

# Energy Smart Industrial

## Frequently Asked Questions

October 2009

---

### Overview

BPA has a long history of supporting and advancing energy efficiency in the Pacific Northwest, but recently has been challenged in meeting regional energy savings targets in the industrial sector. BPA Energy Efficiency recently conducted a comprehensive review of its approach to acquiring industrial energy savings, and the results identified several barriers to success in capturing increased industrial savings targets included in the draft Sixth Power Plan. Those barriers included a lack of technical staff working in industrial markets, the need for disciplined project pipeline management, consistency in market participation, BPA documentation requirements and BPA incentive levels.

BPA selected Cascade Energy Engineering as the program partner to assist in the redesign and implementation of its industrial program components. Cascade has partnered with Evergreen Consulting and Strategic Energy Group to provide additional technical support.

The newly designed BPA Energy Smart Industrial (ESI) program has been created to assist BPA utility customers in increasing cost-effective energy efficiency savings in the industrial sector. The program is a primary mechanism for BPA utility customers to achieve industrial load energy savings targets of 12 aMW in fiscal year (FY) 2010 and 15 aMW in FY 2011, nearly double the energy savings that were achieved in the previous two years. The ESI program encompasses all BPA offered industrial sector programs moving forward.

The new ESI model primarily utilizes the program partner and Technical Service Proposal (TSP) consultants to deliver energy efficiency savings with greatly diminished BPA Energy Efficiency staff involvement. BPA industrial sector staff provides overall ESI program management. Dedicated BPA engineers and staff (East/West regional ESI engineers, industrial TSP program manager and an energy management engineer) provide technical oversight and manage TSP consultant contracting. BPA field engineers no longer provide technical services in the industrial sector. BPA energy efficiency representatives (EERs) continue to serve as the overall relationship manager between BPA and the utility for BPA relative to energy efficiency but do not have a direct role in marketing industrial sector energy efficiency to utilities. The BPA Utility COTR function remains.

The ESI program takes effect from Oct. 1, 2009 through Sept. 30, 2011, with subsequent program renewal to be considered thereafter. Capital funds will be used to pay program design and implementation expenses as these costs are a component of the total resource acquisition investment. These capital funds are already in BPA's EE budgets for FY 2010 and FY 2011.

Beginning Oct. 1, 2009 BPA utility reimbursement levels for the ESI program on retrofit projects is the lesser of \$0.25/kWh or 70% of project incremental cost for measures with a minimum 10-year life. This is an increase from the previous \$0.17/kWh to \$0.20/kWh reimbursement levels. To assure consistency across the program and the region, six-months notice was provided on Oct. 1, 2009 changing the reimbursement for new construction from the lesser of \$0.27/kWh or 70% of project incremental cost to

the lesser of \$0.25/kWh or 70% of project incremental cost beginning April 1, 2010. The ESI program will also require full pass-through of all BPA industrial sector utility reimbursements to end users beginning April 1, 2010. Utility performance payment terms (previously called administrative reimbursement/allowance) are unchanged.

The ESI program is designed to meet the varying goals and needs of BPA utility customers and their end users across the region. A variety of program components and have been developed for the ESI program to target a diversity of industrial sectors, projects and technologies. Innovative energy efficiency offerings ranging from energy management to trade ally delivered programs have been integrated into the ESI program implementation plan.

