

****IMPORTANT NOTICE****

- The format of this RFP has been simplified.
- Only the following pages require signatures:
 1. Exhibit A – Pre-Qualification Questionnaire
 2. Exhibit B.1 – Bid Response Packet, Bidder Information and Acceptance page must be signed by Bidder
 3. Exhibit B2 – Bid Pricing Forms

Please read **EXHIBIT B.1 – Bid Response Packet** carefully, **INCOMPLETE BIDS WILL BE REJECTED.** Alameda County will not accept submissions or documentation after the bid response due date.



COUNTY OF ALAMEDA

REQUEST FOR PROPOSAL No. 901098

for

REGIONAL RENEWABLE ENERGY PROCUREMENT (R-REP)

For complete information regarding this project, see RFP posted at http://www.acgov.org/gsa_app/gsa/purchasing/bid_content/contractopportunities.jsp or contact the County representative listed below. Thank you for your interest!

Contact Person: Michael Lu, Contract Specialist II

Phone Number: (510) 208-9649

E-mail Address: Michael.Lu@acgov.org

RFQ RESPONSE DUE

by

2:00 p.m.

On

October 22, 2013

RFP RESPONSE DUE

By

2:00 p.m.

December 26, 2013

at

Alameda County, GSA–Purchasing

1401 Lakeside Drive, Suite 907

Oakland, CA 94612



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COUNTY OF ALAMEDA
PREQUALIFICATION AND REQUEST FOR PROPOSAL No. 901098
SPECIFICATIONS, TERMS & CONDITIONS
for
REGIONAL RENEWABLE ENERGY PROCUREMENT (R-REP)

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ATTACHMENTS

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B. BID FORMS

- B.1 Bid Response Requirements Packet
- B.2 Pricing Submittal Form
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C. SITE AND PARTICIPATING AGENCY INFORMATION

- C.1 Site Summary and Bundling Spreadsheet
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- C.4 Participating Agency Credit Ratings
- C.5A Accessing the File Transfer Portal (FTP)
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- D.1 Solar PV Specifications and Requirements
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- D.3 Fuel Cell Specifications and Requirements

E. LEGAL AND REGULATORY INFORMATION

- E.1 PPA Template
- E.2 Cash Acquisition Terms and Conditions
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F. RFP DISTRIBUTION LIST

G. RFP EVALUATION CRITERIA SCORING MATRIX (FOR QUALIFIED PROPOSERS)

I. OVERVIEW AND SCOPE

A. INTENT

The County of Alameda (hereinafter “the County”) acting as the lead agency, is requesting proposals from qualified firms (“Bidder(s)” or “Firm”) for up to 187 municipal facilities across 19 public agencies located within Alameda, Contra Costa, San Mateo and Santa Clara counties. The Proposer shall provide renewable energy electricity generating systems (“renewable energy” or “Systems”) using either a direct purchase, a power purchase agreement (“PPA”), a lease or some other financing program / method that creates net cost savings to the public agencies.

It is the intent of these specifications, terms and conditions to describe the requirements and process for purchasing renewable energy generation systems from selected bidders for the Regional Renewable Energy Procurement’s 19 participating public agencies within Alameda, Contra Costa, San Mateo and Santa Clara counties (“Participating Agencies”) and the County of Alameda.

This solicitation is being conducted in accordance with Government Code Section 4217.10, et. seq., and specifically, Section 4217.16, which authorizes public agencies to solicit proposals from qualified persons and to award a contract on the basis of the experience of the Firm, the type of technology employed by the Firm, the cost to the local agency, and any other relevant considerations, provided that the projects deliver net cost savings to the public agency. The solicitation will include a qualification, and then a proposal submittal phase where Qualified Proposers will be selected based upon best value for the majority of sites described in Bid Bundles using the evaluation and scoring criteria in Section III.B.1. While price is a factor in the evaluation of proposals, the Firm will be selected based on factors that provide the County and Participating Agencies with the best value overall given the specified evaluation criteria. The County and Participating Agencies reserve the right to award contracts for all, some or none of the listed sites depending on factors that are completely at their discretion. In addition to the Bid Bundles described above, there are two Alternate Bid Bundles.

B. SCOPE

This Request for Qualifications and Request for Proposals (hereafter RFP) is issued by the County of Alameda on its own behalf and on the behalf of 18 other participating agencies in the greater Bay Area. The scope of this RFP is to identify qualified providers of renewable energy power systems for municipal facilities via on-site generation of solar photovoltaic (PV), solar thermal, and fuel cell systems. To provide best value to each agency, various financing options are sought so that they can select from appropriate choices including, but not limited to direct purchase, power purchase agreement and other cost-effective options.

The potential capacity for renewable energy generation across the 187 sites in the Bid Bundles has been estimated to be over 31 MW by independent energy consultants. These sites have been grouped into nine (9) Bid Bundles to achieve the best value pricing for the Participating Agencies given considerations for technology, system size, existing rate structures, geography, unique contracting requirements, etc., and to create bid bundles that will achieve broad competitive appeal. Qualified Firms may provide proposals for one, multiple or all bundles, but must bid on all sites within each bundle for which they are providing a bid. Proposers will be evaluated based on their submitted proposals and pricing for each site, and the bid bundle(s).

The bundle pricing is intended to reflect a discounted price given the economies of scale and reduced transaction costs associated with the collaborative procurement. Although Participating Agencies have conducted site surveys and other due diligence, the Firms submitting bundle pricing should anticipate that there may be some sites within each bundle for which unforeseen conditions or other factors exist which may result in the inability to proceed with an individual site or sites as described. In such cases, Participating Agencies must have an opportunity to identify and substitute alternate sites of a similar size to those described in the relevant bid bundle within this solicitation. The site must be mutually acceptable to both the Participating Agency and the Firm. However, Participating Agencies are under no obligation to identify a substitute site. Furthermore, Participating Agencies reserve the right to determine whether to accept the Recommendation for Award and pricing as submitted. Therefore, bundle pricing as described in Exhibit B.2 – Bid Form should anticipate +/- 10% site movement within the bundle. Firms will be obligated to guarantee bundle pricing.

Participating Agencies reserve the right to determine the type of financing based upon the Firms proposed pricing and other Evaluation Criteria. Firms will be required to submit both PPA and cash acquisition pricing for all sites within each Bid Bundle.

In addition to the nine (9) Bid Bundles described above, there are two (2) Alternate Bid Bundles: one consisting of 70 sites and the second consisting of one site. The sites listed in the Alternate Bid bundles have not been assessed by independent energy consultants, nor is there detailed site information available. Qualified Firms may submit a bid for none, one, or more than one of the sites listed, and will submit pricing as described in BA.1 and BA.2.

1. Overview of Bid Bundles

TABLE 1 – BID BUNDLES

Bundle Name	Agencies per Bundle	Total Capacity of Bundle (kW)	Number of Sites per Bundle
S1 Small Bundle: Castro Valley Sanitary District, City of Menlo Park, City of Mountain View, City of Emeryville, City of Richmond, Hayward Area Recreation and Park District	6	503	15
S2 Small bundle: County of Alameda, City of Oakland, City of Berkeley, Alameda County Fire Department	4	505	30
M1 Medium Bundle 1: UC Berkeley, City of Fremont, Hayward Area Recreation and Park District	3	3,065	16
M2 Medium Bundle 2: County of Alameda, City of Oakland, Alameda County Fire Department	3	2,437	20
M3 Medium bundle 3: Contra Costa County, Central Contra Costa Sanitary District, City of Richmond, City of Walnut Creek	4	2,894	16
M4 Medium Bundle 4: City of Cupertino, City of Foster City, City of Menlo Park, City of Mountain View, City of Redwood City, County of San Mateo	6	2,104	12
L1 Large Bundle: County of Alameda, County of San Mateo, UC Berkeley	3	8,071	5
BA1 PV Bid Alternate Bundle 1: City of Berkeley, City of Emeryville, City of Oakland, UC Berkeley	4	5,407	70
BA2 PV Bid Alternate Bundle 2: County of Alameda	1	5,000	1
F1 Fuel Cell: County of Alameda	1	1,500	2
TOTAL		31,486	187
T1 Solar Thermal*	1	344,000 Btu/hr	2

*Solar thermal sites are not included in the total site number since these sites are also included in the PV bundles.

2. Site Information

Given the unique size of the R-REP, the County of Alameda and its team of consultants have organized the site and bundle information in an attempt to optimize Bidder’s assessment of the sites. This section of the R-REP provides a guide to where site specific information is located in the remainder of this document and accessible via the FTP site administered by the County of Alameda (see Section C.5 for additional information).

The Participants make no representations with respect to the sites, including their suitability. The Bidder and its Partners take sole and full responsibility for conducting

any necessary due diligence and assessing the sites and their conditions in developing its proposal. Such assessment of the sites and its conditions shall be performed by the Bidder at its own cost. Participants are not responsible for compensating Bidders for such work.

a. Preliminary Site Assessment Data

In order to select potential R-REP sites, the County and Participants contracted with reputable renewable energy consulting firms to complete feasibility studies of their respective facilities. Sites (with the exception of those included in the Alternate Bid Bundles: BA1 and BA2) included in the Solicitation were selected on the basis of the completed feasibility studies, with consideration given to proposed renewable energy system size and the economic feasibility of the proposed renewable energy systems. The potential for solar photovoltaic (PV), solar thermal, fuel cell, and wind technologies, as appropriate, for each location was analyzed. The evaluation of this site data was used to develop the R-REP bid bundles, and to verify the financial and technical feasibility of each site. Information regarding each site is included in Exhibit C.2 for Bidder review.

b. Site Visits

Considering the number of Participating Agencies, there are a large number of sites for Bidders' consideration in this RFP. The County and Participating Agencies will not be able to coordinate individual site visits for every site. However, bid walks of representative sites from across the bundles will be conducted. A schedule of the bid walks will be provided to Bidders. See Section II – Calendar of Events for information on these site walks. Site walks are not mandatory but are strongly encouraged.

c. Site Data Provided

Site information has been provided for Bidders' reference. All referenced documents are attached to this RFP as Exhibits and/or are available on the FTP and SFTP sites described below.

