

Guaranteed Energy Savings Performance Contracts University

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Summary: A brief history of Performance Contracting offers an introduction to the concept and insights into what makes a project successful.
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Summary: We now turn to the actual utility consumption data and what utility billing information is imperative for the owner to provide the ESCO along with how to obtain this data.

10. **Lesson 110** The Investment Grade Audit: The Science of it All

Summary: The ESCO gathers the information that needs to be collected that lays the foundation for the development of an accurate energy and water baseline.

11. **Lesson 111** IGA Preliminary Findings

Summary: The Next Step: The owner and ESCO sit down and start the process of reviewing the preliminary findings and determining which measures to include and which must be eliminated in an elegant decision-making exchange intended to build the final Investment Grade Audit.

12. **Lesson 112** IGA Project Development

Summary: This lesson explores how to achieve maximum transparency and clarity of information to build consensus between the project owner and ESCO to heighten the confidence of project success during the IGA process. The Owner and ESCO come to a collective conclusion on the appropriate solutions for each measure, greenlighting the ESCO to finalize all savings and payback calculations and offer for consideration the suggested measurement and verification (M&V) methodology that will scientifically demonstrate the achieved savings.

13. **Lesson 113** Preparing a Investment Grade Audit Report

Summary: With all the field work and a tremendous amount of information gathered, it's time to summarize, analyze, and determine measures for the preliminary investment grade audit report.

14. **Lesson 114** Down to Zero

Summary: At the heart of the IGA is the baseline energy costs. We take you behind the curtain for a look at how the ESCO arrive at the Baseline Energy Costs and Rate information included in the IGA.

15. **Lesson 115** The Science of the IGA Savings Calculations

Summary: The practice of full disclosure and transparency is represented by the IGA engineering calculations that ensure the accuracy of the project's estimates and projections. In this lesson, we examine how the very math of the project comes together and defines the savings included with the project.

16. **Lesson 116** Preliminary Commissioning Plan

Summary: The Preliminary Commission Plan, the real-time field validation of the devices and systems, and the components of this plan, including the exact actions and activities to be followed and the integration of the plan into the IGA is explored.

17. **Lesson 117** Measurement and Verification (M&V) Plan – Proving the Savings

Summary: Considerations of how to prove the anticipated, projected, or calculated savings/avoidance of cost being achieved are explored as we delve into the concepts and knowledge presented in the IGA's M&V Plan.

18. Lesson 118 Wrapping up the IGA and its Report

Summary: In wrapping up the work of the IGA, owners should be quite certain they understand completely their obligations during the contract and understand what will accrue to them at the end of the contract, measure by measure, obligation by obligation.

19. Lesson 119 Wrapping up the IGA and its Report

Summary: The differences between the IGA and the subsequent Project Proposal, or what is commonly referred to as the Financials, is the subject of this lesson. We explore the relationship between the IGA and the Project Proposal – and the proposal's components, the work to be completed, and the associated costs.

20. Lesson 120 Decision Time

Summary: The decision. Upon receipt of the IGA and Project Proposal the clock starts for the Owner to review and either approve or decline the proposal. This includes the process for reviewing and accepting all the final contracts and getting the financing in place before moving to final project implementation.

21. Lesson 121 Final Approval

Summary: Final Approval. We will look at the process necessary to get final approval within your local governmental unit and at the state level for your GESPC projects.

22. Lesson 122 Hammer Time: Project Implementation

Summary: The construction phase of a performance contract is when the agreed to strategies and improvements identified because of the background research in the IGA are put into practice. In this lesson, we will outline some of the best practices that should guide this phase of the project.

23. Lesson 123 Closing Out and Acceptance

Summary: When to start keeping score? Finalizing each measure leading up to the project closeout should follow a very well-defined plan and process. In this lesson we explore some of the details that must be accomplished to call a measure complete.

24. Lesson 124 Final Considerations

Summary: The final hurdle of a project goes beyond implementation to include commissioning and post construction M&V. In this lesson we offer insights into what you may expect post-construction.

25. Lesson 125 Post Construction Performance Period

Summary: We take one final look into the post-construction activities required to achieve and illustrate project savings. What is required to maintain and effectively operate facilities post construction and other tips are shared as we close out the introductory course of study into GESPC.