



Staff Report Item 12

TO: Ava Community Energy Authority

FROM: Matt Chiodo, Power Resources Contracts and Settlements Analyst

SUBJECT: **Adapt2 Consulting Services Agreement**

DATE: April 17, 2024

Recommendation

Adopt a Resolution authorizing the Chief Executive Officer (CEO) to negotiate and execute a Consulting Services Agreement (CSA) between Ava Community Energy ("Ava") and Adapt2, Services Inc ("Adapt2").

Background and Discussion

Ava Staff is asking the Board for authorization to execute a new CSA with Adapt2 for contract management and deal capture software services. The CSA with Adapt2 would extend the term by 3-years under a new CSA, with a total amount not to exceed \$1,115,00 over the term, beginning in May 2024 at the earliest.

Ava currently has a CSA with Adapt2 using their contract management and deal capture software. Adapt2 has been a valuable software provider, and its software is being used to aggregate the components of our deals in a manageable and searchable interface, and the software also tracks our settlements and energy product deliveries. Ava has been using the software throughout the original 3-year term, and it has provided operational benefits to Ava.

Ava originally assessed how our deals and contracts are currently managed and selected Adapt2 through a competitive solicitation. Ava spent the last 3 years integrating the software into our operations, including entering all our active and historic deal information and establishing data connections to other platforms that Ava uses

internally. Ava is still realizing the benefits from the software, so Ava is asking the Board to authorize another 3-year term. Switching from Adapt2 to another service at this time would be disruptive, as staff continue to operationalize the platform and leverage the software to track our deals across our energy portfolio.

Fiscal Impact

The agreement shall be for a 3-year subscription term. The total amount of the Agreement is not to exceed \$1,115,000 over the term and shall start at the earliest in May 2024. These costs have been accounted for in the Power Resources budget.

Attachments

- A. Resolution Authorizing the Chief Executive Officer to Negotiate and Execute a Consulting Services Agreement with Adapt2, Inc

RESOLUTION NO. R-202x-XX

A RESOLUTION OF THE BOARD OF DIRECTORS

OF AVA COMMUNITY ENERGY AUTHORITY AUTHORIZING THE CHIEF EXECUTIVE OFFICER TO NEGOTIATE AND EXECUTE A CONSULTING SERVICES AGREEMENT WITH ADAPT2, INC

WHEREAS on October 24, 2023, the East Bay Community Energy Authority legally adopted the name Ava Community Energy Authority (“Ava”);

WHEREAS Ava was formed as a community choice aggregation agency (“CCA”) on December 1, 2016, Under the Joint Exercise of Power Act, California Government Code sections 6500 et seq., among the County of Alameda, and the Cities of Albany, Berkeley, Dublin, Emeryville, Fremont, Hayward, Livermore, Piedmont, Oakland, San Leandro, and Union City to study, promote, develop, conduct, operate, and manage energy-related climate change programs in all of the member jurisdictions. The cities of Newark and Pleasanton, located in Alameda County, along with the City of Tracy, located in San Joaquin County, were added as members of Ava and parties to the JPA in March of 2020. The City of Stockton, located in San Joaquin County was added as a member of Ava and party to the JPA in September of 2022. The City of Lathrop, located in San Joaquin County, was added as a member to Ava and party to the JPA in October of 2023.

WHEREAS Ava previously conducted a competitive solicitation and selected Adapt2 as a software platform for contract management and deal capture;

WHEREAS Ava would like to renew the subscription to Adapt2’s contract management and deal capture software platform to meet Power Resources, Finance, and Data and Analytics objectives;

WHEREAS Ava has used the Adapt2 software’s compatibility and connectivity with our existing databases and changing to another service would be disruptive to current operations;

WHEREAS Ava staff has determined Adapt2 is a contract management and deal capture software platform that fits the current and future needs of Ava;

NOW, THEREFORE, THE BOARD OF DIRECTORS OF AVA COMMUNITY ENERGY AUTHORITY DOES HEREBY RESOLVE AS FOLLOWS:

Section 1. The Chief Executive Officer is hereby authorized to negotiate and execute a Consulting Services Agreement with Adapt 2, Inc.

ADOPTED AND APPROVED this _____ day of _____, 202x. *{insert day and month of Board Meeting}*

Jack Balch, Chair

ATTEST:

Adrian Bankhead, Clerk of the Board