- (1) Site Summary and Bundling Spreadsheet – Exhibit C.1
- (2) Site Technical Overview Documents – Exhibit C.2 (FTP Site)
- (3) Site Historical Electrical Usage – Exhibit C.3 (FTP Site)
- (4) Solar Site Specifications and Requirements – Exhibit D.1

- (5) Solar Thermal Site Specifications and Requirements – Exhibit D.2
- (6) Fuel Cell Site Specifications and Requirements – Exhibit D.3

The County FTP and SFTP sites are accessible online, with instructions for access provided in Exhibit C.5 A and B. The FTP and SFTP sites contain additional project information, including site-specific Technical Overview Documents, Historical Electrical Usage, and Facility As-Built Plan-Sheets, where available. Bidders are required to make themselves aware of information included on the FTP and SFTP sites for formulation of their proposal pricing. All site documents have been reviewed for accuracy, but errors may exist. The County makes no representation or guarantee that information on the FTP and SFTP sites is complete or accurate.

NOTE: Due to the sensitive nature of some of the sites included in the R-REP, access to the SFTP site will only be granted to Qualified Proposers who have successfully completed Step 1 of the RFP.

C. ROLES AND RESPONSIBILITIES

1. County of Alameda
 - Prepare the Request for Qualifications/Request for Proposals and all pertinent exhibits.
 - Manage the RFP solicitation.
 - Lead the RFP response review process and participate in proposal review panels.
 - Assist Participating Agencies with compilation and posting of site specific information.
 - Convene the County Selection Committee.
 - Provide technical and financial consultants to assist in the RFP development, qualifications, proposal and bid evaluation, and negotiations processes.
 - Provide program support and assistance.
 - Support contract negotiations with selected bidders for final awards.
2. Participating Agencies
 - Select and approve renewable energy system sites for inclusion in R-REP.
 - May serve on the County Selection Committee to evaluate proposals.
 - Review results and recommendations from County Selection Committee.
 - Negotiate with recommended awardees.
 - Recommend to their approval authority final acceptance and award of contract(s).

- Determine the financing methodology (direct acquisition, PPA or lease) per site given proposed pricing.
- As applicable, execute contract documents per the selected financing methodology (direct acquisition, PPA or lease) and agreement terms.
- If applicable, execute Site Lease Agreement(s).
- Review and approve due diligence, environmental, design and construction plans and implementation.
- Facilitate and support the installation of the renewable power generation system.

3. Proposing Bidders

- Prepare and submit response to the RFP at their own cost.
- Provide all materials as requested in the Pre-Qualification Questionnaire, and upon receiving Notice of Qualification, follow all instructions and provide materials as described in Instructions to Bidders and Exhibit B.1.
- Determine technical and economic feasibility of system sites prior to contract award.
- Negotiate renewable energy contract(s) with Participating Agency(s).
- Perform all obligations as specified in contract documents.

D. BACKGROUND

The R-REP Project is based upon the successful Silicon Valley Collaborative Renewable Energy Procurement (SV-REP) Project, which at the time was the largest multi-agency procurement of renewable energy in the country. The R-REP expects to break this record with over 31 megawatts of power generation potential combined across 187 municipal sites.

Resource limitations and lack of expertise are two significant barriers to renewable energy adoption by local government. The R-REP is utilizing collaborative procurement to purchase renewable energy systems for public agencies (cities, counties, and special districts) throughout Alameda, Contra Costa, San Mateo and Santa Clara Counties. Participating local governments are interested in reducing operating costs, achieving greenhouse gas emission reduction targets and demonstrating leadership through the adoption of renewable energy. This regional collaboration will provide public agencies the following benefits:

- Reduce transaction costs and administrative time compared to traditional “go it alone” procurement;
- Achieve competitive contract terms (buyout options, performance guarantees, termination options, etc.) compared to similar projects;
- Standardize procurement documents, financing, and process;
- Accelerate financing and deployment of projects;
- Reduce greenhouse gas emissions associated with operations; and
- Promote local economic activity and job growth.

E. SPECIFIC REQUIREMENTS

The Proposer shall provide renewable energy electricity generating systems (“renewable energy” or “Systems”) using either a direct purchase, a power purchase agreement (“PPA”), a lease or some other financing program / method that creates net cost savings to the public agencies.

The specific requirements listed below are contractual requirements applicable to the Qualified Proposer. Qualified Proposers are those who have successfully completed the Pre-Qualification and received a Notice of Qualification from the County of Alameda.

1. Technical Requirements

All renewable energy power generation systems proposed under this RFP must conform to industry best practices and the requirements described in detail in Exhibits D.1, D.2, and D.3, along with site information provided in Exhibits C.2 and C.3, and during site walks, regardless of financing offered. Exhibits D.1 - D.3 provide system minimum specifications, warranty requirements, operations and maintenance requirements and performance guarantees. Qualified Proposers must demonstrate how their proposal will meet these technical requirements and pricing must include these specifications.

2. Financing Requirements

The majority of R-REP Participating Agencies and Alameda County prefer to use either traditional PPAs or cash acquisition method of purchasing renewable energy generation systems. Some Participating Agencies may also be interested in any alternative PPA structures, financing alternatives or sources of federal, state or local funding your firm can assist with providing (e.g. equipment leases,

government subsidized loans, etc.), pricing pegged to PG&E rates, Energy Service Contracts, etc.

The type of financing method will be determined during the negotiations phase of this solicitation. The contractual obligation will be to either provide design, construction/installation and commissioning of a renewable energy generation system under a cash acquisition methodology, or to provide renewable power under a PPA or other acquisition method as negotiated. The County of Alameda as Lead Agency for the procurement has provided template contract documents and key required contract terms for both the PPA and cash acquisition methodologies. These are included as Exhibits E.1 through E.5, respectively.

3. Terms and Conditions

For power purchase agreements, Exhibit E.1 provides a template agreement that includes all the key terms and conditions (highlighted in the Exhibit) that will be required in a final contract and must be included in the proposal. The County of Alameda, as Lead Agency, has made efforts to familiarize all participating agencies with the standardized terms and conditions reflected herein, with the objective of reducing the resources required of both the host agency and bidders during the negotiations phase of the solicitation process. The standardized PPA document in Exhibit E.1 is for bidders' reference. Although it is preferable for bidders to use the standard document, it is acceptable for bidders to use their own documents as long as each of the Terms and Conditions as specified in this RFP are included. All bidders must note exceptions to the standardized terms and conditions on Exhibit B.5A in all cases.

For direct acquisition, lease agreements or other proposed financing methodologies, Exhibit E.2 is a sample standard terms and conditions. Qualified Proposers must understand that Participating Agencies may have terms and conditions that vary from the provided sample standard agreement. Bidders should be aware that Participating Agencies may require performance bonds, liquidated damages and other terms standard to direct acquisition agreements under the California Public Contract Code. Bidders may take exception and must note exceptions in the provided sample standard terms and conditions on Exhibit B5.B.

Exceptions to Terms and Conditions will be reviewed as part of the evaluation process as an indicator of expedient negotiations. NOTE: Exceptions to terms and conditions may be grounds for disqualification.

4. Unique Contracting Requirements

Qualified Proposers must understand that Participating Agencies have unique contracting requirements. These contracting requirements in most cases will not influence bidders pricing. An example is the County of Alameda's Iran Contracting Act (ICA) of 2010. See

<http://www.acgov.org/gsa/departments/purchasing/policy/ica.htm>

Each Participating Agency has provided links to their unique contracting requirements in EXHIBIT E.4.

NOTE: It is the Qualified Bidder's responsibility to carefully consider these contracting requirements when preparing their bid submittals.

5. General Conditions

Participating Agencies have unique construction management requirements or general conditions documents. These are documents which define hours of operation, performance and payment bond requirements, safety requirements, and other factors relating to capital construction on government owned properties. Exhibit E.5 provides information to Qualified Proposers on where to access these general conditions documents for each Participating Agency. Qualified Proposers' proposals must demonstrate that they have successfully followed government agencies general conditions on prior projects.

NOTE: It is the Qualified Bidder's responsibility to carefully consider these contracting requirements when preparing their bid submittals.

6. Workforce Plan

R-REP has the potential to have a significant positive impact on the local labor market for solar PV, solar thermal, or fuel cell system designers, installers, electricians, general contractors, and other skilled positions. Participating Agencies are interested in understanding Qualified Proposer's plans for hiring local workers and apprentices. Workforce requirements are further described in Section IV - Instructions to Bidders. In addition, Participating Agencies may have unique contracting requirements relating to local workforce participation. Those unique contracting requirements that relate to workforce participation are described in Exhibit E.6.

