

EBCE Responses to Questions on RFP for Engineering and Project Development Services

April 14, 2021

Q1: Given that EBCE's existing PV+Storage consultant (Arup) is mentioned specifically in the RFP, should bidders expect that Arup is not eligible to bid on this RFP?

Or alternatively, if Arup can already provide a full set of engineering and development services and is eligible to bid on this RFP, can EBCE expand on the specific services/capabilities which you are seeking from new consultants that your existing consultant is not expected to provide?

A1: Arup's current Contract Service Agreement (CSA) with EBCE does not include scope of work tasks described in this RFP. Per EBCE procurement rules as a public agency, EBCE must solicit proposals for these new services. In turn, Arup is eligible to bid on this RFP, but all bids will be evaluated on their merits.

The specific services/capabilities that EBCE is requesting from consultant(s) are defined and described in detail in the RFP.

Q2: Since successful completion of procurement under Step 1b would require RFP design, bid management, evaluation etc., is Arup already under contract to provide this set of services? Or will bidders offering procurement design, or other specific experience with EBCE, LDBP goals, the facilities of EBCE's member jurisdictions and translating DER system operational requirements into procurement be of specific interest?

If so, would EBCE be open to consultants bidding on Step 1b separate from Step 1a?

A2: Arup is under contract to assist with the development of the RFP. However, it is expected that the selected consultant(s) that provide services under Step 1a will generate information based on the technical site evaluations specific to potential roof and structural conditions and electrical load capacity upgrades that will inform the RFP. That is, EBCE intends to integrate information generated in Step 1a into the RFP and design of Step 1b. Therefore, EBCE is not interested in proposals for Step 1b only.

Q3: Page 4 of the RFP indicates that "EBCE expects Step 1a charges to be per facility, while Step 1b and 2 will be billed at an hourly rate."

Page 11 of the RFP indicates that "The proposed budget shall also include a list of project team members with their qualifications, their proposed role for the project, their hourly rate, and the number of anticipated hours they will spend on project tasks."

Please clarify whether or not hourly rates and number of anticipated hours for each project team member are required for Step 1a.

A4: Hourly rates per team member are required in the response. Since EBCE expects Step 1a to be charged per facility, the number of hours per project team member need not be specified.

Q5: Billing Rates

This section indicates certain facilities comprising the portfolio may not have "as-built" drawings or information, and also indicates pricing for the structural assessment may include an option for a secondary review if the initial review is inconclusive. In a similar vein, would EBCE desire pricing for a second electrical review if the initial review is inconclusive (e.g., if electrical equipment ratings are unknown due to lack of information or drawings)?

A5: No, electrical interconnection capabilities should be identified during the Site Visit. Facility staff will provide access to electrical equipment so that a determination can be made. If there are unknown issues that persist, they should be called out in the final report so that EBCE can provide the details in the RFP for development.

Q6: Service Agreement

Please provide EBCE's standard form of Service Agreement. Exhibit D of the RFP (page 17 of PDF) appears to be blank as of 4/6/21.

A6: The RFP has been revised to include the CSA and can be found here: [EBCE Current Solicitations](#).

Q7: Background - Energy Storage

This section indicates certain facilities were marked for standalone storage installations. Would the application intent of these systems be for peak shaving/load shifting purposes? Similarly, for facilities marked for storage+PV, would the intent be for the storage strictly to be used for energy arbitrage of the PV energy (i.e., DC-coupled?) Or, are these details to be determined during the scope contemplated in this RFP?

A7: All consultants interested in responding to this RFP are strongly encouraged to review the scope of work in detail prior to proposal submission to EBCE.

As stated on Page 7 of the RFP EBCE has identified opportunities for stand alone solar, *not stand alone battery energy storage* as represented in the question above. EBCE is evaluating stand alone solar as a means to make the portfolio of projects for each of our local government partners cost effective over the life of the assets.

For Solar+Storage projects the intent is for the battery energy storage system to be utilized for resilience, energy arbitrage and peak shaving. The sizing of the battery has been designed for backup requirements of each facility's use case during a power outage.

