

Energy Performance Contract

financing energy efficiency through guaranteed savings

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agenda

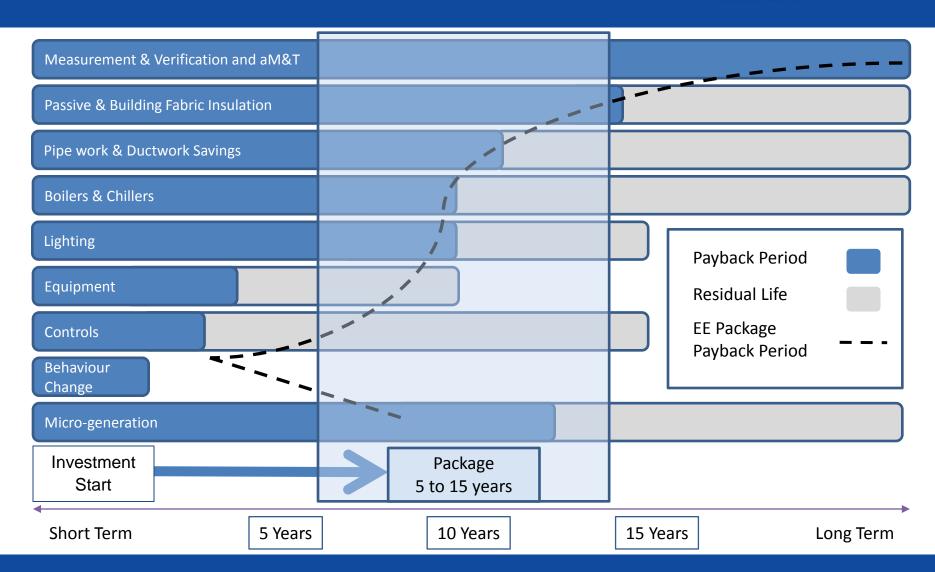
- Identify Measures
- Call Off Framework
- Guaranteed Savings

Identify Measures



- Project Register
 - Resource Efficient Scotland's Carbon Management Plan tool
- Whole Building approach for optimum impact
- SFT's Financial Model

Packaging up Measures to Achieve Ambitious Savings (illustrative only)



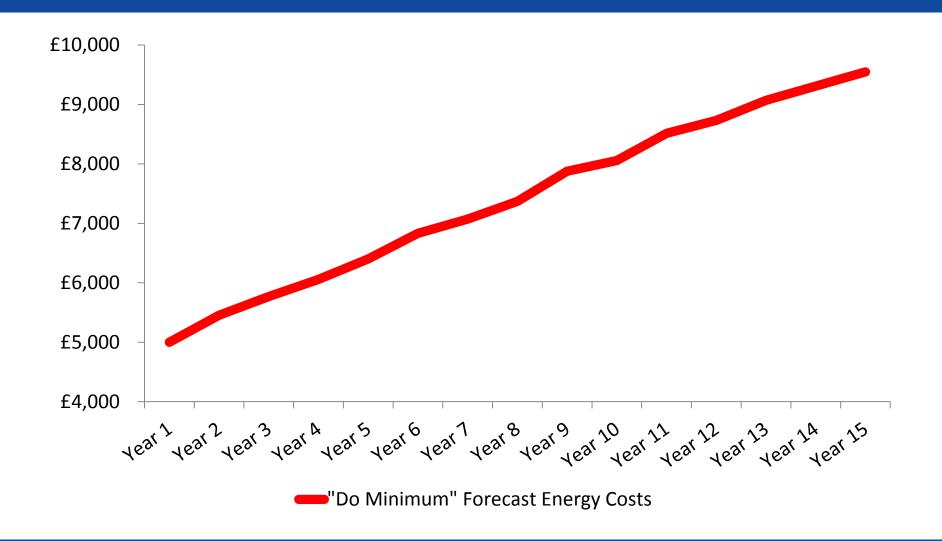
Financial Model for Business Case Development