In addition to specific requirements of Participating Agencies, the selected Bidder will be required to make a good faith effort to hire 40% local residents on all R-REP projects. Local residents are employees who reside within the nine county

Bay Area (Alameda, Contra Costa, Marin, Napa, San Francisco, San Mateo, Santa Clara, Solano, and Sonoma Counties).

NOTE: It is the Qualified Bidder's responsibility to carefully consider these workforce contracting requirements when preparing their bid submittals.

II. CALENDAR OF EVENTS

EVENT	DATE/LOCATION	
Request Issued	September 18, 2013	
Bidders Conference Q & A	October 4, 2013 @ 9:00am	at: Union City Conference Room 125 12th Street, Suite 400 Oakland CA 94607-6467 And via web-conference http://gsaalamedacounty.adobeconnect.com/rep/
Networking Conference	October 4, 2013 @ 1:00 p.m.	at: Union City Conference Room 125 12th Street, Suite 400 Oakland CA 94607-6467
Written Questions Due	by 5:00 p.m. on October 4, 2013	
Addendum Issued	October 16, 2013	
Step 1: Pre-Qualification Questionnaire Due	October 22, 2013 by 2:00 p.m.	
Qualified Vendor Notifications and Site Tour Logistics	October 29, 2013	
Site Tours	November 18 – November 25, 2013	
Step 2: RFP Response Due	December 26, 2013 by 2:00 p.m.	
Evaluation Period	December 26, 2013 - February 5, 2014	
Vendor Interviews	January 29 – February 4, 2014	
Contract Negotiations	February 13, 2014 – June 18, 2014	
County of Alameda Board Letter Recommending Award Issued	July 1, 2014	
County of Alameda Board Consideration Award Date	Q3 2014	
Contract Start Date	Q4 2014	

Note: Award and start dates are approximate. Each Participating Agency will determine dates following the County's recommendation for award.

A. NETWORKING and BIDDERS CONFERENCES

Bidders Conference

The bidders conference held on October 4, 2013 will have online conference option enabled for remote participation. Bidders can opt to participate via a computer with stable internet connection (the recommended Bandwidth is 512Kbps) at <http://gsaalamedacounty.adobeconnect.com/rep/>. In order to get the best experience, the County recommends that bidders who participate remotely use equipment with audio output capability such as speakers, headsets, or a telephone. Bidders may also attend this conference in-person.

A bidders conference will be held to:

- a. Provide an opportunity for bidders to ask specific questions about the project and request clarifications; and
- b. Provide the County with an opportunity to receive feedback regarding the project.

The bidder's conference will be webcast and recorded. All questions will be addressed and the list of attendees will be included in an RFP Addendum that will be posted on the County's website following the bidders' conference.

Networking Conference

As indicated on the schedule above, there will be a Networking Conference to provide an opportunity for interested bidders to identify subcontractors, workforce, or other project partners. Although bidders are encouraged to attend, the networking meeting is not mandatory. Participants interested in attending the bidders conference and the networking conference are strongly urged to RSVP by October 1, 2013 to: rrep@acgov.org. Please include "RREP RSVP" in the subject line.

B. FACILITY SITE WALKS

Access to a selection of sites will be provided to Qualified Proposers for their inspection, review and proposal preparation purposes. These have been selected as a representative sample across the bundles, but are not intended to provide a comprehensive view of all sites included in this RFP. Although these site walks are not mandatory, they are strongly recommended, and Qualified Proposers will be expected to make themselves aware of all site conditions at these and all sites prior to submitting a proposal.

For certain locations, a security and background check of bidders' employees will be performed by the Participating Agency for that location. Clearance forms will be provided to Qualified Proposers prior to the site walks and must be completed in order to participate in the walks.

The sites available for visitation are listed below. Site walk dates and times will be made available to Qualified Proposers in an Addendum.

Site Name	Jurisdiction	Location	Bundle
Martinelli Event Center	County of Alameda	3575 Greenville Rd. Livermore, CA	L1
Santa Rita Jail	County of Alameda	5325 Broder Blvd. Dublin, CA	L1
Santa Rita Multiple Buildings	County of Alameda	6289 Madigan Rd. Dublin, CA	L1
SMMC	County of San Mateo	299 W. 39th St. San Mateo, CA	L1
University Village	UC Berkeley	1125 Jackson St. Albany, CA	L1
Fremont Police Station	City of Fremont	2000 Stevenson Blvd. Fremont, CA	M1
Recreational Sports Facility	UC Berkeley	Bancroft Way at Ellsworth St Berkeley, CA	M1
Alco Park	County of Alameda	165 13th St., Oakland, CA	M2
Jackson Center	County of Alameda	1111 Jackson St., Oakland, CA	M2/F1
Municipal Service Center	City of Oakland	7101 Edgewater Dr. Oakland, CA	M2
Richmond Civic Center Auditorium	City of Richmond	403 Civic Center Plaza Richmond, CA	M3
New/Old Juvenile Hall	County of Contra Costa	202 Glacier Dr. Martinez, CA	M3
Sheriff-Coroner – Forensics/Patrol	County of Contra Costa	1960/1980 Muir Rd. Martinez, CA	M3
Arrillaga Family Gymnastics Center/ Menlo Park Civic Center	City of Menlo Park	501 Laurel Street Menlo Park, CA	M4
City of Cupertino Corporation Yard	City of Cupertino	10555 Mary Ave Cupertino, CA	M4

Site Name	Jurisdiction	Location	Bundle
City of Richmond Park Administration Offices	City of Richmond	3201 Leona Avenue Richmond, CA	S1
Hayward Landfill Site	County of Alameda	4001 West Winston Ave. Hayward, CA	BA2

III. SOLICITATION PROCESS

The County will conduct a competitive two-step solicitation process, including evaluating and recommending bidders for award. The process will include:

- **Step 1:** Pre-qualification of responsible and qualified Firms;
- **Step 2:** Request for Proposals during which the County will consider proposals submitted by pre-qualified Firms.

Only those Firms that are successfully qualified in Step 1 will be allowed to participate in Step 2. The County will qualify multiple bidders in Step 1.

During Step 2 of the RFP process, the County and Participating Agencies may award multiple qualified bidder(s) selected as the responsible bidder(s) and whose response conforms to the RFP and meets the County’s and Participating Agencies’ requirements on a “Best Value” basis for all bid bundles. The Bid Alternate proposals will be evaluated on a “Best Value” and site-by-site basis.

The County intends to award bidders for its own sites, and make recommendations to the Participating Agencies such that they may award and enter into contracts with bidders on sites included in the relevant Bid Bundles. Each Participating Agency will individually negotiate and execute contracts with the awarded bidder(s) for the sites included within each bid bundle.

For the Bid Alternate, the County and Participating Agencies may award to a single qualified bidder for any site listed in the Bid Alternate.

A. PRE-QUALIFICATION PROCESS

The pre-qualification process is solely for the purpose of determining which Contractors are deemed qualified. Firms will submit a Pre-Qualification Questionnaire (“Questionnaire”). The Questionnaire will be reviewed by the County which will determine whether applicants are qualified to submit proposals. The County may request a Contractor to submit additional information pertinent to the Pre-Qualification Questionnaire. The County also reserves the right to investigate and rely upon information from other available sources in addition to any documents or information submitted by the Applicant.

The County retains the sole discretion to determine issues of compliance and to determine whether a bidder is qualified. The County will determine a Firm's quality, fitness and capacity to perform projects satisfactorily. The County's decision on pre-qualification will be based on a pass/fail evaluation of several factors including but not limited to the following:

- Demonstrated experience on comparable projects
- Project references
- Licensing and registration requirements
- Claims, litigation and arbitration history
- Disqualification from previous projects
- Financial Strength and Capabilities

1. Pre-Qualification Scoring

Pre-Qualification will be pass/fail based upon questions as identified in the Prequalification Questionnaire (EXHIBIT A). The County retains the right to verify the accuracy of responses to the questionnaire.

2. Pre-Qualification Instructions

It is mandatory that all Firms that intend to submit a bid on the Project fully complete the Prequalification Questionnaire (EXHIBIT A), provide ALL materials requested, and be approved by the County to be on the Qualified Proposers list for the Project. No bid will be accepted from a Firm that has failed to comply with the requirements of the Prequalification Document.

Prequalification Questionnaires that fail to clearly present ALL of the requested information, present false or misleading information, or are not submitted timely in the format requested may be considered nonresponsive and rejected on that basis.

References identified in Step 1 - RFQ will be contacted as part of the RFQ verification and during the Step 2 - RFP reference checking processes.

While the Prequalification Questionnaire is intended to assist the County in determining bidder qualifications and responsibility prior to requesting bid proposals, the County reserves the right to verify all information and investigate references from other sources in its prequalification assessment of Firms.

3. Pre-Qualification Notice Process

Firms will be issued a Notice of Qualification/Non-Qualification. The process for protesting the determination of Non-Qualification is defined below.

4. Request For Qualifications (RFQ) Protest/Appeals Process

Alameda County GSA prides itself on the establishment of fair and competitive solicitations. The following is provided in the event that proposers wish to protest the qualification process.

