



U.S. DEPARTMENT
of **ENERGY**

Office of Critical Minerals
and Energy Innovation

Federal Energy Management Program

Enabling a Direct-to-IGA Path in ESPCs for Generation 4 IDIQ Contracts

Oak Ridge National Laboratory

April 2025-2026

Direct-to-IGA path overview

Goal:

- Established idiq Gen 4 path integral to process, easy to follow/understand
- Impact: Affects phases 2 & 3 of process (from ESCO selection to PA to proposal/IGA)

How integrated:

- Portion of current phases 2 & 3 designated “PA path”; created parallel phases 2 & 3 steps designated “direct-to-IGA path” (one slide added to process charts)

Benefits/Changes

Direct to IGA, omit the PA (jump to NOITA)

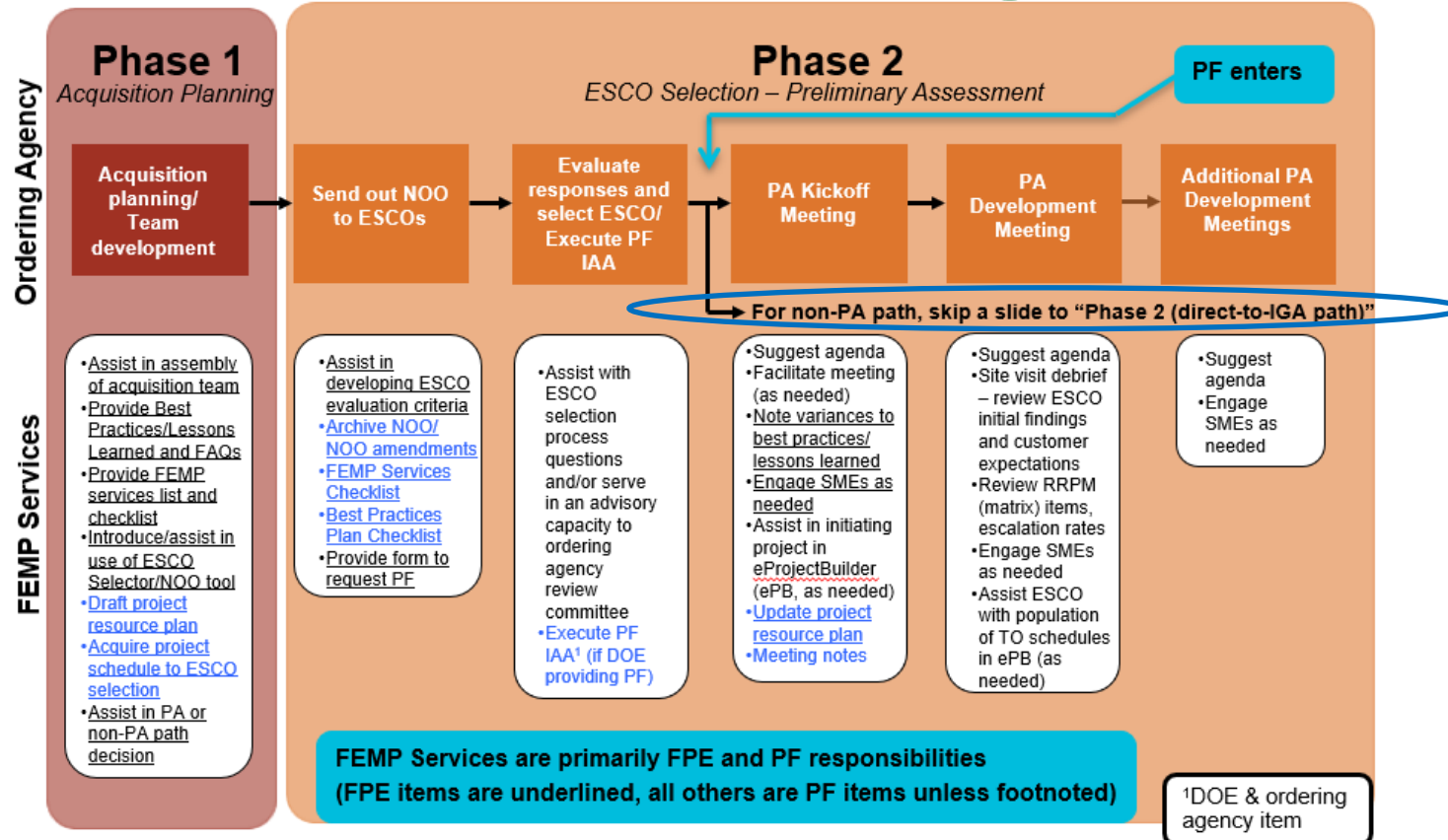
Issue TO RFP after 1st proposal/IGA review meeting (instead of after PA)

