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## Integrated Energy Services Framework Agreement (IESFA), Edition 4

*The framework agreement that allows Italian contracting authorities to operate, manage and maintain technological heating and air conditioning plants as well as electrical plants through a sustainable energy performance contract.*

In November 2015, **Consip** published an open tender public procurement procedure for the acquisition of energy services and related services from a single supplier per geographical lot.

The main aim of this single supplier framework agreement is to procure sustainable integrated energy services at centralised level in order to allow contracting authorities to operate, manage and maintain their heating, air conditioning and electrical plants through a **sustainable performance based contract**. Such contract allows contracting authorities to purchase energy vectors at competitive prices as well as to manage and maintain their electrical, heating and air conditioning plants through energy requalification interventions and the use of a monitoring system, all implemented by the supplier.

This single supplier framework agreement is at its fourth edition, each edition implements the lessons learnt from the previous procurement exercises and introduces additional improvements based on the evolution both of the public demand and of the market.

Once the framework contract is awarded, public authorities can issue their purchasing order and monitor the quantitative plafond still available for purchasing integrated energy services from a specific geographical lot through the e-procurement platform Acquisti in Rete<sup>1</sup>.

### Pre-award phase of the procurement procedure

During the pre-award phase, Consip analysed both public demand and the market, involving major stakeholders such as public authorities, energy service companies (ESCO), energy agencies and trade associations.

This phase of the procurement procedures included:

- a **demand analysis** based on the available data on the e-procurement platform managed by Consip and on the data shared by public administrations;
- an **analysis of previous tenders** related to the same subject-matter of the procurement procedure, either run by Consip or by other national procuring entities;
- **market consultations** addressed to economic operators and trade associations using

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<sup>1</sup> [www.acquistinretepa.it](http://www.acquistinretepa.it)



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questionnaires<sup>2</sup> and one-to-one meetings.

The procurement procedure aims at meeting the actual needs and expectations of Italian public administrations and at favouring the participation of every interested and qualified economic operator, including the smaller ones.

### Award phase of the procurement procedure

In 2015, Consip published an open tender procurement procedure to award the single supplier framework agreement divided into **16 geographical lots** of the **estimated total value of 1.845.000.000,00 €**.

Each lot includes the following services.

- A. **Energy service** – the supply of the energy vector for heating and thermal plants, included the related services to operate, manage and maintain such plants.
- B. **Electric energy service** – the supply of the electric energy vector for electrically powered air conditioning plants and electric plants, included the related services to operate, manage and maintain such plants.
- C. **Technological service for air conditioning plants** – services to operate, manage and maintain air conditioning plants.  
**Technological service for electrical plants** – services to operate, manage and maintain electrical plants.
- D. **Energy management service** – the service includes: a) the implementation of energy requalification measures; b) the installation and management of monitoring systems, remote control and remote monitoring systems; c) the elaboration of the energy diagnosis of the building as well as its energy certification.
- E. **Managing services** – the services include: a) the implementation, management and maintenance of integrated workplace management systems to collect floor plans, plant schemes and related information; b) the management of maintenance activities provided for in the contract and the related service requests.

The fixed fee of each of the first four services listed above (from A to D) includes the fixed services as well as the energy management service and the managing services (services E and F). As foreseen in the tender documents, (fixed) prices can be periodically revised according to price fluctuations of energy and maintenance costs since the contract duration can be of six or

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<sup>2</sup> The market consultation questionnaire is available at: <https://www.consip.it/bandi-di-gara/consultazioni-del-mercato/consultazioni-del-mercato-2015>



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nine years.

Contracting authorities can choose to buy additional maintenance works related to the first four services listed above (from A to D). The corresponding extra fees are regulated in the framework contract.

The single supplier framework agreement is awarded according to the most economically advantageous tender (**MEAT**) award criteria where **50 points are dedicated to the technical offer and 50 points to the economic offer**.

The **technical offer** includes the submission of a **technical project** where the economic operator indicates what are the **energy efficiency measures to be implemented in order to achieve the proposed energy consumption savings**.

In particular, the bidder offers **savings on thermal baseline consumption**. Measures to achieve such savings have to be implemented since the beginning of the contract. The proposed thermal base consumption savings have to be achieved starting from the end of the second heating season, for the entire duration of the contract.

In addition, the bidder offers **savings on the electricity baseline consumption**. Measures to achieve such savings have to be implemented since the beginning of the contract. The proposed electricity consumption savings have to be achieved starting from the end of the second year of the contract, for the entire duration of the contract.

The **economic offer** includes in the computation of the final price the **50% quota of green energy** to be used throughout the duration of the contract. To this aim, in the execution phase, the supplier has to certify to the contracting entity that at list 50% of the electricity used is green, this can be done also by using the Renewable Energy Certification System (RECS).

In addition, an innovative aspect of the contract is the **“energy saving sharing coefficient”**. Consip sets the baseline for this coefficient in the tender documents. Such baseline can be increased in the economic offer by each bidder according to the rules set in the technical specifications. The “energy saving sharing coefficient” represents in **monetary terms** an increasing part over time of the energy savings that the contracting authority obtains during contract execution by means of the energy requalification measures implemented by the supplier.

