

Skip the PA: Enabling a Direct-to-IGA Path in ESPCs for Generation 4 IDIQ Contracts

November 2023



Direct-to-IGA path overview

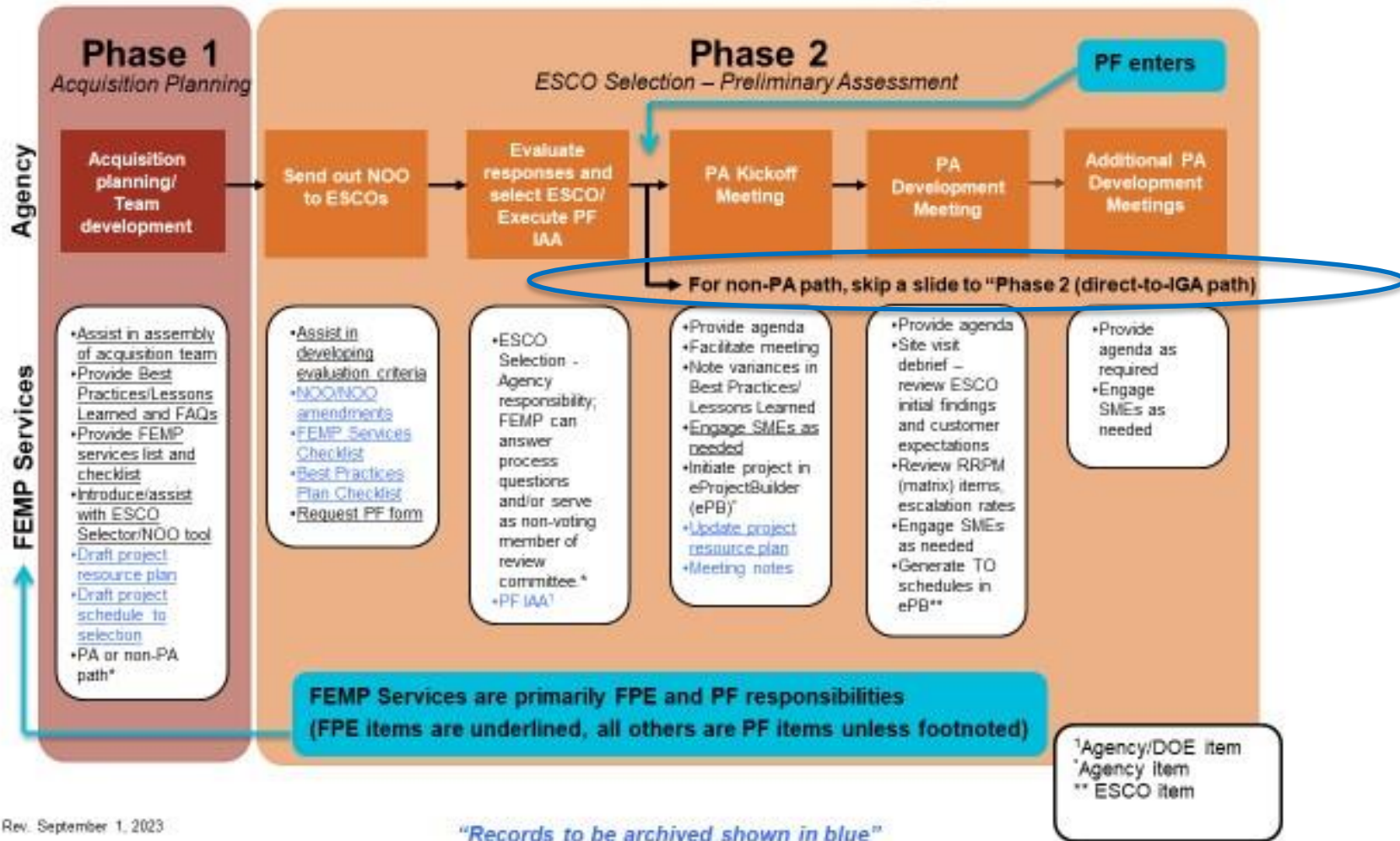
- **Goal:**
 - New path – integral to process, easy to follow/understand
- **Impact:**
 - Affects phases 2 & 3 of process (from ESCO selection to PA to proposal/IGA)
- **How integrated:**
 - Portion of current phases 2 & 3 designated “PA path”; created parallel phases 2 & 3 steps designated “direct-to-IGA path” (one slide added to process charts)