Offers agency/ESCO more flexibility in project development process

- Opportunity to reduce cycle time and costs
- At IGA kickoff, agency/ESCO should identify quantity, scope, and objectives of proposal/IGA development review meetings and topical workshops (e.g., M&V, O&M,...) to best facilitate proposal development

Direct-to-IGA path starts in Phase 2 (after step 2)

FEMP Assistance During ESPC Development Process: Tasks & Deliverables by Phase

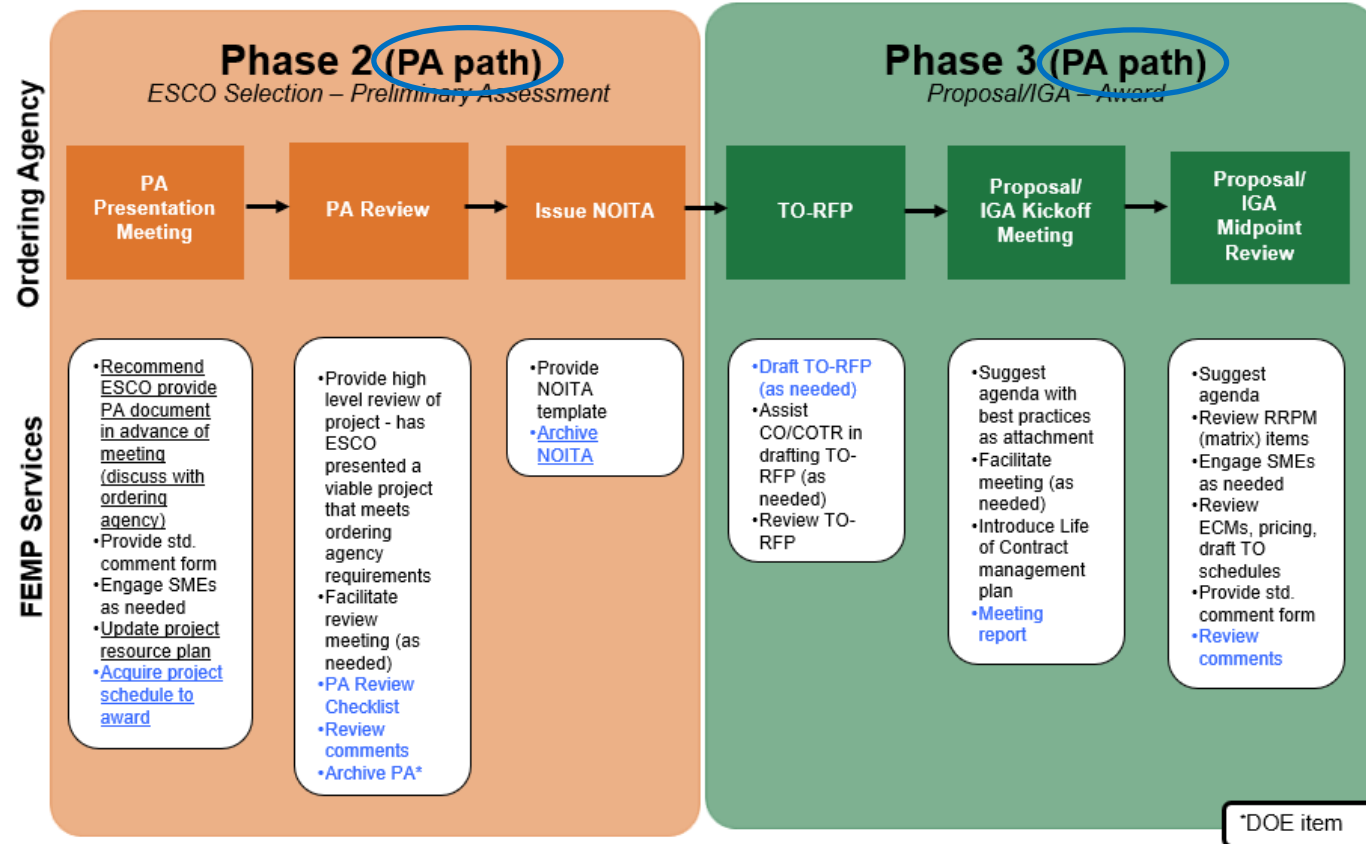


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Current phases 2 & 3 designated “PA path”

FEMP Assistance During ESPC Development Process: Tasks & Deliverables by Phase (cont.)

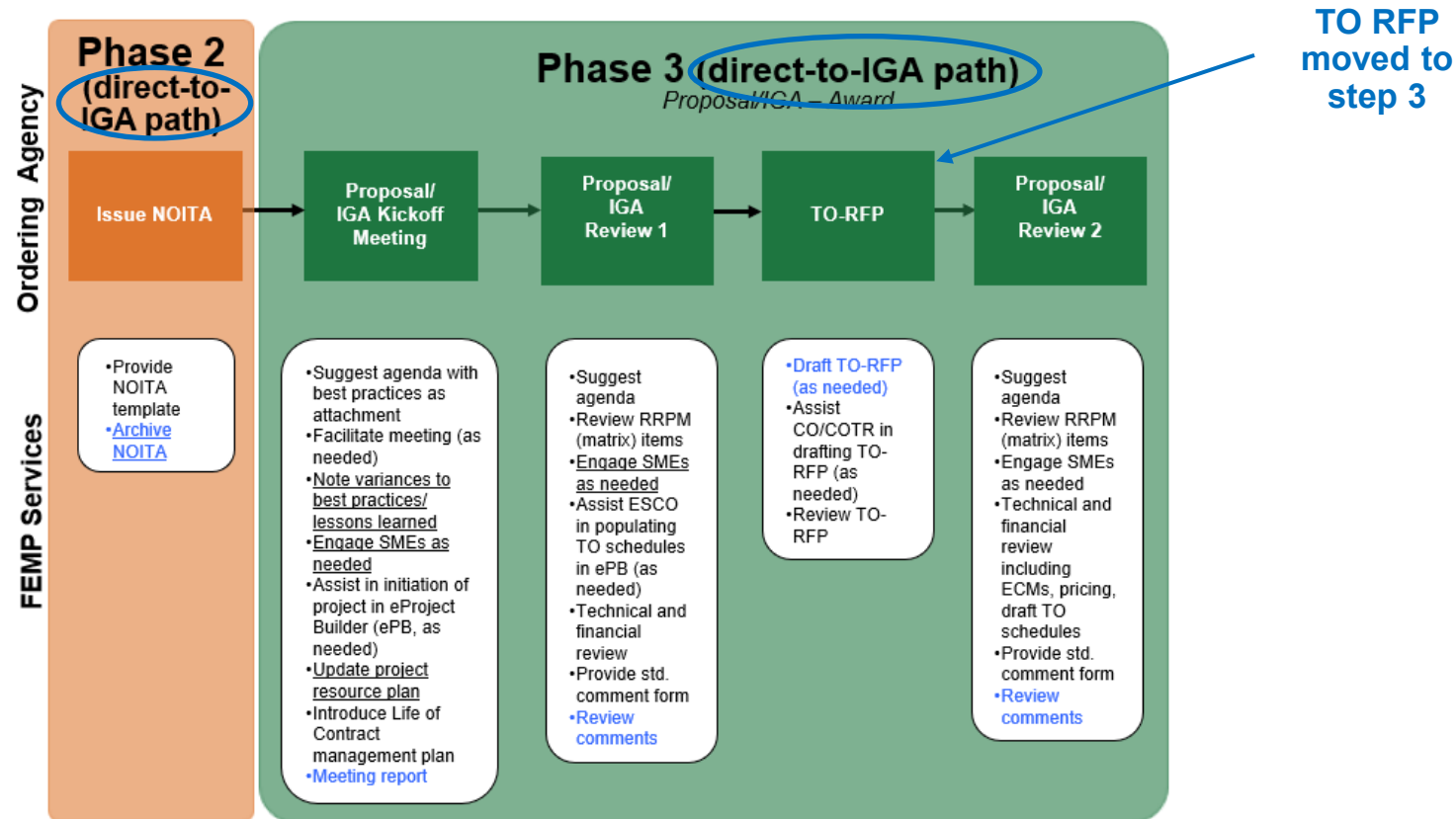


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Parallel but similar phases 2 and 3 steps inserted for direct-to-IGA path (new process slide)

