



• August 15-18, 2010 • Dallas, Texas •
• Dallas Convention Center •



ENERGY SAVINGS PERFORMANCE CONTRACTING OVERVIEW

Presented by: Earl W. Johnson – US Army Corps of Engineers-
Huntsville Center

DEVELOPMENT OF ESPC TASK ORDER

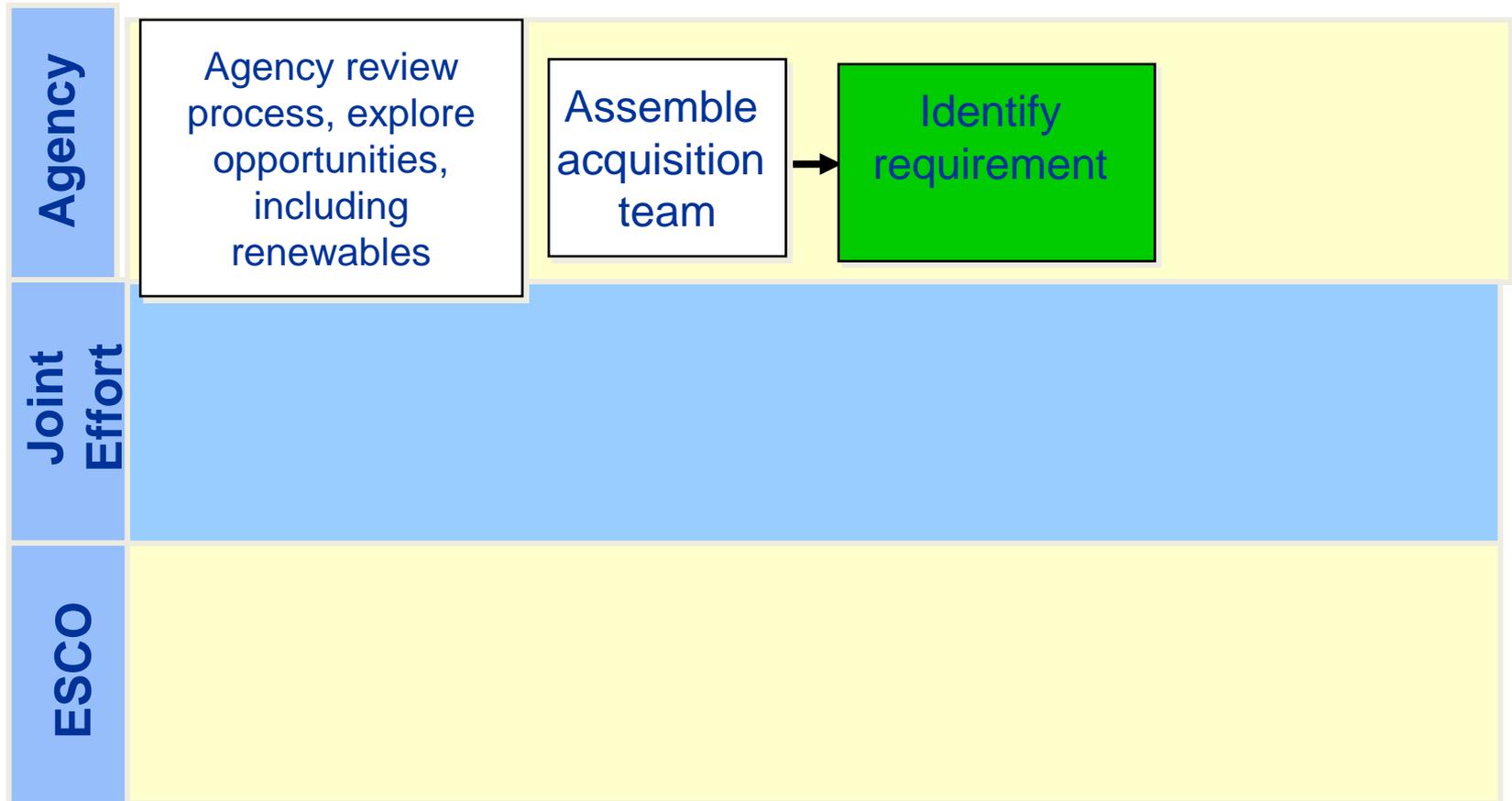
- Phase 1: Project Planning
- Phase 2: ESCO Selection
- Phase 3: Negotiation and Award of TO
- Phase 4: Design, Construction, and Acceptance
- Phase 5: Performance Period

