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

Hosted by:

FEMP
Federal Energy Management Program

Dominion Energy
Utility – ESCO Agreements

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Federal Energy Management Program

Dominion Energy®
Master Equipment & Services Agreement

- 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

- 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?

- 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

- **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

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

— Energy Systems Group (ESG)

— NORESCO
Questions?