FEMP Assistance During ESPC Development Process: Tasks & Deliverables by Phase (cont.)

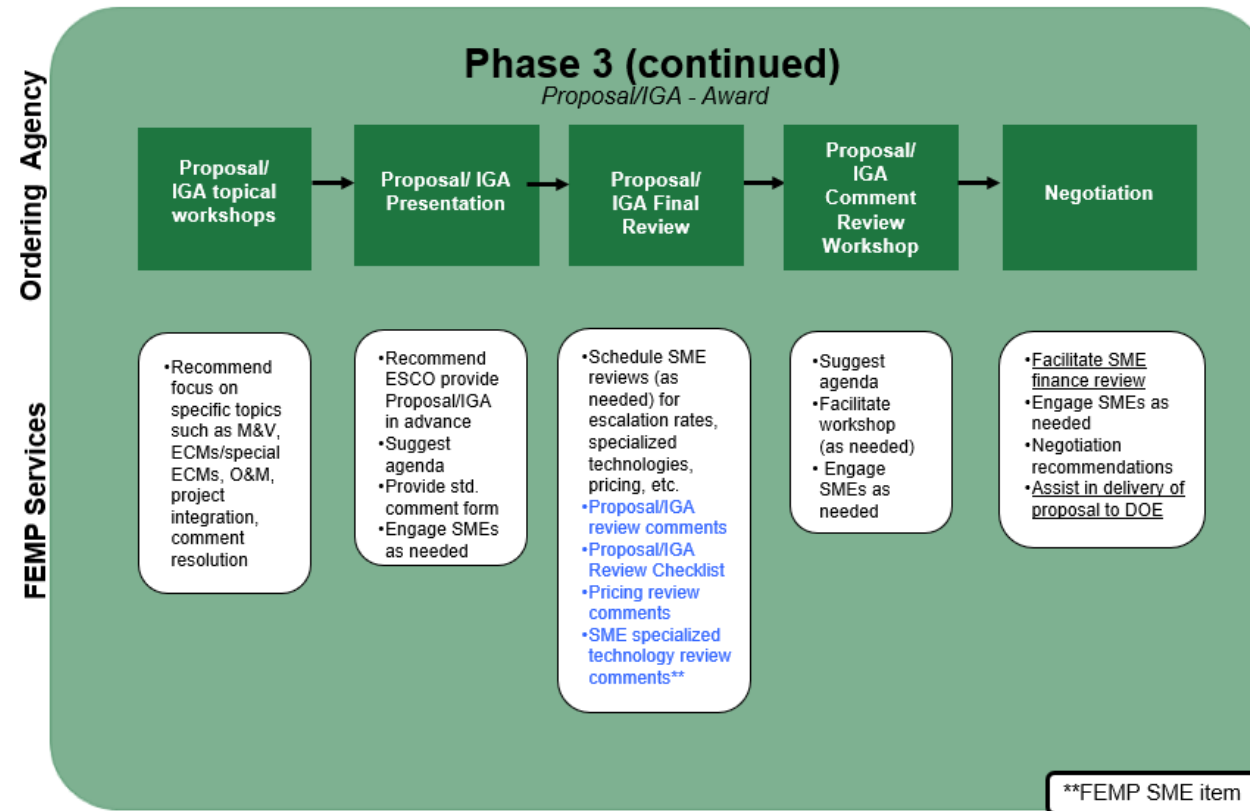


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No changes: Phase 3 (continued), Phase 4 (implementation), and Phase 5 (performance)

FEMP Assistance During ESPC Development Process: Tasks & Deliverables by Phase (cont.)