## Key Takeaways

- BPA is changing the way it delivers energy efficiency savings in the industrial sector. It has engaged Cascade and the industrial sector program partner team to design, implement and market the new BPA ESI to significantly enhance energy savings. The program offers utilities more choices for BPA support in the industrial sector.
- BPA provides overall ESI program management, TSP contracting and approvals. The program partner represents BPA and will continue the agency's successful relationships with its customer utilities. The agency will continue to rely on local utilities for energy efficiency savings.
- To assure consistency across the program and the region, incentives on retrofit projects increase to the lesser of \$0.25/kWh or 70% of project incremental cost for measures with a minimum 10-year life. Beginning April 1, 2010 the reimbursement rate for new construction projects will decrease to the lesser of \$0.25/kWh or 70% of project incremental cost, and full pass-through of all BPA industrial sector utility reimbursements to end users will be required.
- Goals of the change in delivery of industrial energy efficiency are to:
  - Increase aMW savings
  - Increase number of custom projects over previous years
  - Increase number of utility participants over previous years
  - Increase energy savings from energy management activities

## Glossary

Commissioning	The adjustment of control set points, algorithms and operating strategies to optimize energy performance.
CO	Contracting Officer (BPA employee)
COTR	Contract Officer's Technical Representative (BPA employee) A person who has been delegated specific responsibilities by the Contracting Officer, for technical matters relating to a contract.
CP	Custom Project are measures or projects where a deemed method for determining reimbursement is not in place.
CPP	Custom Project Proposal
CRC	Conservation Rate Credit
CUSUM	Cumulative Sum of Differences, an MT&R analysis methodology
ECA	Energy Conservation Agreement
EER	Energy Efficiency Representative (BPA employee) A person that serves as the overall relationship manager between BPA and the utility for BPA relative to energy efficiency, while supporting the Power Account Executives.
EM	Energy Management, an ESI pilot program component
End user	Industrial facility or plant
EPM	Energy Project Manager, a feature of the Energy Management pilot component of the ESI program
ESI	Energy Smart Industrial
ESI engineer	Engineer assigned to the East/West Region utility customers within BPA's service area. They are the ESI program Field Inspectors and provide technical oversight of all utility CPPs (including M&V plans), Completion Reports and Annual/Bi-Annual Reports submitted in the PTR system (BPA employee).
ESI EM engineer	Engineer assigned to provide technical oversight of the Energy Management pilot component of the ESI program (BPA employee)
ESI program manager	Industrial sector lead (BPA employee) that provides overall management of all components of the ESI program and is the ESI program Contracting Officer's Technical Representative (COTR).
ESIP	Energy Smart Industrial Partner (program partner staff or contractor)
HPEM	High Performance Energy Management, a feature of the Energy Management pilot component.
HPEM plant energy champion	End user person that is enrolled in HPEM training
HPEM trainer	Facilitator of HPEM training to end users
KAM	Key Account Manager, personnel that provide project level support for lighting projects. KAMs are a feature of the Trade Ally Network component in the ESI program.
M&V	Measurement and verification
MT&R	Monitoring, Targeting and Reporting

MT&R team	MT&R personnel that manage the MT&R plans and integration for T&T and HPEM projects. Consists of the ESI EM engineer (BPA employee) and program partner staff.
O&M	Operations and maintenance, often associated with improper or inefficient function or control of equipment or systems.
Project assessment	A technical energy study report, generally performed by a TSP consultant that provides all of the necessary components for a CPP to be submitted into the PTR system and pending BPA COTR approval, allow the end user to issue purchase orders and begin project implementation.
Scoping assessment	A technical scoping report that is an intermediate step in the CPP development process. A scoping assessment is generally performed by a TSP consultant or the ESIP. A scoping assessment is not sufficient to submit a CPP. The assessment would provide summary of the critical baseline systems at a facility and identify potential energy efficiency measures. The assessment would provide ballpark estimates of efficiency measure energy savings, implementation cost and incentives.
SI	Small Industrial Measures, program component
T&T	Track and Tune, a feature of the Energy Management pilot component
TAN	Northwest Trade Ally Network, a component of the ESI program as well as the BPA commercial sector
Tune-up agent	Technical service provider (TSP consultant, outside expert, or end user employee) that provides a tune-up event in a T&T project
TSP	Technical Service Proposal(s)
TSP consultant	Technical Service Proposal Consultant (BPA's third party contractor)
TWR	Technical Work Request
Utility customer	BPA utility customer with industrial load

## Frequently Asked Questions

### Program Background, Goals and Priorities

#### Q.1 How is the ESI program funded?

The ESI program uses capital funds to pay the program partner for its services as these costs are included in the total resource acquisition investment. These capital funds are already in the BPA Energy Efficiency budget for FY 2010 and FY 2011. The debt service on capital expenditures (e.g., US Treasury borrowing) is paid for through utility rates. However, the impact on BPA's revenue requirement is spread over a number of years rather than solely in the year in which the costs are incurred.

