



Delivering energy and water cost savings through ESPC ENABLE

ESPC ENABLE program

- No upfront capital costs or federal management fees
- No appropriated funds required for facility improvements
- Paid for with guaranteed energy and water savings
- Applies to federal facilities and sites
- Easy procurement using GSA Schedule 84 (SIN 246-53)
- Prescriptive processes lead to improvements in 15–18 weeks
- Delivered by Eaton, a pre-qualified energy services company (ESCO)

ENABLE advantages

Description	Traditional ESPC	ESPC ENABLE
Contract vehicle	DOE ESPC IDIQ contract	GSA Schedule 84 (SIN246-53)
Target market	Unlimited	Small, federal facilities
Average cycle	12–20 months up	15–18 weeks
Average project size	\$14 million	\$1 to \$3 million
Energy conservation measures	Unlimited	Lighting, water, HVAC, controls and solar PV
Allowable contract term	Up to 25 years	Up to 25 years
Average contract term	16 years	5–10 years
Required project facilitator	Yes, approximately \$75,000 fee	No
Prescribed (M&V)	Yes	Yes

Improved facilities at no cost

Energy Savings Performance Contract (ESPC) ENABLE is a standardized and streamlined process to install targeted energy conservation measures (ECMs):

- Lighting retrofits and controls
- Solar PV
- Water efficiency
- HVAC controls
- HVAC equipment replacement

ESPC ENABLE is easy to use and helps you achieve critical energy mandates:

- ECMs are installed quickly and site begins to save energy in approximately 6 months
- FEMP provides standardized tools and contract templates
- Extensive technical support from FEMP ensures project success
- Achieve federal energy mandates to meet energy use reduction of 30 percent: EO 13514, EO 13423, EISA 2007, EPAAct 2005

Eaton enables you, guaranteed

Eaton's team of engineers will deliver the very best results based on a proven track record:

- Qualified as an ESPC ENABLE ESCO by the Department of Energy (DOE)
- A DOE Save Energy Now LEADER
- Eaton has reduced its own GHG emissions by more than 20 percent from 2006 to 2011
- Experts in buildings: 1500 professional engineers, specialists and LEED® accredited professionals and technicians who deliver high performance sustainable buildings
- Experts in design/build of high efficiency LED lighting fixture retrofits for interior and exterior applications
- Eaton's network of contractors includes minority-owned small businesses that provide quality installations and help meet your contracting goals
- 15 years of experience working from GSA schedules and contract vehicles
- More than 36 years of experience as a total energy solutions provider and ESCO
- Founded in 1911, now with global sales of \$22 billion and named one of the "World's Most Ethical Companies"



Powering Business Worldwide

The ESPC ENABLE process

Easy to use, ESPC ENABLE's streamlined five-phase procurement process uses General Services Administration (GSA) Award Schedule 84, SIN 246-53 and FEMP-provided standardized tools and contract template.

Acquisition planning

Activities:

- Essential members of the acquisition team are identified
- Agency hosts kickoff meeting with acquisition team members
- Agency develops an acquisition plan ①
- Agency develops the request for quotation (RFQ) / notice of opportunity (NOO) ①

ESCO selection



Activities (spanning 3 weeks):

- RFQ/NOO is released
- ESCOs express interest
- Agency evaluates responses based on best value criteria outlined in the RFQ/NOO ①
- Agency notifies unsuccessful offerors and issues the notice of intent to award (NOITA) ①

Contract award



Activities (spanning 5 weeks):

- ESCO performs Investment Grade Audit (IGA) ① using FEMP-provided Excel survey tools
- ESCO submits final proposal / final negotiations occur
- Agency awards task order

Installation and acceptance



Activities (spanning 8 weeks):

- Installation
- Measurement and verification (M&V) ①
- Commissioning ①
- Agency acceptance ①

Performance period

An annual M&V audit verifies the achievement of annual cost savings performance guarantees provided by ESCO.

- ESCO or agency must perform annual audit
- Equipment inspections are performed as prescribed in the M&V plan to verify savings achievement
- An annual M&V report ① is to be generated by ESCO and submitted to the agency

① Indicates FEMP-provided template.

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Case studies

Medical center

- Turn-key solar photovoltaic (PV) system VA Medical Center, North Little Rock, AK
- Provided the site survey, project engineering, turn-key installation, programming, commissioning, documentation and training of the 1.3 MW PV system and SCADA meter system

International airport

- Upgraded parking garage lighting at Hartsfield-Jackson Atlanta International Airport, Atlanta, GA
- Replaced 4342 175 watt metal-halide fixtures (210 watts) with 80 watt Valet LED fixtures in parking decks, one-to-one retrofit
- Annual energy savings of almost \$500,000, with less than 3.4 years payback and annual CO₂ emission reduction of 3.9 million pounds

Government-owned building

- USPS Processing and Distribution facility, Scranton, PA
- 138,232 sf facility
- Lighting project included: occupancy sensor lighting controls in all office areas of occupancy and two mail processing workrooms
- Lighting utility cost reduced by \$59,493/year for a 56 percent reduction

GSA facility

- Matthew J. Perry U.S. Courthouse, Columbia, SC
- 200,000 sf facility
- Retro-commissioning program addressed HVAC issues in the building
- GSA reduced comfort complaints by 31 percent
- Avoided energy costs of \$132,000/year with an annual energy savings of 29 percent

To learn more about Eaton's energy solution offerings, visit www.eaton.com/energysolutions.

To learn about Eaton's full range of engineering services, visit www.eaton.com/service.

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