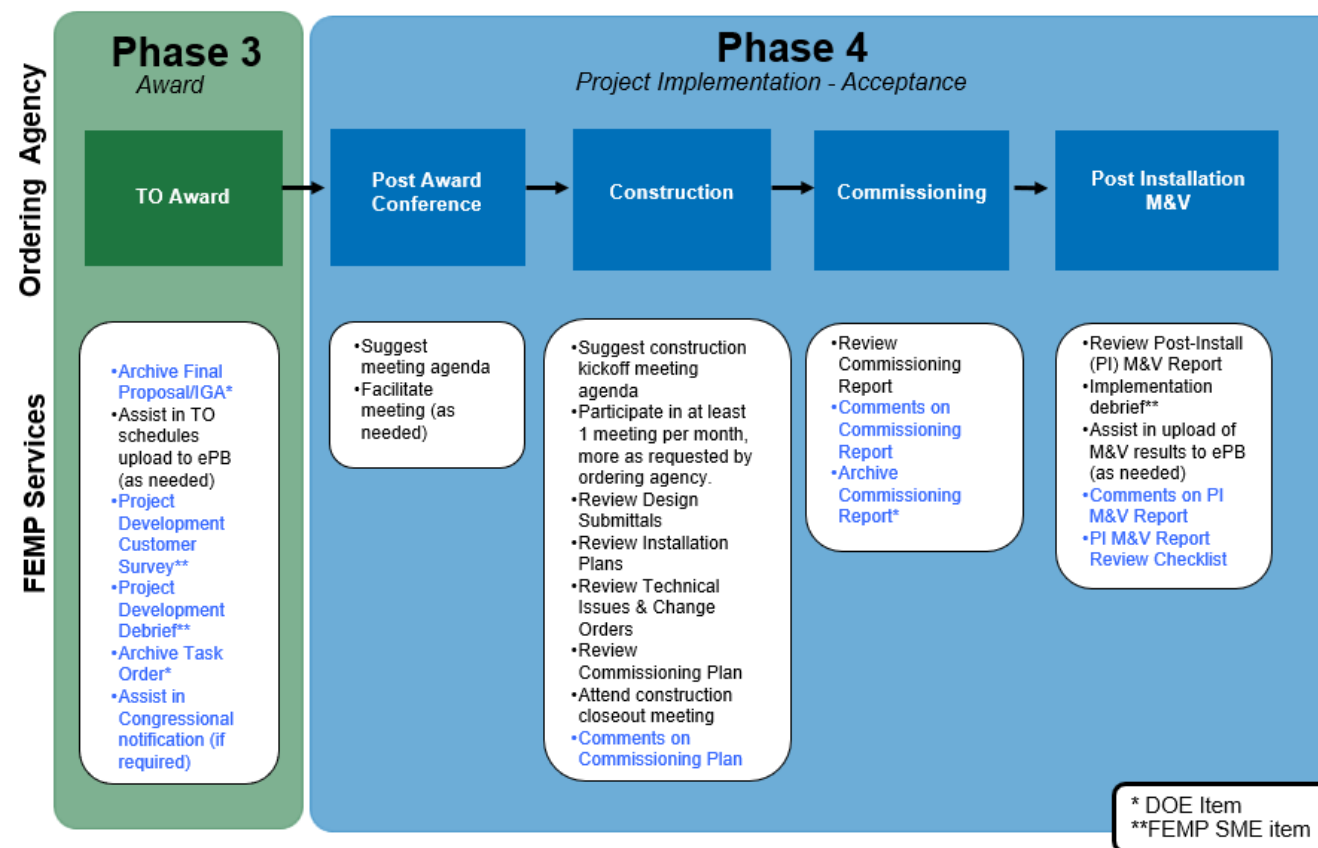


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Phase 3 (cont.)/Phase 4

FEMP Assistance During ESPC Development Process: Tasks & Deliverables by Phase (cont.)

