

# Performance Contracting Basics

# Office of Energy Security Energy & CO<sub>2</sub> Policy & Programs

# What It Is:

# What It Is: An Alternative Procurement Method

# What It Is:

Evaluate

## What It Is:

Evaluate  
Design & Spec

## What It Is:

**Evaluate  
Design & Spec  
Project Mgmt**

## What It Is:

**Evaluate  
Design & Spec  
Project Mgmt  
Finance**

## What It Is:

Evaluate  
Design & Spec  
Project Mgmt  
Finance

Train

## What It Is:

**Evaluate  
Design & Spec  
Project Mgmt  
Finance**

**Train  
Monitor**

## What It Is:

**Evaluate**  
**Design & Spec**  
**Project Mgmt**  
**Finance**

**Train**  
**Monitor**  
**Maintain**

## What It Is:

**Evaluate**  
**Design & Spec**  
**Project Mgmt**  
**Finance**

**Train**  
**Monitor**  
**Maintain**  
**Guarantee**

# What It Isn't:

# What It Isn't: A Free Lunch

What It Isn't:  
A Free Lunch

What It Is:

What It Isn't:  
A Free Lunch

What It Is:  
A Tool

# How to Make it Work:

# How to Make it Work: Stay in the Driver's Seat

**How to Make it Work:**  
**Stay in the Driver's Seat**  
**Clarity in Contract**

**How to Make it Work:**  
**Stay in the Driver's Seat**  
**Clarity in Contract**  
**Measurement & Verification**

# Statutory Authority:

# Statutory Authority: Schools

Statutory Authority:  
Schools

Minnesota Statutes Section 123B.65

# Statutory Authority: Cities, Counties, Towns

**Statutory Authority:**  
**Cities, Counties, Towns**  
**Minnesota Statutes Section 471.345**

# Differences:

Differences:  
**Schools: RFP/RFQ Process Details**

## Differences:

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**Schools: OES Contract/Savings Review**

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**Schools: RFP/RFQ Process Details**

**Schools: OES Contract/Savings Review**

**Municipals: 20 Year Maximum**

# Resources:

Resources:  
[energy.info@state.mn.us](mailto:energy.info@state.mn.us)

**Resources:**

**[energy.info@state.mn.us](mailto:energy.info@state.mn.us)**

**[energyservicescoalition.org](http://energyservicescoalition.org)**