

WSGR ALERT

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DEPARTMENT OF DEFENSE SOLICITS PRE-PROPOSALS FOR INSTALLATION ENERGY “TEST BED” DEMONSTRATION PROGRAM

On February 2, 2012, the Office of the Secretary of the Department of Defense (DOD) announced that it now is accepting five-page pre-proposals for the Environmental Security Technology Certification Program (ESTCP), which funds innovative energy technology demonstration projects at military installations. As discussed in this WSGR Alert, ESTCP plays a critical role in the DOD's energy strategy and can serve as a springboard for technology providers and developers seeking opportunities to work with the DOD.

The DOD spends approximately \$4 billion annually on facility energy consumption to power more than 500,000 buildings at roughly 500 military installations worldwide. The purpose of ESTCP's Installation Energy Program is to validate innovative technology performance, thereby accelerating the deployment of new technologies that directly support the military's aggressive energy goals and operational needs. For young companies, successful completion of a project under ESTCP can lead to broader opportunities within the military, where ESTCP becomes a “pipeline” of technology that is ripe for more widespread adoption.

The DOD utilizes ESTCP as one method of identifying new solutions to reduce energy usage and intensity, increase renewable onsite energy generation, and improve energy security. With these objectives in mind, candidate technologies for the fiscal year 2013 ESTCP Energy Installation solicitation are sought in the following areas:

- Cost-Effective On-Site Distributed Generation

- Advanced Component Technologies to Improve Building Energy Efficiency
- Advanced Building Energy Management and Control
- Tools and Processes for Decision-Making Associated with Energy Use and Management
- Smart Secure Integrated Installation Energy Management

Program awards are typically between \$2 and 4 million and provide an opportunity for innovative early-stage companies to position themselves as qualified candidates for future procurement solicitations and contracts. Funds will support technical validation activities as well as project installation and development costs, and because the program is administered out of the Office of the Secretary of Defense (OSD), projects may be conducted across Army, Navy, Air Force, or Marine Corps installations. While proactive identification of a military base partner can improve the competitiveness of an application, applicants are not required to identify a specific military base in the initial proposal, as the topics of interest (and prospective benefits) cut across many DOD installations. Upon submitting the five-page pre-proposal, select applicants will be invited by the DOD to submit full applications and those without a predetermined site will be provided assistance from the DOD in selecting an appropriate military installation. **Pre-proposals are due March 29, 2012, at 2:00 p.m. EST** and must be submitted electronically. The submission must concisely describe the technology, including its level of

development or maturity and its cost/benefit to the military.

Wilson Sonsini Goodrich & Rosati's government initiatives team members have experience in preparing these applications as well as advising companies on strategies for successfully positioning projects, including partnering strategies, which can improve the likelihood of success. For more information, please contact Taite McDonald (tmcdonald@wsgr.com), Sara Hochman (shochman@wsgr.com), or Todd Glass (tglass@wsgr.com).



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650 Page Mill Road
Palo Alto, CA 94304-1050
Tel: (650) 493-9300 Fax: (650) 493-6811
email: wsgr_resource@wsgr.com

www.wsgr.com

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