Benefits/Changes

- Skip all PA steps (jump to NOITA; similar to ENABLE)
- Issue TO RFP after 1st proposal/IGA review meeting (instead of after PA)
- Offers agency/ESCO more flexibility in project development process
 - Opportunity to reduce cycle time and costs
 - At IGA kickoff, agency/ESCO should identify quantity, scope, and objectives of proposal/IGA development review meetings and topical workshops (e.g., M&V, O&M,...) to best facilitate proposal development

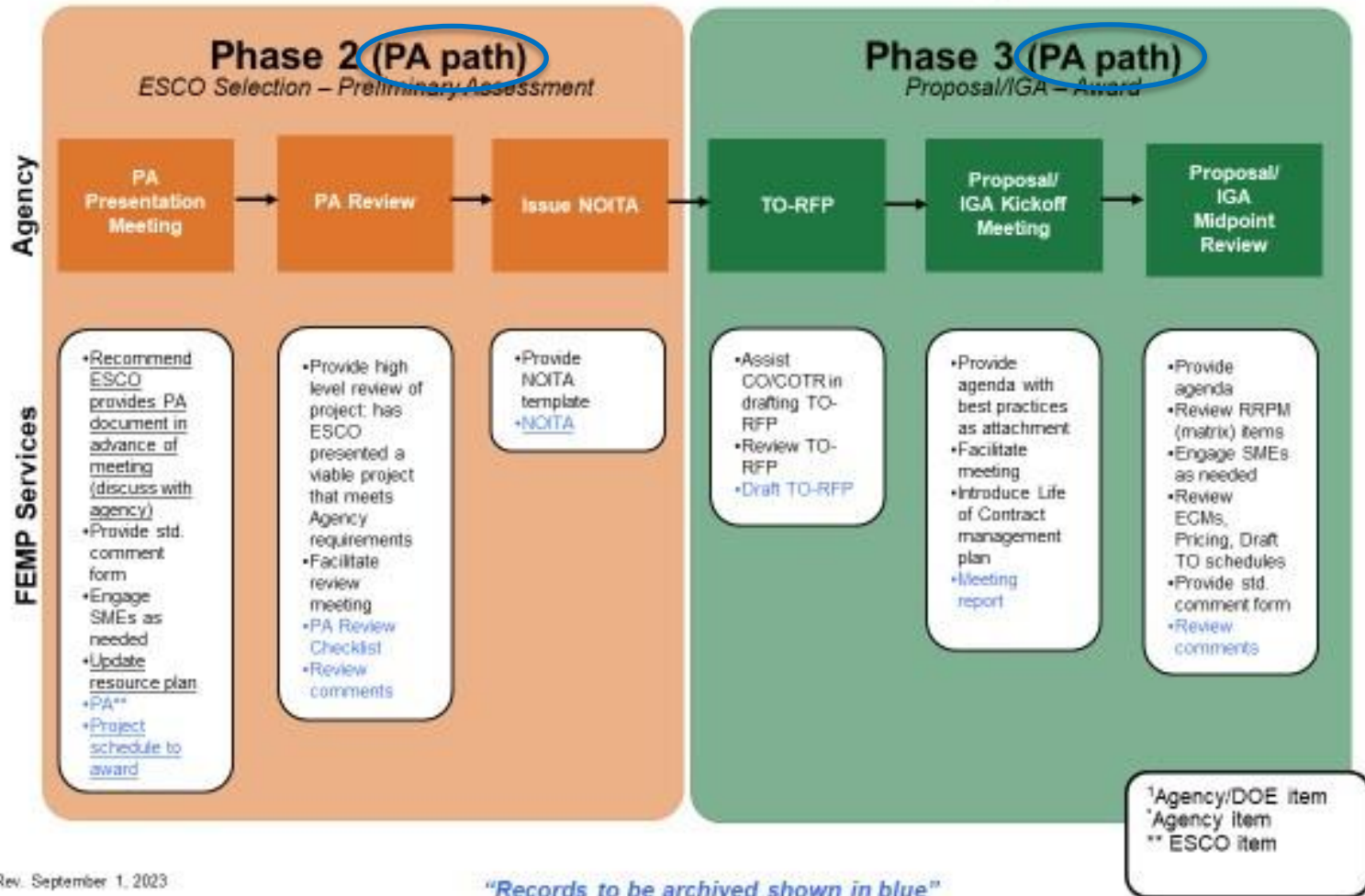
Direct-to-IGA path starts in Phase 2 (after step 2)

FEMP Assistance During ESPC Development Process: Tasks & Deliverables by Phase



Current phases 2 & 3 designated “PA path”

FEMP Assistance During ESPC Development Process: Tasks & Deliverables by Phase (cont.)

