Performance Contracting: Expanding Horizons, 2nd Edition

Description: In an industry changing as rapidly as performance contracting, this completely revised and updated edition is a must read for those concerned about energy and the environment, examining state-of-the-art facts and pragmatic realities from financing to measurement and verification, and including up-to-date how-tos for both end users and energy service companies (ESCOs). You'll find expert advice on developing RFPs and RFQs, tips on making your energy project financeable, and guidelines for effectively negotiating and developing energy services agreements. You'll learn the key strategies for managing risks, both from a users and a service providers point of view, as well as ways to expand ESCO business and serve customers more effectively. An in-depth look at the global marketplace includes financing techniques and international development opportunities for ESCOs.

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