

FEDERAL UTILITY PARTNERSHIP WORKING GROUP SEMINAR

November 5-6, 2014
Cape Canaveral, Florida

Selecting Your Subcontractors (for the Utility)

Hosted by:



Selecting Your Subcontractors

- **Energy Service Companies** – Act as your general contractor
 - Experienced with alternatively financed projects (UESCs and Energy Savings Performance Contracts)
 - Select through competitive bid process or RFQ
 - For individual project or set number of years
 - One or more than one winner
 - Criteria for selection: Go for best value not necessary low bidder
 - Overheads and margins have to be competitive – utility/energy service company sharing
 - Check with fed customer on method of selecting & small/disadvantaged business requirements
- 10 USC 2913 – FOR DOD: Allows direct negotiation with energy savings contractors on project details



Selecting Your Subcontractors

- **You** act as general contractor

- Select specialty subcontractors for different aspects of the project or hire a design/build contractor
- Select through competitive bid process
 - For individual project or set number of years
 - More than one or one winner
 - Criteria for selection? Best value.
 - Check with fed customer on method of selecting & small/disadvantaged business requirements

NOTE:

- FAR Part 45, Clause Number 52-244-5 requires “Competition in Subcontracting”
 - Your federal site customer will want to have a say in **how** you select your subs, but they cannot tell you **which** subs to select.
- The small business reporting requirement found in the GSA areawide contract language is applicable here. Requires an annual small business subcontracting plan.



Whichever Path You Choose . . .

- Utility still responsible for the work contractually
 - Through the end of the performance provisions
- Utility handling of the project during the entire process will affect relationship and reputation regardless of subcontracting process
- Customers repeatedly express desire for Utility to be an active participant
- Don't just sit on the sidelines!



HELP IS AVAILABLE

Utility-issued Request for Qualifications (to ESCOs)

Also Available by
request

Insert Company Logo

Utility Energy Services Contracting in

Request for Qualifications
(RFQ) No. _____

Federally Owned Facilities

(Insert Utility Company Name) requests Statements of Qualifications and Experience from energy service companies (ESCOs) interested in providing comprehensive energy services on a utility energy services contracting basis at Federal facilities located with our franchised service territory. Work will be performed under a GSA Areawide Agreement, Number _____ between The United States of America and (Utility Company Name), dated _____. You are invited to submit a Statement of Qualifications and Experience in accordance with this RFQ.

Responses are due by (date). (Utility Company Name) will make every effort to complete its review of each Statement of Qualifications and Experience within four (4) weeks of its receipt.

Responses must be labeled clearly and submitted to:

(Contact Name), RFQ No. ____
Address _____
Technical questions may be directed to _____

For Assistance Contact:

Julia Kelley

Oak Ridge National Laboratory

FEMP Utility Team

(865) 574-1013 office

(865) 228-0554 cell

kelleyjs@ornl.gov



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