



PV Enercoutim



Enercoutim team receiving training in LCA to go: PV from Filipa Costa (EDC)

Portuguese based SME Enercoutim were established in 2011. They work principally with commercial clients such as industry and local government. Most of Enercoutim's work is undertaken in Portugal, but their main shareholders have businesses in Poland, Ukraine, Lithuania and Mozambique. They aspire to become PV market leaders in Portugal and in exporting PV energy into Eastern Europe.

The Enercoutim team have a good understanding of LCA and a desire to clearly communicate the savings of CO₂ emissions to clients. They state, "We have a lot of interest in LCA and feel it is a useful tool for positively marketing our products". Therefore, they were pleased to attend the 'LCA to go' training.

During their training session with project partner Ecodesign Centre, Enercoutim assessed their planned PV system. They were particularly impressed by the low Energy Pay-back time value. Whilst Enercoutim identified that most of their client's decisions are based on price, meaning that they might not see the relevance of the tool's output, they saw the potential that communicating that communicating the results had to dispel any fears over the environmental impacts of PV technology.

Enercoutim are already convinced of the importance of taking a life cycle approach, especially in large projects. They feel that there is potential in using 'LCA to go' results as an additional incentive during the tendering process in cases where the company could evidence an environmental benefit over the existing infrastructure. As such, Enercoutim are strongly supportive of the 'LCA to go' tool saying, "'LCA to go' results can be a positive addition of information to give our



clients, and have the ability to change the reputation of the solar industry for the better!"