

## **9. CRITICAL OUTCOMES OF REVIEW – DON'T PROCEED TO AWARD WITHOUT THEM.**

**The agency will need to verify all of these items (below in section 9) before proceeding to award:**

- 9.1 Proposed energy consumption baselines and fixed parameters for calculating savings are sound.
- 9.2 Guaranteed savings from ECMs are reasonable, given analysis of assumptions and savings received on similar projects.
- 9.3 The Risk, Responsibility, and Performance Matrix (RRPM ) is consistent with project scope of work and pricing in the IGA/proposal.
- 9.4 All stakeholders understand the RRPM and the details of any assignment to the agency of post-acceptance performance-period responsibilities, and those responsible are prepared to commit the resources to necessary to carry these responsibilities out.

### **The Price Proposal — *Verify Before Award:***

- 9.5 The agency has a complete understanding of the pricing proposal based on review of pricing and financing details — especially the TO financial schedules and the Standard Financing Offer received from the successful financier.
- 9.6 Agency obtained all pricing data needed to determine a fair and reasonable price to the government.
- 9.7 ECM pricing is s reasonable when compared to previous awards and current pricing for similar equipment. Use FEMP Price Benchmarking data and consult FEMP's guidance on determining price reasonableness for help with this task. See resources at [http://www1.eere.energy.gov/femp/pdfs/5\\_5\\_pricereasonableness.pdf](http://www1.eere.energy.gov/femp/pdfs/5_5_pricereasonableness.pdf).
- 9.8 ESCO analysis of subcontractor pricing has been reviewed, including promotion of competition (low price or best value), and small business requirements.

### **Financing — *Verify Before Award:***

- 9.10 Agency has received guidance from the PF and/or other FEMP experts on reviewing financing.
- 9.11 Verified that ESCO received multiple bids for financing, and the project interest rate is consistent with other recent awards in accordance with FEMP guidance.
- 9.12 Checked the calculation of construction-period interest.
- 9.13 Checked for any differences between financier's offer to ESCO and ESCO's offer to government.