



U.S. DEPARTMENT OF
ENERGY

Energy Efficiency &
Renewable Energy



DOE Small Business Webinar: Getting Involved with ESPCs

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Agenda

- FEMP Mission Statement
- ESPC Review – What are They?
- DOE ESPC IDIQ Overview
- ESPC ENABLE Overview
- Small Business Opportunities
- Questions

FEMP works with Federal leaders to accomplish energy change within organizations by bringing expertise from all levels of project and policy implementation to enable Federal Agencies to meet energy related goals and to provide energy leadership to the country.

ESPC Review: What are they?

Contracts that allow agencies to do energy projects with minimal up-front capital cost and no special appropriations from Congress.

Energy Services Company (ESCO)

- Arranges project financing
- Guarantees cost savings sufficient to cover project costs

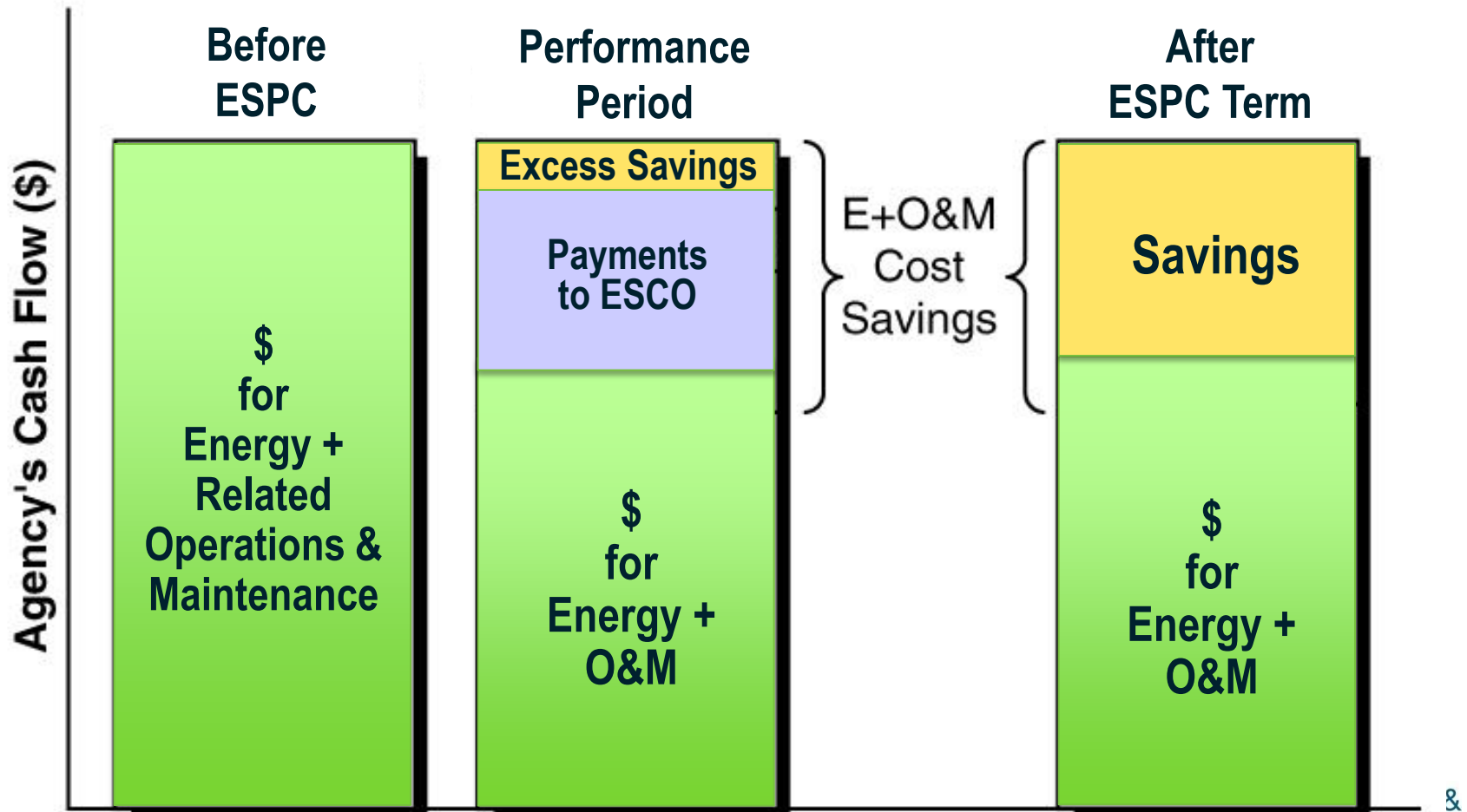
Agency

- Pays ESCO over term of contract from guaranteed cost savings

ESPC Review: Budget Neutral

Reallocate the Government's Utility Bill

- ◆ Stop paying for waste and pollution ◆ Start paying for efficiency ◆



ESPC Review: Record of Success

FEMP ESPC IDIQ Results (1998-2012)