Incentive reimbursements paid to end-use industrial customers will be paid by the utility using their CRC and CAA/ECA funds. Utilities may also choose to self-fund; BPA does not offer ESI services for self-funding industrial efforts.

#### Q.2 Why will BPA require a full pass through of all industrial sector utility reimbursements to end-use industrial customers beginning April 1, 2010?

BPA will require pass-through of industrial sector utility reimbursements for several reasons:

- It is more cost-effective and efficient to deliver the TSP component and marketing services associated with the ESI program when the incentive offer is consistent throughout the region.
- BPA considers energy efficiency as a resource to reduce the administrator's obligation to serve the entire region. Many industrial facilities across the region are under common ownership but served by different electric utilities. If utilities are inconsistent in their incentive levels to participating end-use industrial customers, it hinders the opportunity to achieve maximum levels of regional energy efficiency.
- When utilities provide the highest financial incentive possible to end-use industrial customers, the likelihood is greater that those industrial customers will increase the scope of current projects (e.g. include longer payback measures) and pursue deeper savings measures.

#### Q.3 How is the BPA ESI team configured?

BPA's industrial sector staff provides the overall ESI program management, project review and approval and TSP consultant contracting. The program partner represents BPA and is managed by the BPA industrial sector lead. There are dedicated BPA engineers (East/West regional ESI engineers, industrial TSP program manager and an energy management engineer) to provide technical oversight and manage TSP consultant contracting.

#### Q.4 Does BPA field engineering staff provide ESI program technical services directly to utilities and end-use customers?

No. All ESI program technical services are provided by the program partner and contracted TSP consultants. BPA field engineers continue their support to the agricultural, commercial and residential sectors. The East/West ESI Engineers continue to support industrial/utility key projects to maintain an involvement until a transition can occur.

**Q.5 How are BPA Energy Efficiency Representatives (EERs) involved in the ESI program?**

After initial communications between the EER, the utility and the program partner, all ESI program marketing, communications and facilitation is provided by the program partner through the ESIP. BPA EERs continue their support to the agricultural, commercial and residential sectors and serve as the overall relationship manager between BPA and the utility for BPA relative to energy efficiency, while supporting the Power Account Executives. The ESI program provides EERs with utility reports regarding the ESI work being done by their utilities and their end-use customers.

**Q.6 How do existing programs such as Green Motors, C&I Lighting and Utility Efficiency, previously called Distribution System Efficiency Improvements (DSEI), fit into the ESI program?**

These programs are not delivered under the ESI program. Green Motors and C&I Lighting are cross sector programs (Commercial, Agriculture and Industrial). As such, they continue to be delivered via traditional methods. Utility Efficiency DSEI continues to be delivered as a joint effort between BPA Transmission and Energy Efficiency.

**Q.7 What are the savings goals for the ESI program?**

The target is bus bar savings of 12 aMW in FY 2010 and 15 aMW in FY 2011. The program officially started on Oct. 1, 2009.

**Q.8 Are the utility performance payment the same no matter what ESI program components a utility selects?**

See section 6 of the October 1, 2009 edition of the Implementation Manual for all language pertaining to performance payments.

**Q.9 How does BPA track the program progress?**

BPA is developing a Web-based project pipeline tracking tool called TrakSmart. The program partner will maintain and update the project status from initial identification to completion using the pipeline tool.

