



What the Government Needs from the Utility

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Understand the Government's Authority and Objectives

- Federal Utility Incentive Authority (42 USC 8256 and 10 USC 2913)
 - encourage to participate in utility programs offered;
 - accept any financial goods and services;
 - and negotiate to meet the unique needs of their facilities
- Energy Management Mandates by Federal Legal Authority
 - reduce energy intensity by 2.5% annually, participate in demand management programs;
 - ensure 15% of energy consumed is renewable electric energy between 2018 and 2019
 - proposed projects should be comprehensive and geared to help achieve goals

Be Aware of Federal Acquisition Regulations!

- Understand your Federal customers have Federal Acquisition Regulation (FAR) requirements
 - Start by being familiar with the FAR requirements in your own GSA Areawide Contract
 - » here are a few of utmost importance:
 - Subcontractor cost or pricing data (52.215-12)
 - Availability of funds (52.232-18)
 - Competition in subcontracting (52.244-5)
 - Agency-specific FAR requirements

Utility, Understand Your Commitment

- Understand the language in the Areawide Contract, Master Agreement, Basic Ordering Agreement or Interagency Agreement (BPA, TVA, etc.)
 - In UESCs, propose energy conservation measures that demonstrate a net overall energy usage or cost reduction
 - Competitively select subcontractors and make available to Contracting Officer all documents related to selection of subcontractors
 - In USCs, provide services that help the site increase reliability, address mission requirements and critical assets, and enhance service

Be the Prime Contractor

- Regulated utility is always the prime on utility contracts
- DoD legislation allows direct negotiation with competitively selects ESCOs, however, the prime should always be involved and aware
- Issues and problems that may become showstoppers can arise when the prime is not working their subcontractors
- *Please stay engaged!*

Plan for Assured Performance

- The Office of Management & Budget requires Performance Assurance Plans to verify performance of the installed equipment throughout the life of the contract
- The Plan addresses –
 - commissioning the installed equipment
 - verifying equipment performance
 - conducting operation & maintenance
 - ongoing training of facilities staff
 - resolving discrepancies

Be a Long Term Partner

- Get in on the agency energy management planning process
 - Plan to meet short term and long range goals
 - Listen and identify opportunities to:
 - increase reliability
 - optimize efficiency
 - maximize energy resiliency
- Design programs with your Federal customer in mind
- Implement plan in a manner that makes most sense
 - Phased approach or large project
- Stay in communication with contracting, energy and facility management staff of the agencies you serve!

Call on FEMP for Help

- Utilities are encouraged to take advantage of the assistance that FEMP offers to utilities serving Federal facilities
 - Facilitate partnership with Federal customers
 - Train utility staff
 - Support Strategic Partnership meetings

Thank you!

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