



• August 15-18, 2010 • Dallas, Texas •
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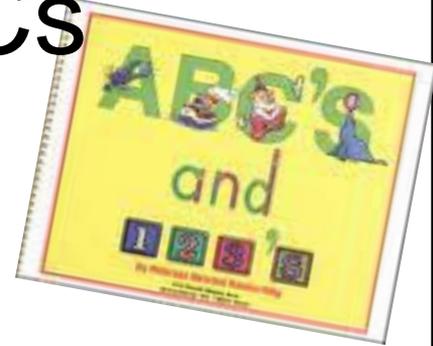
Department of Energy
Energy Savings Performance Contracts
(ESPCs)

Purpose

- Define Energy Savings Performance Contracts (ESPCs)
- Brief overview of the Department of Energy's (DOE's) ESPCs
- Overview of DOE's support to agencies



Fundamentals of ESPCs



- **Energy Savings Performance Contracts (ESPC)**
 - Golden Field Office’s “bread and butter”

- **What is the purpose of an ESPC?**
 - ESPCs allow Federal agencies to accomplish energy savings projects without up-front capital costs and without special Congressional capital improvement appropriations.

- **How does an ESPC work?**
 - The contractor, an Energy Services Company (ESCO), secures financing to implement energy and water conservation measures at Federal facilities and are paid back over time based upon the savings they generate. Savings are measured and verified annually.

- **How long can an ESPC contract/task order last?**
 - Contract/task order terms up to 25 years are allowed by special statute

- **What happens after the ESPC contract/task order ends?**
 - After the contract/delivery order ends, all additional cost savings accrue to the agency.

ESPC Process

Planning



Preliminary Assessment



Investment Grade Audit



Award



Post Award



16 ESCOs with DOE IDIQ Contracts

- Ameresco
- Chevron Energy Solutions Company
- Clark Realty Builders
- Consolidated Edison
- Constellation Energy Products and Services Group
- FPL Energy Services
- Honeywell International
- Johnson Controls Government Systems
- Lockheed Martin Services
- McKinstry Essention
- NORESKO
- Pepco Energy Services
- Siemens Government Services
- Schneider Electric Buildings America
- The Benham Companies
- *Trane*



ESPC Project Facilitation Services

- A qualified Project Facilitator (PF) is required to be used when utilizing any one of the DOE ESPC IDIQ contracts
- A DOE PF is a small business contractor hired to provide consultation to an ordering agency on a wide variety of ESPC issues
- PF services are obtained at no cost to the ordering agency until the ordering agency issues a Notice of Intent to Award (NOITA) the task order
- After the NOITA, PF services are provided on a reimbursable basis (covering labor costs and travel) executed through an interagency agreement with the DOE Golden Field Office

Life of Contract Support



- **Purpose:**

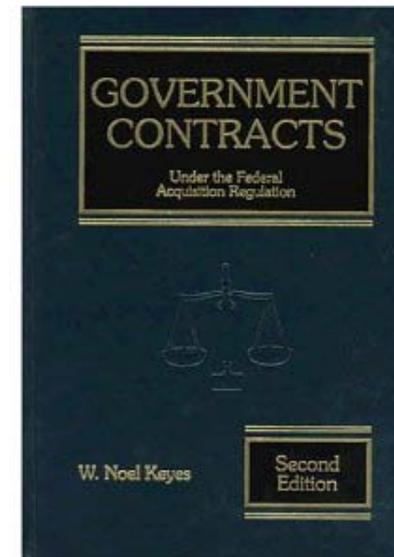
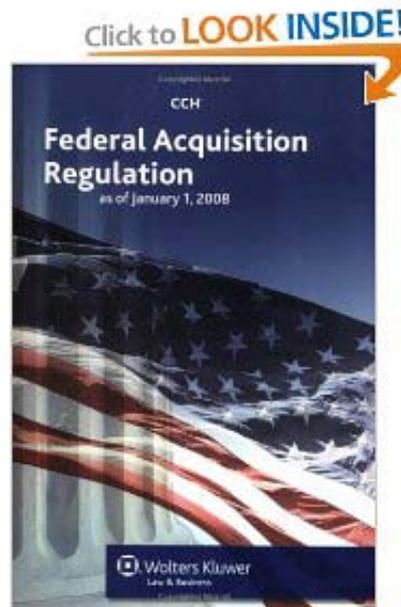
- Assist agencies
- Ensure adherence to the terms and conditions of the ESPC IDIQ (required by regulation)
- Promote, protect and improve the ESPC program