TrakSmart consolidates project information to provide program summary reports. BPA will provide participating utilities access to TrakSmart and monthly reports will be generated and e-mailed to easily track ESI program activities within their industrial service territory.

**Q.10 What are critical aspects of a successful industrial conservation program?**

A successful industrial program must be relationship oriented. In addition, expertise must be available regarding specific processes and technologies encountered in industrial facilities. Finally, the program offerings must span a range of utility sizes, diverse categories, available technologies and economic conditions. The ESI program addresses all of these success metrics.

**Q.11 In general, how does the ESI program help utilities meet industrial conservation targets?**

- The ESI program has enhanced and new program components.
- The ESI program allows utilities to choose the program components in which they would like to participate.
- The ESI program offers direct field assistance and technical expertise to utilities and end users.

**Q.12 What are the new or enhanced components of the ESI program?**

- **Energy Management (EM) component:** This will (1) address energy project management shortcomings, (2) target operations and maintenance (O&M) energy savings, and (3) work to coach end users regarding continuous energy improvement.
- **Small Industrial (SI) Measures component:** Simplified handling of common small sub-systems and opportunities, primarily driven by trade allies.
- **Enhanced Lighting component:** Includes assignment of lighting Key Account Managers (KAMs). It can be considered an enhancement of the existing Northwest Lighting Trade Ally Network to drive more projects in the industrial sector.
- **Enhanced TSP component:** Expansion and enhancement of traditional TSP services, including quick-response time and materials (T&M) work and BPA funding of scoping and M&V activities where appropriate.

When a utility opts into the ESI program, they are assigned an ESIP who provides direct ESI program support to the utility and end user. See Q. 16 for more information regarding ESIPs.

	ESI Program Component (Opt in)	Cross-Sector Offering
Energy Management <ul style="list-style-type: none"> <li>• Energy Project Manager</li> <li>• Track and Tune</li> <li>• High Performance Energy Management</li> </ul>	X X X X	
Small Industrial	X	
Trade Ally Network <ul style="list-style-type: none"> <li>• Lighting Key Account Manager (KAM)</li> </ul>	X	X
Custom Project (BPA Funding of TSPs)	X	
Basic Lighting		X
Green Motors Rewind		X
Utility Efficiency (former DSEI and CVR)		X

**Q.13 How do utilities notify BPA of their industrial participation options?**

Utilities need to notify their BPA COTR via e-mail that they are opting into the ESI program.

**Q.14 What timeframe must utilities choose their industrial participation options?**

The ESI program with its various components started October 1, 2009. Utilities must notify the BPA COTR of their participation options by October 31, 2009 to be given priority, and no later than March 31, 2010. Utilities that decide to opt in to the ESI program after October 31, 2009 may incur significant delays in the rollout of the ESI program to their territory.

**Q.15 What happens to projects that were initiated prior to Oct. 1, 2009, but are not complete?**

**Technical Service Proposals (TSP)**

1. As of October 1, 2009 all industrial TSP portal entries are routed to the ESI TSP manager. The TSP manager is responsible for responding to TSP portal entries. The BPA ESI engineers are available to assist the TSP manager.

2. For TSP consultant scopes of work currently in process:
  - a. For approved TSP consultant contracts not issued by the ESI TSP manager that are still in process:
    - i. The currently assigned BPA field engineer remains in place to manage contracts through their completion.
  - b. For approved TSP consultant contracts issued by the ESI TSP manager that are still in process:
    - i. The ESI TSP manager remains in place to manage contracts through their completion.
    - ii. After October 1, 2009, any new TSP contract approval is contingent on the respective utility enrolling in the ESI program. Only utilities that have opted into ESI can obtain BPA funding for TSP consultant services requested after this date.
    - iii. IF an ESIP is not yet assigned to a participating utility, a non-utility specific ESIP supports the ESI TSP manager in response to TSP consultant requests. This only applies to utilities that have opted in to the ESI program. If a utility has not opted in to ESI, then a dedicated BPA ESI engineer supports the ESI TSP Manager.
    - iv. Once an ESIP is assigned to a utility, the ESIP supports the ESI industrial TSP manager in response to TSP consultant requests.
3. TSP consulting work after October 1, 2009 but before TrakSmart is operational – all ESI technical service requests are be made utilizing the TSP Portal.

