Mississippi Power’s UESC/ESCO Vetting
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Mississippi Power Company

- Headquartered - Gulfport
- Subsidiary of Southern Company
- Serves 23 counties Southeast Mississippi
- 192,000 retail customers
- Generating capacity: 3,867,248 kW
• Large Federal presence
• UESC experience – 20 years

OUR CULTURE: Southern Style

• Unquestionable Trust
• Superior Performance
• Total Commitment
MPC’s UESC Approaches

• In-House
  – Business & Industry Services Department
  – Any size project
  – Relationships w/ local sub-contractors
  – Type of work: HVAC, WHR, Lighting, Water, Generators, Electric Distribution, Metering, Turnkey Installations, etc.

• ESCO Partnership
ESCO Qualifications
(Before choosing an ESCO)

- Must understand Utility’s mindset
- UESC experience & working with Utilities (BOA & AWC)
- ESCO’s knowledge of an Agency’s requirements
- ESCO’s relationship with financial institutions
- ESCO’s strengths (technical & relationships)
- Interviews & references
• Minimum contract value?
• History completing projects on time (No Change Orders)
Selection Process

• Competitive process – each ESCO receives a RFQ packet from Supply Chain
• Safety record
• Price
  – profit, overheads, pricing methodology, PM hours
• Past performance
• Technical experience
• Engage Customer in the selection decision
• ESCO selection based on Best Value!
• Sub-Contractor’s Agreement between MPC & ESCO
Key Components of the Agreement

• MPC acts as General Contractor
• Bonding capability
• ESCO performs design/engineering requirements
• ESCO hires sub-contractors
  – Input from MPC
• ESCO responsible for Performance Assurance
MPC’s Involvement in the Project

- Start to Acceptance!
- Joint Collaboration
- Participate in and review PFA & IGA Audits
- Spearhead all meetings/conference calls
- Handle all communications, data requests
- Participate in Project Management
- Review and participate in financial institution selection process
- Verify accurate utility & escalation rates are used
Value to the Government

- Technical resources Utility brings to the table
- Competitive selection process
- Open book pricing
  - ESCO’s & MPC pricing breakdowns
  - Ensures fair & reasonable pricing to the Gov’t
- Joint Collaboration
- Government involvement/participation
- Utility responsible for the work contractually
Summary

• **Total Utility Involvement** – Customer’s expectation
• Internal guidelines in place to make right decision selecting an ESCO
• ESCO must be good fit with Customer
• Learn from others
• Must be a win-win-win Partnership!
Thank You!

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