- More than 250 FEMP ESPC projects have been awarded by 25 agencies
- Total project investment: \$2.5 billion
- Total savings: \$6.5 billion
- Energy savings: 300 Trillion Btus
- M&V reports for FY2010 reported that 108% of guaranteed cost savings were delivered



DOE ESPC IDIQ Overview

- Indefinite-delivery, indefinite-quantity (IDIQ) contracts awarded competitively to 16 ESCOs by FEMP to streamline the process.
- Agencies negotiate, award and administer task orders under these IDIQs.
- Can be used for federally owned agency facilities anywhere in the world.
- Scope covers Energy Conservation Measures (ECMs) from A to Z.

ESPC ENABLE Overview

ESPC ENABLE is a new funding pilot program that:

- Is intended for Federal facilities with buildings under 200,000 square feet (traditionally, underserved market).
- Provides a standardized and streamlined process to quickly award and construct projects using GSA Schedule 84.
- Targets straight-forward ECMs including lighting, water, and HVAC controls.
- Includes basic levels of measurement and verification (M&V) for each ECM.

Project Funding Tools Comparison

	ESPC IDIQ	UESC	ESPC ENABLE	Appropriations
Federal Target Market	All Federally owned – ESCOs focus on large projects	Where Fed. Gov't. pays utility bill and within participating utility area	Federally owned smaller sites (<200k GSF)	All
ECMs (Scope)	Unlimited	Unlimited	Lighting, Water, HVAC controls	Unlimited
Contract Vehicle	DOE IDIQ, USACE-HNC IDIQ, Site-specific	GSA Area-wide contracts, Basic ordering agreements	GSA Schedule 84 – SIN 246-53	Standard procurement
Procurement Timeline	Award – 20 to 24 mos. Construction – 18 to 24 mos.	Award – 6 to 13 mos. Construction – ~12 mos.	Award – 8 weeks Installation – 12 to 16 weeks	Depends upon procurement complexity
M & V	Required (annual)	Required to qualify for annual (vs. up-front) scoring	Required (annual)	None through typical procurement
Avg. Investment Value	\$14M	\$2M to \$3M	\$500K+/- (anticipated)	N/A

ESPC and Small Business Concerns

A frequent question...

Are there provisions for small business concerns under the DOE ESPC IDIQ or ESPC ENABLE?

- Yes. To the maximum extent practicable, ESCOs will have goals for small business concerns controlled by socially and economically disadvantaged individuals or by women. For each TO, the ESCO must submit a small business subcontracting plan in the Final Proposal.

DOE's ESPC IDIQ defers to the small business requirements of the "using agency". The agencies insert their own small business requirements into the task order.

Small Business ESPC Opportunities

Subcontracting with DOE ESPC IDIQ contractors and/or ESPC Enable Schedule 84 (SIN 246-53) ESCOs

- DOE ESPC IDIQ ESCOs - 16 existing
 - http://www1.eere.energy.gov/femp/financing/espcs_doeescos.html
- ENABLE GSA Schedule 84 ESCOs - 12 existing
 - <http://www.gsaelibrary.gsa.gov/ElibMain/sinDetails.do?executeQuery=YES&scheduleNumber=84&flag=&filter=&specialItemNumber=246+53>

Become a GSA Schedule 84, SIN 246-53 vendor (2 steps)

- Apply for the GSA Schedule 84, SIN 246-53:
 - Kellie Stoker, kellie.stoker@gsa.gov, 817-850-8203
- Apply for the DOE Qualified list (also required)
 - http://www1.eere.energy.gov/femp/financing/espcs_qualifiedescos.html

Possible ESPC Subcontracting Opportunities

Contract Stages

Pre-Award

- Preliminary Assessments & Investment Grade Audits
 - Energy auditing
 - Engineering services
 - Measurement and verification
 - Project development for energy efficiency and renewable energy systems

Post-Award

- Installation
 - Engineering services
 - Measurement and verification
 - Mechanical, electrical, plumbing, controls, HVAC, lighting, renewable energy, ground source heat pumps, combined heat and power, weatherization, envelope, water efficiency
- Performance Period
 - Measurement and verification
 - Operation, maintenance, and repair

FEMP Web Site

- FEMP home
<http://www1.eere.energy.gov/femp/>
- ESPC home
<http://www1.eere.energy.gov/femp/financing/espcs.html>
- ESPC resources, guidance, contract documents
www1.eere.energy.gov/femp/financing/espcs_resources.html
- ESPC ENABLE
www.femp.energy.gov/financing/espc_enable.html
- Calendar of Events (all training dates)
<http://www1.eere.energy.gov/femp/news/events.html>

Questions?

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