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Investment Grade Audit (IGA)





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Federal Energy Management Program

Agency ESCO Forum

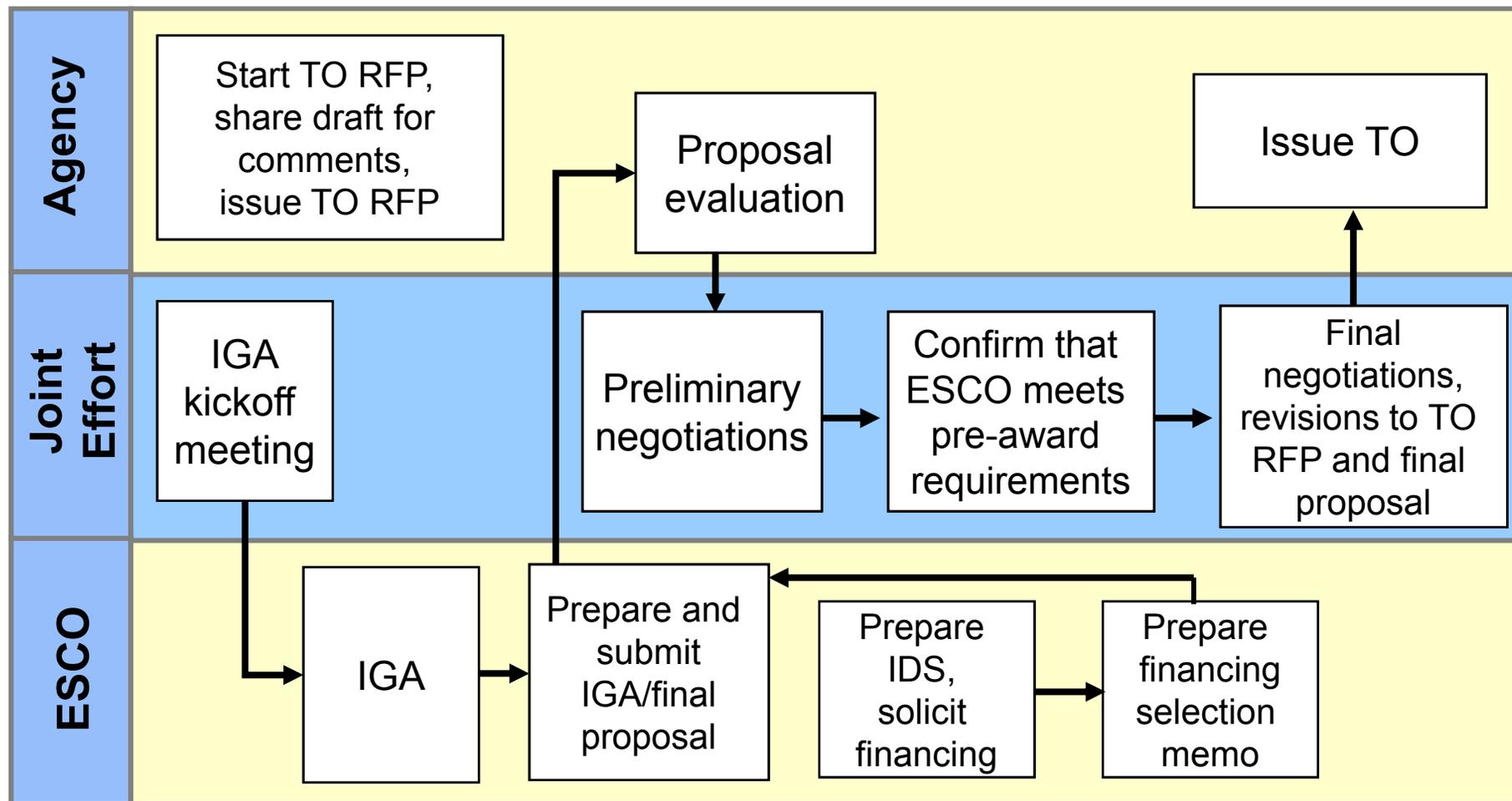
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Investment Grade Audit (IGA)

Scott Wolf



IGA and TO



IGA — Investment-Grade Audit

TO RFP — Task Order Request for Proposal

IDS — Investor's Deal Summary



Phase 3: Investment Grade Audit (IGA)

- IGA Kickoff meeting-ESCO, Agency, DOE
- Conduct Investment Grade Audit- ESCO
- Draft and Issue TO RFP- Agency, DOE
- Develop IGA Report/Final Proposal- ESCO, Agency
- Review IGA/Final Proposal- Agency, DOE
- Negotiate and Award TO- ESCO, Agency



The Investment-Grade Audit

- **(IGA)** Augments, refines and updates the preliminary site survey data and establishes the energy/O&M baselines
- Verifies information in initial proposal
 - Accuracy
 - Estimated annual cost savings
- Agency should share any new or changed information with ESCO
 - Scope revisions; problems and opportunities
- Agency facilitates site access (usually multiple visits)



What is the Risk, Responsibility, and Performance Matrix (RRPM)?