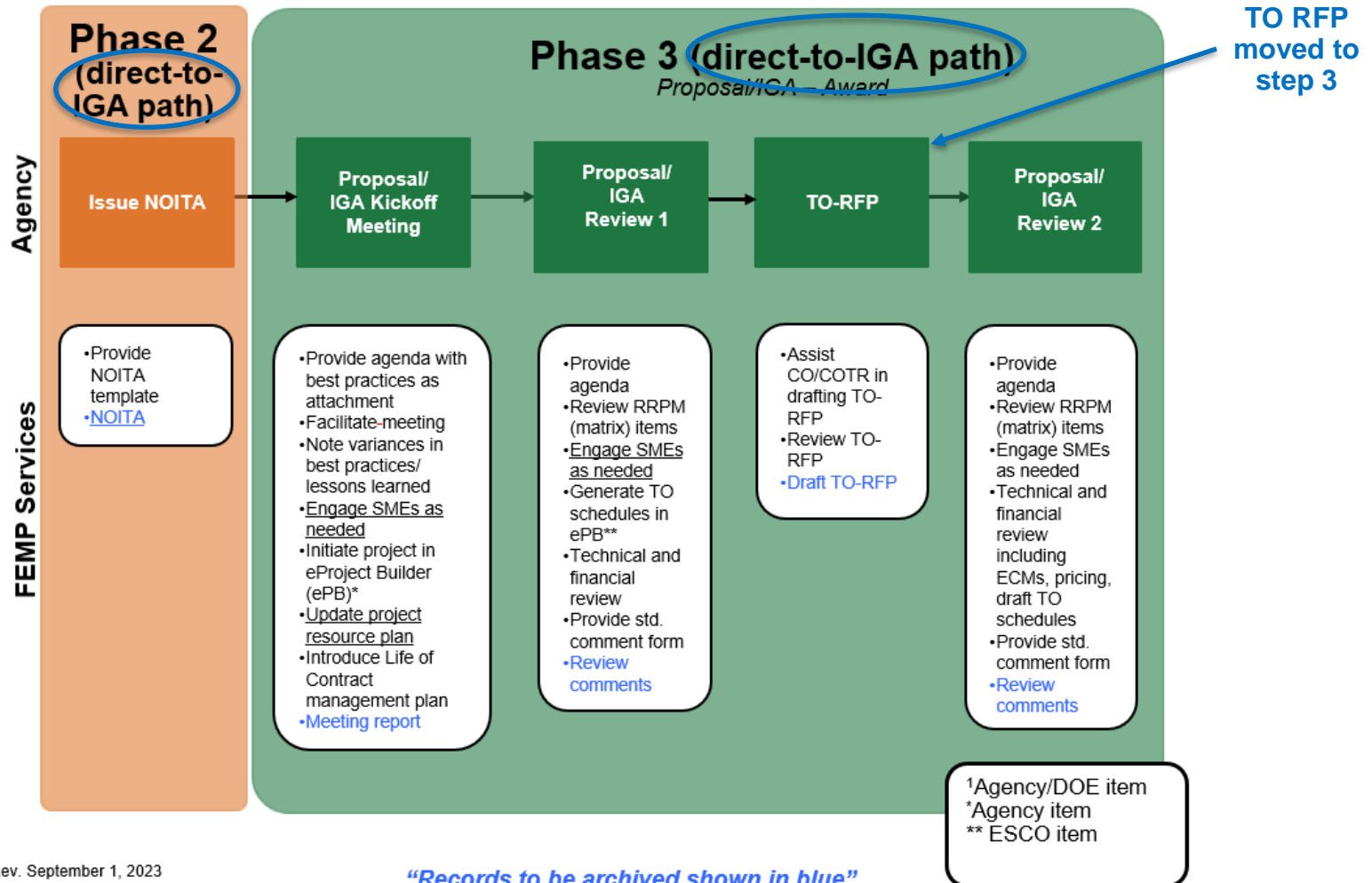


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Records to be archived shown in blue

Parallel but similar phases 2 and 3 steps inserted for direct-to-IGA path (new process slide)

FEMP Assistance During ESPC Development Process: Tasks & Deliverables by Phase (cont.)