- a. Any RFQ protest by any Proposer must be submitted in writing to the County's GSA-Assistant Director or designee, located at 1401 Lakeside Drive, 10th Floor, Oakland, CA 94612, Fax: (510) 208-9711, before 5:00 p.m. of the **FIFTH (5th)** business day following the date of issuance of the electronic Notice of Qualification, not the date received by the Firm. A RFQ protest received after 5:00 p.m. on the **FIFTH (5th)** business day following the date of issuance of the Notice of Qualification is considered received as of the next business day, and will not be considered.
 - (1) The RFQ protest must contain a complete statement of the reasons and facts for the protest.
 - (2) The RFQ protest must refer to the specific portions of all documents that form the basis for the protest.
 - (3) The RFQ protest must include the name, address, email address, fax number and telephone number of the person representing the protesting party.
- b. Upon receipt of written protest, GSA-Assistant Director, or designee will review and evaluate the protest and issue a written decision within five (5) days. The GSA-Assistant Director, or designee may, at his or her discretion, investigate the protest, obtain additional information, provide an opportunity to settle the protest by mutual agreement, and/or schedule a meeting(s) with the protesting Proposer and others (as appropriate) to discuss the protest.
- c. The decision will be communicated by email or fax, and certified mail and will inform the proposer whether or not the recommendation to the Purchasing Agent in the Notice of Qualifications is going to change. As used in this paragraph, a Proposer is affected by the decision on a Qualification protest if a decision on the protest could have resulted in the Proposer not being a Qualified Proposer for the RFP.

- d. The decision of the GSA–Assistant Director, or designee on the RFQ protest may be appealed to the Auditor-Controller's Office of Contract Compliance (OCC) located at 1221 Oak St., Room 249, Oakland, CA 94612, Fax: (510) 272-6502. All appeals to the Auditor-Controller's OCC shall be in writing and submitted within five (5) business days following the issuance of the decision by the GSA-Assistant Director, or designee, not the date received by the Proposer. An appeal received after 5:00 p.m. is considered received as of the next business day. An appeal received after the FIFTH (5th) business day following the date of issuance of the decision by the GSA-Assistant Director, or designee shall not be considered under any circumstances by the GSA or the Auditor-Controller OCC.
- (1) The appeal shall specify the decision being appealed and all the facts and circumstances relied upon in support of the appeal.
 - (2) In reviewing protest appeals, the OCC will not re-judge the prequalification submittal. The appeal to the OCC shall be limited to review of the prequalification process to determine if the contracting department materially erred in following the procedures outlined in the RFQ or, where appropriate, County contracting policies or other laws and regulations.
 - (3) The appeal to the OCC also shall be limited to the grounds raised in the original protest and the decision by the GSA-Assistant Director, or designee. As such, a Proposer is prohibited from stating new grounds for a RFQ protest in its appeal. The Auditor-Controller (OCC) shall only review the materials and conclusions reached by the Assistant Director of GSA or department designee, and will determine whether to uphold or overturn the protest decision.
 - (4) The Auditor's Office may overturn the results of a RFQ process for ethical violations by Purchasing staff, County Selection Committee members, subject matter experts, or any other County staff managing or participating in the competitive bid process, regardless of timing or the contents of a RFQ protest.
 - (5) The decision of the Auditor-Controller's OCC is the final step of the RFQ appeal process.
- e. The County will complete the RFQ protest/appeal procedures set forth in this paragraph before a recommendation to invite Qualified Proposers to bid on the project is issued by GSA.

- f. The procedures and time limits set forth in this paragraph are mandatory and are each Proposers sole and exclusive remedy in the event of RFQ Protest. A Proposers failure to timely complete both the RFQ protest and appeal procedures shall be deemed a failure to exhaust administrative remedies. Failure to exhaust administrative remedies, or failure to comply otherwise with these procedures, shall constitute a waiver of any right to further pursue the RFQ protest, including filing a Government Code Claim or legal proceedings.

B. REQUEST FOR PROPOSALS PROCESS

Qualified Proposers will be invited to submit proposals as described in Section IV, Instructions to Bidders and as specified in Exhibit B.1. GSA – Purchasing will review proposals to ensure that all required documents have been submitted. The Alameda County, Technical and Financial Consultants will review and prepare an analysis of each proposal for consideration by the County Selection Committee. The technical consultants will use PVsyst and other models to verify cost and production data provided on the bid forms. Bidders shall bear in mind any proposal that is considered unrealistic, will be deemed reflective of an inherent lack of competence or indicative of a failure to comprehend the complexity and risk of the County’s requirements as set forth in this RFP, and this will be reflected in the scoring as described in Exhibit G.

All proposals will be evaluated by a County Selection Committee (CSC) and the County’s technical and financial advisors. The County Selection Committee may be composed of County staff, Staff of Participating Agencies, and other public agency employees and consultants that may have expertise or experience in solar power and renewable energy systems and contracts. The CSC will score and recommend Bidders in accordance with the evaluation criteria set forth in this RFP. The evaluation of the proposals shall be within the sole judgment and discretion of the CSC.

All contact during the evaluation phase shall be through the GSA–Purchasing Department only. Bidders shall neither contact nor lobby evaluators and/or Participating Agencies and/or technical and financial advisors during the evaluation process. Attempts by Bidder to contact and/or influence members of the CSC or Participating Agency may result in disqualification of Bidder.

The County intends to recommend the award of contracts to the qualified, responsible bidder(s) whose response conforms to the RFP and whose bid presents the best value to the Participating Agencies, all evaluation criteria considered. The combined weight of the evaluation criteria is greater in importance than cost in determining the best value to the Participating Agencies. The goal is to award a contract to the bidder(s) that proposes the best quality as determined by the combined weight of the evaluation

criteria. The Participating Agencies may award a contract of higher qualitative competence over the lowest priced response.

1. REQUEST FOR PROPOSAL EVALUATION CRITERIA AND SCORING

Each of the Evaluation Criteria as described in Exhibit G will be used in ranking and determining the quality of bidders' proposals for all R-REP bid bundles. The scores for each Evaluation Criteria will be multiplied by the weighting as described in Exhibit G, and then added to arrive at a total score for each proposal. A proposal with a higher total will be deemed of higher quality than a proposal with a lesser total. The final maximum score for any project is five hundred (500) points given weighting as described in Exhibit G.

The proposal evaluation process will include a two-stage approach including an initial evaluation of the written proposal and preliminary scoring to develop a short list of bidders who will continue to the final stage of oral presentation, interview and final scoring. Depending upon the number of Proposers for each bundle we reserve the right to determine the number of bidders who will advance to oral presentations. The preliminary scoring will be based on the total points, excluding points allocated to oral presentation and interview.

The Proposers receiving the highest preliminary scores from each bundle will be invited to an oral presentation and interview. The oral presentation by each Proposer shall not exceed sixty (60) minutes in length. The oral interview will consist of standard questions asked of each of the bidders and specific questions regarding the specific proposal.

All bidders not shortlisted will be eliminated from the process. All bidders will be notified of the short list participants; however, the preliminary scores at that time will not be communicated to bidders.

The zero to five-point scale range is defined in detail in Exhibit G.

See Exhibit G for the detailed Evaluation Criteria, the respective weights of each evaluation criteria are as follows:

	Evaluation Criteria	Weight
A.	Completeness of Proposal: Proposals to this RFP must be complete. Proposals that do not include the content requirements identified within this RFP and subsequent Addenda and do not address each of the items listed below will	Pass/Fail

	<p>be considered incomplete, be rated a Fail in the Evaluation Criteria and will receive no further consideration.</p> <p>Proposals that are rated a Fail and are not considered may be picked up at the delivery location within 14 calendar days of contract award and/or the completion of the competitive process.</p>	
B.	Technical Proposal	20 Points
C.	Cost	25 Points
D.	Project Approach, Implementation Plan and Schedule	15 Points
E.	Financing Plan & Financing Partners	15 Points
F.	Proposer Qualifications and Experience	15 Points
G.	Contract Terms & Conditions	5 Points
H.	Oral Presentation and Interview:	5 Points
Total (unscored weights)		100 Points

C. NOTICE OF RECOMMENDATION TO AWARD

At the conclusion of the RFP response evaluation process (“Evaluation Process”), all bidders will be notified in writing by e-mail or fax, and certified mail, of the contract award recommendation, if any, by GSA – Purchasing. The document providing this notification is the Notice of Recommendation to Award.

1. The Notice of Recommendation to Award will provide the following information:
 - a. The name of the bidder being recommended for contract award; and
 - b. The names of all other parties that submitted proposals for the relevant bid bundle.

2. At the conclusion of the RFP process, debriefings for unsuccessful bidders will be scheduled and provided upon written request and will be restricted to discussion of the unsuccessful Proposer's bid.
 - a. Under no circumstances will any discussion be conducted with regard to contract negotiations with the successful bidder.
 - b. Debriefing may include review of successful bidder's proposal with redactions as appropriate.
3. The submitted proposals shall be made available upon request no later than five (5) business days before approval of the award and contract is scheduled to be heard by the Board of Supervisors.

D. RFP PROTEST AND APPEAL PROCESS

The County's Protest and Appeal process is described at:

<http://www.acgov.org/gsa/departments/purchasing/policy/bidappeal.htm>

E. AWARD

Following the RFQ and RFP solicitation process described above, projects will be awarded by each Participating Agency to the pre-Qualified Proposers who were recommended for award by the County Selection Committee following their submittal of a responsive bid that provides for the "best value" to the County and Participating Agency(s) as defined in California Public Contract Code and Government Code Section 4217.16, and as described in this RFP.

