



# David LeMieux

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# Program Support

# Thank you!



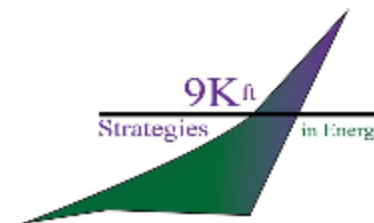
**Alice Dasek**



**Pat McGuckin**



**Jena Poluzzi**



**Linda Smith**

# Today's Presentation



- 1. Montana's Program History**
- 2. DOE Accelerator Framework**
- 3. Virtual Technical Assistant**

**\* \* Our Approach to EPC \* \***



# Montana's Program History

## 1. Prior to 2015:

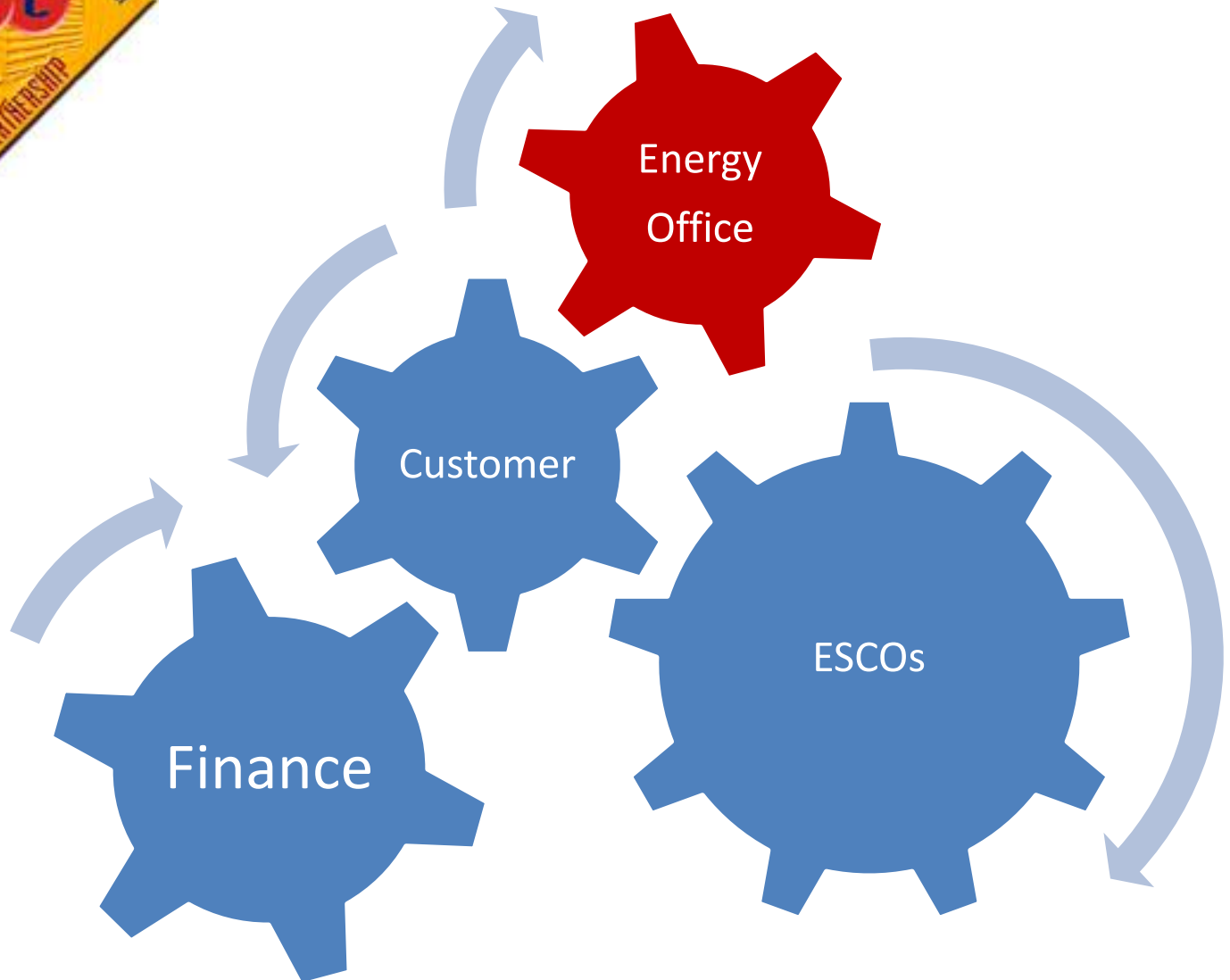
- Prequalified ESCOs via RFP process
- Provide Technical Support