#### **Custom Project Proposals (CPP)**

1. After October 1, 2009, BPA field engineers, at their discretion, can hand off any industrial CPPs submitted and accepted in the PTR system to the appropriate dedicated ESI engineer.
2. Any CPP not submitted as a completion report by September 30, 2009 and not approved by the utility COTR within 10 business days of submission will be reviewed by the appropriate ESI engineer to determine whether the current BPA field engineer remains assigned to the project or if the project is transitioned to a non-utility specific ESIP.

## **Energy Smart Industrial Program Components and Features**

### **ENERGY SMART INDUSTRIAL PARTNER**

#### **Q.16 What is an ESIP?**

The Energy Smart Industrial Partner (ESIP) is a core part of the ESI program. An ESIP is an individual assigned by the ESI program to provide utility conservation programs with a single point of contact for coordinating ESI programs and resources to meet the goals and needs of their conservation program. The ESIP assists the utility with representing the ESI program to its end users and facilitates the development and implementation of ESI program projects. ESIP personnel are provided, assigned and managed by the program partner. In general, ESIPs have a combination of technical expertise, broad program familiarity and industrial experience.

#### **Q.17 What are the primary benefits of an ESIP?**

- Provide utilities with a single point of contact for representation of ESI programs and resources.
- Enhance utilities' industrial conservation program delivery and performance.

- Generate participation by end users in the ESI program and drive implementation of projects.
- Serve as an industrial technical resource to utilities.
- Manage and review technical work products, including entries and updates to the Planning, Tracking and Reporting (PTR) system.

**Q.18 Does a utility have a dedicated ESIP?**

Yes, it is important that the utility and end users have a consistent primary contact within the ESI program. The ESIP is this contact. An ESIP is assigned to a utility that chooses to participate in the ESI program. For a utility with a large end user base, a dedicated ESIP may be assigned. For smaller utilities, an ESIP may be shared with other utilities.

**Q.19 Does the ESIP work with or around the serving utility?**

The ESIP absolutely works with the utility; they are there to help. For a utility that wants to remain strongly engaged with end users, the ESIP and utility staff work as a team to bring the program to end users. For utilities that prefer a more turn-key approach, ESIPs take on a more direct role with end users. Ultimately, the utility and ESIP will agree upon the procedures and communication protocols the ESIP follows with the utility's end users.

**Q.20 How are procedures and protocols of an ESIP determined?**

The first order of business for the utility and its ESIP is a planning session to lay out the needs and preferences of a utility and its end users. During this planning session roles, responsibilities, and communication protocols will be mutually developed for the ESIP and utility. The utility has the authority to render the final approval for these procedures and protocols.

**ENERGY MANAGEMENT COMPONENT**

**Q.21 What is meant by “Energy Management?”**

The Energy Management (EM) component of the ESI program addresses the opportunities to acquire energy savings through improved O&M and management practices. This is in contrast to the more traditional capital project approach. Energy Management is a pilot component of the ESI program. As such, components, program partners and incentive levels are subject to change throughout the duration of the ESI program. Changes to the Energy Management pilot component will be in alignment with the Implementation Manual and will be based in part on results from evaluation of the pilot program.

**Q.22 What is driving inclusion of the EM component?**

The Northwest Power and Conservation Council's (Council) draft Sixth Power Plan outlines three tiers of opportunity, which get progressively more aggressive over time in terms of equipment and system optimization from a capital and O&M perspective. The tiers are:

1. **Plant Energy Management:** Achievement of energy savings from low, or no cost O&M activities and equipment upgrades.
2. **Energy Project Management:** Assignment of an energy engineer to track energy cost, identify and prioritize capital projects, and apply more aggressive (than the Plant Energy Management population) system optimization practices.

