

# Empowering SMEs for Sustainable Energy Transition in Line with the EU's Clean Industrial Deal

Lena Eckerberg  
Energy Agency Southern Sweden



## Lena Eckerberg

Head of Development and Senior Project  
Manager  
Energy Agency Southern Sweden

+46(0) 734-40 82 75

[lena.eckerberg@energikontorsyd.se](mailto:lena.eckerberg@energikontorsyd.se)

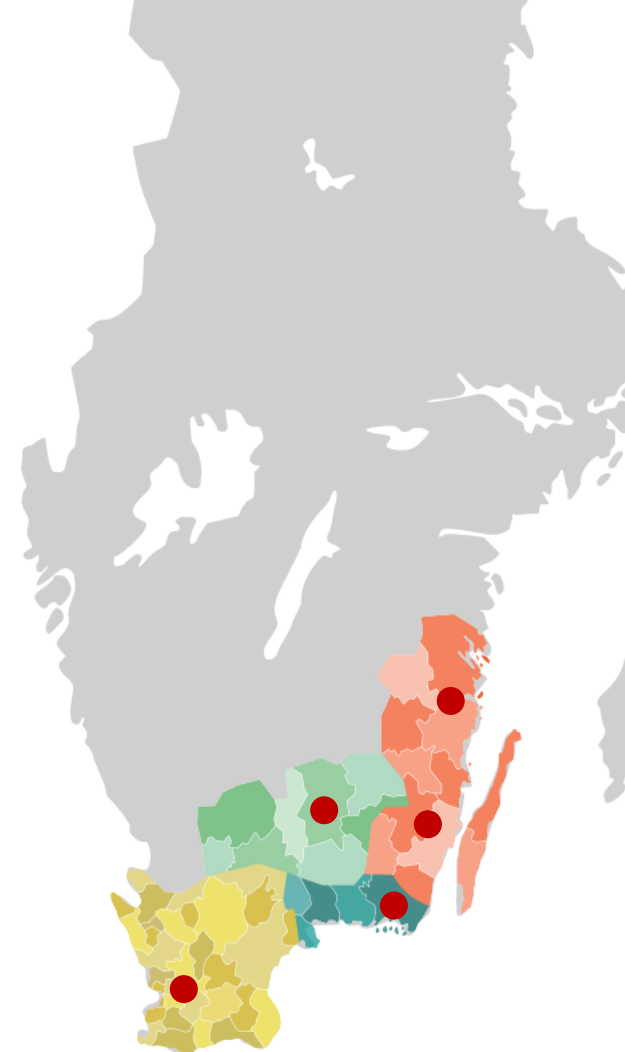




# ENERGIKONTOR SYD

## Energy Agency Southern Sweden

- 58 municipalities
- Four regions (with regional councils)
- Four counties (with county administrative boards)
- 2 million inhabitants (20% of total population)
- 9% of Sweden's total area



