

Pay for Performance (P4P) Program FAQs

Q1: Who determines whether my project is good for Pay for Performance?

A: The DCSEU Account Manager, in collaboration with the DCSEU P4P team, will determine if the site and project is a good candidate for Pay for Performance.

Q2: What is the incentive structure?

A: The DCSEU offers varying incentives primarily based on energy savings but also based on factors such as project cost, scope, and funding availability. A P4P incentive agreement, with \$/MWh and \$/MMBtu commitments, will be issued after a baseline energy model has been established. The incentive will be capped at project cost. Please contact us to learn about current typical incentive rates.

Q3: Who receives the rebate?

A: The default recipient of the rebate is the customer paying for the project. If the customer wishes to send the rebate directly to the contractor, there is a specific “3-Party” incentive agreement to authorize that transaction.

Q4: Are there any upfront incentives to push a project?

A: No, incentives are paid after a post-project evaluation period once savings have been measured and verified.

Q5: As a customer receiving rebates from other DCSEU programs, am I still eligible for incentive money through the P4P program?

A: Yes. Your Account Manager, in conjunction with the P4P team, will determine if this is possible on a case by case basis. The savings deemed from another project can likely be subtracted out of the savings estimated in the P4P analysis.

Q6: What customers would be excluded from this program?

A: Customers with less than 500,000 kWh annual electricity usage, or 1,000 MMBtu of annual natural gas usage if the project concerns natural gas, are likely ineligible for the program. Additionally, any customer for whom a baseline energy model is not possible to be created will be ineligible for the program.

Q7: Do preferred contractors bring customers into the program, or does the DCSEU bring customers to preferred contractors?

A: Preferred contractors are encouraged to bring current and potential customers to DCSEU for program consideration. When customers contact the DCSEU for advice, and when the DCSEU identifies opportunities in the field, the list of preferred contractors will be used to facilitate customer action.

Q8: What type of information is being asked to be released to DCSEU?

A: DCSEU asks that the customer/contractor shares:

- Scope & Timeline
- Site energy use data (for at least 1 year before the project and at least 1 year after the project)
- Documentation of energy efficiency measures implemented
- Occupancy Rates & Non-Routine Events (i.e. efficiency measures, equipment failures, tenant moveouts, renovations, significant changes in tenant activity, etc.)
- Total cost of the project

Q9: What is the analysis methodology?

A: Please see [this description of our analysis methodology](#).

Q10: The title of the solicitation implies this solicitation is a vehicle for C&I customers only, but the first sentence of the RFQ references residents. Is this RFQ open to residential providers who would want to offer homeowners and/or renters services on a P4P basis?

A: The first sentence is a general description of the purpose of the DCSEU. The purpose of the RFQ is to find providers of energy efficiency services for the Commercial and Institutional sector only.

Q11: Does the C&I category of this RFQ include multifamily?

A: Yes, P4P can be done on residential MF buildings, but master metered only due to the resources it would take to collect/analyze multiple utility bills on individual units.

Q12: Based on experience, is there an approximate idea of the volume of work a contractor might see in (a) multifamily buildings, and separately, in (b) non-res commercial buildings?

A: This is not a direct contract. The intent of this RFQ is to discover experienced energy efficiency service providers (SP) who, once approved, will be included in a list of “DCSEU’s Participating Pay for Performance Partners.” This RFQ asks for a SP’s project to be submitted where their work has influenced persistent energy savings which can be shown through data analysis following IPMVP standards. This will allow DCSEU to collaborate with the SP to ensure that they understand DCSEU’s requirements for this type of project. The ultimate choice of a SP on future projects is at the customer’s discretion.