Q8: Background

How firm are the project conceptual designs and/or sizing previously performed by EBCE? Would EBCE be willing to modify certain project conceptual designs through information learned as the scope associated with this RFP is executed? If so, to what extent - for example, if a certain facility's structural capacity is deemed unsatisfactory as a result of the structural evaluation portion of this scope, could a different facility not previously contemplated for a project be substituted into the portfolio?

A8: The solar array designs were completed by EBCE using HelioScope and Energy Toolbase. These tools enabled evaluation of the available area and optimization of financial returns for projects at each facility.

Depending on the outcome of the roof, structural and electrical capacity analysis, if the consultant(s) identify buildable areas to be smaller than originally scoped by EBCE, that is something EBCE is willing to consider in collaboration with our local government partner. Please note, these sites have been vetted to great extent with EBCE's local government partners. In turn, site substitution opportunities are not likely feasible as all viable municipal facilities have been evaluated for inclusion into this portfolio

Q9: Background

Please confirm if results of the prior analysis using HelioScope and Energy Toolbase are available for review.

A9: Yes. The designs will be made available to the selected consultant(s).

Q10: Key Activities - Structural

Is the intent of the scope under the structural integrity evaluation that the consultant performs a full licensed structural engineering desktop/calculation to confirm or determine the load-bearing capacity of each structure in the portfolio? Or, is the intent that the consultant assist EBCE with high-level feasibility and cost estimation based on site visits and/or available drawings, subsequently seeking out or soliciting these services from either an EPC or dedicating structural engineering firm?

A10: The initial structural evaluation is intended to assess the ability of the structure to support the proposed solar array based on visible structural elements and available drawings. If the initial evaluation is inconclusive, a secondary structural engineering review may be needed and EBCE will engage the selected consultant to complete this evaluation.

Q11: Key Activities - Design

Will EBCE be seeking for conceptual designs/layouts and/or single line electrical drawings for each facility to be generated during this phase to form the basis of the EPC RFP for the portfolio?

A11: No. EBCE is requiring single line electrical drawings as a deliverable of this work, and is open to discussing proposals on additional work products that facilitate a successful EPC RFP.

Q12: Key Activities - Generation

Will EBCE be seeking formal generation estimates for each facility comprising the portfolio based on the conceptual sizing determined during this scope?

A12: No. If there are adjustments to the size of systems based on site evaluations then the revised designs will be incorporated into the HelioScope and EnergyToolBase designs completed by EBCE.

Q13: Key Activities - EPC RFP

Please clarify the extent of support the consultant is expected to provide during development of the EPC RFP, particularly around contribution to specifications. Is EBCE seeking assistance with detailed technical equipment specifications, determining/approving equipment suppliers, and drafting a comprehensive EPC scope of work including milestone completion/testing requirements?

A13: As stated on Page 7 of the solicitation, EBCE has an existing contract with Arup to draft the EPC RFP. The selected consultant will provide technical input based on site evaluations and their core capability. EBCE is not planning to develop an approved vendor list to accompany the RFP. EBCE expects the selected consultant to provide input to project development schedules, milestones and completion/testing requirements.

Q14: How many sites exactly do we need to evaluate?

A14: All consultants interested in responding to this solicitation are strongly encouraged to review the scope of work in detail prior to proposal submission to EBCE.

As stated on Page 7 of the solicitation, the total number of sites is expected to be between 150-200 over the next 2 years. This work will be phased (see Page 7). EBCE may select multiple consultants through this RFP to distribute the work in order to enable site evaluation process efficiency and timely completion of scope.

Q15: What type of facilities are those specifically? What is the breakdown of building types?

A15: All consultants interested in responding to this solicitation are strongly encouraged to review the scope of work in detail prior to proposal submission to EBCE.

Please see Page 10 (Project Sites) of the RFP for a description of site types.

Q16: How many Square Feet is each facility (Property & facility)?

