



ESPC ENABLE Program

Summer 2012

- ESPC ENABLE Overview
- ESPC ENABLE Process
- Current Status
- Agency Best Practices
- Next Steps
- Questions

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 controls.
- Includes basic levels of measurement and verification (M&V) for each ECM.

FEMP developed the following infrastructure to support the initiative:

- Streamlined process that results in contract awards within eight weeks.
- Standard contract templates.
- Excel-based survey tools.
- M&V process and template that will support period of performance.
- Technical assistance for pilot project sites.

ESPC ENABLE Program Comparison

	“Traditional” ESPC	ESPC ENABLE
Contract Vehicle	DOE ESPC IDIQ Contract	GSA Schedule 84 (SIN246-53)
Contract Term	Up to 25 Years	Up to 25 Years
Target Market	Unlimited	Small, federal facilities (~200K square feet)
Energy Conservation Measures	Unlimited (Includes renewables)	Lighting, Water, and Controls
Average Cycle	12-20 Months	12-15 Weeks (Anticipated)
Average Project Size (\$)	\$14M	\$500K-\$1M (Anticipated)
Average Contract Term	16 years	5-10 Years (Anticipated)
Required Project Facilitator (PF)	Yes	No
Prescribed (M&V)	Yes	Yes



Acquisition Planning

Activities: Estimated timeline - 1-2 Weeks

- Essential members of the acquisition team are identified
- Agency hosts kickoff meeting with acquisition team members
- Agency develops an Acquisition Plan*
- Agency develops the Request for Quotation/Notice of Opportunity*

**Indicates FEMP-provided template*



ESCO Selection

Activities: Estimated timeline - 3 Weeks

- Request for Quotation/Notice of Opportunity is released
- ESCOs express interest
- Agency evaluates responses based on best value criteria outlined in the RFQ/NOO*
- Agency notifies unsuccessful offerors and issues the notice of intent to award (NOITA)*

*Indicates FEMP-provided template



IGA and
Award

Activities: Estimated timeline - 3 Weeks

- ESCO performs Investment Grade Audit (IGA)* using FEMP-provided Excel survey tools
- ESCO submits final proposal, final negotiations occur
- Agency awards task order

**Indicates FEMP-provided template*

Installation

Activities: Estimated timeline - ~ 6 Weeks

- Installation
- Measurement and Verification (M&V)*
- Commissioning*
- Agency Acceptance*



* Indicates FEMP provided plan templates and report outlines



Performance
Period

An annual M&V audit performed to verify the achievement of annual cost savings performance guarantees provided by the ESCO

- ESCO or agency must perform annual audit
- Equipment inspections are performed as prescribed in the M&V plan to verify savings achievement
- An annual M&V Report* is to be generated by the ESCO and submitted to the agency

** Indicates FEMP provided report outline*

GSA Schedule 84

- SIN 246-53 Revisions – Updated Solicitation and Ordering Guide
- Qualified ESCOs - 7 existing, 5+ applying

Templates, Resources and Tools

- ESPC ENABLE website

www.femp.energy.gov/financing/espc_enable.html

- Contract Templates – Acquisition plan through M&V report
- IGA Tool – Lighting, water, and basic HVAC controls
- Technical Assistance – Available for pilot projects

Marketing

- ESPC ENABLE fact sheet
- ESPC ENABLE summary training
- Agency specific action plans
 - Targeting 5 agencies with large potential and strong interest
 - Suggested practices include high-level team and integrate into SSPP
 - Outcome or goal is to develop agency-wide approach and implement projects at 100 buildings within each agency

Pre-Qualify Projects

- Identify sites that fit the size and scope of ESPC ENABLE (<200,000 sq. feet, 3-ECMs, simplified M&V).
- Buy-in from facility personnel, contracting officers, and any senior officials that are required to sign-off.
- Identification of any internal forms, procedures, or agency-specific requirements.
- Acquisition team in place ready to initiate pilot(s).
- Contact FEMP to get started.

FEMP Upcoming Activities

- Implement pilot projects
- Finalize and implement agency action plans
- Continue ESCO engagement and expand ESCO pool
- Provide information at all appropriate training venues
- Apply lessons learned
- **Identify 1000 buildings by December 31, 2012**

Questions?



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