

FEDERAL UTILITY PARTNERSHIP  
WORKING GROUP SEMINAR  
November 7-8, 2018  
Herndon, VA

Hosted by:



# Utility – ESCO Agreements

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Hosted by:



# Master Equipment & Services Agreement

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- Typically 3-5 year Agreements
- Negotiable Terms & Conditions
- Currently 34-36 Articles
- 5 Exhibits
- Document is evolving and **not** static
- Adherence to the Area Wide Contract

# Best Practices & Lessons Learned

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- Allow enough time for negotiating terms and conditions
- Clearly defined roles and responsibilities between Utility and ESCO
- Professional relationship and trust between Utility and ESCO partner
- Communication, communication...
- Remember – The Customer rules

# How did Dominion Energy Choose its ESCOs?

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- Source selection through a competitive bid process via RFP
- 5 to 8 ESCOs responded
- Interviewed 5 ESCOs
- Selection Criteria:
  - *Technical Capabilities*
  - *Past Performance & References*
  - *Price Factor*
  - *Financing Capabilities*
  - *Project Management Skills & Customer Service*
  - *Terms & Conditions Agreement*

# Rating Standards

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- **Outstanding** = Indicates an exceptional approach and understanding of the requirements and contains multiple strengths, and risk of unsuccessful performance is low.
- **Good** = Indicates a thorough approach and understanding of the requirements and contains at least one strength, and risk of unsuccessful performance is low to moderate.
- **Acceptable** = Meets requirements and indicates an adequate approach and understanding of the requirements, and risk of unsuccessful performance is no worse than moderate.
- **Marginal** = Has not demonstrated an adequate approach and understanding of the requirements, and/or risk of unsuccessful performance is high.
- **Unacceptable** = Does not meet requirements of the solicitation, and thus, contains one or more deficiencies, and/or risk of unsuccessful performance is unacceptable.

# Picking ESCO by Project

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## ESCO Evaluation Matrix

- Energy Conservation Measure (ECM) Offering
- Resource Availability
- Price Factors
- Agency Relationships/Preferences
- Proposal Development Fit
- Financing Options
- Other

# **Dominion Energy ESCO Partners**

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**–Energy Systems Group (ESG)**

**–NORESCO**



# Questions?