A16: As stated on Page 10 of the RFP, the portfolio of site types vary. A list that includes the square footage of each facility is not necessary at this time.

Q17: What are the specific bidder insurance requirements?

A17: The EBCE standard CSA has been added to the solicitation: <https://ebce.org/solicitations/>. EBCE's insurance requirements are listed in the CSA.

Q18: What are the proposed terms and conditions of the Service agreement?

A18: See A17

Q19: In the RFP phase, will we be working from a detailed and prepared RFP, or are we drafting that RFP from scratch?

A19: See A13

Q20: Would you like us to provide a base RFP?

A20: No. EBCE has a standardized RFP.

Q21: Will we be playing a role in reviewing and offering negotiation support on the EPC agreement?

A21: All consultants interested in responding to this solicitation are strongly encouraged to review the scope of work in detail prior to proposal submission to EBCE.

As stated on Page 9 of the solicitation (1b) the selected consultant(s) will assist EBCE and Arup in reviewing and selecting an EPC vendor.

Q22: In terms of project management of the development process, we are anticipating weekly meetings with contractors when we are nearing NTP and construction and through that process, potential calls with permitting agencies and bi-monthly visits to the construction site when construction starts. Does the City believe this is reasonable?

A22: Please submit your planned scope of work for Project Development Services in your proposal.

Q23: Do we create a permit set structural design for a PV set submitted by a third party? Or are we responsible for reviewing the set submitted to us?

A23: No. The selected EPC vendor will develop the permit sets.

Q24: Are you intending to take portfolios of facilities -- their solar + storage systems -- out to market for third party financing? If not, is there a budget per site?

A24: All consultants interested in responding to this RFP are strongly encouraged to review the scope of work in detail prior to proposal submission to EBCE. As stated throughout the solicitation, EBCE will take the portfolio out for 3rd party financing in phases.

Q25: How “critical” are the critical loads that have been defined in the 300 facilities cited? What percent of their total loads are the critical loads generally?

A25: Critical loads vary by site type and are informed by the use case of the facility in serving the community in time of emergency. The systems were sized for a 5-day outage duration and designed with a >50% probability of keeping the facility’s loads online for the 5-day outage duration.

Q26: How much energy resilience -- in terms of duration, hours running critical loads -- are you planning to provide? Has cost-effectiveness been the limiting factor on how much resilience can be provided to each site?

A26: See A25. The sizing of battery energy storage systems was based on critical loads across facility types. The battery energy storage system requirement was not limited by cost effectiveness. The reason that some solar only facilities have been added to the portfolio is to boost the cost effectiveness of the entire portfolio, since Solar + Storage systems at some facilities will not be cost effective.

Q27: What prices were used for solar and storage and their controls to determine the cost effectiveness of each site?

If a PPA was assumed, what ITC rate was it based on?

If a PPA was assumed, is it for a 25 year term?

A27: A cost estimate was completed for each site using publicly available cost data and feedback from external consultants on the market rates for Solar + Storage systems. The initial cost estimate was pre-tax. For a PPA we would assume a 26% ITC. EBCE and our local government partners will determine acceptable PPA terms with the EPC and financing providers as we progress to the Project Development stage.

Q28: How will this program serve large facilities that could be financed on their own showing strong financial returns?

A28: Each of EBCE’s local government partners will have a group of facilities with solar and/or Solar + Storage projects that will need to be cost effective at the portfolio level. Some projects will be more cost effective than others.

Q29: Will the energy storage systems be a) used for peak clipping? b) used for energy arbitrage? c) aggregated to provide grid services? d) all of the above?

A29: See A7

Q30: Do you envision a battery carve-out for energy resiliency?

A30: EBCE expects that battery energy storage systems will maintain a reserve margin to supply resilience to critical municipal facilities at all times.

Q31: Have your local government partners signed any formal commitments to participate?

A31: In addition to being members of EBCE's Joint Power Authority, each of EBCE's local government partners currently included in Phase 1 of the project scope are working to obtain City Council approval committing them to EBCE's procurement process as described in the solicitation.