



The Solutions Network

Rochester, New York

Energy and Procurement: Getting Along Leads to Success

A Contracting Officer's Perspective

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Can We All Just Get Along?



- **Developing Successful Partnerships:**
 - What needs to be understood
 - What gets the CO's attention
 - Success Stories / Lessons Learned



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What Needs to be Understood



- Who's on the Team
- Mission of the Project
- Project Schedule
- Procurement Guidelines
- Energy Project Requirements



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What Gets the CO's Attention?



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What Gets the CO's Attention?



- Energy Savings
- Challenging Projects
- Something New



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Success Stories



- Lincoln ESPC
- Kansas ESPC
- Bannister Complex



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Lessons Learned



- Meet early in the project to discuss the project mission, objectives and schedule
- Don't be intimidated by contracts outside your organization
- Getting Management Buy-in

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Questions?

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