## 2. Problems:

- No Project Monitoring
- No ESCO Regulation / Customer Protection
- Customer Satisfaction (+ -)

## 3. Enabling Legislation 2015

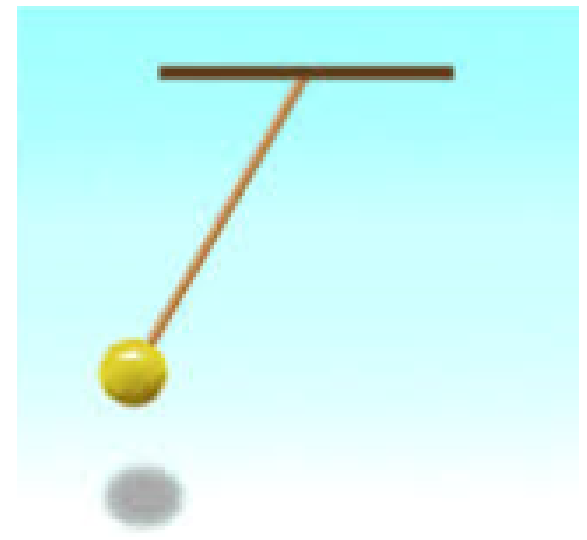
# Recognize Needs

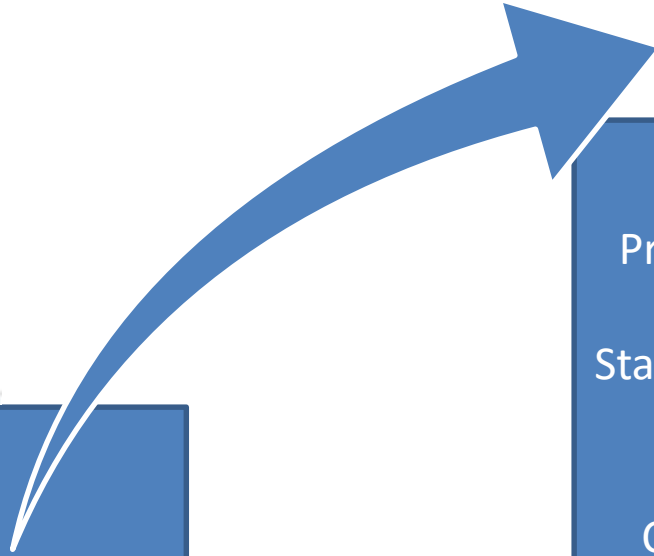


# Network and Change



1. Industry Support
  - Federal & State Levels
  - Independent Technical Experts
  - DOE Framework
2. Industry Standards
3. In-house Education
4. Develop a Plan
5. Change





# The Plan!

## PROGRAM GOAL

ESCO Qualification  
Enabling Statute



Program Management  
Program RULES  
Standardized Documents  
Oversight  
Support  
Customer Education  
Outreach  
Technical Support  
Project Tracking  
  
