

10A. GENERAL INFORMATION

(a) Is your firm currently listed on the Department of Defense or other agency list of qualified energy service companies? If yes, please identify the agency, point of contact, phone number, and the qualification period.

(b) Indicate type of firm, if other than items listed in Block 5:

Branch Office of _____

Joint Venture (list venture partners) _____

Other (explain) _____

(c) Is your firm an eligible 8(a) contractor under the Small Business Administration's 8(a) Program?
Yes ___ No ___

(d) This submittal applies to:

Parent Company Subsidiary

Division Branch Office

Other

List the names of any of the above marked entities which are to be included in the prequalification process, and describe their functions, responsibilities, and interrelationships.

(e) Federal Employer Identification Number: _____

(f) Year firm was established: _____

- (g) Has your firm been competitively selected by a utility company under a Demand-Side Management Bidding program to provide conservation services for commercial and industrial customers? Yes ___ No ___

If yes, please designate the utility and provide pertinent information.

- (h) Indicate the largest dollar value of investment your firm would consider for a Federal Government ESPC contract.

\$ _____

- (i) Indicate the regions of the country your firm would consider providing Federal ESPC services.

- Region 1 (CT,ME,NH,VT,MA,RI)
- Region 2 (NY,NJ)
- Region 3 (MD,DE,VA,WV,DC,PA)
- Region 4 (FL,GA,KY,MS,NC,SC,TN,AL)
- Region 5 (IL,IN,MI,MN,OH,WI)
- Region 6 (AR,LA,NM,OK,TX)
- Region 7 (IA,KS,MO,NE)
- Region 8 (CO,MT,ND,SD,UT,WY)
- Region 9 (CA,AZ,NV,HI)
- Region 10 (WA,OR,AK,ID)
- All Regions
- Territories
- Overseas Facilities
- Exceptions (specify)

10B. EXPERIENCE

- (a) List and briefly describe, on separate pages, two projects completed by your firm that have been operating and saving energy or reducing utility costs and that best illustrate your range of experience relative to energy performance contracting and energy management expertise (i.e., type of technologies implemented). If your firm does not possess ESPC experience with the technologies which you want to be qualified, provide the experience of your firm in implementing other technologies. One project should represent the largest project completed, and the other should represent a recently completed project. For each project, provide information on the following items:
- 1) Project title and location.
 - 2) Client to contact regarding the project, his or her position, address, and telephone number.
 - 3) Identify if project was for public or private sector.
 - 4) Briefly describe the facility including function, number of buildings, and size in square feet.
 - 5) Total contract amount.
 - 6) Type of financing arranged by your firm.
 - 7) Type and term of contract.
 - 8) Starting and ending dates.
 - 9) Indicate if the project was completed on schedule. If not, explain.
 - 10) Projected annual energy savings and/or demand reduction.
 - 11) Identify performance guarantees, if performance-based energy service contract.
 - 12) Actual annual energy savings and/or demand reduction achieved for each project.
 - 13) Firm notes, explanations, or any other information relating to the project. (Optional)
- (b) Indicate the number of years in business as an Energy Management Contractor: _____ years. Indicate all other names for your organization and the length of time your organization had that name.

10C. TECHNICAL CAPABILITY

- (a) List the technologies (e.g., lighting; HVAC systems, etc.) which your firm may propose to apply to a building or facility to implement energy conservation measures under an energy savings performance contract.

6. Were rebates from the utility in your area available to you? If yes, did the contractor arrange satisfactory utility supplier rebates or other financial incentives?

7. Did the contractor provide or arrange satisfactory project financing?

8. What was the capital investment in the energy project?

9. Provide an overall rating of the quality and timing of services provided by the contractor. If your answers to questions 1 - 7 were all "yes," please briefly explain your reasons for giving a "Fair" or "Poor" rating, as applicable.

- ___ **Excellent** - Exceeded expectations, highly recommend contractor.
- ___ **Good** - Met all requirements, recommend contractor.
- ___ **Fair** - Achieved project objective, room for improved quality and performance, recommend contractor.
- ___ **Poor** - Significant shortfall in performance and quality, would not recommend contractor.

Remarks:

Client name, address, and phone and fax numbers:

Client Signature, Title, and Date

CLIENT QUESTIONNAIRE

Contractor Name:

Project Title:

1. Was the project completed on schedule?
2. Did the contract involve energy savings performance guarantees? If so, describe performance guarantees (e.g., annual energy or cost savings).
3. Did the installed project achieve energy savings and/or demand reduction projected or guaranteed by the contractor?
4. Was the method(s) used by the contractor to determine annual energy savings and/or demand reduction acceptable for the type of energy conservation measures installed?
5. Did the contractor provide satisfactory operations, maintenance, and repair services, if any?

6. Were rebates from the utility in your area available to you? If yes, did the contractor arrange satisfactory utility supplier rebates or other financial incentives?

7. Did the contractor provide or arrange satisfactory project financing?

8. What was the capital investment in the energy project?

9. Provide an overall rating of the quality and timing of services provided by the contractor. If your answers to questions 1 - 7 were all "yes," please briefly explain your reasons for giving a "Fair" or "Poor" rating, as applicable.

- _____ **Excellent** - Exceeded expectations, highly recommend contractor.
- _____ **Good** - Met all requirements, recommend contractor.
- _____ **Fair** - Achieved project objective, room for improved quality and performance, recommend contractor.
- _____ **Poor** - Significant shortfall in performance and quality, would not recommend contractor.

Remarks:

Client name, address, and phone and fax numbers:

Client Signature, Title, and Date