



DEPARTMENT OF THE ARMY
U.S. ARMY CORPS OF ENGINEERS, ENGINEERING AND SUPPORT CENTER, HUNTSVILLE
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REPLY TO
ATTENTION OF

GENERAL INFORMATION

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HUNTSVILLE ENGINEERING & SUPPORT CENTER
ENERGY SAVINGS PERFORMANCE CONTRACTS (ESPC)
DIRECTORATE OF CONTRACTING
475 Quality Circle NW
Huntsville, AL 35806

DESCRIPTION

THIS IS A REQUEST FOR INFORMATION (RFI) ONLY – This RFI is issued solely for information and planning purposes – it does not constitute a Request for Proposal (RFP) or a promise to issue an RFP in the future. All information submitted in response to this RFI is voluntary; the United States Government will not pay for information requested nor will it compensate any respondent for any cost incurred in developing information provided to the United States Government. Not responding to this RFI does not preclude participation in any future RFP, if any is issued.

The US Army Corps of Engineers, Huntsville Center, Energy Program is exploring options for soliciting new ESPC projects among the MATOC holders. The Army stakeholders are looking for opportunities to reward innovation, increase fence to fence holistic projects, and more accurately align final deliverables in third party finance projects to its’ efficiency, resiliency, and other goals across its’ installations. There are current gaps that cannot be filled utilizing appropriated funding. Please respond to the following questions, providing enough detail and clarity on your company’s ideas to improve the program well into the future.

The Army is looking at a few options for a new solicitation(s). Please provide – (1) whether or not you would pursue, (2) challenges, and (3) concerns based upon the option approaches below:

1. Simplified RFP based upon location. ALL ESCOs will be afforded the opportunity to develop and provide a fence-to-fence* Preliminary Assessment (PA) as a

proposal/response to the solicitation. PAs received in response to the solicitation will be reviewed based upon the solution set provided and vulnerabilities it mitigates for the garrison. PA solutions will be validated for realism and potential viability. One ESCO will receive the NTP to Detailed Feasibility Study (DFS). If final DFS does not include the full scope of the PA, then the Government could move to the 2nd best ESCO's PA proposed. Please also provide feedback on the following:

- a. If chosen, will small businesses be able to support?
 - b. Will receiving a PA from every ESCO be reasonable?
 - c. Does the ESCO have the resources to perform multiple PA's on separate projects at once?
 - d. Cost implications?
 - e. Expected time to complete?
 - f. What level of guarantee can be provided that the ESCO's proposed PA solution can be implemented?
 - g. What level of installation support will be required for the ESCO to develop the PA, also could this support be completed as a group during a walkthrough or site visits?
2. 2-phase down select process. 1st phase will be a down-select based upon current methods, except that the down-select will narrow the field to 2 or 3 ESCOs. The 2 or 3 ESCOs will then be afforded the opportunity to prepare a PA and subsequently evaluated as per item 1 above.
 3. The RFP includes 1 or more known garrison vulnerabilities or requirements and requests a proposal on how the ESCO would close those vulnerabilities and fulfill those requirements using various viable ECMs. The RFP will also include up to 2 other identified complex ECMs for the ESCO to investigate. Proposals will be evaluated and validated for realism and potential viability and a single ESCO down-selected. After down-selection the ESCO will prepare a fence-to-fence PA as is normal process.
 4. The RFP includes up to 5 identified ECMs that could provide a viable project to fulfill Efficiency, Affordability, and Resilience goals considering the site's unique situations and vulnerabilities. Proposals will be evaluated and validated for realism and potential viability and a single ESCO down-selected. After down-selection the ESCO will prepare a fence-to-fence PA as is normal process.
 5. Continue selection of ESCOs as currently done. After ESCO down-selection the ESCO will prepare a fence-to-fence PA as is normal process.
 6. Any other selection process recommendations/improvements that will enable more credit for ingenuity, innovation, and greater holistic solutions? i.e.
 - a. Suggested evaluation factors (resiliency, innovation, etc.)

b. Use of a sample project?

* “Fence to fence” indicates the potential investigation of all locations under the control of the installation and all potential ECMs, unless restricted by installation security controls.

Also, please provide a response to the following:

1. As an ESCO, can you describe any tax incentives or other beneficial financial activities that are possible within ESPC/UESC, but not being used currently on DoD projects?
2. What barriers exist that are restricting scope and utilization of the ESPC/UESC to the maximum extent possible?
3. What obstacles or constraints can be removed by the Government to reduce costs or execution time?
4. Are there any suggestions to improve utilization of ESPC/UESC projects within the current framework?
5. Any other recommendations not mentioned above?

Respondents shall not be obligated to provide the services described herein and it is understood by the United States Government that the cost estimates provided as a result of this request are “best” estimates only.

The response date for this research is October 13, 2023. All responses to this RFI may be submitted via e-mail to Lisa L Steenburn, Contracting Officer, at Lisa.L.Steenburn@us.army.mil, courtesy copy to Dale Adkins, Program Manager, at Dale.B.Adkins@us.army.mil. Note: The phone number for the Contracting Officer is (256)895-5236.

Thank you,

Lisa L Steenburn
Contracting Officer