

Federal Energy and Water Management AWARDS 2014



GSA

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Linda Collins has worked at the General Services Administration (GSA) for 41 years, with 32 years in the field of acquisition. Her dedication and commitment to achieving federal energy goals are evident in both the “demand side” energy management initiatives and “supply side” energy procurement best practices she has helped agencies implement over her career. She has also worked tirelessly to build and reinforce partnerships between the federal government and regulated public utility companies.

Ms. Collins currently serves as the Director of GSA’s Natural Gas Acquisition Program, which delivers a reliable, competitive, and highly cost-

effective approach to procuring natural gas. The program has generated \$151 million in savings for federal facilities across the country from natural gas supply contracts awarded since October 2009.

Ms. Collins also pioneered the use of reverse auctions more than a decade ago for competitive energy procurements, and has continued to refine the process so that contract awards are now made within hours of when pricing is received. GSA’s Energy Division has since used reverse auctions to purchase more than 5.4 trillion Btu of renewable power at no or low cost premiums compared to conventional power prices.