PHASE 1: PRELIMINARY TASKS

Project Planning



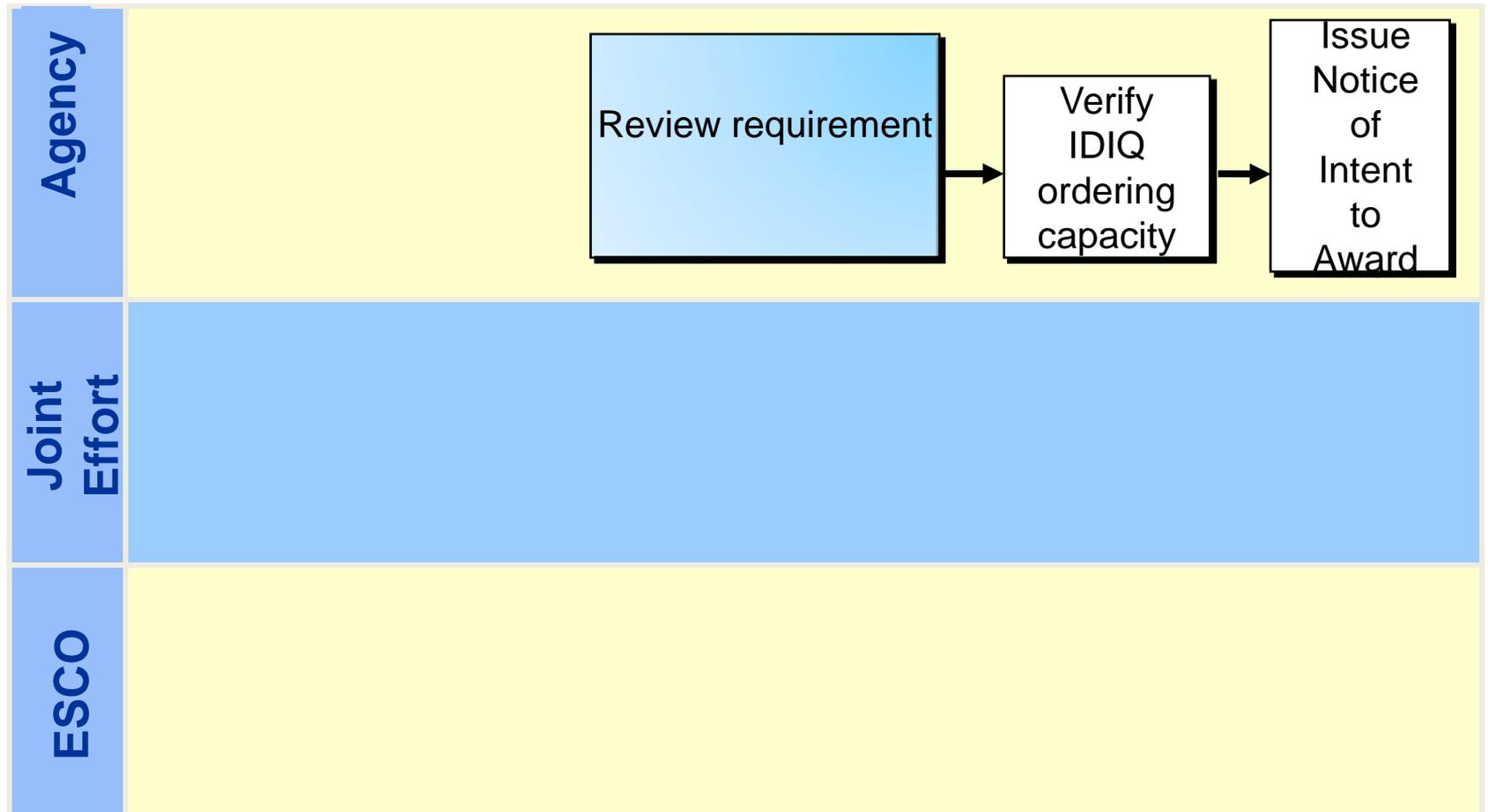
PHASE 1: PROJECT PLANNING, GOV'T.- INITIATED



PHASE 2: PRELIMINARY ASSESSMENT AND ESCO SELECTION



PHASE 2: MOVING FORWARD



DOD - ESCO SELECTION CONTRACTOR-INITIATED METHOD

ESCO alerts agency of desire to submit proposal
Once received, process of Government-Initiated
process is the same.