1. Awards may also be made to short-listed or other pre-Qualified Proposers, following a negotiations process, if initially-awarded Firms are unable to negotiate an agreeable contract with Participating Agencies within the awarded bundle.
2. The County and Participating Agencies reserve the right to reject any or all responses that materially differ from any terms contained in this RFP or from any Exhibits attached hereto, to waive informalities and minor irregularities in responses received, and to provide an opportunity for bidders to correct minor and immaterial errors contained in their submissions. The decision as to what constitutes a minor irregularity shall be made solely at the discretion of the County.
3. The County and Participating Agencies reserve the right to award to a single or multiple pre-Qualified Proposers.

4. The County and Participating Agencies have the right to decline to award this contract or any part thereof for any reason.
5. Participating Agencies' Governing Board or City Council approval to award a contract is required.
6. A contract must be negotiated, finalized, and signed by the recommended awardee prior to Governing Board or City Council approval. Participating Agencies retain the right to conduct Best and Final Offer negotiations processes.

Final Standard Agreement terms and conditions will be negotiated with the selected bidder. Template PPA and Standard Agreement documents are attached as EXHIBITS E.1 AND E.2.

These templates contain Agreement boilerplate language only. As noted previously, each Participating Agency has unique contracting terms and general conditions that will be included in any final negotiated agreement.

7. The RFP specifications, terms, conditions and Exhibits, RFP Addenda and Bidder's proposal, may be incorporated into and made a part of any contract that may be awarded as a result of this RFP.

F. METHOD OF CONTRACTING

1. A signed Agreement will be issued upon Board or City Council approval from each Participating Agency.
2. Agreement and notice to proceed will be faxed, transmitted electronically or mailed and along with the Notice to Proceed, shall be the authorization for the Proposer to begin work
3. Payments will be issued only in the name of Proposer or as specified in the Standard Agreement or PPA.
4. If Direct Acquisition purchase, then change orders shall be agreed upon by Proposer and Participating Agency and issued as needed in writing by Participating Agency as specified in the Exhibit E.2 Standard Agreement.
5. If PPA purchase, or other 3rd party financing method is used, then change orders shall be agreed upon by Proposer and Participating Agency and issued as specified in the Exhibit E.1, PPA Agreement

IV. INSTRUCTIONS TO BIDDERS

A. COUNTY CONTACTS

GSA–Purchasing is managing the competitive process for this project on behalf of the County and Participating Agencies. All contact during the competitive process is to be through the GSA–Purchasing Department only.

The evaluation and negotiations phase of the competitive process shall begin upon receipt of sealed bids and continue until a contract has been awarded, negotiated and executed. Bidders shall not contact or lobby evaluators during this process. Attempts by Bidder to contact evaluators may result in disqualification of bidder.

All questions regarding these specifications, terms and conditions are to be submitted in writing, preferably via e-mail by 5:00 p.m. on October 4, 2013 to:

Michael Lu, Contracts Specialist II
Alameda County, GSA–Purchasing
1401 Lakeside Drive, Suite 907
Oakland, CA 94612
E-Mail: Michael.lu@acgov.org
PHONE: 510-208-9649

The GSA Contracting Opportunities website will be the official notification posting place of all Requests for Interest, Proposals, Quotes and Addenda. Go to http://www.acgov.org/gsa_app/gsa/purchasing/bid_content/contractopportunities.jsp to view current contracting opportunities.

B. BID FORMS

Complete instructions for submitting bids can be found in EXHIBIT B.1: BID RESPONSE REQUIREMENTS PACKET.



EXHIBIT B.1

BID RESPONSE REQUIREMENTS PACKET

RFP No. 901098 – REGIONAL RENEWABLE ENERGY PROCUREMENT (R-REP)

To: The County of Alameda

From: _____
(Official Name of Bidder)

- Bidders are to submit one (1) original hardcopy bid (Exhibit B.1 – Bid Response Requirements Packet), including additional required documentation, with original ink signatures, plus one (1) copy and one (1) electronic copy of the bid in PDF with optical character recognition (OCR). The electronic copy shall be an exact representation of the original hardcopy. Documents shall be provided in the order specified in Exhibit B.1 – Bid Response Requirements Packet. The file must be on disk or USB flash drive. The disk or flash drive must be enclosed with the sealed original hardcopy of the bid.
- All submittals should be printed on plain white paper, and must be either loose leaf or in a 3-ring binder (not bound). It is preferred that all proposals submitted shall be printed double-sided and on minimum 30% post-consumer recycled content paper. Inability to comply with the 30% post-consumer recycled content recommendation will have no impact on the evaluation and scoring of the proposal.
- All bids must be SEALED and must be received at the Office of the Purchasing Agent of Alameda County by 2:00 p.m. on the due date specified in the Calendar of Events.

NOTE: LATE AND/OR UNSEALED BIDS CANNOT BE ACCEPTED. IF HAND DELIVERING BIDS PLEASE ALLOW TIME FOR METERED STREET PARKING OR PARKING IN AREA PUBLIC PARKING LOTS AND ENTRY INTO SECURE BUILDING.

Bids will be received only at the address shown below, and by the time indicated in the Calendar of Events. Any bid received after said time and/or date or at a place other than the stated address cannot be considered and will be returned to the bidder unopened.

All bids, whether delivered by an employee of Bidder, U.S. Postal Service, courier or package delivery service, must be received and time stamped at the stated address prior to the time designated. The Purchasing Department's timestamp shall be considered the official timepiece for the purpose of establishing the actual receipt of bids.

- Bids are to be addressed and delivered as follows:

REGIONAL RENEWABLE ENERGY PROCUREMENT (R-REP)

RFP No. 901098

Alameda County, GSA–Purchasing

1401 Lakeside Drive, Suite 907 *

Oakland, CA 94612

C/O Michael Lu

Bidder's name, return address, and the RFP number and title must also appear on the mailing package.

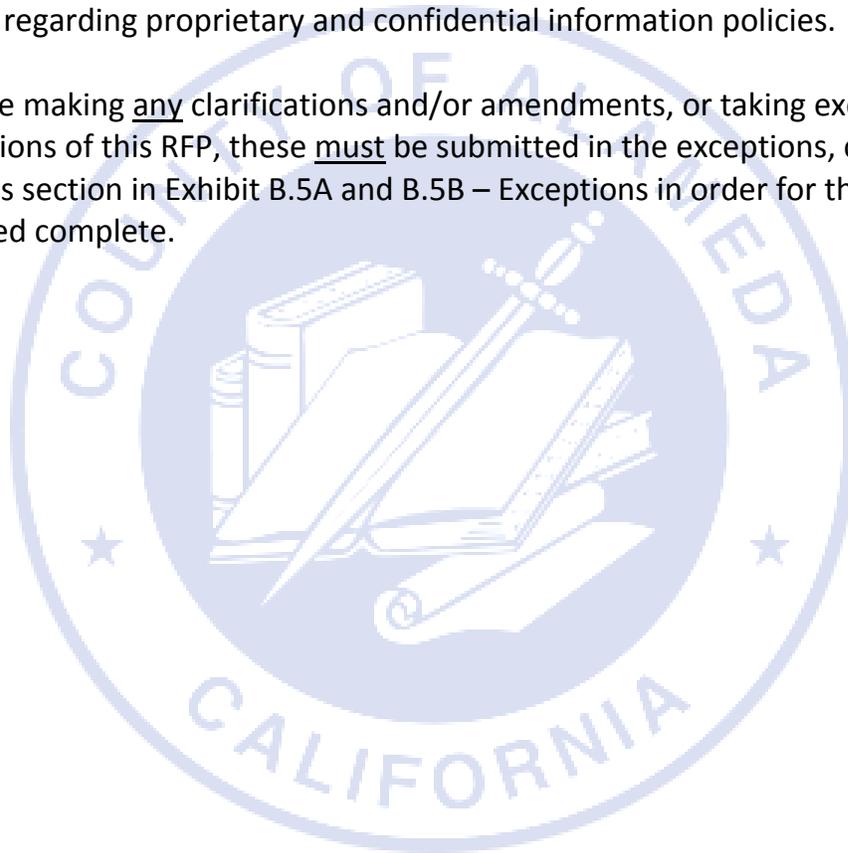
***PLEASE NOTE** that on the bid due date, a bid reception desk will be open between 1:00 p.m. – 2:00 p.m. and will be located in the 1st floor lobby at 1401 Lakeside Drive.

- Other than as instructed, Bidders shall not modify bid form(s) or qualify their bids. Bidders shall not submit to the county a re-typed, word-processed, or otherwise recreated version of the bid form(s) or any other county-provided document.
- All pages of the bid response requirements packet (Exhibit B.1) must be submitted in total with all required documents attached thereto; all information requested must be supplied; any pages of Exhibit B.1 (or items therein) not applicable to the bidder must still be submitted as part of a complete bid response, with such pages or items clearly marked “N/A”.
- No email (electronic) or facsimile bids will be considered.
- All costs required for the preparation and submission of a bid shall be borne by bidder.
- Only one bid response will be accepted from any one person, partnership, corporation, or other entity; however, several alternatives may be included in one response. For purposes of this requirement, “partnership” shall mean, and is limited to, a legal partnership formed under one or more of the provisions of the California or other state’s corporation’s code or an equivalent statute.
- All other information regarding the bid responses will be held as confidential until such time as the County Selection Committee has completed its evaluation, a recommended award has been made by the County Selection Committee, and the contract has been fully negotiated with the recommended awardee named in the recommendation to award/non-award notification(s). The submitted proposals shall be made available upon request no later than five (5) business days before the recommendation to award and enter into contract is scheduled to be heard by the board of supervisors. All parties submitting proposals, either qualified or unqualified, will receive mailed recommendation to award/non-award notification(s), which will include the name of the bidder to be recommended for award of this project. In addition, award information will be posted on

the County's "contracting opportunities" website, mentioned above.