Non-profit organization

Financed by projects

Owned by an association of  
municipalities and regions



### Kronoberg County

- 202.000 inhabitants
- Area: 9 426 km<sup>2</sup>
- 15 821 companies

### Kalmar County

- 246.000 inhabitants
- Area: 11 165 km<sup>2</sup>
- 18 516 companies

### Southern Sweden

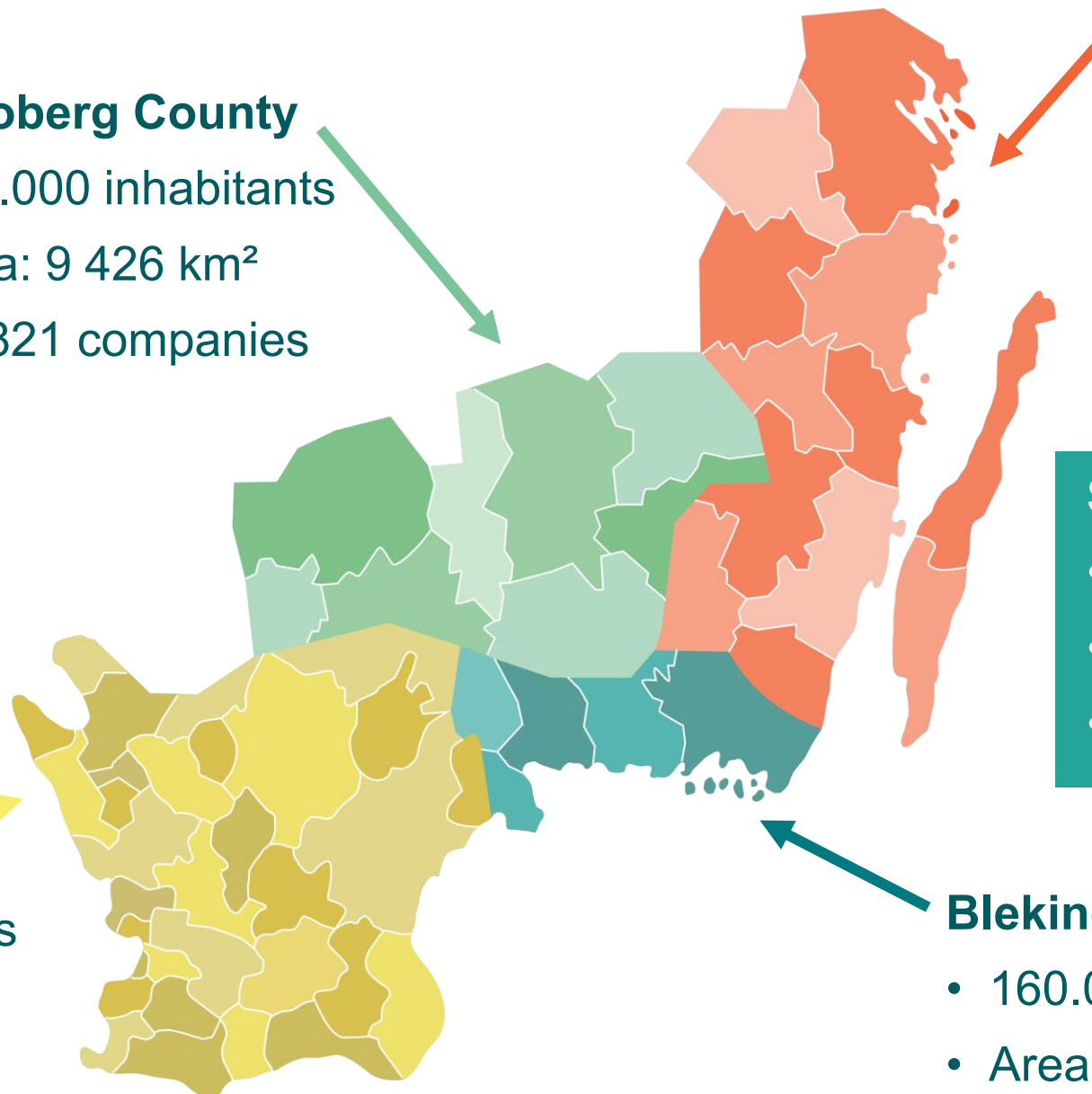
- 1 997 000 inhabitants
- Area: 34 840 km<sup>2</sup>
- 175 626 companies

### Skåne County

- 1 389.000 inhabitants
- Area: 11 303 km<sup>2</sup>
- 130 682 companies

### Blekinge County

- 160.000 inhabitants
- Area: 2 946 km<sup>2</sup>
- 10 907 companies



Aim:

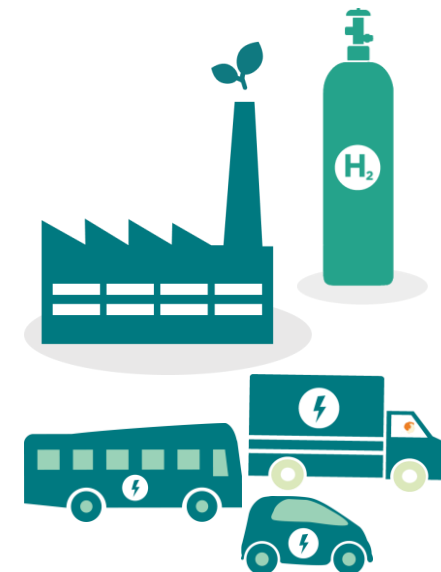
# Increase the transition to fossil-free energy



Fossil-free electricity and heating



Energy efficiency and more fossil-free energy



Challenge: heavy industry and transport

Increased electrification



25 industries  
Skåne

Used 4,1 TWh 2022

50% of the entire industrial sector's or  
11% of Skåne's energy consumption

implemented  
measures:

150

decided  
measures :

80

0,2 TWh  
lower energy  
consumption in 2024

On average, companies reduced their  
energy consumption by

6%

2 networks – 16 study visits – 25 advisory hours – training for staff

# Replication Potential

- Identify large energy consumers
- Ensure funding is available to support industries, not only SMEs (as they face the same obstacles)
- Use a project to kick off a member-paid network



# Energilyftet Skåne & Blekinge

Energy Boost Skåne & Blekinge

- **Challenge Addressed**

Green transition among SMEs, reduce the energy usage, enhance the region's competitive advantage

- **Goal**

The regional business sector has accelerated its pace toward a green transition.