- **Activities Include:**

- Site visits
- Teleconferences (good 'ol Contract & Project Mgmt)
- Reviews of task orders & mods prior to issuance
 - Feedback given to agency POCs

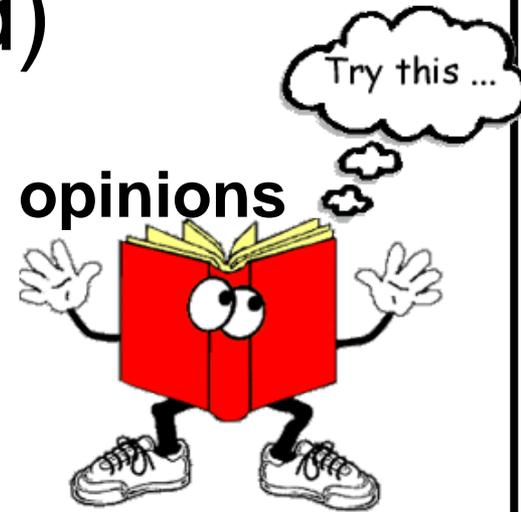
Expert Advice and Customer Service

- **Available to discuss applicable Statutes, Regulations and Policies with agencies** (examples include):
 - Competition/Fair opportunity to be considered
 - Scope
 - Protest
 - Negotiations
 - Terminations
 - Etc.



Expert Advice and Customer Service (Continued)

- Available to discuss best practices and opinions with agencies (examples include):
 - Contractor Selection
 - File documentation
 - Negotiations (New task orders and modifications)
 - Measurement and Verification
 - Contract management and administration
 - Quality Assurance Surveillance Plans (QASPs)
 - Government Estimates and Price Reasonableness
 - Other



Points of Contact

- **To get started on an ESPC:**

- Scott Wolf
- Tom Hattery
- Doug Culbreth
- Gordon Drawer
- Greg Moore, Federal COR
 - (720) 356-1521
 - greg.moore@go.doe.gov
- Randy Jones, Federal COR
 - (720) 356-1516
 - randy.jones@go.doe.gov



FEMP Federal Financing Specialists (FFS's) Points of Contact (Continued)

Gordon Drawer

Midwest Region plus Africa and New Independent States
630-584-9650, gordon.drawer@ee.doe.gov



Scott Wolf

Western Region
including N. Marianas, Palau,
Guam, American Samoa; plus
East, South, and Central Asia;
the Pacific; and Near East
360-866-9163
scott.wolf@ee.doe.gov

