES TO OUR ASSOCIATES

Resolution of general queries and advice	✓✓	✓	✓	✓
Publication / revision of new regulations affecting partners	✓	✓	✓	✓
Influence on the development of national and European regulations	✓	✓	✓	✓
Support to export the ESCO model and the partner activity	✓	✓	✓	✓
Provide arbitration option for internal issues of each partner	✓	✓	✓	✓
Option to make administrative appeals in public contest on behalf of ANESE	✓	✓	✓	✓
Meeting rooms available in Madrid	✓	✓	✓	✓
Voting rights	✓	✓	✓	✓
Meetings with the Board of Directors	3/year	2/year	1/year	-
Management and processing of the Climate Program – FES CO2 (extension to other programs)	✓	✓	✓	✓
Search and access to financing	✓	✓	✓	✓
Support in the organization of partner events	✓✓✓	✓✓	✓	-
Supporting partners in the elaboration of their own press releases and their dissemination	✓✓✓	✓✓	✓	-

## TRAINING

Discounts	✓✓✓✓	✓✓✓	✓✓	✓
Agreements for discounts on courses offered by other entities	✓	✓	✓	✓
ANESE's support in organising courses for partners	✓✓✓	✓✓	✓	-

## EVENTS

Event sponsorship priority	✓✓✓✓	✓✓✓	✓✓	✓
ANESE's participation in partner's events	✓	✓	✓	✓
Business breakfasts with clients	✓✓✓✓	✓✓✓	✓✓	✓
Technical webinars for ESCOs	✓	✓	✓	✓
Promotion of synergies between partners	✓	✓	✓	✓
Communication with stakeholders	✓✓✓	✓✓	✓	-
Networking with other companies, related associations and/or agents of the sector.	✓✓✓✓	✓✓✓	✓✓	✓
Participation in fairs and shows with ANESE	✓✓✓	✓✓	✓	-
Inclusion of the partner's logo, merchandising, in ANESE's stand exhibitor in trade fairs	✓✓✓	✓✓	✓	-

## COMUNICACIÓN / SOCIAL NETWORK

Daily news summary	✓	✓	✓	✓
Daily Summary of Bids	✓	✓	✓	✓
Monthly newsletter	✓	✓	✓	✓
Promotion on ANESE's website and social networks of all the activities of the partners	✓	✓	✓	✓
Partners' section on the website with description, logo and link to their website	✓	✓	✓	✓
Dissemination of partner's news on the website and in the daily news emailing and social media	✓✓✓✓	✓✓✓	✓✓	✓
Partner news in monthly newsletter	All	All	3/year	-
Dynamization of partners in social networks	✓✓✓✓	✓✓✓	✓✓	✓
Logo of all partners on informative poster in trade fairs	✓✓✓✓	✓✓✓	✓✓	✓

## CUSTOMERS

Channeling project offers from end clients to partners (average of 1.5 per month)	✓	✓	✓	✓
Encourage relationships with the rest of the agents in the ESCO value chain	✓✓✓	✓✓	✓	-

## YEAR FEES

10.000 €	7.000 €	3.000 €	1400 € (*)
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(\*) 1.600€+VAT after July 2025