

IEA/DSM Implementing Agreement on
DSM Technologies and Programs

TASK X

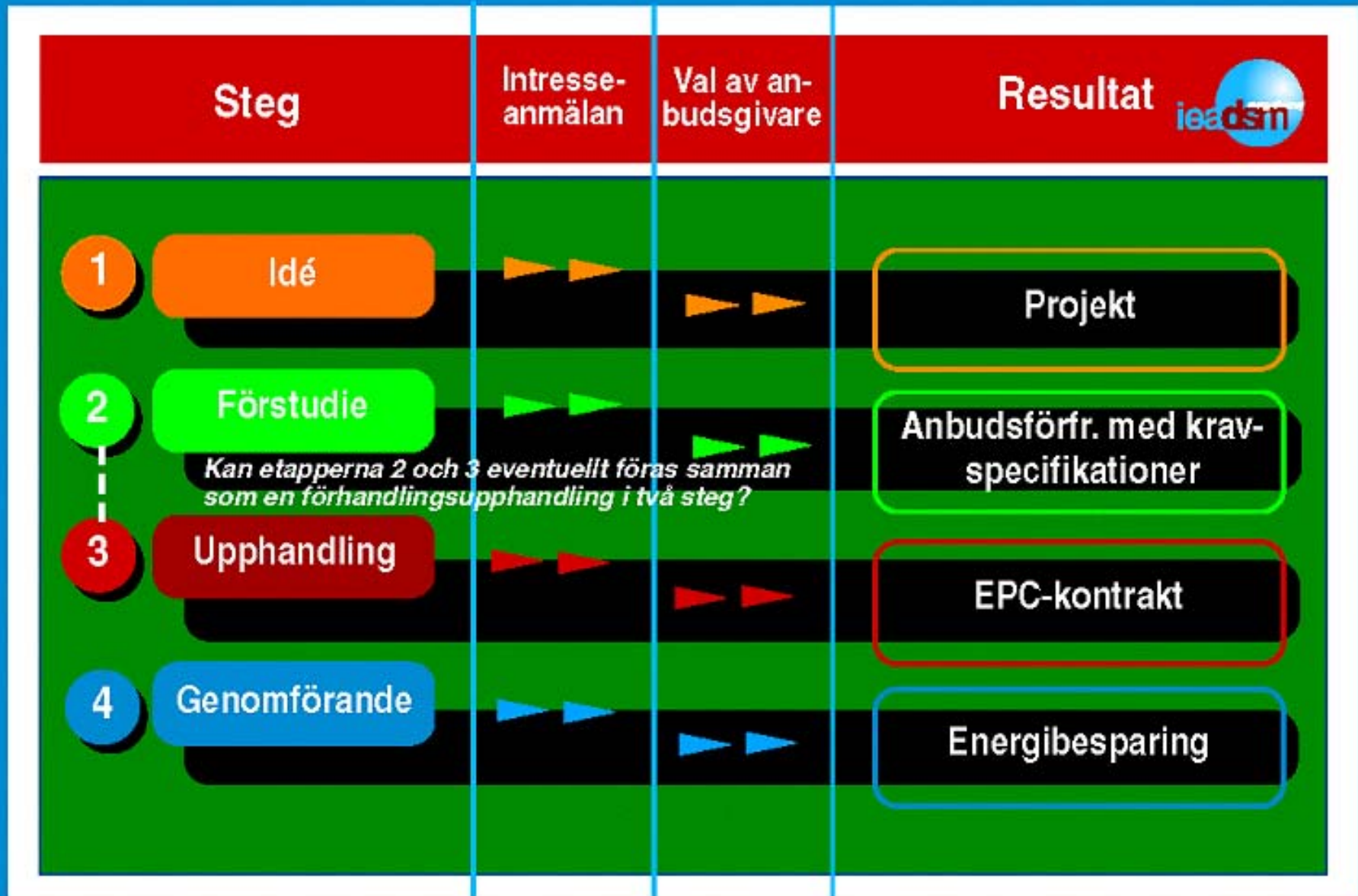
International Workshop on Performance Contracting

*30 January 2003, Stockholm
Sweden*

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EPC Process Detail



Prequalification

- **Request for expression of interest with**
 - announcement of project
 - description of existing conditions
 - energy savings target
 - qualification criteria
- **Expression of interest with PQD**
- **Ranking of candidates**
- **3–5 tenderers selected**