3. **Integrated Plant Management:** Adoption of a company-wide energy management system (program). The energy management system includes establishing a policy on energy management, setting energy-savings goals, assigning responsibility for managing goals, tracking metrics, etc. This system yields “best practices” equipment improvement and system optimization.

The Energy Management component provides generation and documentation of savings in each of these categories.

**Q.23 What are the major Energy Management features that address the anticipated opportunity and goals identified in the Sixth Power Plan?**

The ESI program’s Energy Management component has three core features:

1. Energy Project Manager (EPM) co-funding.
2. Track & Tune (T&T) projects.
3. High Performance Energy Management (HPEM).

These features allow end users to tap into the energy management savings potential in a manner that is measurable, cost effective and straightforward. Eligible facilities are encouraged to participate in one, two, or all three features.

**Q.24 What is the Energy Project Manager feature of the Energy Management component?**

The goal of Energy Project Manager (EPM) co-funding feature is to increase end user management and engineering efforts devoted to electrical energy projects/activities and increase the number of projects entering the ESI program. EPM co-funding addresses a commonly referenced barrier to the implementation of industrial energy efficiency projects – end users are often thinly staffed to the point that energy efficiency efforts (either capital projects or O&M focused efforts) often stall or are never developed.

The core principle of EPM co-funding is that the participating end user sets its own annual verifiable energy savings goal and receives EPM co-funding proportionate to that goal (subject to minimum and maximum co-funding levels). If the end user meets its own self-set and verified goals on schedule, EPM co-funding continues. If milestones are missed, EPM co-funding is suspended and ultimately ended.

The explicit purpose of an EPM is to increase energy savings volume through more custom projects and EM activities.

**Q.25 What is the Track and Tune feature of the Energy Management component?**

The goal of the Track and Tune (T&T) feature is to financially and technically help the end user “do the little things well,” while putting a system in place that allows the program and end user to track energy performance and savings over a multi-year horizon.

T&T centers on O&M savings and not on large capital projects. To achieve solid savings on large capital projects, T&T continuously tracks the performance of the area of focus (whole facility, system or process). This tracking establishes the baseline, shows the effect of the initial tune-up effort and tracks the performance over the long haul to promote continuous improvement and to guard against backsliding. This methodology transforms industrial O&M savings into a reliable, long-term source of savings.

**Q.26 What is the High Performance Energy Management feature of the Energy Management component?**

The objective of the High Performance Energy Management (HPEM) option is to provide training and support to end users on implementing energy management in to their core business practices. HPEM is the application of the principles and practices of continuous improvement to energy management within an end user's organization. While there are a number of disciplines of continuous improvement (Six Sigma, ISO, LEAN, TQM, etc.), they all share common elements required for success. HPEM also utilizes these common elements which include:

1. Conduct a management assessment.
2. Make an organizational commitment.
3. Create an action plan.
4. Implement the action plan.
5. Monitor, track and report progress.
6. Recognize the achievements.
7. Reassess and continue the process.

HPEM is delivered in coordination with the other technical assistance and financial incentive components of the ESI program. The benefits of HPEM are that it:

1. Increases the number and size of traditional custom projects and T&T projects implemented.
2. Provides documentation of Monitoring, Targeting and Reporting (MT&R) based energy savings that go incrementally beyond the contribution of implemented ESI program custom project or T&T projects.
3. Increases likelihood of high-complexity or process-oriented projects.
4. Provides greater persistence of savings.
5. Improves ESI program relations at the executive level.

BPA acknowledges and appreciates the contribution of NEEA's Continuous Energy Improvement (CEI) version 1 Workbook has provided.