- Each bid received, with the name of the bidder, shall be entered on a record, and each record with the successful bid indicated thereon shall, after the award of the order or contract, be open to public inspection.
- California Government Code Section 4552: in submitting a bid to a public purchasing body, the bidder offers and agrees that if the bid is accepted, it will assign to the purchasing body all rights, title, and interest in and to all causes of action it may have under section 4 of the Clayton Act (15 U.S.C. Sec. 15) or under the Cartwright Act (Chapter 2, Commencing With Section 16700, Of Part 2 Of Division 7 Of The Business And Professions Code), arising from purchases of goods, materials, or services by the bidder for sale to the purchasing body pursuant to the bid. Such assignment shall be made and become effective at the time the purchasing body tenders final payment to the bidder.
- Bidder expressly acknowledges that it is aware that if a false claim is knowingly submitted (as the terms "claim" and "knowingly" are defined in the California False Claims Act, Cal. Gov. Code, §12650 et seq.), County will be entitled to civil remedies set forth in the California False Claim Act. It may also be considered fraud and the contractor may be subject to criminal prosecution.
- The undersigned bidder certifies that it is, at the time of bidding, and shall be throughout the period of the contract, licensed by the state of California to do the type of work required under the terms of the contract documents. Bidder further certifies that it is regularly engaged in the general class and type of work called for in the bid documents.
- The undersigned bidder certifies that it is not, at the time of bidding, on the California Department Of General Services (DGS) list of persons determined to be engaged in investment activities in Iran or otherwise in violation of the Iran contracting act of 2010 (Public Contract Code Section 2200-2208).
- It is understood that the County reserves the right to reject this bid and that the bid shall remain open to acceptance by the County and Participating Agencies and is irrevocable for a period of two hundred and ten (210) days.
- It is understood that Participating Agencies may require extensions to the proposed bid price. The responsibility for negotiating an extended bid will rest with the individual bidder and the Participating Agency.
- Bid responses are to be straightforward, clear, concise and specific to the information requested.

- All prices and notations must be printed electronically; no modifications are permitted; errors may be crossed out and corrections printed in ink or typewritten adjacent, and must be initialed in ink by person signing bid.
- Bidder must quote price(s) as specified in RFP.
- Bidders that do not comply with the requirements, and/or submit incomplete bid packages, shall be subject to disqualification and their bids rejected in total.
- Bid responses, in whole or in part, are not to be marked confidential or proprietary. County may refuse to consider any bid response or part thereof so marked. Bid responses submitted in response to this RFP may be subject to public disclosure. County shall not be liable in any way for disclosure of any such records. Please refer to the county's website at: <http://www.acgov.org/gsa/departments/purchasing/policy/proprietary.htm> for more information regarding proprietary and confidential information policies.
- If Bidders are making any clarifications and/or amendments, or taking exception to policies or specifications of this RFP, these must be submitted in the exceptions, clarifications, amendments section in Exhibit B.5A and B.5B – Exceptions in order for the bid response to be considered complete.



BIDDER ATTESTATION

1. The undersigned declares that the Bid Documents, including, without limitation, the RFP, Addenda, and Exhibits have been read.
2. The undersigned is authorized, offers, and agrees to furnish the articles and/or services specified in accordance with the Specifications, Terms & Conditions of the Bid Documents of RFP No. 901098 – REGIONAL RENEWABLE ENERGY PROCUREMENT (R-REP).
3. The undersigned has reviewed the Bid Documents and fully understands the requirements in this Bid including, but not limited to, the requirements under the County and Participating Agency Provisions, and that each Bidder who is awarded a contract shall be, in fact, a prime Contractor, not a subcontractor, to County or Participating Agency, and agrees that its Proposal, if accepted by County or Participating Agency, will be the basis for the Bidder to enter into a contract with County or Participating Agency in accordance with the intent of the Bid Documents.
4. Bidder hereby certifies to County that all representations, certifications, and statements made by Bidder, as set forth in this Bid Form and attachments are true and correct and are made under penalty of perjury pursuant to the laws of California.
5. The undersigned acknowledges receipt and acceptance of all addenda.
6. The undersigned agrees to the terms, conditions, certifications, and requirements for the County and each Participating Agency, as listed in Exhibits E.4 and E.5, represented in the Proposers' Bid Bundles.
7. The undersigned acknowledges that Bidder will be in good standing in the State of California, with all the necessary licenses, permits, certifications, approvals, and authorizations necessary to perform all obligations in connection with this RFP and associated Bid Documents.
8. The undersigned warrants that their Financing Partner is not in bankruptcy or liquidation and has not been for the past 5 years, and has not, nor has any of the members of its governing board or principal officers, been indicted or convicted of fraud, corruption, collusion, bribery, or money laundering.
9. It is the responsibility of each bidder to be familiar with all of the RFP specifications, terms and conditions and, if applicable, the site condition for each site listed in the Bid Bundle. By the submission of a Proposal, the Bidder certifies that if awarded a contract they will make no claim against the County or Participating Agency based upon ignorance of conditions or misunderstanding of the specifications.
10. Patent indemnity: Vendors who do business with the County and Participating Agencies shall hold the R-REP Participants, their officers, agents and employees, harmless from liability of an nature or kind, including cost and expenses, for infringement or use of any patent, copyright or other proprietary right, secret process, patented or unpatented invention, article or appliance furnished or used in connection with the contract or purchase order.
11. Insurance certificates are not required at the time of submission. However, by signing Exhibit B.1 – Bid Response Requirements Packet, the Contractor agrees to meet the minimum insurance requirements stated in the RFP in EXHIBIT E.3. This documentation must be provided to the County and Participating Agencies, prior to award, and shall include an insurance certificate and additional insured certificate, naming the County of Alameda or Participating Agencies, as appropriate, which meets the minimum insurance requirements, as stated in the RFP.

Official Name of Bidder: _____

Street Address Line 1: _____

Street Address Line 2: _____

City: _____ State: _____ Zip Code: _____

Webpage: _____

Type of Entity / Organizational Structure (check one):

- Corporation
- Limited Liability Partnership
- Limited Liability Corporation
- Other: _____
- Joint Venture
- Partnership
- Non-Profit / Church

Jurisdiction of Organization Structure: _____

Date of Organization Structure: _____

Federal Tax Identification Number: _____

Primary Contact Information:

Name / Title: _____

Telephone Number: _____ Fax Number: _____

E-mail Address: _____

SIGNATURE: _____

Name and Title of Signer: _____

Dated this _____ day of _____ 20 _____

BID FORMS

See Exhibit B.2 inclusive.



RFQ AND RFP REQUIRED DOCUMENTATION AND SUBMITTALS

Step 1. Request for Qualifications

- 1. Letter of Transmittal (letter should not exceed one (1) page)
- 2. Prequalification Questionnaire (EXHIBIT A)

Step 2. Request for Proposals (only those Qualified Proposers)

All of the specific documentation listed below is required to be submitted with the Exhibit B.1 – Bid Response Requirements Packet in order for a bid to be deemed complete.

Bidders shall submit all documentation, in the order listed below and clearly label each section with the appropriate title (i.e. Table of Contents, Letter of Transmittal, Key Personnel, etc.). Except where otherwise noted, all content is in addition to the submitted pre-qualification questionnaire.

- 1. **Table of Contents:** Bid responses shall include a table of contents listing the individual sections of the proposal/quotation and their corresponding page numbers. Tabs should separate each of the individual sections.
- 2. **Letter of Transmittal:** Bid responses shall include a description of Bidder's capabilities and approach in providing its goods and/or services to the County, and provide a brief synopsis of the highlights of the Proposal and overall benefits of the Proposal to the County. This synopsis should not exceed three (3) pages in length and should be easily understood.
- 3. **Exhibit B.1 – Bid Response Requirements Packet:** Every bidder must fill out, sign and submit the complete packet.

(a) References:

- (1) Bidders must use the prequalification questionnaire included as Exhibit A to this RFP. References included in the prequalification questionnaire and template must be satisfactory as deemed solely by County. References should have similar scope, volume and requirements to those outlined in these specifications, terms and conditions. Reference information provided in the prequalification questionnaire will be evaluated as part of the RFP process in addition to serving as a qualification criteria.
 - Bidders must verify that the contact information for all references provided is current and valid.
 - Bidders are strongly encouraged to notify all references that the County may be contacting them to obtain a reference.
 - The County may contact some or all of the references provided in order to determine Bidder's performance record on work similar to that described in this request.

- The County reserves the right to contact references other than those provided in the Response and to use the information gained from them in the evaluation process.

(b) Exceptions, Clarifications, Amendments:

- (1) This shall include clarifications, exceptions and amendments, if any, to the RFP and associated Bid Documents, and shall be submitted with your bid response using the template in EXHIBIT B.5A and B.5B.
- (2) The County and Participating Agencies are under no obligation to accept any exceptions, and such exceptions may be a basis for bid disqualification.

4. **Qualifications and Experience:** Bidders are to complete Exhibit B.4 providing additional information demonstrating relevant project experience in terms of project type, size, client type, and financing mechanism. Bidders shall identify the number of installations completed in the Government sector, including system sizes, in the past three years and broken down by type of technology and system type, where applicable (e.g. ground mount, roof mount, parking lot, and/or parking garage).