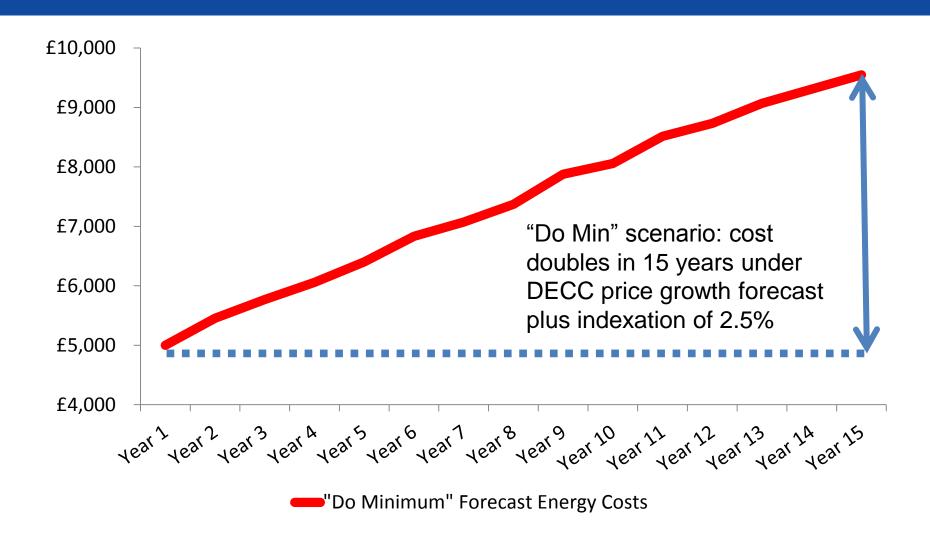


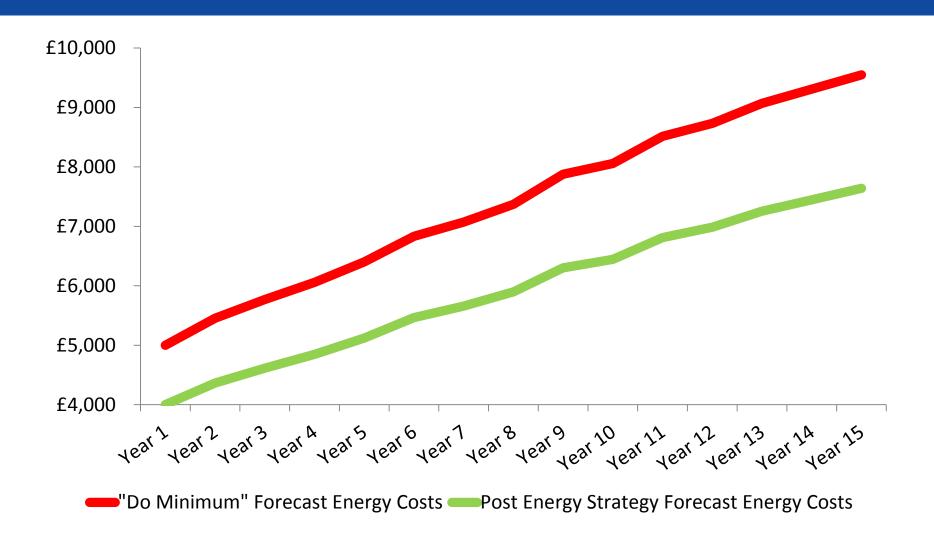
Using Financial Model

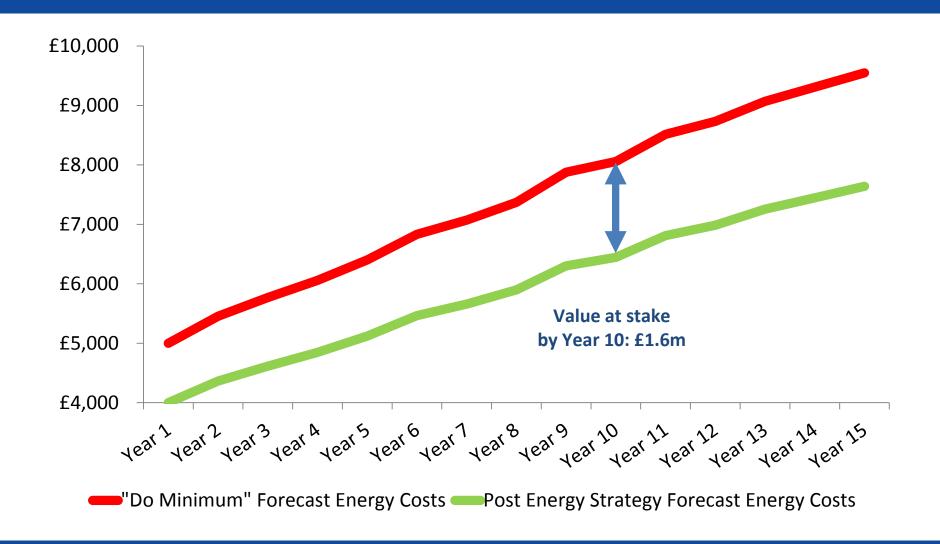
- Input your project register (from RES tool)
- Model calculates value of savings over term
- Calculates budget
- Produces outputs for Business Case

An example follows of an Authority with a £5m energy bill, investing £5m to save ~12% p.a.









