

FEDERAL UTILITY PARTNERSHIP WORKING GROUP SEMINAR

November 5-6, 2014
Cape Canaveral, Florida

Selecting Your Utility Partner

Hosted by:



Fair Opportunity for Source Selection – FAR 16.505(b)

- FAR requires agencies to provide a fair opportunity to be considered to all [eligible utilities*]
- Strategies and methods used successfully for UESC:
 - Limit the submission to vital information to save time and money
 - Utility presentations allow the agency to gain familiarity with the utility's team
 - As it makes sense, tailor the process to the project scope

**Eligible utilities: 1) are the local distribution company, 2) have a certificate of necessity, 3) are subject to regulation by a governing body*

Utility Selection

- Utilities reach out to agencies, offering a PA
 - When multiple utilities have expressed interest, provide fair opportunity
 - When the utility is offering a no-cost/no-future-obligation PA, the Contracting Officer may allow technical staff to arrange the PA
 - Utility may have an ESCO sub; ensure the ESCO was selected using a competitive process

Letter of Interest

- Action: CO contacts each serving utility
- Purpose: To determine interest in providing a UESC
- Objectives:
 - Clarify agency intention to use UESC to meet energy goals
 - Describe the initial project scope
 - Inform utility that you are providing the same opportunity for consideration to all serving utilities
 - Provide evaluation method and criteria

CO Tip: Email provides a time stamp and electronic record

Utility Presentation to Agency Team

The presentation should address:

- ✓ Evaluation criteria
- ✓ All available energy, water, and renewable energy Incentives
- ✓ UESC experience and capabilities
- ✓ Other

UESC Best Practice: Agency provide presentation format with the invitation to present

Summary Chart for Selecting Utility

Summary – Pricing Evaluation

	BASE & OPTIONS	Water Utility	Natural Gas Utility	Electric Utility
1	OVERHEAD			
2	PROFIT			
3	CONTINGENCY			
4	TIER 1 SUB OVERHEAD			
5	TIER 1 SUB PROFIT			
6	TIER 2 SUB OVERHEAD			
7	TIER 2 SUB PROFIT			
8	BOND			
9	Risk Insurance			

Guide: Acquisition Planning Tab – Summary Chart

Select Utility

- Based on evaluation factors and utilities' responses to letter of interest, interviews, etc.
- CO sends Utility Selection Letter to notify selected utility
 - Also to unsuccessful competitors
- CO documents process and selection for file

For Assistance with your UESC:

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