Such economic savings allow the contracting entity to obtain an increasing **reduction of the initial contractual fee** when the savings on the thermal baseline consumption and the electricity baseline consumption indicated in the technical offer are achieved.



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### The ordering phase

Not all lots of the single supplier framework agreement have been yet awarded.

As specified in the tender documents, **the overall duration of the awarded framework agreement is 24 months**. Public contracting authorities can issue direct orders within the framework agreement directly on the e-procurement platform, signing either a **six or nine years contract**. The purchasing public authorities can choose among the different services described above: energy service; electric energy service; technological service for air conditioning plants; technological service for electrical plants. Such services include the energy management service and the managing services that are used to assess and implement **measures to optimize energy consumption and reduce energy waste**.

The contracting entity that intends to buy from the framework agreement can submit a **preliminary order** using the e-procurement platform Acquisti in Rete<sup>3</sup>. All valid preliminary orders are assessed by the supplier, which goes on site for a **preliminary audit**. After having performed this assessment, the supplier elaborates the **Technical and Economic Plan** for a contract duration of six and nine years so that the contracting authority can evaluate both proposals and their advantages in terms of savings and proposed energy requalification measures. The contracting authority can either choose one of the proposals or ask the supplier to revise the proposed Technical and Economic Plans for further evaluations. Finally, the contracting authority **submits its order through the e-procurement platform** attaching the Technical and Economic Plan to its request.

This single supplier framework agreement allows the supplier to **customize the integrated energy services and the energy requalification measures proposed by the supplier to the needs of the contracting authority in compliance with the terms and conditions set in the framework contract**.

#### The key sustainable and innovative elements of the procurement procedure:

- the awarded supplier guarantees that **50% (or more)** of the energy consumption indicated in the Technical and Economic Plan submitted by the contracting entity in the ordering phase derives from the use of **green energy**;

<sup>3</sup> [https://www.acquistinretepa.it/opencms/opencms/scheda\\_iniziativa.html?iIniziativa=d95b63d9f6dde9a6](https://www.acquistinretepa.it/opencms/opencms/scheda_iniziativa.html?iIniziativa=d95b63d9f6dde9a6)



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- the contract provides contracting authorities with monitoring tools which allow to measure the actual energy consumption in order to identify and reduce energy waste by adopting **energy requalification measures** implemented by the supplier;
- such requalification measures allow for **direct and indirect savings** due to the reduction of energy consumption and energy waste;
- the supplier puts into place a marketing strategy to inform local public authorities on how to buy integrated energy services from the framework agreement thus contributing to **raise awareness on green energy consumption and energy saving**;
- contract duration can vary from 6 or 9 years, such long-term duration allows the supplier to **invest in the creation of new jobs and in the training of its workforce** thus implementing social responsibility considerations;
- the division into 16 geographical lots allows for the **participation of smaller economic operators** which can participate in groups (e.g. Consortia, Enterprise Networks) or as subcontractors.

### Results of previous editions

In the year 2014 Consip has been awarded the European Energy Service Award (EESA) in the category “Best European Energy Service Promoter” presenting the project “Heat and Save: from Energy saving to Public Efficiency”. The project illustrated the results of the first and second edition of this integrated energy service framework agreement.

As of now, not all lots of the single supplier framework agreement have been awarded and therefore it is not possible to calculate and advertise the impacts and outcomes of the procurement exercise.

Nevertheless, it is possible to calculate the results obtained for the previous three editions of the framework agreement in terms of:

- **number of Contracting Authorities (CAs)** that have used the framework agreement;
- **number of energy efficiency measures (EEMs)** carried out during the performance of the framework agreement;
- estimated **amount of tonnes of oil equivalent (TOEs) saved** thanks to the implementation of energy efficiency measures;
- estimated **amount of tonnes of carbon dioxide (tCO<sub>2</sub>) saved** thanks to the implementation of energy efficiency measures.



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Tender edition	CAs	EEMs	TOEs	tCO <sub>2</sub>
1 <sup>st</sup> Edition	324	887	13.804,50	40.755,29
2 <sup>nd</sup> Edition	298	1.938	64.451,96	159.958,99
3 <sup>rd</sup> Edition	282	2.199	212.504,46	521.828,79
<b>OVERALL</b>	<b>904</b>	<b>5.024</b>	<b>290.760,92</b>	<b>722.543,07</b>

The results of the fourth edition of the Integrated Energy Services Framework Agreement are expected to be in line with the ones obtained for the previous editions.

Tender documents and information related to the procurement procedure are **published on Consip website** at the following webpage: <https://www.consip.it/bandi-di-gara/gare-e-avvisi/gara-sie-4>

Link to the **e-procurement platform Acquisti in Rete**:

[https://www.acquistinretepa.it/opencms/opencms/scheda\\_iniziativa.html?idIniziativa=d95b63d9f6dde9a6](https://www.acquistinretepa.it/opencms/opencms/scheda_iniziativa.html?idIniziativa=d95b63d9f6dde9a6)