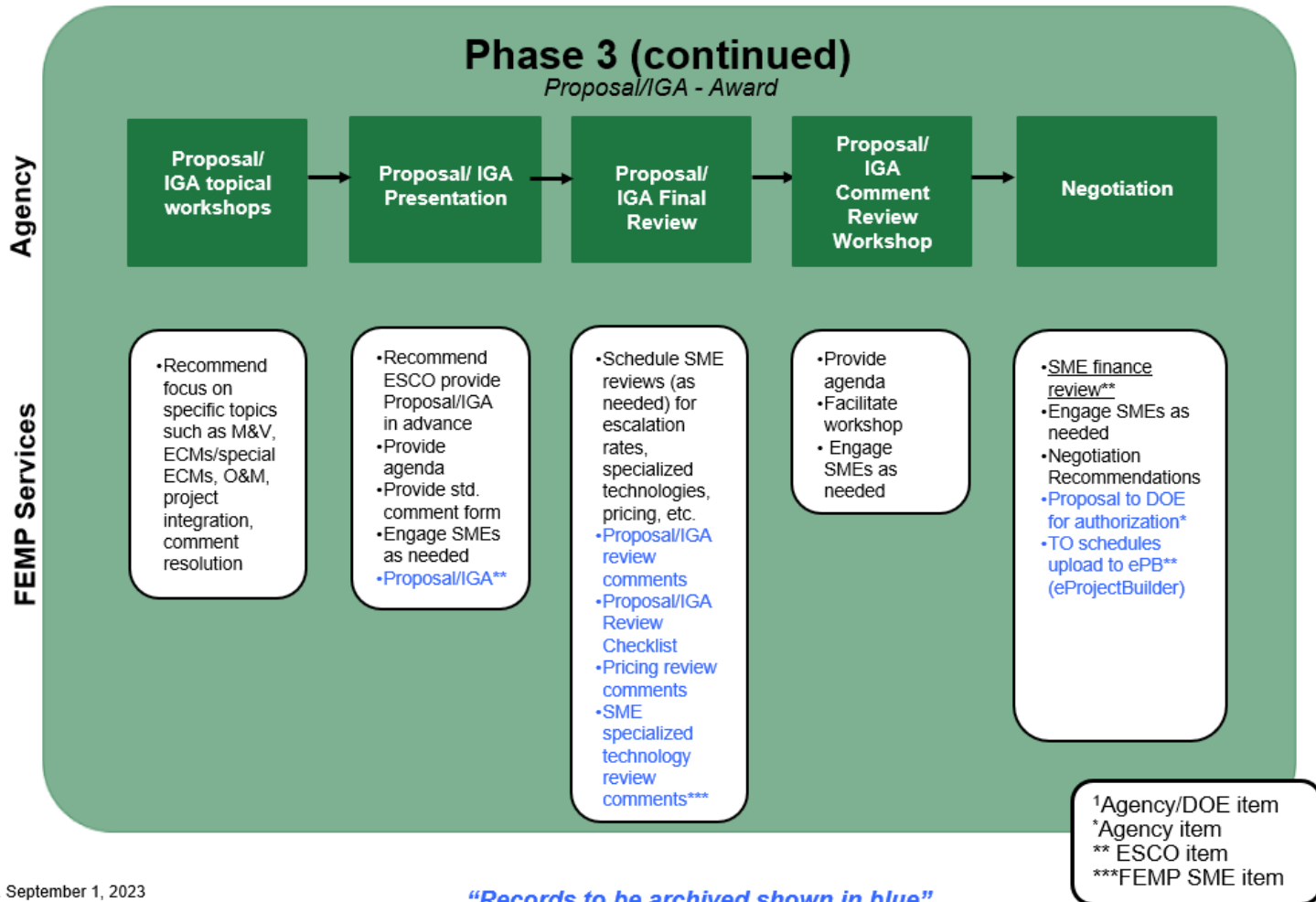


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No changes: Phase 3 (continued), Phase 4 (implementation), and Phase 5 (performance)

FEMP Assistance During ESPC Development Process: Tasks & Deliverables by Phase (cont.)

