

Barriers for Energy Efficiency

Title:

Scope of work in the detailed energy audit

Section:

Proposal preparation -

Category:

Contract Negotiation

Industry:

General

Summary:

In many cases the expertise of the reputed consultant is exploited by the industries without compensation to arrive at a specific scope and identify the areas requiring attention. These industries will then have the required task executed by other agencies.

Back ground:

In some of the cases, where the unit is interested in getting a detailed energy audit to be done, it is the responsibility of the plant people to identify the scope of the work and areas to be included in the audit.

Here the plant personnel cleverly shift the task of arriving at detailed scope for an energy audit on the reputed consultants in the field by executing the following steps.

- ☞ Send the request for an audit in the plant to the reputed consultants
- ☞ Provide the details as per the detailed questionnaire given by the consultant
- ☞ Request the consultant to visit the plant for one or two days before quoting to identify the scope of the study and areas where the potential exists
- ☞ Conduct discussions about detailed energy audit methodology and put forth questions related to the scope
- ☞ Request the consultant to quote with the detailed scope

After receiving the scope of the work from the reputed consultant, the company identifies a local consultant to take up the same scope of the work at much lower price compared to that of the reputed consultant's fee.

The company uses the expertise of external consultant free of cost with or without providing even the travel costs.

Lesson learnt:

Not all companies who are willing to avail such services will translate into clients. It is very difficult at the initial stage to identify the client's intentions. Though such exploitation is not avoidable, at least the company should meet the cost of consultant for conduct of the scoping study.