

Developing EPC Contracts

Frederick T. Day, Partner
Greenhouse Gas Emission
Reduction in Brazilian Industries

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DEVELOPMENT AGENCY



STEP BY STEP: NO SURPRISES!

- **DISCOVER THE PROJECT**
 - COMMERCIAL
 - INDUSTRIAL
 - INSTITUTIONAL
 - MULTI-RESIDENTIAL
- **GATHER THE ENERGY BILLS**
- **WALK THROUGH:**
 - DETERMINE: GO-NO GO!

MASTER AGREEMENT APPROACH

- STEP BY STEP DEVELOPMENT
- STEP BY STEP FINANCING
- STEP BY STEP IMPLEMENTATION
- TEAM BUILDING :
 - CUSTOMER & SERVICE PROVIDER:
 - AGREEMENT ON EACH STEP
- COMMISSIONING
- MEASURING AND VERIFICATION

STEP ONE FOR FINANCING

- COLLECT BASIC CUSTOMER INFO
 - HOW LONG IN BUSINESS
 - RELATIONSHIP WITH FINANCIAL INSTITUTION(S) (WHICH ONES?)
 - RELATIONSHIP WITH SUPPLIERS
 - RELATIONSHIP WITH CUSTOMERS
- LETTER FROM CUSTOMER FINANCIAL INSTITUTION: WILL FINANCE UP TO 1 YEAR ENERGY AND MAINTENANCE COSTS

TECHNICAL FEASIBILITY STUDY

- REVIEW ENERGY BILLS
- DEVELOP MEASURES
- COST MEASURES
- DETERMINE SAVINGS ESTIMATES
- DEVELOP OPERATIONS PLAN
- DEVELOP MAINTENANCE PLAN
- DEVELOP MEASURING AND VERIFICATION PROTOCOLS

FINANCIAL VIABILITY

- DEVELOP TWO OR THREE SCENARIOS
- MODEL EACH SCENARIO
 - ADVANTAGES – DISADVANTAGES
 - MEETS CUSTOMER OBJECTIVES
 - FINANCIABLE-
 - MEETS CUSTOMER HURDLE RATE
 - MEETS OTHER CUSTOMER OBJECTIVES

COMPLETE FINANCING PACKAGE

- CUSTOMER AND SERVICE PROVIDER TO JOINTLY PRESENT FEASIBILITY AND VIABILITY STUDIES TO CLIENT FINANCIAL INSTITUTION
- COMPLETE ALL REQUIREMENTS PROVIDE FINANCIAL INFORMATION

IMPLEMENTATION

- PLANS AND SPECIFICATIONS
- CHOOSE CONTRACTORS
- REQUEST PROPOSALS
- AWARD CONTRACTS
- MANAGE CONSTRUCTION
- COMMISSION EACH MEASURE
 - OPERATOR TRAINING
 - STAFF ORIENTATION

MEASURING AND VERIFICATION

- FOLLOW PROTOCOL ESTABLISHED IN FEASIBILITY REPORT
- MONTHLY REPORTS
- QUARTERLY INSPECTIONS
- CUSTOMER AND SERVICE PROVIDER TO WORK TOGETHER-TEAMWORK MAINTENANCE
 - OPERATING PROCEDURES
 - EQUIPMENT OPERATING SCHEDULES



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