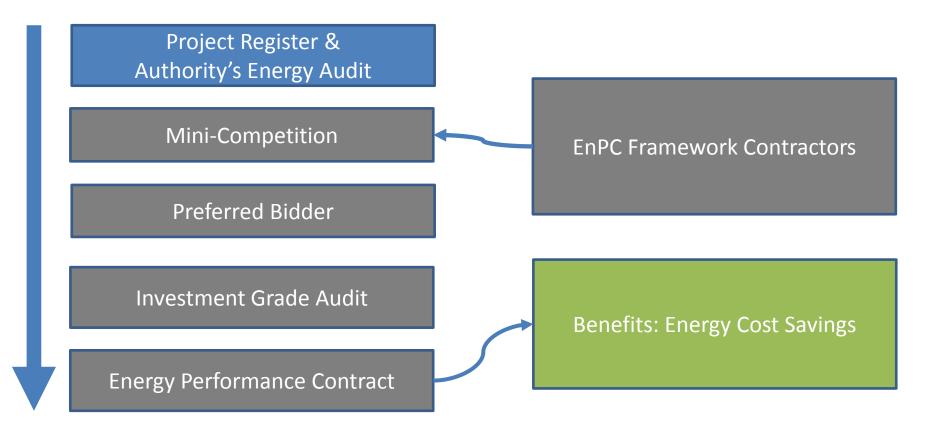
Call Off Framework



- Pre-Procured Contractors
- Quick to call off
- No more OJEU

From Carbon Management Plan to Energy Performance Contract





Support Aut

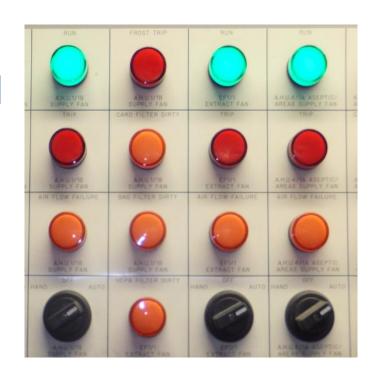
Authority Led

Contractor Led

Energy Performance Contract?

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- Level of savings guaranteed before signing
- Payment linked to meeting guarantee
- Self or Third Party Funded



Full In House Partial In House Minor EnPC Partial EnPC Full EnPC
On Capital Budget On/Off Capital Budget Off Capital Budget

Energy Performance Contract

- Guaranteed Savings
- Contract for financial penalties:
 - Deductions if savings not met
 - Deductions if service not delivered
- Contract for other remedies
 - Energy reporting to flag up failures & successes
 - Rectify / replace faulty ECMs

From Identifying Measures through Framework to Energy Performance Contract

- Support to access Framework
 - RES' Project Register tool
 - Authority's Energy Audit
- Guaranteed savings
 - Ambitious projects
 - Strength of Business Case
- Option of 3rd Party Finance
 - No upfront cost
 - Accelerated investment

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Questions?

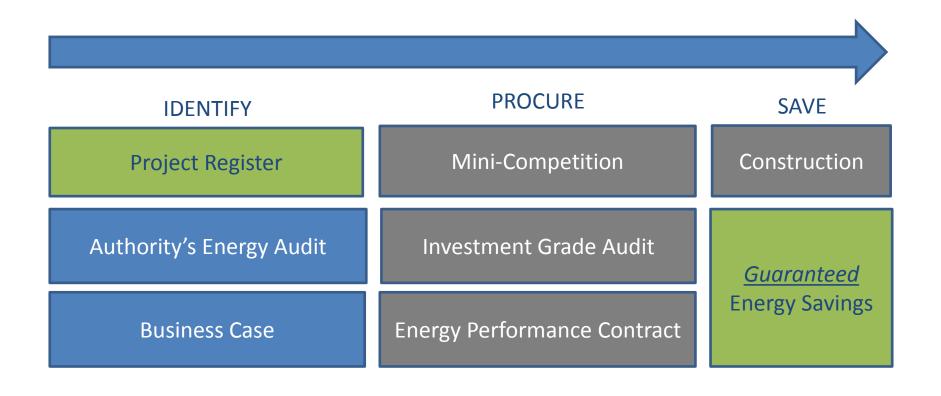
- Framework
- EnPC
- Financial Model
- Other support

Further Information

- OJEU Process Prior Information Notice
 - http://www.publiccontractsscotland.gov.uk/search/show/search_view.aspx?ID=JAN198074
- Background on Scottish Futures Trust
 - www.scottishfuturestrust.org.uk
- Resource Efficient Scotland
 - www.resourceefficientscotland.com

From Project Register to Guaranteed Savings - Overview

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Support Authority Led

Contractor Led

From Project Register to Guaranteed Savings - Detail

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IDENTIFY	PROCURE		OPERATE
ECM Register	ITT Mini-Competition		Service Delivery
Financial Model	High Level	Preferred	Maintenance
	Audit	Bidder	Lifecycle
Strategic Business Case	Development Contract		M&V
Authority's Energy Audit			Bureau Service
Condition Surveys	Investment Grade Audit	M&V Plan	Behaviour
Authority's Data Pack			Change
,	Full Business Case		Savings
Financial Model	Delivery Contract		Guarantee
Outline Business Case	Dosign	uild Finance	Realise Savings:
Tender Documentation	Design Bu	uild Finance	Carbon & Cost

Support Authority Led

Contractor Led