Sustainable

# EPC Program



## Key Challenge:

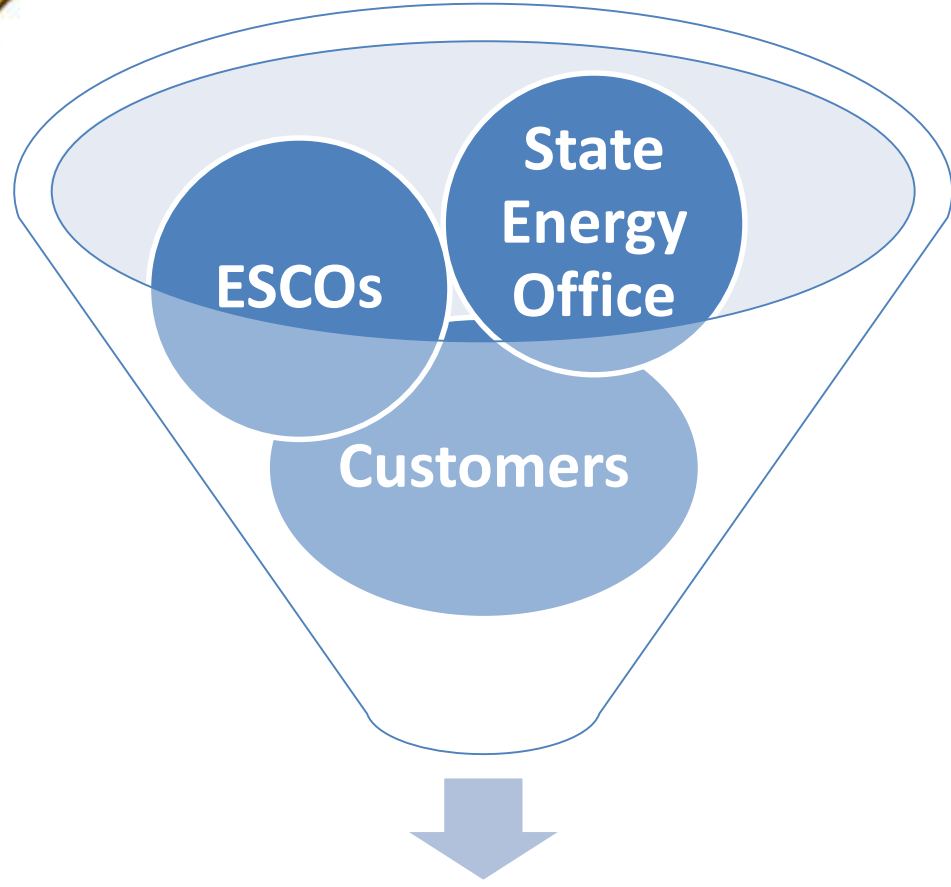
- Legislative Mandate
- Unfunded, New Program

## Solution:

- Manage through by Rule & Process
- Web Education
- Outreach Presentations



# Montana EPC Program



**Virtual Technical Assistant**

# Virtual Technical Assistant #1



- **Introduction**
- **What is ESCP?**
  - Types of Projects
  - Financing
  - Introduces Stakeholders
    - ESCOs
    - State Energy Office
    - Legal
    - Stakeholders (Internal and External )

**WEB BASED  
EDUCATION**

# Virtual Technical Assistant #2



- **Is ESPC for me?**
  - ESPC Pros and Cons
  - Procurement Decision Tree
- **Goals of the Virtual Assistant**
  - Structure EPC into 5-Step Process
  - Guidelines for Success
  - Program Documents

The logo for the Energy Services Coalition (ESC) is a yellow diamond shape. It features the letters 'ESC' in three red circles in the center. The text 'ENERGY SERVICES COALITION' is written along the top edge, and 'A PUBLIC-PRIVATE PARTNERSHIP' is written along the bottom edge. The background of the slide is a vertical gradient from orange at the top to blue at the bottom, with a faint grid pattern.

# Virtual Technical Assistant #3

## Goals of the Virtual Assistant (5-Steps)

- 1. Project Planning**
- 2. ESCO Selection Process**
- 3. Project Development**
- 4. Project Implementation**
- 5. Project Performance**

# EPC 5-Steps



1

Project Planning



N



Y

ESCO Selection

2



PROJECT Development

3



Y

PROJECT Implementation

4

N



PROJECT Performance

5

# EPC 5-Steps



# MT EPC PROGRAM



Statute

Rules

Circular

Education & Guidelines



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