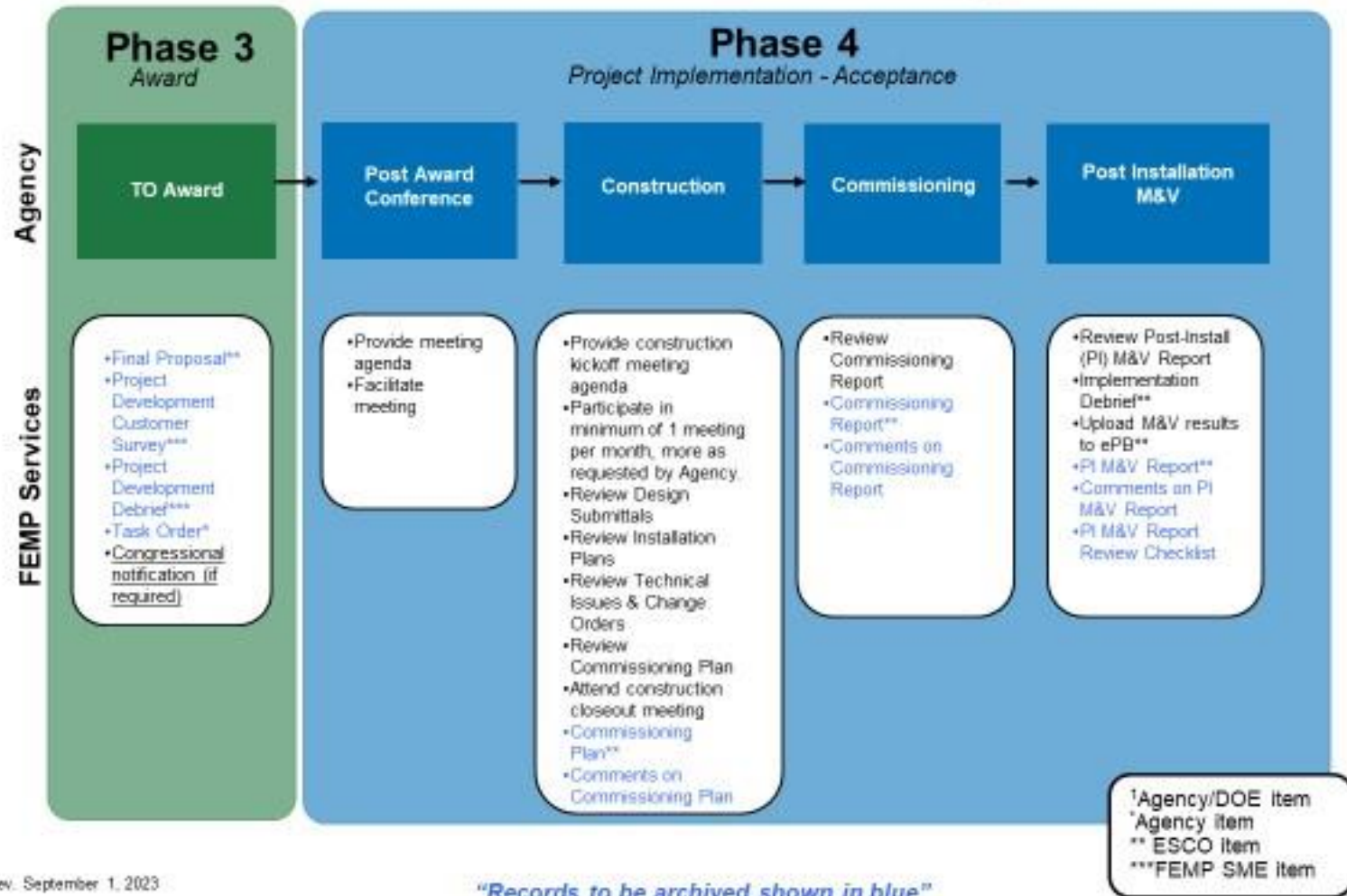


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Phase 3 (cont.)/Phase 4

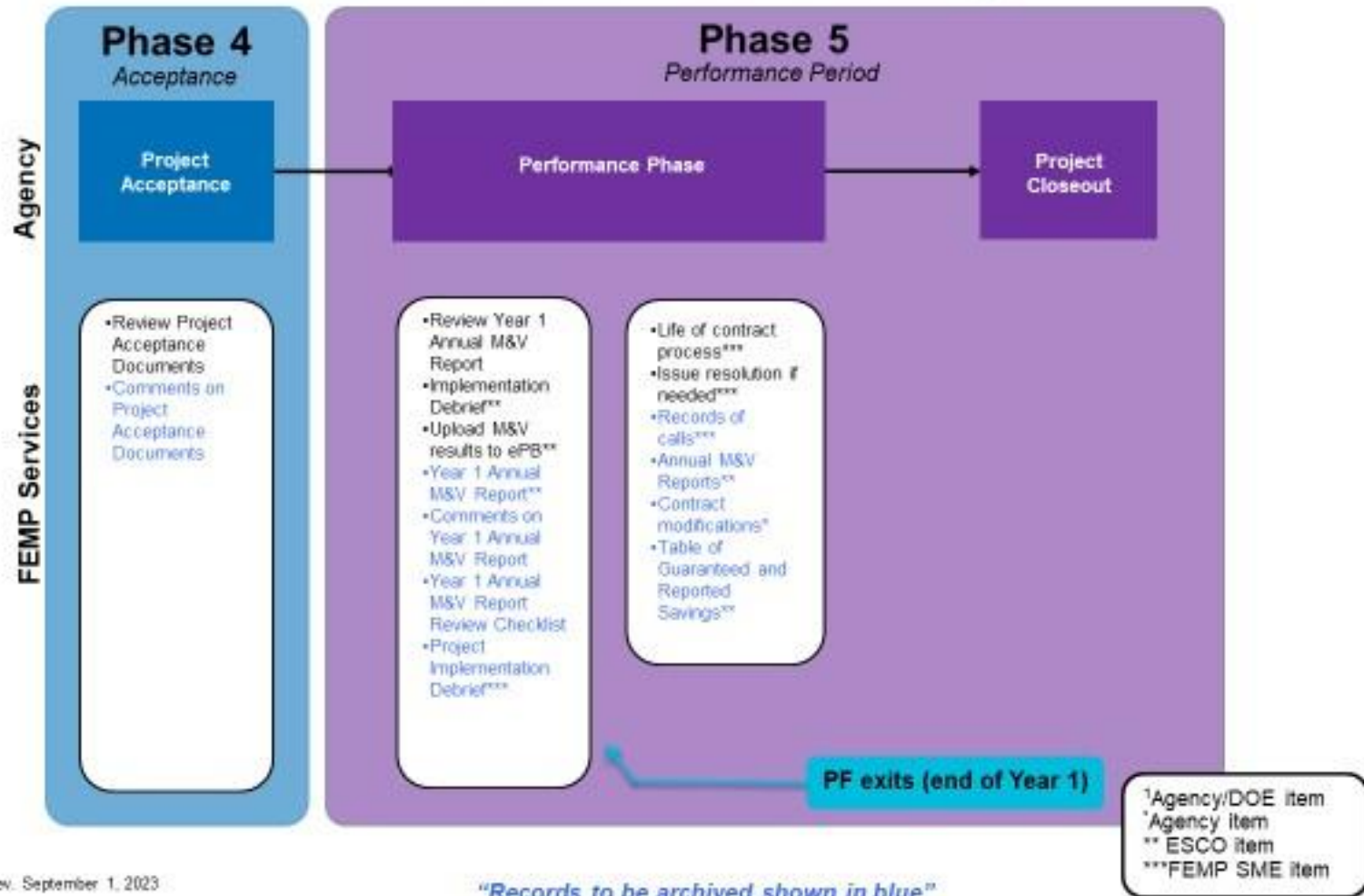
FEMP Assistance During ESPC Development Process: Tasks & Deliverables by Phase (cont.)



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Phase 4 (cont.)/Phase 5

FEMP Assistance During ESPC Development Process: Tasks & Deliverables by Phase (cont.)



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Opportunities in direct-to-IGA path

- **Leveraging alternative approach to reduce project cycle time and development cost**
- **Optimizing proposal/IGA review meetings to yield more efficient proposal development**
- **Increasing agency participation in new approach for broad impact**

Comments welcomed!

Thank you!

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