# Guaranteed Energy Savings Performance Contracts University Module Table of Contents

1. **Lesson 101** What Makes Guaranteed Energy Saving Performance Contracting (GESPC) Successful  
   **Summary:** A brief history of Performance Contracting offers an introduction to the concept and insights into what makes a project successful.

2. **Lesson 102** Considerations When Contemplating GESPC  
   **Summary:** A discussion of how to determine if GESPC may be a good option for your project.

3. **Lesson 103** How to Get to Yes or No: The Decision-Making Factors  
   **Summary:** What are some of the considerations and common misunderstandings that may influence the decision to enter into a performance contract.

4. **Lesson 104** Pre-Request for Proposal (RFP). Gathering Information to Make the Right Decision  
   **Summary:** Taking the preliminary steps necessary to releasing an RFP for a performance contract.

5. **Lesson 105** The RFP and What Needs to be Gathered  
   **Summary:** Details about releasing an RFP and what information needs to be gathered. Looking at all the steps required.

6. **Lesson 106** Final RFP and Beginning Investment Grade Audit (IGA): The Recipe to Success  
   **Summary:** Completion of the RFP phase and an introduction to the IGA.

7. **Lesson 107** The Investment Grade Audit (IGA): Dollars and Cents  
   **Summary:** We begin the IGA process and outline the partnership between owner and ESCO and how mutual expectations for the project are established.

8. **Lesson 108** The Investment Grade Audit: Kick-Starting the IGA Process  
   **Summary:** We walk through the list of facility and system background information that Owners and ESCOs collect that allows an ESCO to begin the IGA process.

9. **Lesson 109** The Investment Grade Audit: Just the Facts  
   **Summary:** We now turn to the actual utility consumption data and what utility billing information is imperative for the owner to provide the ESCO along with how to obtain this data.
10. **Lesson 110** The Investment Grade Audit: The Science of it All  
**Summary:** The ESCO gathers the information that needs to be collected that lays the foundation for the development of an accurate energy and water baseline.

11. **Lesson 111** IGA Preliminary Findings  
**Summary:** The Next Step: The owner and ESCO sit down and start the process of reviewing the preliminary findings and determining which measures to include and which must be eliminated in an elegant decision-making exchange intended to build the final Investment Grade Audit.

12. **Lesson 112** IGA Project Development  
**Summary:** This lesson explores how to achieve maximum transparency and clarity of information to build consensus between the project owner and ESCO to heighten the confidence of project success during the IGA process. The Owner and ESCO come to a collective conclusion on the appropriate solutions for each measure, greenlighting the ESCO to finalize all savings and payback calculations and offer for consideration the suggested measurement and verification (M&V) methodology that will scientifically demonstrate the achieved savings.

13. **Lesson 113** Preparing a Investment Grade Audit Report  
**Summary:** With all the field work and a tremendous amount of information gathered, it’s time to summarize, analyze, and determine measures for the preliminary investment grade audit report.

14. **Lesson 114** Down to Zero  
**Summary:** At the heart of the IGA is the baseline energy costs. We take you behind the curtain for a look at how the ESCO arrive at the Baseline Energy Costs and Rate information included in the IGA.

15. **Lesson 115** The Science of the IGA Savings Calculations  
**Summary:** The practice of full disclosure and transparency is represented by the IGA engineering calculations that ensure the accuracy of the project’s estimates and projections. In this lesson, we examine how the very math of the project comes together and defines the savings included with the project.

16. **Lesson 116** Preliminary Commissioning Plan  
**Summary:** The Preliminary Commission Plan, the real-time field validation of the devices and systems, and the components of this plan, including the exact actions and activities to be followed and the integration of the plan into the IGA is explored.

17. **Lesson 117** Measurement and Verification (M&V) Plan – Proving the Savings  
**Summary:** Considerations of how to prove the anticipated, projected, or calculated savings/avoidance of cost being achieved are explored as we delve into the concepts and knowledge presented in the IGA’s M&V Plan.
18. **Lesson 118** Wrapping up the IGA and its Report  
**Summary:** In wrapping up the work of the IGA, owners should be quite certain they understand completely their obligations during the contract and understand what will accrue to them at the end of the contract, measure by measure, obligation by obligation.

19. **Lesson 119** Wrapping up the IGA and its Report  
**Summary:** The differences between the IGA and the subsequent Project Proposal, or what is commonly referred to as the Financials, is the subject of this lesson. We explore the relationship between the IGA and the Project Proposal – and the proposal’s components, the work to be completed, and the associated costs.

20. **Lesson 120** Decision Time  
**Summary:** The decision. Upon receipt of the IGA and Project Proposal the clock starts for the Owner to review and either approve or decline the proposal. This includes the process for reviewing and accepting all the final contracts and getting the financing in place before moving to final project implementation.

21. **Lesson 121** Final Approval  
**Summary:** Final Approval. We will look at the process necessary to get final approval within your local governmental unit and at the state level for your GESPC projects.

22. **Lesson 122** Hammer Time: Project Implementation  
**Summary:** The construction phase of a performance contract is when the agreed to strategies and improvements identified because of the background research in the IGA are put into practice. In this lesson, we will outline some of the best practices that should guide this phase of the project.

23. **Lesson 123** Closing Out and Acceptance  
**Summary:** When to start keeping score? Finalizing each measure leading up to the project closeout should follow a very well-defined plan and process. In this lesson we explore some of the details that must be accomplished to call a measure complete.

24. **Lesson 124** Final Considerations  
**Summary:** The final hurdle of a project goes beyond implementation to include commissioning and post construction M&V. In this lesson we offer insights into what you may expect post-construction.

25. **Lesson 125** Post Construction Performance Period  
**Summary:** We take one final look into the post-construction activities required to achieve and illustrate project savings. What is required to maintain and effectively operate facilities post construction and other tips are shared as we close out the introductory course of study into GESPC.