

# Johnson Controls ESPC Experience

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- ❑ Provide Professional Turnkey ESPC Services
- ❑ Over 1,900 Performance Contracts Implemented
- ❑ Over 1.5 Billion Dollars in Guaranteed Savings
- ❑ Various Federal Agencies
  - DOD, DOE, V.A., GSA, BOP & Others
- ❑ Various Locations
  - United States, Guam, Europe & Other Locations

# Every Project Needs A Sponsor / Champion

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- ❑ Executive Level Champion
  - Sets the tone for the site
  - Assists with HQ support/buy in
- ❑ Technical Level Sponsor
  - Knows project details
- ❑ Political Sponsor

***LESSON: No sponsors, No project***

# Agreement on Key ESPC Components

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- ❑ Baseline
  - Utility Rates, Escalation, Bldg Model Creation
- ❑ Measurement & Verification Approach
  - Stipulated / Measured savings, what to measure, how long, etc.
- ❑ Construction
  - Safety procedures, escorts, site support
- ❑ Financials
  - Term, Payback, Interest Rate, Payment Intervals

***LESSON 1: Agreement should be obtained at intervals during the DES not at the end***

***LESSON 2: Take meeting notes – may need to remind players of agreed upon specifics***

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# Benefits – What Benefits?

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- ❑ Determine the “WIIFM” Proposition
- ❑ What does the Agency, Division, Department, Individual want from the project?
  - ❑ Savings (energy/cost), Improvements, Equipment Efficiency, Training, Support, Recognition, etc.

***LESSON 1: Not everyone shares the same reason for wanting the project***

***LESSON 2: Not everyone wants the project***

# Communicate! Communicate! Communicate!

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- ❑ E-mail doesn't always convey what you want
- ❑ After you discuss it, write it down and make sure you're agreeing on the same thing
- ❑ An in-person conversation can resolve many issues

***LESSON: Don't rely solely on e-mail to communicate***

***LESSON: End any e-mail "wars", pick up the phone***

# Key Players Understanding of ESPC Concept

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- ❑ ESPC Concept understanding among technical level and non-technical level
- ❑ ESPC Rules – what can and cannot be done under the ESPC guidelines
- ❑ Discuss the ESPC impact to the M&O contractor

***LESSON: Just because the ESPC concept was explained once or twice, doesn't mean everyone understands it.***