DOD - ESCO SELECTION GOVERNMENT-INITIATED OPTION

Agency sends notice to all 15 ESCOs with requirements and selection criteria

If project's estimated value < \$5M, agency must compete with DOD small business

If small business can not execute, the project is opened up to large business ESCO's

Agency may host site visits for interested ESCOs

One or more ESCOs submit proposal

Agency uses Section 803/843 competitively selects ESCO (amongst ESCO pool)

RFP REQUIREMENTS/EVALUATION CRITERIA

Potential Task Is Identified

Broad Scope Of Work

Page Limitation applies

Technical Approach

Narrative summary of
proposed project

Description of ECMs

Management Approach

Past Performance

ESCO SELECTION

Send Notice Of ESCO Selection To All ESCO's
Alert Of Successful Selection
Alert Unsuccessful ESCO's
Allow Opportunity For Debrief
Here (Not At Award) Is Where Protest Could
Occur

SITE SURVEY

On-site Kick-off Meeting & Training If Needed
Site Survey Submitted And Approved
Decision By Agency On Projects To Pursue
Notice To Proceed For Feasibility Study

FEASIBILITY STUDY/PROPOSAL SUBMISSION

Kick Off Meeting

Purpose

Develop Baseline

Select Subcontractors

Request Quotes

Prepare And Submit Proposal

The Final Proposal

Executive Summary – No Change

Technical Aspects – No Change

Pricing

TO Schedules – Change In Format But Not Drastically

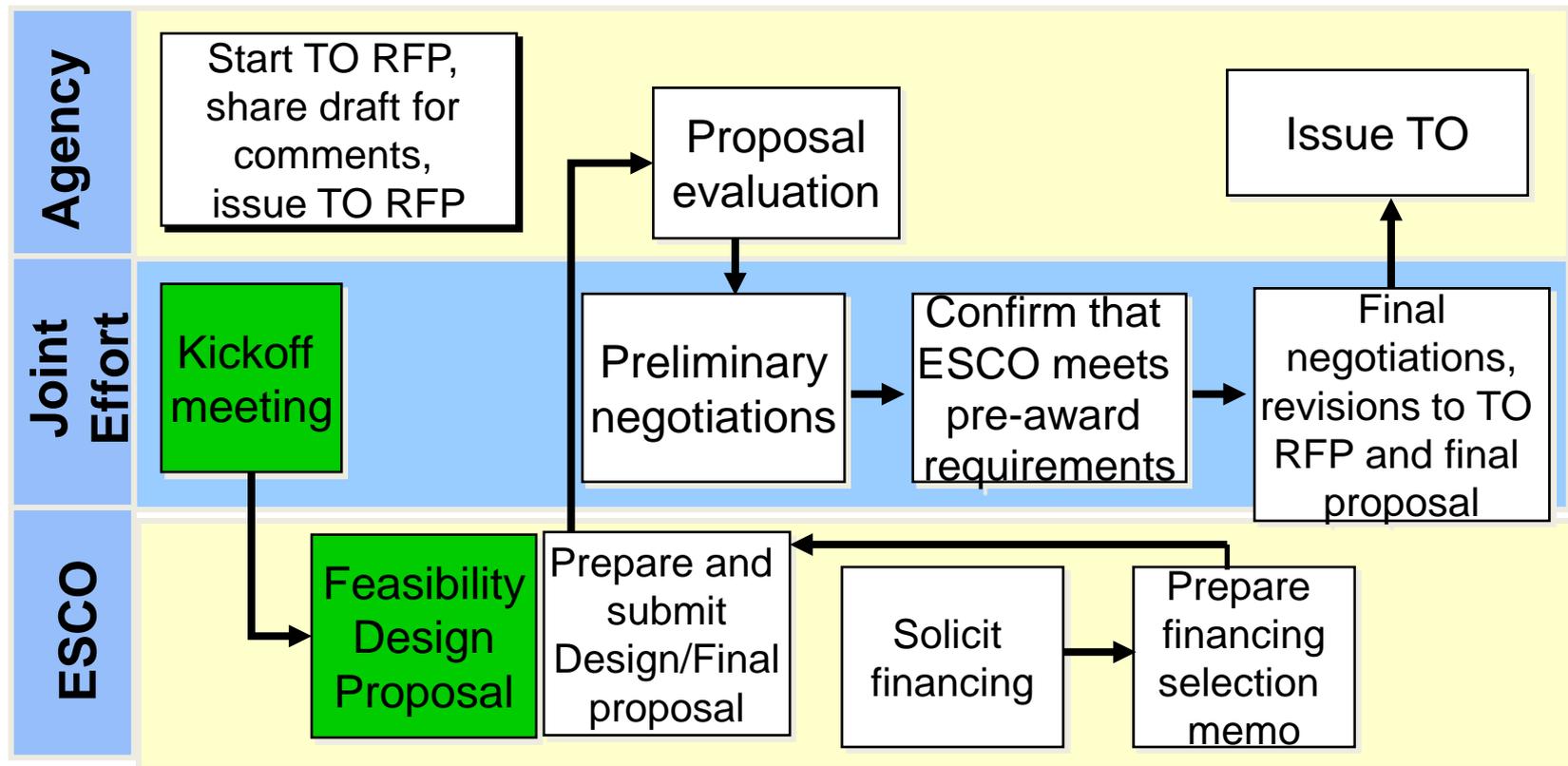
Financing Summary

Negotiations

Task Order Award



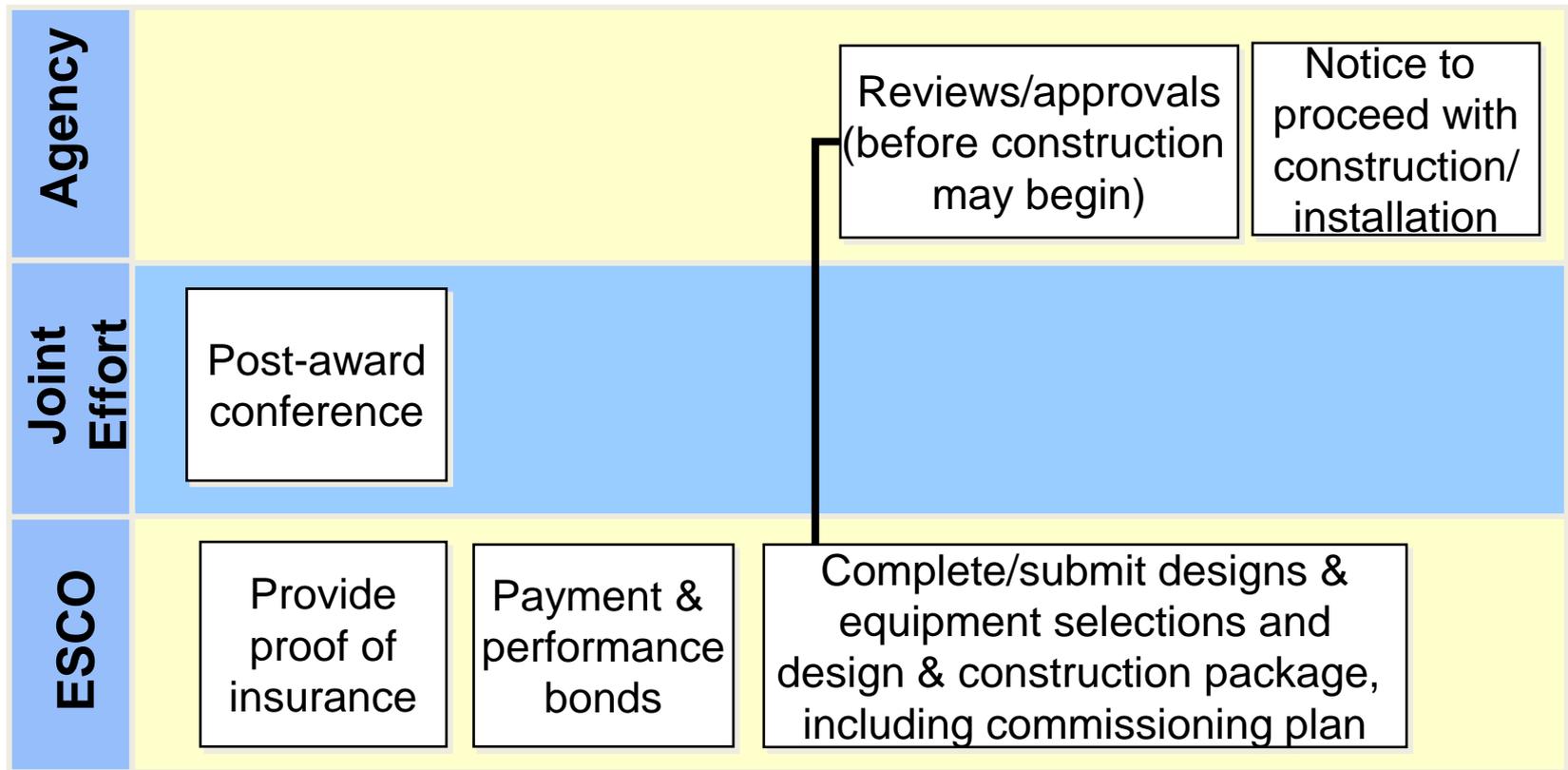
PHASE 3: NEGOTIATION AND AWARD OF TASK ORDER