**Q.27 Does a utility need to sign up for all three individual Energy Management features?**

A utility can sign up for one, two, or all three Energy Management features if it elects to participate in the ESI program. The extent to which each of these three features is applied to end users within a given utility's service territory will be determined in part by the joint planning effort that takes place between a utility and its ESIP.

**TRADE ALLY-DRIVEN COMPONENTS****Q.28 Does the ESI program include trade ally-driven components?**

Yes, the ESI program offers two trade ally-driven programs components:

1. Small Industrial (SI) Measures.
2. Northwest Lighting Trade Ally Network (TAN).

**Q.29 What is the ESI Small Industrial Measures component?**

The SI Measures component provides a cost-effective mechanism to handle specific efficiency measures where the energy savings on individual projects are small relative to typical industrial projects. This allows the ESI program to target small scale industrial facilities

and small systems that are historically underserved by traditional industrial efficiency programs.

The SI component utilizes a trade ally project delivery approach coupled with streamlined program processing to minimize project administrative costs. SI provides a simplified and responsive approach to encourage trade ally and end user participation.

Currently, small compressed air (<75 hp) measures are handled by SI. Additional technologies (e.g., refrigeration, variable frequency drives, etc.) will be added to the SI component following development, vetting and BPA approval.

**Q.30 What is the ESI enhanced TAN component?**

The TAN component supports lighting trade allies and utilities in the commercial and industrial sectors. With the transition to the ESI program, the existing TAN will be enhanced in the industrial sector with the addition of Key Account Managers (KAMs). KAMs provide support to utilities and end users to increase the number of industrial lighting projects and magnitude of savings realized by BPA utility customers. KAMs coordinate their activities with the ESIP to assure consistent program delivery.

**CUSTOM PROJECTS, TSP & PTR SYSTEM**

**Q.31 What are “custom projects?”**

Custom projects (CP) are measures or projects where a deemed method for determining reimbursement is not in place. Custom project (ESI CP) support encompasses capital retrofit and new construction efficiency projects that were previously managed by BPA industrial sector staff. The following are examples of measures and projects that do not fall into the standard ESI CP that is outlined in this section:

- Small Industrial Measure projects.
- Track and Tune projects.

Both of these types of projects will generate CPs; but they will be handled differently by ESI CP.

Industrial lighting projects can be classified as custom projects and fall into the ESI CP support component under either of the following scenarios:

- Lighting measures that are part of a project and include other elements that have interactive effects on other measures.

OR

- Lighting projects that are estimated to provide more than 100,000 kWh in annual energy savings.

**Q.32 What is the “Technical Service Proposals” Portal?**

In early 2005, BPA developed the Technical Service Proposal (TSP) Portal as a tool that utilities utilize in requesting technical services that could potentially bring forth energy efficient projects in the industrial sector. In FY 2008, BPA allowed the agricultural and commercial sectors to request technical services through the TSP Portal through a competitive bidding process; BPA has established a pool of vendors (TSP consultants) for each sector that is qualified to provide technical services.

**Q.33 What is the role of TSP consultants in the ESI program?**

The ESI program has several elements that increase the need and utilization of TSP consultants beyond what has historically been needed for the BPA industrial program:

- ESIPs and EPMs are in place to promote end user participation in the ESI program and drive implementation of projects.
- The EM component's T&T feature creates a new project type (O&M) where TSP consultants are relied upon for technical services.
- BPA field engineers will no longer provide scoping or energy studies for industrial projects.
- The ESI program's energy savings goals have been increased to 12 aMW in FY 2010 and 15 aMW in FY 2011 (versus previous goals of 10 aMW in FY 2007 thru FY 2009).

**Q.34 Who requests and assigns TSP consultants?**

An ESIP notifies BPA when technical services are necessary through a technical work request. The BPA industrial TSP program manager then assigns the work to the appropriate TSP consultant. The selection and contracting of the TSP consultant is solely BPA's decision.