- **Target Group**

SMEs, municipalities and regions

- **Method / Approach**

Knowledge building, SME coaching and SME networks.  
Collaboration with the business offices in the municipalities and Enterprise support organizations.

- **Results / Achievements**

At least 410 persons (~150 SMEs) have raised capacity about green transition. A process of coaching SMEs is up and running through individual visits and network meetings.  
The potential of savings are 10-15% in average.

# Replication Potential

## SME Green Transformation Support

- B2B platforms for knowledge exchange
- Local and regional SME networks
- On-spot energy checks: walk & talk
- Collaboration with local/regional authorities to boost competitiveness



# Smarta Elsystem

Smart systems for electricity

- **Challenge Addressed**

High demand for new green electricity in southern Sweden

- **Goal**

Contribute to a future flexible and robust electricity system

- **Target Group**

SMEs, municipalities, regions, and electricity system actors

- **Method / Approach**

Broad range of activities

- Focus on knowledge building, SME coaching, and cooperation platforms

- **Results / Achievements**

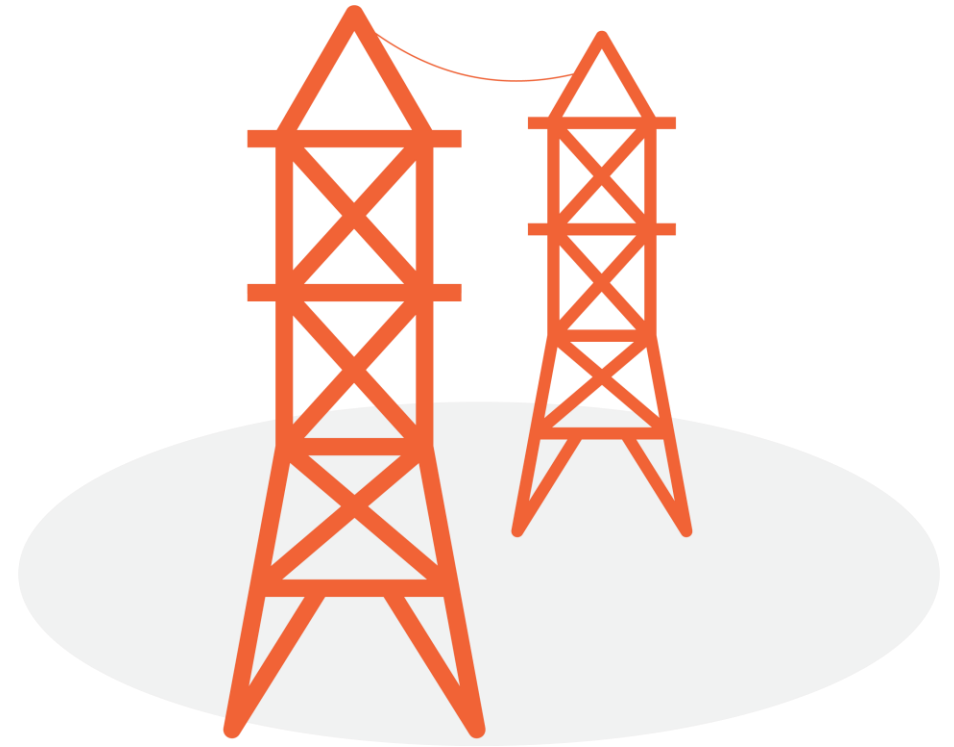
Two online training series on energy system basics with 200 participants

- Six municipalities have started an energy planning process



# Challenges for SME in electricity supply

- A. Electricity Shortage.**
- B. Power Shortage.**
- C. Grid Capacity Shortage.**



# Company tools

- **On-site visits** with electricity usage analysis –identify opportunities to reduce the electricity costs.
- With focus especially on **power demand** and, if needed, conduct in-depth analyses by measuring electricity consumption on selected machines or parts of the operation.
- **Reducing vulnerability** –helping SMEs to strengthen the preparedness to minimize risks from disruptions in the electricity system.
- **Experience sharing** – organize workshops and networking events for companies to exchange insights and best practices.