Northeast

Tom Hattery

Northeast Region
plus State Dept.
202-256-5986
thomas.hattery@ee.doe.gov

Southeast

Doug Culbreth

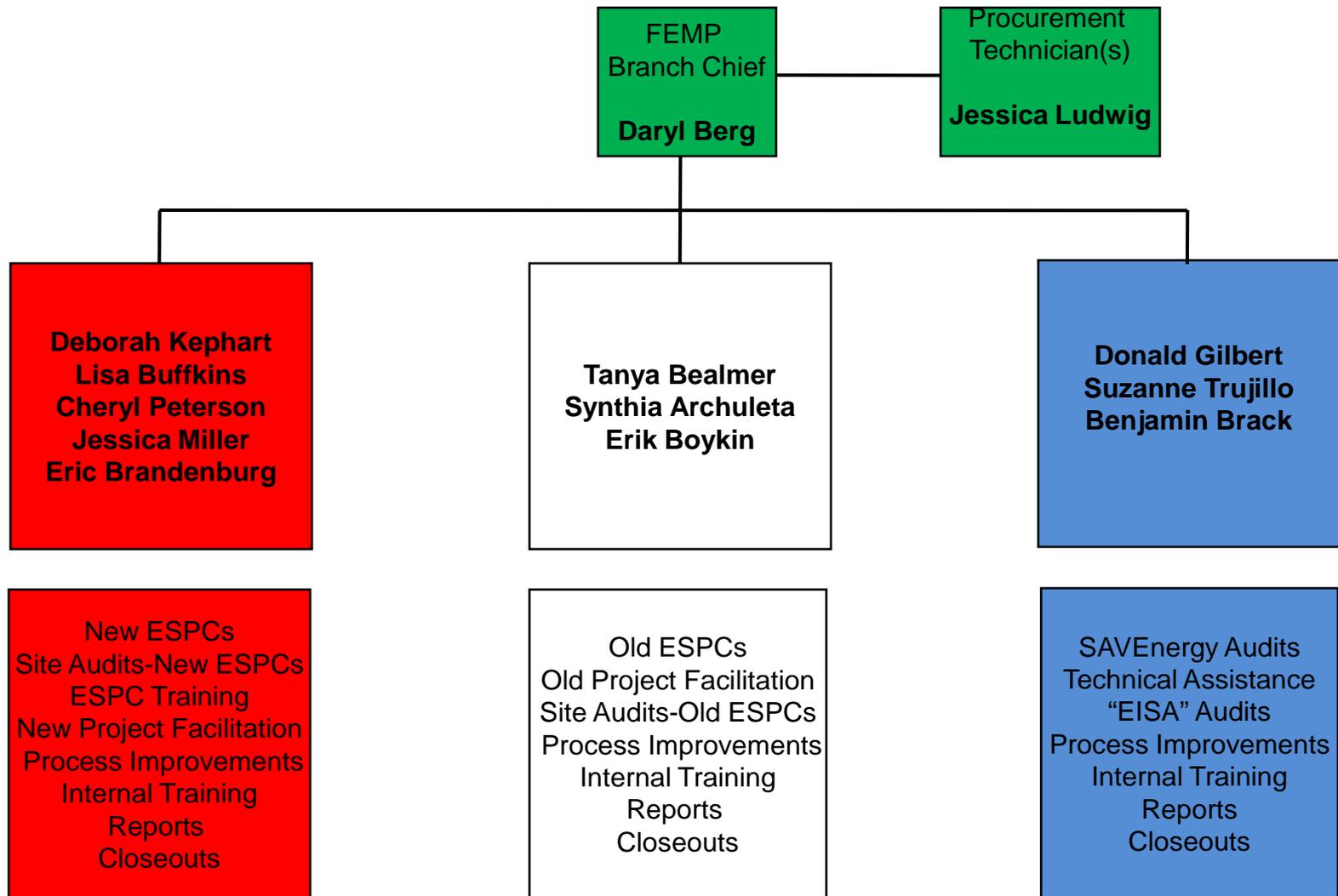
Southeast Region
plus Europe and Western Hemisphere
919-870-0051
carson.culbreth@ee.doe.gov

Points of Contact (Continued)

- **For “New” ESPC IDIQ contract issues:**
 - Deborah Kephart, Contracting Officer
 - (720) 356-1482
 - Greg Moore, Contracting Officer Representative
 - (720) 356-1521
- **For “Old” ESPC IDIQ contract issues:**
 - Tanya Bealmer, Contracting Officer
 - (720) 356-1488
 - Greg Moore, Contracting Officer Representative
 - (720) 356-1521

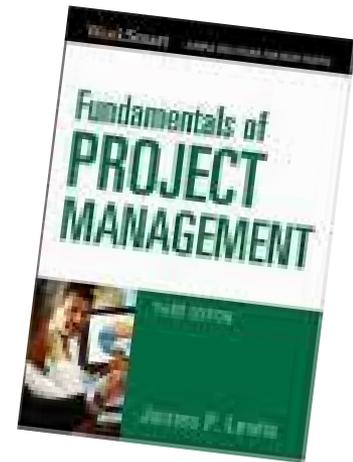
DOE Golden Field Office

FEMP Acquisition Branch Structure (Points of Contact-Continued)



Points of Contact (Continued)

- **To request an ESPC site visit:**
 - Randy Jones, COR (720) 356-1516



Conclusion

- ESPCs are an effective and necessary tool to meet statutory requirements and executive orders
- DOE has extensive resources and expertise to assist agencies from contract “cradle to grave”
 - DOE HQ, Golden Field Office, DOE Laboratories, Contractors, etc.
- Get out there and do some ESPCs! 😊
 - To date, over 250 orders have been issued against DOE’s ESPC IDIQs

Questions?