**Q.35 What services can the TSP consultant provide?**

In general, TSP scopes of work can be broken into the following categories:

- **TSP Scoping Assessments:** A technical scoping report that is an intermediate step in the custom project development process. A scoping report is not sufficient to develop and submit a CPP to the utility. The report would provide a summary of the critical baseline systems at a facility and identifies potential energy efficiency measures. The report would provide ballpark estimates of efficiency measure energy savings, implementation costs and incentives.
- **TSP Project Assessment:** A technical energy study report that provides all of the necessary requirements to develop a CPP for submission to the utility. Pending approval from the utility and BPA, the end user could then issue purchase orders and begin project implementation.
- **TSP Completion Report:** A technical report that includes the results of the Measurement & Verification (M&V), commissioning and all project invoices.
- **TSP Track & Tune Consulting:** Performing a T&T scoping, tune-up, or action item implementation assistance.
- **TSP Miscellaneous Consulting:** Miscellaneous consulting services to assist the ESI program or advance CP. Examples include attending a site visit with the utility and/or ESIP to present a project report or revising an existing, unimplemented CPP in which the end user has renewed interest.

**Q.36 How is the TSP consultant funded?**

BPA funds up to 100 percent (at BPA's discretion) of the approved TSP cost for each scope of work outlined above for utilities that opt in to the ESI program. The scope of work and contract for services is between the TSP consultant and BPA. BPA does not provide funding for technical assistance, including TSP consultants, for utilities that select to not participate in the ESI program.

**Q.37 What is the range for contracting TSP technical work?**

All scopes of work will be classified into the following budget categories:

- **Level 1:** TSP T&M budget not-to-exceed (NTE) \$2,500.
- **Level 2:** TSP T&M budget NTE \$5,000.
- **Level 3:** Custom TSP budget based on BPA's approval of a fixed-fee proposal submitted by the TSP consultant.

Level 1 and Level 2 services are intended to improve responsiveness, utilize TSP consultant expertise for scoping and M&V activity and expedite the contracting process for assigning scopes of work. These levels address many of the concerns expressed by TSP consultants in recent program evaluations.

**Q.38 How will this program affect the PTR system?**

The Planning, Tracking and Reporting (PTR) system continues to be the primary source for utilities to submit industrial CPPs and Completion Reports. The most significant change affects utilities that select to participate in the ESI program. These utilities will be assigned an ESIP that can facilitate most of the PTR system-related workload and communication with BPA ESI technical staff. Although the utility is still responsible for final submittal of custom project proposals to the PTR system, the utility's PTR system-related workload can be substantially reduced.

For utilities that have not chosen to participate in the ESI program, all PTR-related workload is the responsibility of the utility. In addition, BPA's role is limited to approval and acceptance of custom project proposals and project M&V reports.

**Q.39 What is the TrakSmart system?**

Currently all CPs are tracked within the (PTR) system. The current PTR system has limited access and reporting capability for tracking a project's status or utility participation. To address these limitations, TrakSmart is incorporated as part of the ESI program to complement the PTR system. TrakSmart provides utility staff direct access to project information within their service territory. TrakSmart is managed by BPA. The ESIP is responsible for maintaining the status of projects within the utility's service territory utilizing TrakSmart.

**UTILITY ACCOUNT PLANNING****Q.40 Once a utility opts in to the ESI program, what are the next steps?**

For utilities opting in to the ESI program, the first step will be a detailed account planning process with the ESIP. During this meeting (which may be in person or on the phone), the utility will be engaged for three major topics; 1) Communications, 2) Savings or Budget Goals, and 3) Marketing. This is an opportunity for the utility to select ESI components, develop guidelines for communication, set savings goals, determine level of engagement by program component and plan for marketing to end users.

Utilities will determine how ESIPs will interact with their customers by agreeing to a communication plan. Utilities will be able to select their level of involvement in marketing and communications with their customers. Utilities may choose to be very involved with certain high priority customers, and less involved with other customers.