



An Energy Efficiency Workshop & Exposition
Palm Springs, California

Please be courteous to our speakers



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and
Set pagers to vibrate**



An Energy Efficiency Workshop & Exposition
Palm Springs, California

***Utilities
Responding to Changes in the Industry***

Utility Incentive Programs:
The Fermilab/DOE Experience
Steve Krstulovich – Program
Mgr.



Background of UIP

- **Utility Situation**
 - Public Utility Commission DSM emphasis
 - Increasing competitive pressure
 - New sources of revenue required
 - Enhanced customer focus critical
- **Federal Facilities**
 - Declining budgets
 - Mandated conservation goals
 - Deteriorating infrastructure

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Benefits of UIP

- No-Cost audits (incentive)
- Streamlined procurement
- Comprehensive focus
- Active involvement from site personnel
- Third party expertise and funding
- No upfront payments
- Infrastructure reinvestment

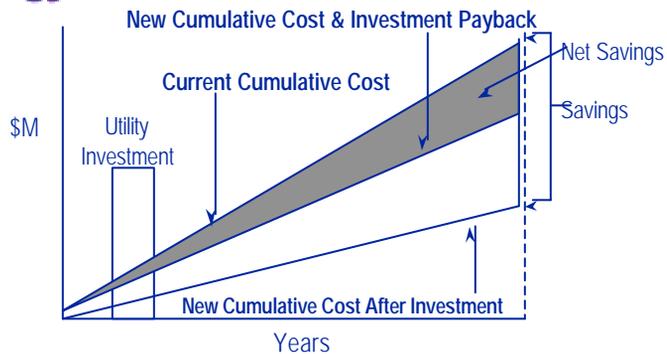
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UIP Performance Contracting (UESC)



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Local Benefits

- Finding better comprehensive solutions
 - System synergies
 - Value engineering
 - Reduced vulnerabilities
- Site cultural energy awareness
 - Increased communication/participation
 - Developing new opportunities
 - Growing confidence

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Program Management Plan

- Channels of communication/authority
- Timeliness and quality of deliverables
- Site wide reviews distrib/completeness
- ES&H reviews – process/checklist
- Schedule control – tracking
- Proposal evaluation – PEC committee
- Pricing and savings verification

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Procurement Process

- Issue RFP (hunting license + known)
- Receive Audits and AMP proposals
- Activate proposal evaluation committee
- Oral presentations/customer visits
- Receive first Delivery Order proposals
- PEC award recommendations
- Negotiations/sign Delivery Order

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UIP Deliverables

Risk minimization project development

- Audit proposals: \pm 25% cost accuracy
- Feasibility Study: \pm 10% cost accuracy
- Design: Costs based on best actual bids
- Construction: Full project management
- M&V: Standard Protocol – Baseline
- Commissioning: O&M plan/training



Program Controls

- Notice to Continue (NTC)
 - Proceed to next phase
 - Price reasonableness/review checks
- Project Adjustment Request (PAR)
 - Scope modifications/discoverables
- Spreadsheet reconciliation for D.O.
- Project Schedules
- Weekly Meeting Minutes

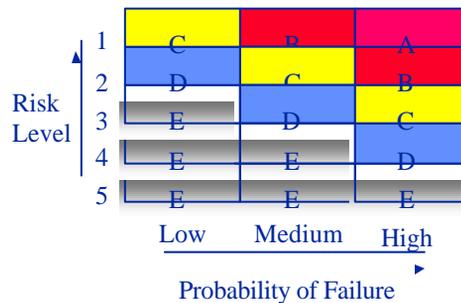


Mission Focus

Develop and **execute** strategies that increase the reliability and robustness of **infrastructure systems** to strengthen the base from which **existing** and **future** mission objectives can be accomplished **safely** and **without interruption**



Utility Third Party Financing





Utility Third Party Financing



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SMART Facilities The Integrated Workplace

The ability to gather, assess, and manipulate various real-time and empirical data to more efficiently identify, control, & manage operations:

- Improve O&M costs and reliability
- Reduce manual data entry-BAS, CMMS, SCADA, FIMS, ArcIMS, GIS, FIRUS
- Energy procurement and curtailment

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