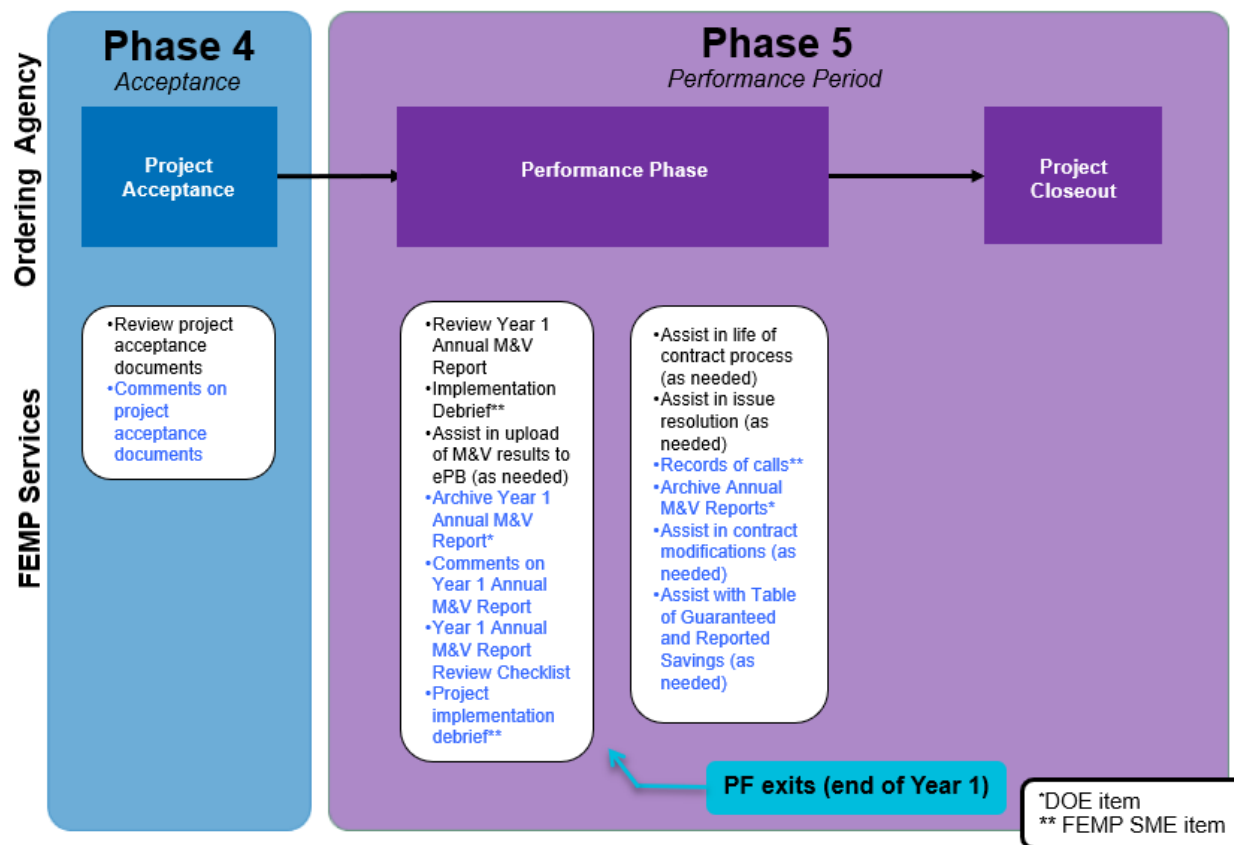


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Phase 4 (cont.)/Phase 5

FEMP Assistance During ESPC Development Process: Tasks & Deliverables by Phase (cont.)



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Opportunities/Considerations in direct-to-IGA path

Summary of Opportunities

Leverage alternative approaches to reduce project and development costs

Optimize your procurement plan to achieve more time efficient proposal development

Consider these concepts work for all forms of energy performance contracting

Next Steps/Considerations

Seek all FEMP documents with key word “EPC Direct”

Connect with a Federal Project Executive for additional explanations

Discuss with stakeholders. Engage project managers on choices

Understand the flexibility with direct to the IGA or receiving oral PAs or PA presentations utilizing FEMP templates

Also optionally, consider fractionally completed IGAs (e.g. 30%) to serve as a PA

FEMP Project Support Services

- Help with all performance contracting: ESPC and UESCs
- Connect you with lab, subject matter experts, resources



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Comments welcomed!

Thank you!

Insert PFE Map and contacts