# Replication Potential

Project is still in early phase, but potential replication actions include:

- Establishing forums where energy companies, municipalities, and others can meet to discuss current issues.
- Involving two or more neighboring regions/municipalities as project partners to build future cooperation
- Creating regional networks to support municipalities in energy planning



# Connect SMEs in networks

Capacity building

Relations building

An arena for dialog and knowledge sharing within energy and climate

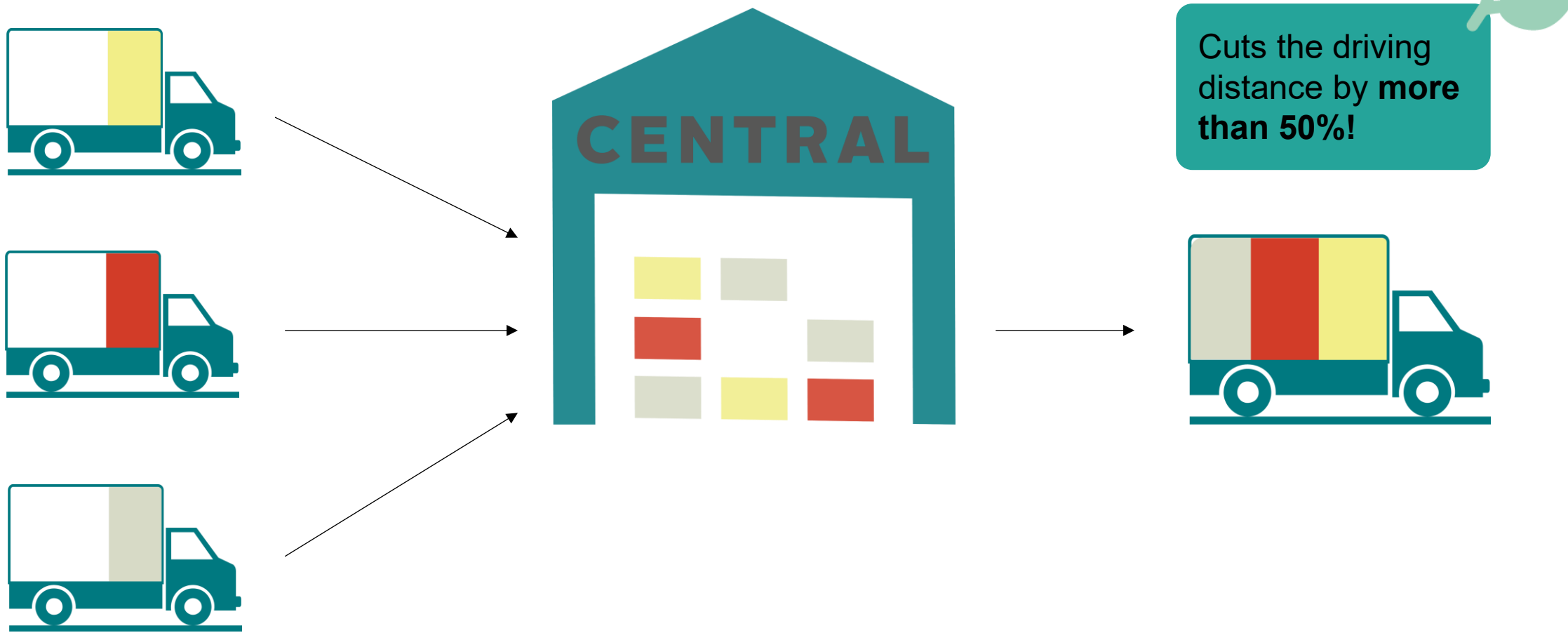


# Challenge: Lack of competence


- Lack of competence is a major barrier to the energy transition, especially in municipalities and SMEs.
- Regional energy agencies can support students through internships and learning-in-action (LIA) to strengthen skills and practical experience.
- By offering networking opportunities, we help students build local connections — increasing the chances they stay and contribute to the region and support our SME



# Dont forget to talk about transports! Last-10 km deliveries




# Challenges – to make it happen



Great potential to  
make an impact!



.....



We don't do  
anything until we  
get a requirement.

# Challenge - money





Are there any grants available to apply for?

No



# Our methods for support companies in improving energy efficiency

## Energy coaching

-  Cooperation with others
-  Site visit by an energy expert
-  Support for Systematic Energy Work
-  Lectures/Workshops
-  Training Courses
-  Networks for Companies



# Thank you for your attention!

Lena Eckerberg

Head of Development and Senior Project Manager  
Energy Agency Southern Sweden

+46(0) 734-40 82 75

[lena.eckerberg@energikontorsyd.se](mailto:lena.eckerberg@energikontorsyd.se)



[@EnergikontorSyd](#)



[@energikontorSO](#)



[Energikontor Syd](#)



[info@energikontorsyd.se](mailto:info@energikontorsyd.se)

[energikontorsyd.se](http://energikontorsyd.se)



**ENERGIKONTOR  
SYD**