- A summary of key contract elements related to risks and/or responsibilities
- Required element of the contract (Attachment J-8)



Topics of RRPM

- Financial
 - Interest rates (covered elsewhere)
 - Construction costs
 - M&V costs/confidence
 - One-time savings (energy-related)
 - Delays
 - Major changes in facility
- Operational
 - Operating hours
 - Loads
 - Weather
 - User participation
- Performance
 - Equipment performance
 - Operations & maintenance (O&M)
 - Repair & replacement (R&R)



General Principles of Assigning Risks and Responsibilities

- Logic
- Cost-effectiveness
- Unforeseen costs



Purpose of TO RFP: Site-Unique Requirements

- Provides ESCO site specific conditions and requirements
 - Site/agency-specifications and functional requirements
 - ECM-specific requirements
- Mostly documenting discussions to date, plus issues raised in the initial proposal

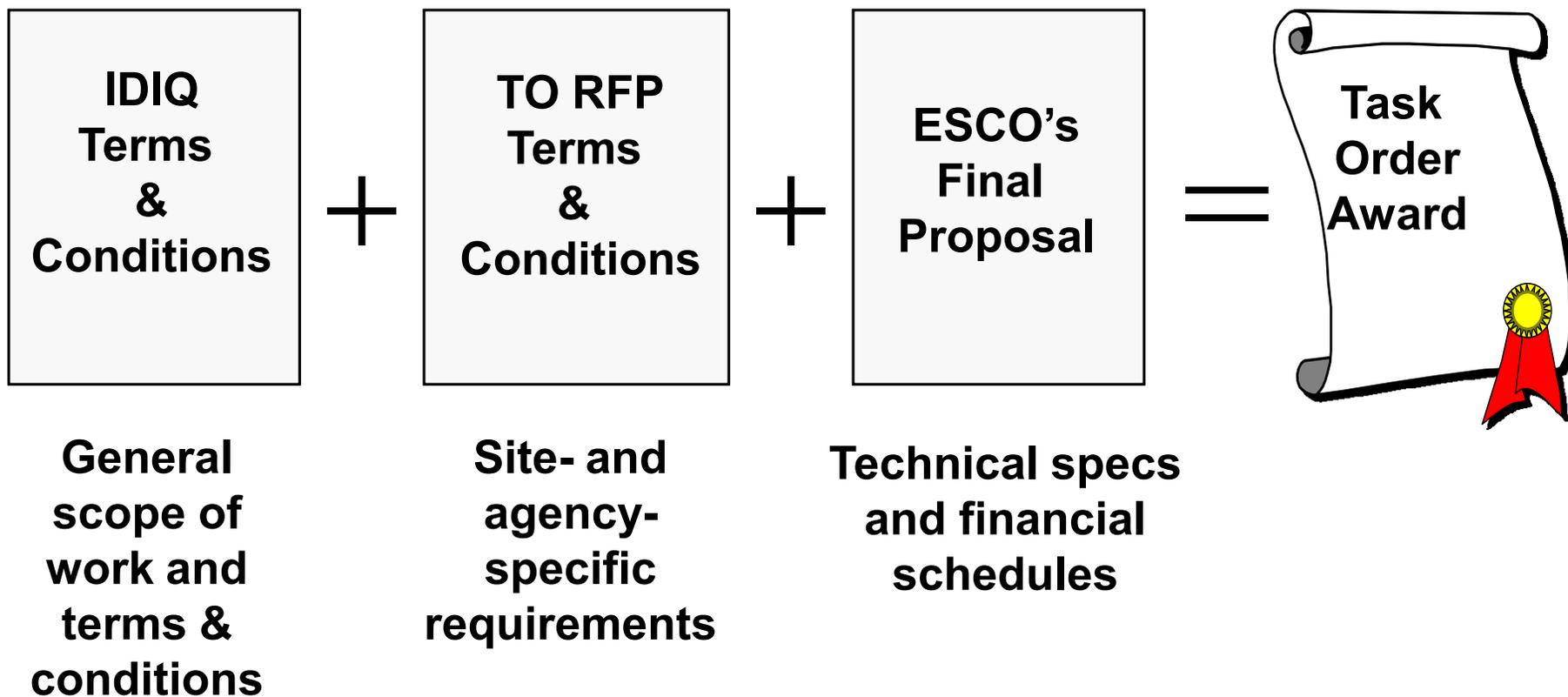


Relationship Between IDIQ Contract and Task Order

- IDIQ contract specifies general agreement on scope, terms and conditions between government and ESCO



IDIQ Contract/TO Relationship





TO RFP Template

- Minimizes time and effort required for TO RFP development
- Shows IDIQ clauses that require project-
- Template follows numbering of IDIQ



Consult the Resident Experts

- Those developing the TO RFP must consult with their site support organizations in order to properly identify their requirements and to ensure that the wording in the TO RFP addresses those requirements.



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