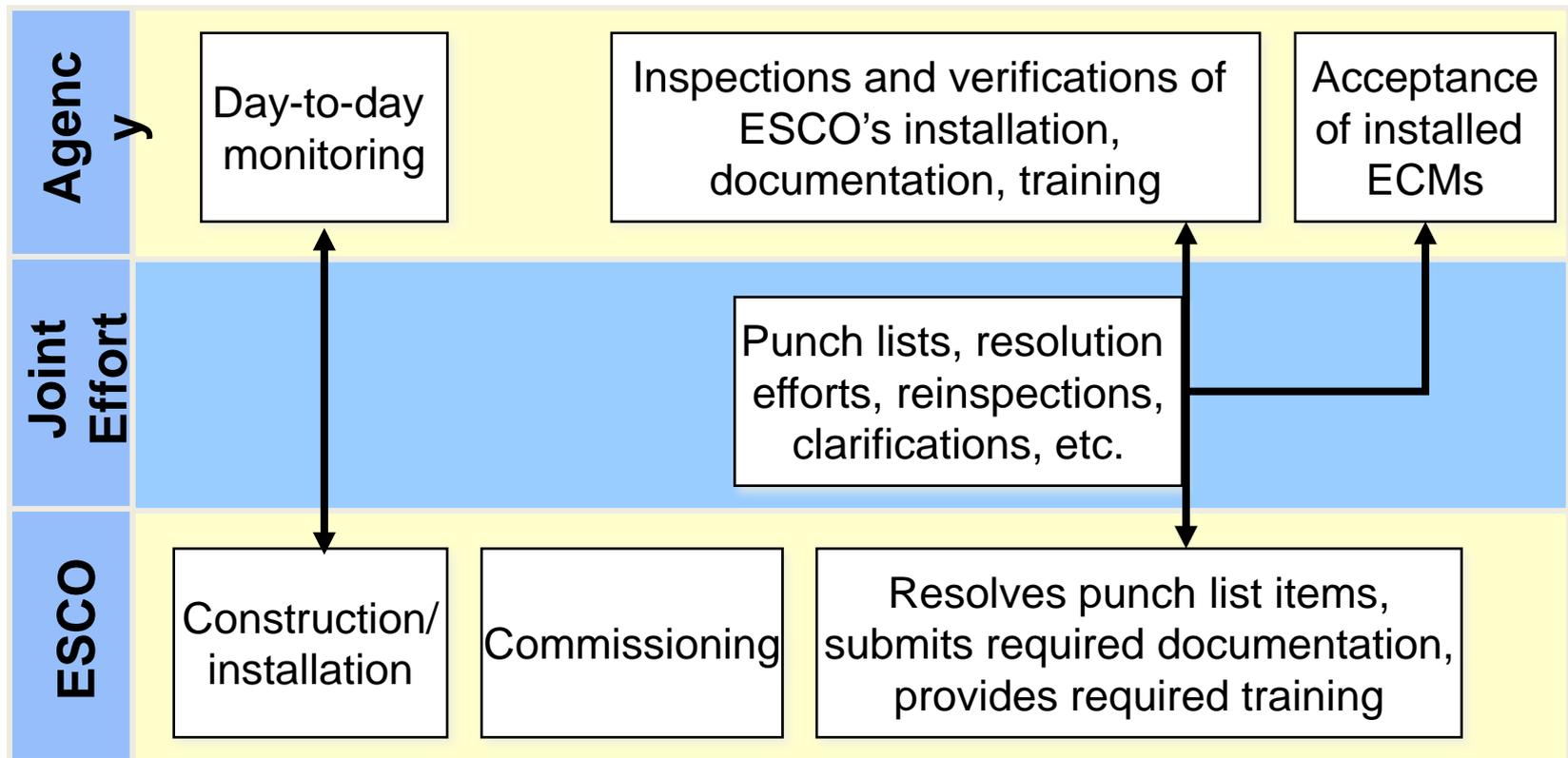
END OF CHANGES IN PROCESS AND STRUCTURE

Next: A Flip-through To Identify That Nothing
More Has Changed

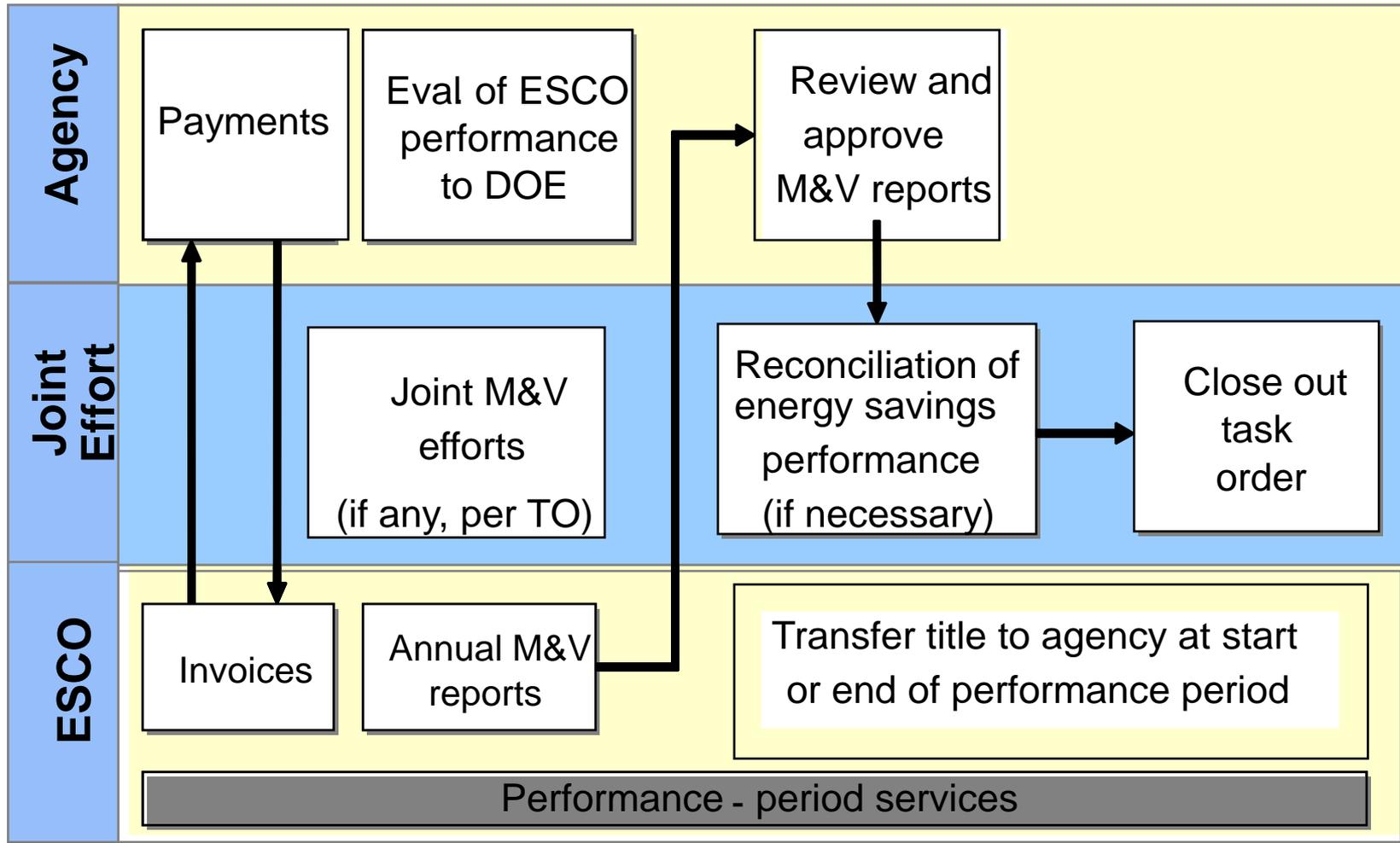
PHASE 4, PART 1: PRE-INSTALLATION ACTIVITIES



ECM INSTALLATION & ACCEPTANCE



POST-ACCEPTANCE PERFORMANCE PERIOD



END

Comments?

Questions?

Or Just Wondering?