



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



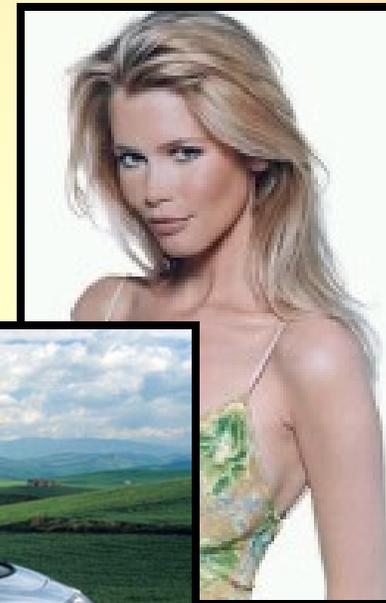
What Needs to be Understood



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



What Gets the CO's Attention?



What Gets the CO's Attention?



- Energy Savings
- Challenging Projects
- Something New



Success Stories



- Lincoln ESPC
- Kansas ESPC
- Bannister Complex



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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