**Complex
Project**

Two-stage tendering

- **Invitation to tender** (with instructions, description of existing conditions, energy savings target, form of contract)
- **First stage tenders** (with system specification and preliminary energy savings guarantee (ESG))
- **Technical consultations**, refinement of instructions, targets etc.
- **Second stage tenders** (with updated system specification and ESG (subjected to financial grade audit))
- **Evaluation**
- **If necessary, negotiations, BAFO**
- **Award of contract**

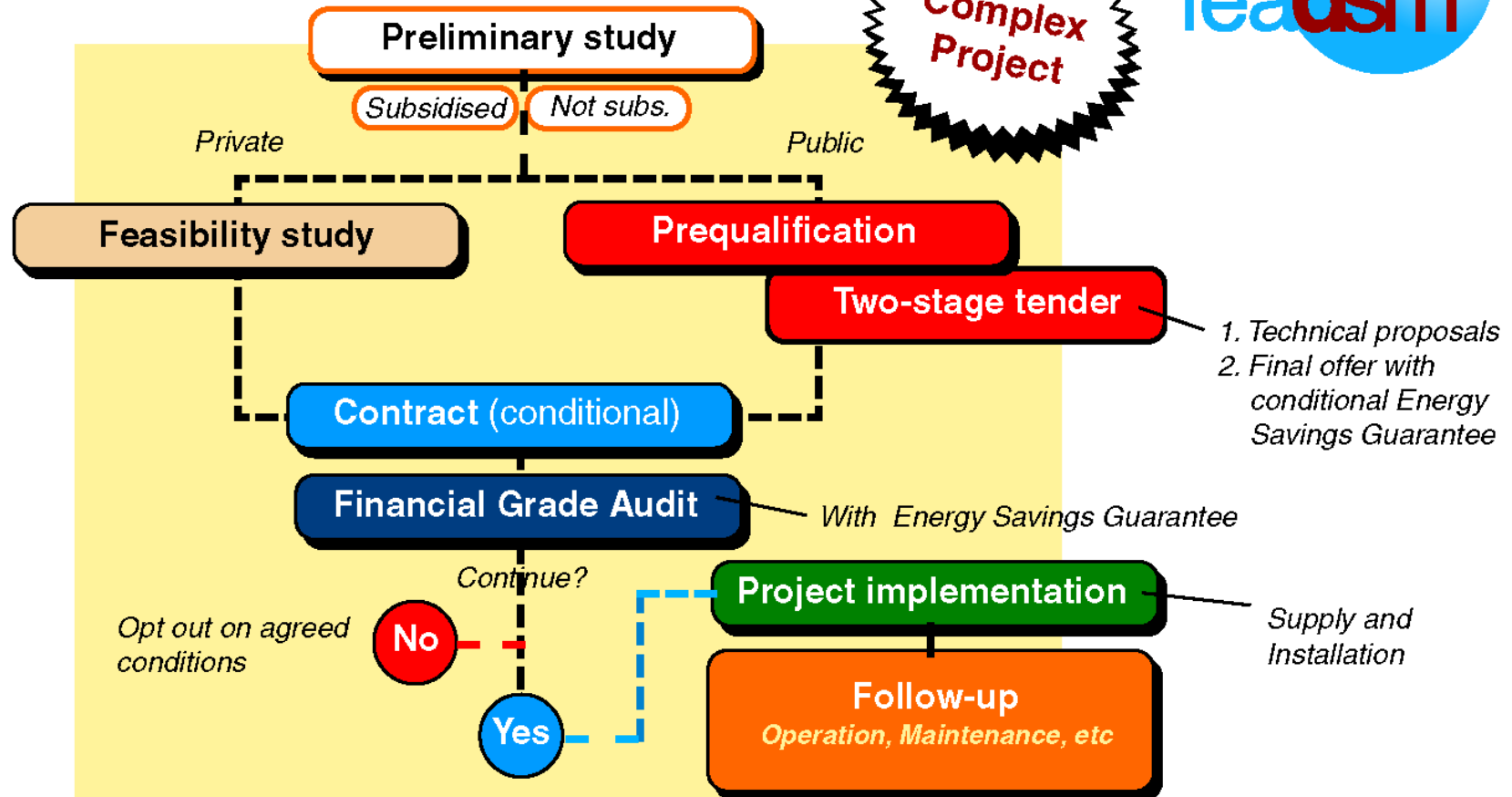
Contract execution

- **Financial grade audit**
- **Customer approve or opt out**
- **Project implementation and follow up.**