In addition to completing the prequalification questionnaire, Bidders are encouraged to provide additional information describing their relevant experience and why it makes them the most qualified firm to perform the work. Shall not exceed 10 pages.

5. **Key Personnel:** Bid responses shall include a complete list of all key personnel associated with the renewable energy generation systems being delivered. This list must include all key personnel who will provide services/training to County staff and all key personnel who will provide financing, maintenance and support services for all project phases. Shall not exceed 25 pages. For each person on the list, the following information shall be included:
- (a) The person's relationship with Bidder, including job title and years of employment with Bidder;
 - (b) The role that the person will play in connection with the renewable energy generation systems being delivered;
 - (c) Address, telephone, fax numbers, and e-mail address;
 - (d) Person's educational background; and
 - (e) Person's relevant experience, certifications, and/or merits and track record of successfully delivering renewable energy systems.

Proposers must also utilize the Experience and Past Projects Form (Exhibit B.4) to list applicable and appropriate similar projects to demonstrate the Firm's capabilities for managing projects of the scope and scale contemplated in this RFP. Exhibit B.4 must be completed and submitted as part of the proposal.

6. **Technical Proposal:** The Technical Proposal shall describe the equipment, materials, and methods to be employed by Bidder to meet the goals of the County and Participating Agencies for the Project and the requirements set forth in this RFP. Bidders shall provide a narrative that describes the equipment and systems proposed and demonstrates how they

meet the requirements of the RFP and site specific constraints (roof type and age, soils issues, etc.). Bidders shall also provide a narrative that describes a detailed description of their O&M services, detailing the activities and the intervals at which they will be performed.

For Solar PV and Solar Thermal systems, Technical Proposal shall include the following:

- a. *Proposed System Overview:* Technical narrative that describes the proposed systems, including but not limited to: general considerations, rated kWp DC capacity, expected kWh AC output in the first year and over a twenty-five (25) year period, mounting approach (tilt, tracking), system layout and design, and total area required for the PV or solar thermal systems.
- b. *Proposed Equipment List:* Model, technical specifications, quantity and characteristics of: modules, inverters, mounting structures, tracking system (if any), generation meters, Data Acquisition System, and monitoring system. The Technical proposal will describe the availability, supply and quality of proposed equipment.
- c. *Proposed Equipment Warranties:* Documentation describing warranties for all major system components including modules, inverters, monitoring systems, tracking systems and mounting structures. Documentation must describe the duration of the warranty, and the nature of the performance guarantee(s).
- d. *Preliminary Layout of the System:* Provide a plan view layout drawing describing the locations of modules, inverters, inverter pads and shelters, transformers, trench and conduit runs, and other relevant information. Inverter locations shall be shown on each layout and scaled to convey the approximate space needed for the inverters and all associated equipment to be installed in the same location.
- e. *Racking and Roofing Details:* Explain in detail how proposed layouts and racking systems will facilitate easy access to roof areas for ongoing maintenance and repairs. Describe approach to sealing any roof penetrations, with particular emphasis on adherence to the specifications in Exhibit D.1, D.2, and D.3 where applicable, and maintenance of existing roof warranties.
- f. *Single-line Electrical Diagram of Proposed Systems.*
- g. *Monitoring System Preliminary Design:* Overview of the proposed DAS (Data Acquisition System), including quantity and model of proposed sensors, data acquisition hardware and software, screen shots of proposed solutions, and IT requirements. Respondents shall identify requirements for connecting the DAS to the Internet.
- h. *Monitoring / Data Presentation Information:* Specifications of proposed monitoring software, including screenshots of user interface and system diagnostic capabilities, as well as hosting requirements, performance data and billing management plan and processes.

- i. *Supporting Data:* Bidder shall submit, in Exhibit B.2, proposed quantity and model of modules and inverters, and other relevant information for each site in each bundle being proposed. Bidders shall also submit estimated production data in Exhibit B.2, along with the “Grid-Connected System: Simulation Parameter” report from PVsyst for each site being proposed. Production modeling must be performed using the assumptions stated in the Exhibit B.3. Solar Thermal Bidders shall submit estimated production data using a similar model.
- j. *Model solar energy production for all sites:* Firms must model solar energy production for all sites in PV bundles using the PVsyst program and the assumptions included in Exhibit B.3. Output from PVsyst shall be copied and pasted into the appropriate cells in Exhibit B.2A-G and B.2 J-K, which must be submitted with the proposal. Solar Thermal Bidders shall submit estimated production data using a similar model.

For fuel cell systems, the Technical Proposal shall include the following:

- a. Provide a description of the fuel cell technology selected and its applicability to the site. Include a site plan indicating how the fuel cell system will be located on the available site and drawings and specifications, as needed, to describe the system and solution. Provide a diagram of the fuel cell system, showing electrical loads and output, natural gas or other input fuel use, water flows, and other components.
- b. Define the expected service life of the proposed fuel cell system (based on proposed design and operational experience). Include a description of maintenance needs and projected downtime required for servicing the fuel cell. Provide the fuel cell system start up time and shut down time.
- c. Provide a description of the anticipated stack life and restacking time for the stack (based on design and operational experience).
- d. Provide the gross and net electrical generation capacity of the fuel cell for each year of the contract.
- e. Describe operations in the event of an absence or interruption of the grid.
- f. Provide documentation of the demonstrated reliability record of the proposed equipment.
- g. Provide the full load steady state guaranteed system new and gross electrical output and natural gas Higher Heating Value (HHV), Lower Heat Value, and the overall efficiency of the fuel cell system using both values.
- h. Provide the full load steady state heat available to recover with hot water in terms of Btu/hr, flows, and inlet and outlet temperatures, if appropriate to the fuel cell technology.

- i. Provide minimum load and part load electrical output as well as natural gas HHV inputs.
- j. Provide minimum load, part load and full load water use by the fuel cell system.

7. **Description of the Proposed Project Approach:** The Proposal shall include a description of the approach Bidder will use to design, procure long-lead time equipment, construct, and commission the Renewable Generation systems to meet the goals of the County as described in this RFP. The Proposal shall describe how Bidder will comply with the requirements of the RFP, obtain timely permits and approvals, and accommodate ongoing operations during construction, including how Bidder intends to meet the County's schedule.

The Proposal shall describe Bidder's approach to Project and construction management, document control, and Project administration including risk mitigation and escalation processes. Due to the number of potential PV sites, Respondent shall clearly indicate how the Work will be phased to meet the goals of the County and Participating Agencies. The Proposal shall include a narrative addressing how Bidder recommends phasing the Work in order to efficiently execute the design, Design Review, installation, and commissioning of the systems. The Proposal shall also describe quality assurance procedures and safety plans. The Proposal shall contain a description of Bidder's strategy for communicating with the County and Participating Agencies and assisting them in their efforts to achieve the overall objective(s) of the Project as described herein. Shall not exceed 10 pages.

8. **Financial Strength:** All Qualified Proposers must provide information as requested below relating to their team's financial ability to build, own (if necessary) and operate (if necessary) the R-REP projects. Please note that at any time during the entire selection and implementation process, we may request additional financial information. Please acknowledge your understanding of this statement and discuss any limiting considerations.

Qualified Proposers must provide either a or b:

- a. If available, provide audited financial statements for the past three (3) years for the prime firm and all supporting firms (excluding financing partners). Links to this information would be preferable.

If audited financial statements are not available then describe each firm's financial ability to build, own (if necessary) and operate (if necessary) the R-REP projects. Please include the following information:

- (1) Liquidity, including cash on hand and/or ways to finance short term cash flow requirements (lines of credit, revolving debt, etc.).
- (2) The basis for the ability to meet ongoing construction, operating and debt commitments (i.e. annual "free cash flow").

- (3) Are there any current, pending or anticipated lawsuits, commitments or other issues that would preclude the building, owning or operating the R-REP projects? If so, describe how you would mitigate these issues in connection with the R-REP projects.
- (4) The number of employees at each firm.

If the above is not available, then please provide the most recent Dun & Bradstreet Supplier Qualifier Report. For information on how to obtain a Supplier Qualifier Report, contact Dun & Bradstreet at 1-800-424-2495 or <http://www.dnb.com/government/contractor-management-portal.html>;

- b. Attach a certified statement from a bonding firm authorized to do business in the State of California. The certificate shall be submitted in original form and must indicate the maximum bonding coverage the surety will issue on the firm's behalf for a single contract, and shall also specify the total bonding that the surety will issue for all of the firm's work including uncompleted contracts.

9. **Financing Methodologies:** All Qualified Proposers must provide information as requested below relating to their financing methodologies. As requested below, all Qualified Proposers must describe the financing methodology they intend to use for the R-REP bid bundle(s). This section of the bid response should not exceed 10 pages. Please note that at any time during the entire selection and implementation process, we may request additional information regarding the financing methodologies or financing partners. Please acknowledge your understanding of this statement and discuss any limiting considerations.

