

CASE STUDY

William Beaumont Hospital

ESPC Quality Assurance Services

Project: Energy Savings Performance Contract
Quality Assurance Program

Client: Beaumont Services Company

Scope: In 2002, Celtic Energy, Inc. provided quality assurance of a \$7M ESPC contract between an owner and ESCO. Duties included due diligence review of savings calculations, and monitoring and verification plans prior to execution of multi-million dollar contract. CEI also assisted with negotiations, O&M, and training. Post-contract duties will include monitoring of ESCO's M&V, commissioning, and training plan execution.



Features: Celtic Energy was selected, after a nationwide search, by the largest hospital in the county to provide M&V Consulting Services. William Beaumont Hospital (3MSF+) was engaged in a \$14 million ESPC project, and had lost confidence in the ESCO's informal approach to M&V; the deal was close to collapsing after 6 months.

Within 60 days, Celtic Energy reviewed the complex project offering comprised of two dozen projects, analyzed savings calculations, M&V, O&M, and training plans, and prepared a set of recommendations that were accepted by the client.

The ESCO was refocused on a more robust, yet pragmatic M&V approach, transparent savings calculations, and more equitable O&M plans. The client regained confidence in the ESCO, and the deal, saving this very valuable project from failure.

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