A EPC process



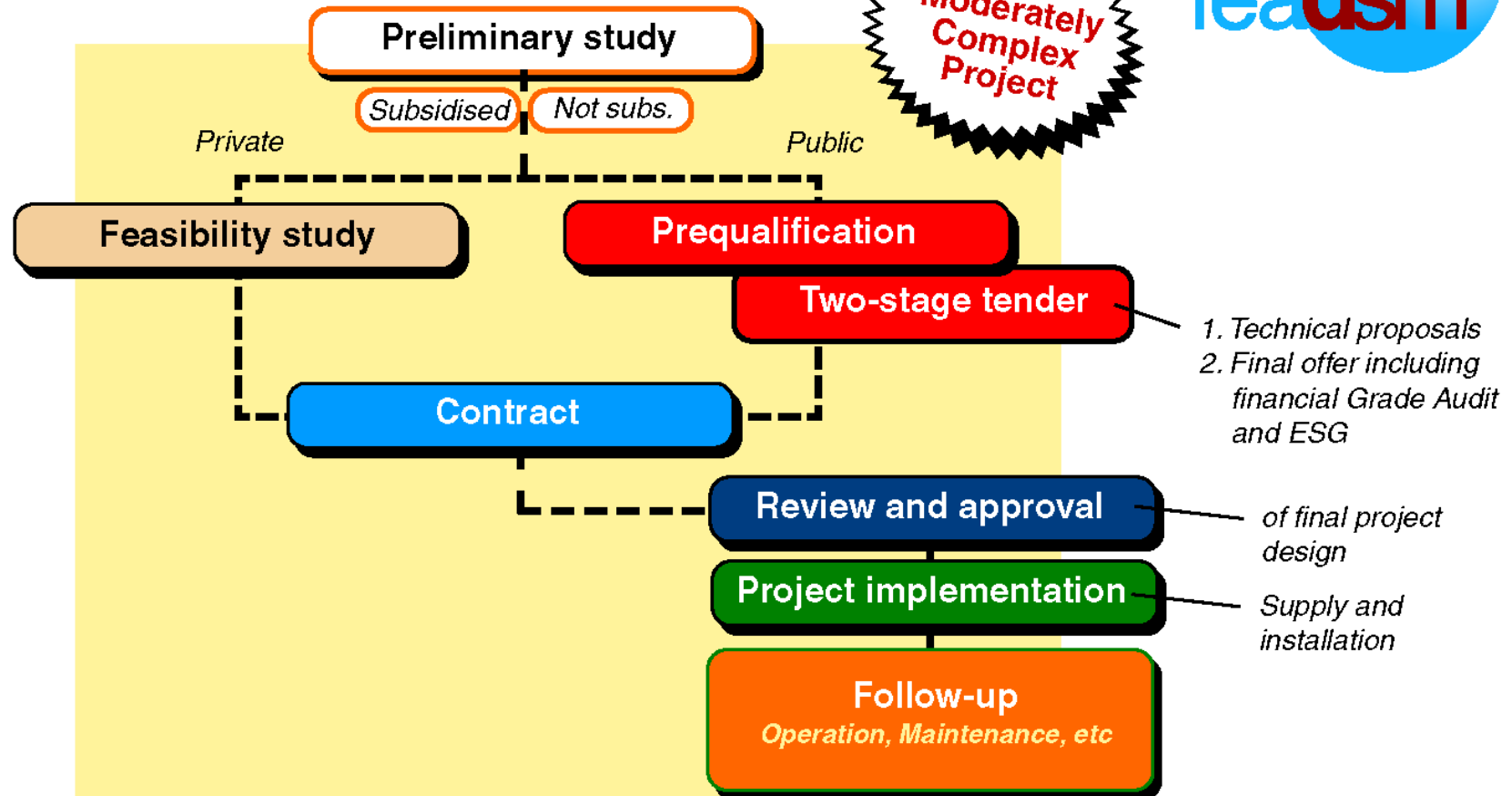
Complex Project



B EPC process



Moderately Complex Project



C EPC process



Simple Project

