



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 capital 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



EPC Program – Montana

Step 1

ESCo PreQualification



RFQ
submission
August

DEQ Review

Webpage
Updated

Step 2

Secondary Selection Process



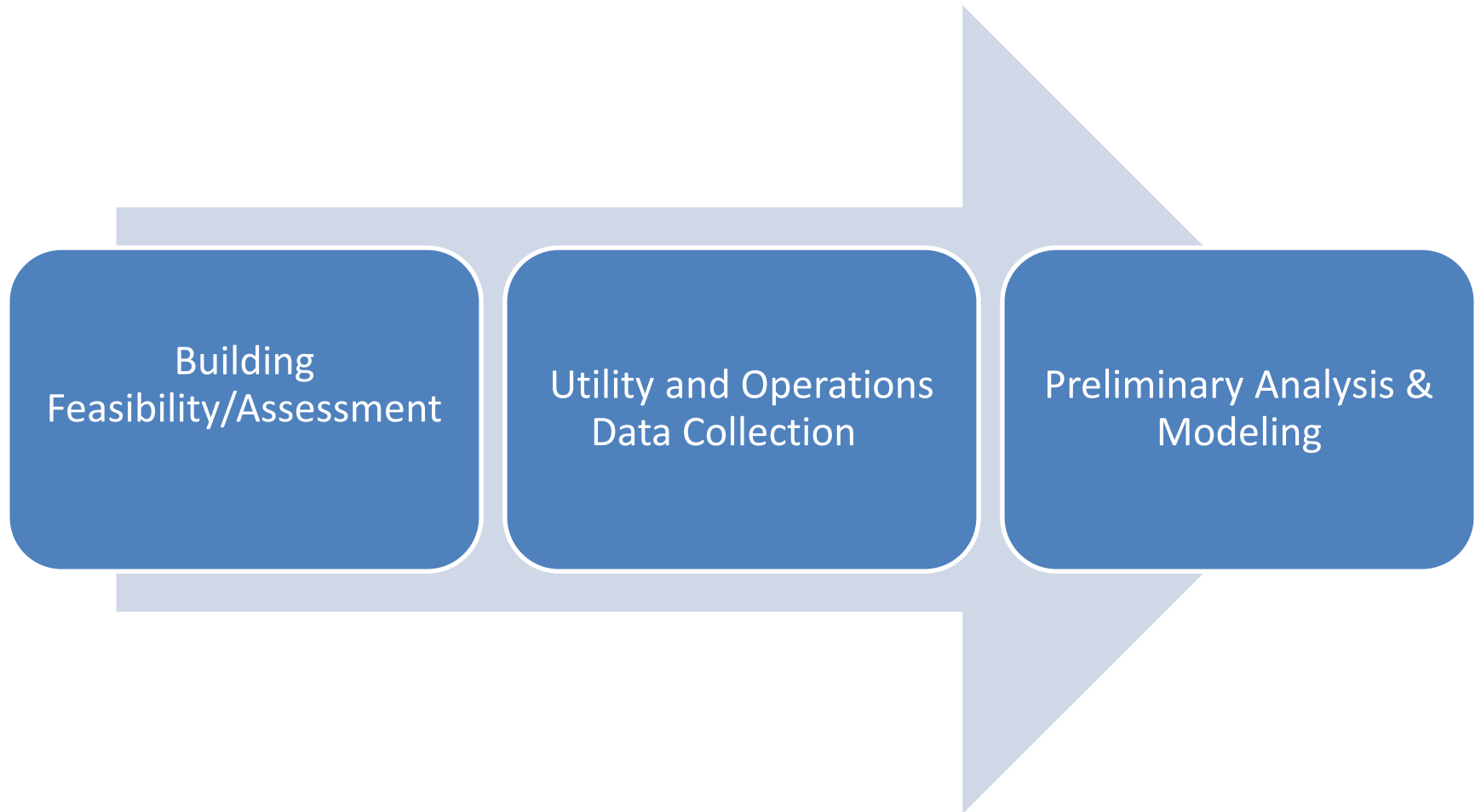
Governmental
Entity MOA
with DEQ

Entity requests
RFP from pre-
qualified ESCos

Entity selection
steps: interview,
evaluate,
negotiation

Step 3

Investment Grade Audit



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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