Energy Performance Contracting

An alternative procurement process to meet your sustainable energy efficiency goals
State of Montana

DEQ Webpage

Link up with EPC resources available on webpage:

http://www.deq.mt.gov/Energy/conservation/energyperfcontracting.mcpx
EPC

Energy Service Companies evolved in the late 1980’s

$ No capitol outlay

$$ Payments based on energy savings
EPC Program Montana

2005 EPC Enabling Legislation - Local Governments & Schools

2009 EPC Legislation authorizing State Agencies

2014 EPC Authorization for Standardization
EPC Program - Montana

- Project Initiation
- ESCo Prequalification
- ESCo RFP
- ESCo Selection
- Investment Grade Audit
EPC Program – Montana

Step 1
ESCo PreQualification

- RFQ submission August
- DEQ Review
- Webpage Updated
Step 2
Secondary Selection Process

Governmental Entity MOA with DEQ

Entity requests RFP from pre-qualified ESCos

Entity selection steps: interview, evaluate, negotiation
Step 3
Investment Grade Audit

- Building Feasibility/Assessment
- Utility and Operations Data Collection
- Preliminary Analysis & Modeling
Step 4
Energy Performance Contract

Review IGA recommendations, costs & savings, financial options

Decision Level: Go/No Go
GO=Financial Offerings Selection

Sign Contract including Financial Package
Step 5
Monitoring & Verification

- ESCo manages project
- Project completion – 3 year M&V begins
- 3 consecutive years of projected Savings
Keys to Success - Team Building

- Connect with DEQ Website for TA & process documents
- Identify key decision makers – Business Administrators, Facility Operations, Attorney
- Identify high energy use buildings
- Collect 3 years of utility data- spreadsheet
- Locate as-built plans for these buildings
State of Montana – DEQ
Energy Performance Contracting

Thank you for your interest!

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