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Performance Contracting Expanding Horizons, Second Edition

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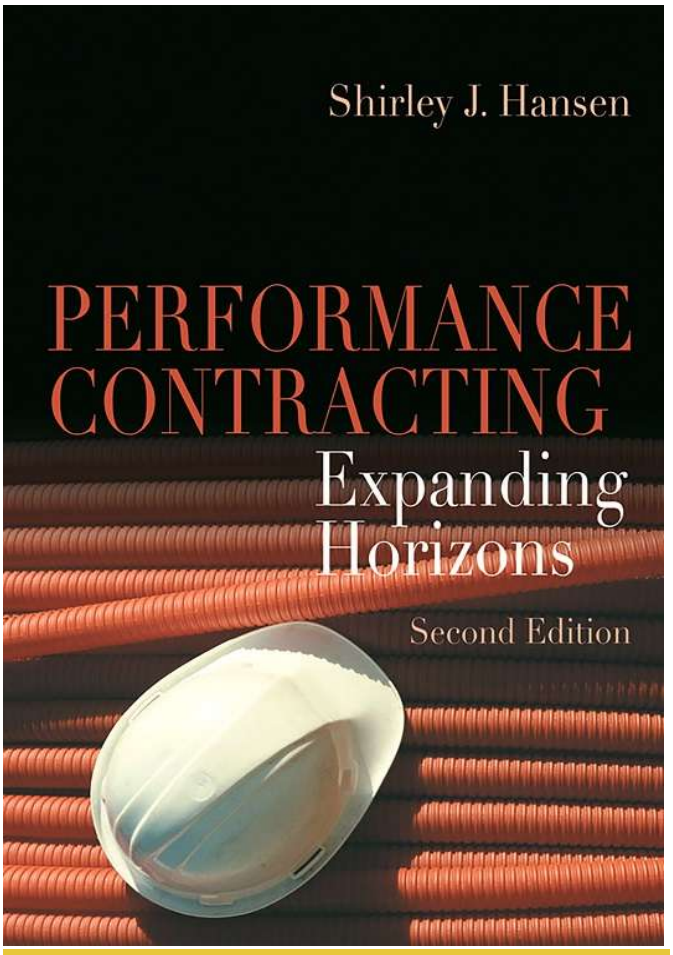
Performance Contracting is a must-read for those concerned about energy and the environment. It examines state-of-the-art facts and pragmatic realities from financing to measurement and verification, and includes up-to-date how-to's for both end users and energy service companies. Readers will find expert advice on RFPs and RFQs, tips on making an energy project investment worthy, and guidelines for effectively negotiating and developing energy services agreements. They will also learn the key strategies for managing risks, both from a user's and a service provider's point of view, as well as ways to expand business and serve customers more effectively.



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