

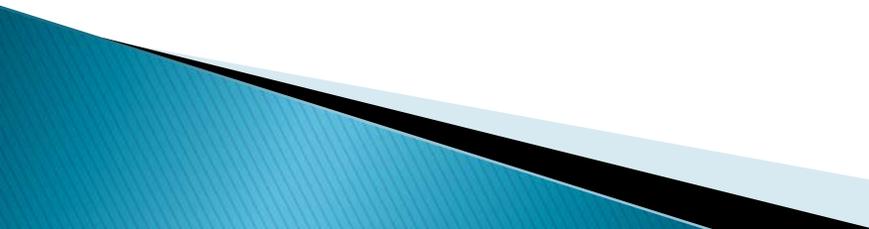
The Owner's Rep Role in EPC

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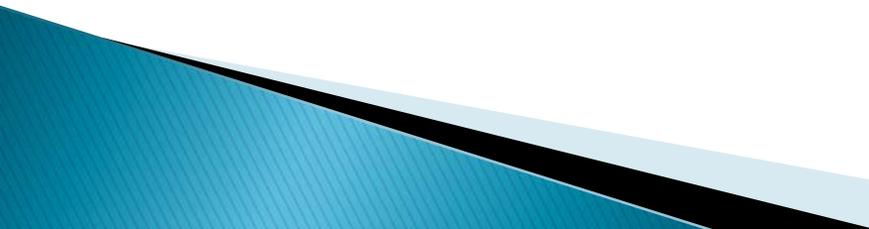
Owner's Reps

- ▶ Experts in energy finance
 - Investment grade calculations
 - Test and measurement techniques, statistics and sampling methods
 - Finance – analysis of cash flows, finance strategies
 - Contracts – terms and conditions, including guarantees
 - Construction knowledge, cost analysis, commissioning
 - Savings verification methods – IPMVP, ASHRAE 14, FEMP
- ▶ Small community of firms; generally their core business, and commonly licensed engineers
- ▶ Cost can often be included in financing

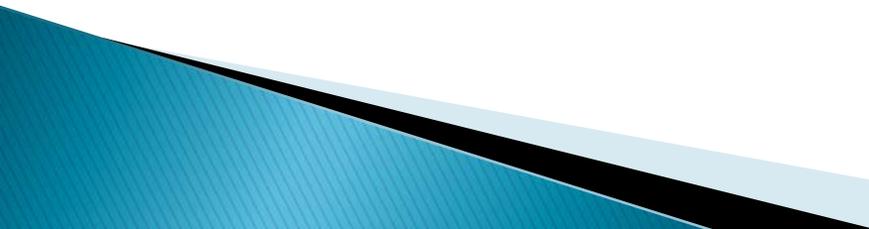
EPC Elements – roles for owner's rep

- ▶ Planning – preliminary project estimates, schedule, approach
 - ▶ Procurement – prepare documents and/or participate on selection committees
 - ▶ Investment Grade Audit – review every aspect of the audit (baseline data, measures, savings, costs, rates)
 - ▶ Cash flow, pro forma, and financing – review pro forma calculations, utility rates, bank financing rates, funding sources
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EPC Elements – roles for owner's rep

- ▶ Energy Services Agreement – review all technical appendices and work with in-house legal staff as a technical resource
 - ▶ Work Scope and Design – review of scope of services, review of design documents
 - ▶ Construction / Implementation – support review of change orders, invoices, and independent commissioning
 - ▶ Savings Verification – review of M&V plan, methods, reports
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How to Use an Owner's Rep

- ▶ Capability – frequently an owner does this project once
 - ▶ Independence – someone outside the owner or ESCO that can be an independent voice to senior staff
 - ▶ Capacity – helping to get things done, particularly with smaller owners
 - ▶ Catalyst – keep a project moving; moving through sticking points
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Questions

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