Qualified Proposers must:

- a. For a PPA plan of finance, describe the structure of your partnership with the financial partners you anticipate using for these R-REP projects. If self-financing, please describe the financing plan, the source of funding and number of projects that the prime firm has financed utilizing this methodology. In addition, if self-financing, then the prime firm must demonstrate proof of funding sufficient for proposed bid bundles.
- b. For a PPA plan of finance, identify any financing or funding mechanisms you are considering that are not found in typical PPAs (e.g. debt provided by the government entity, new market tax credits, etc.)
- c. Please describe any additional sources of federal, state and local funding that may be available to the participating agencies. If additional sources are a loan or credit support, please provide indicative metrics (principal payments, interest rates, debt service schedules, final maturity, etc.).

- d. Identify whether the prime firm has ever filed for bankruptcy or experienced a delayed renewable energy generation project that resulted from a lack of available funding and/or a loss of funding to a client due to the inability to secure a financial partner. If yes, please explain.
- e. Provide representation that the prime firm and anticipated financial partners have not, nor has any of the members of its governing board or principal officers, been indicted or convicted of fraud, corruption, collusion, bribery, or money laundering. If bidder is unable to so warrant, then describe the circumstances and provide evidence that whatever is the case will not prevent it from entering into the contemplated agreements and fulfilling all services required.
- f. Those Qualified Proposers proposing an alternate financing mechanism must:
 - 1. Describe any alternate financing mechanisms. Provide indicative metrics (principal payment structure, interest rates, debt service schedules, final maturity, up-front fees, credit requirements, demographic requirements, etc.).
 - 2. Provide examples and references of similar successful financings using the proposed method(s).
 - 3. Provide a discussion on the difficulty of implementation and a description of the financing timeline.

10. **Implementation Plan:** Qualified Proposers are to provide a detailed GANTT style schedule describing all phases of the project and Bidder's services, major milestones, and task dependencies, associated with financing, designing, permitting, and installing the sites within each R-REP bid bundle. This implementation narrative shall include the financing strategy and timing, the procurement strategy for equipment and materials, steel fabrication plan, workforce plan, staging, construction, equipment installation, acceptance testing, project close-out, and commitment from financial partners and suppliers and/or manufacturers substantiating the availability of major long lead-time equipment or resources to meet the proposed schedule.

This implementation plan must inform the Participating Agencies of critical path decision milestones, and include time for review and approvals. Project schedules shall be submitted electronically in Microsoft MS Project or Primavera P6 format with Bid Packet. Bidders must identify the allocation of staffing resources necessary to deliver the projects. The plan excluding the electronically submitted schedule should be no more than five (5) pages in total and shall cover all bid bundles for which the bidder intends to submit bid proposals.

11. **Workforce Plan:** Qualified Proposers must provide a plan for how they and their partners and subcontractors will achieve a good faith effort commitment to hire 40% local construction workers on all R-REP projects. Local hires are employees who reside within the nine county Bay Area. Qualified Proposers must describe their partnerships and past

practice of hiring local workers who are graduates of local university, community college, bridge programs, and apprenticeship programs. A list of programs is provided for bidder's reference in Exhibit E.6. This plan should be no more than two (2) pages. Bidders must be aware that some Participating Agencies unique contract requirements include workforce provisions more extensive than those described above.

12. **Bid Proposal Forms:** Completed worksheet from Exhibit B.2 in unlocked electronic Excel format for Bid Bundle(s) for which Qualified Bidder is submitting a proposal. Bid proposals must follow instructions on Exhibits B.2 and B.3, and include assumptions, methodology, escalation factors and levelized cost of energy over a 20 year lifetime.

Proposers must specify PPA and cash acquisition pricing for the entire Bid Bundle as described in the Pricing Submittal Forms – Attachment B.2A-K. Firms may not submit alternative bundles, or exclude sites from the bundles as listed. All sites within each individual Bid Bundle (not including the Bid Alternate Bundles) must be included in the Firm's proposal. Firms can bid on one, several, or all Bid Bundles.

13. **Experience and Past Projects Form:** Completed worksheet from Exhibit B.4 detailing relevant past projects to serve as references and indications of experience.

14. **Contract Terms and Conditions**

- a. Comments on PPA Terms and Conditions using Exceptions Form (EXHIBIT B.5A)
- b. Comments on Direct Purchase Terms and Conditions using Exceptions Form (EXHIBIT B.5B)
- c. Sample PPA Contract, if Bidder desires to provide a sample PPA contract they may do so, however County's identified Key Terms must be included.

15. Evidence of Insurance

- a. Provide evidence of insurance sufficient to meet the requirements described in Exhibit E.3.



EXHIBIT E.3 INSURANCE REQUIREMENTS

Insurance certificates are not required at the time of submission; however, by signing Exhibit B – Bid Packet, the bidder agrees to meet the minimum insurance requirements stated in the RFP, prior to award. This documentation must be provided to the County, and Participating Agencies prior to award, and shall include an insurance certificate and additional insured certificate, naming the County of Alameda or the relevant Participating Agency which meets the minimum insurance requirements, as stated in this Exhibit E.3 – Insurance Requirements.

Without limiting the Contractor's indemnification of the County, or the Participating Agencies, the bidder shall provide and maintain at its own expense, during the term of the Agreement, or as may be further required the following insurance coverage and provisions:

Evidence of Coverage

Prior to commencement of work as defined within the Agreement, the Contractor shall provide a Certificate of Insurance certifying that coverage as required herein has been obtained. Individual endorsements executed by the insurance carrier shall accompany the certificate. In addition, a certified copy of the policy or policies shall be provided by the Contractor upon request.

This verification of coverage shall be sent to the County or Participating Agency, unless otherwise directed. The Contractor shall not receive a Notice to Proceed with the work under the Agreement until it has obtained all insurance required and such insurance has been approved by the County or Participating Agency. This approval of insurance shall neither relieve nor decrease the liability of the Contractor.

The following pages contain the minimum insurance limits, required by the County of Alameda, to be held by the Contractor performing on this RFP:

***** SEE NEXT PAGES FOR COUNTY OF ALAMEDA MINIMUM INSURANCE REQUIREMENTS *****

EXHIBIT E.3

COUNTY OF ALAMEDA MINIMUM INSURANCE REQUIREMENTS

Without limiting any other obligation or liability under this Agreement, the Contractor, at its sole cost and expense, shall secure and keep in force during the entire term of the Agreement or longer, as may be specified below, the following minimum insurance coverage, limits and endorsements:

TYPE OF INSURANCE COVERAGES		MINIMUM LIMITS
A	Commercial General Liability Premises Liability; Products and Completed Operations; Contractual Liability; Personal Injury and Advertising Liability; Abuse, Molestation, Sexual Actions, and Assault and Battery	\$1,000,000 per occurrence (CSL) Bodily Injury and Property Damage
B	Commercial or Business Automobile Liability All owned vehicles, hired or leased vehicles, non-owned, borrowed and permissive uses. Personal Automobile Liability is acceptable for individual contractors with no transportation or hauling related activities	\$1,000,000 per occurrence (CSL) Any Auto Bodily Injury and Property Damage
C	Workers' Compensation (WC) and Employers Liability (EL) Required for all contractors with employees	WC: Statutory Limits EL: \$100,000 per accident for bodily injury or disease
D	<p>Endorsements and Conditions:</p> <ol style="list-style-type: none"> ADDITIONAL INSURED: All insurance required above with the exception of Personal Automobile Liability, Workers' Compensation and Employers Liability, shall be endorsed to name as additional insured: County of Alameda, its Board of Supervisors, the individual members thereof, and all County officers, agents, employees, volunteers, and representatives. The Additional Insured endorsement shall be at least as broad as ISO Form Number CG 20 38 04 13. DURATION OF COVERAGE: All required insurance shall be maintained during the entire term of the Agreement. In addition, Insurance policies and coverage(s) written on a claims-made basis shall be maintained during the entire term of the Agreement and until 3 years following the later of termination of the Agreement and acceptance of all work provided under the Agreement, with the retroactive date of said insurance (as may be applicable) concurrent with the commencement of activities pursuant to this Agreement. REDUCTION OR LIMIT OF OBLIGATION: All insurance policies, including excess and umbrella insurance policies, shall include an endorsement and be primary and non-contributory and will not seek contribution from any other insurance (or self-insurance) available to the County. The primary and non-contributory endorsement shall be at least as broad as ISO Form 20 01 04 13. Pursuant to the provisions of this Agreement insurance effected or procured by the Contractor shall not reduce or limit Contractor's contractual obligation to indemnify and defend the Indemnified Parties. INSURER FINANCIAL RATING: Insurance shall be maintained through an insurer with a A.M. Best Rating of no less than A:VII or equivalent, shall be admitted to the State of California unless otherwise waived by Risk Management, and with deductible amounts acceptable to the County. Acceptance of Contractor's insurance by County shall not relieve or decrease the liability of Contractor hereunder. Any deductible or self-insured retention amount or other similar obligation under the policies shall be the sole responsibility of the Contractor. SUBCONTRACTORS: Contractor shall include all subcontractors as an insured (covered party) under its policies or shall verify that the subcontractor, under its own policies and endorsements, has complied with the insurance requirements in this Agreement, including this Exhibit. Additional Insured endorsement shall be at least as broad as ISO Form Number CG 20 38 04 13. JOINT VENTURES: If Contractor is an association, partnership or other joint business venture, required insurance shall be provided by one of the following methods: <ul style="list-style-type: none"> – Separate insurance policies issued for each individual entity, with each entity included as a "Named Insured (covered party), or at minimum named as an "Additional Insured" on the other's policies. Coverage shall be at least as broad as in the ISO Forms named above. – Joint insurance program with the association, partnership or other joint business venture included as a "Named Insured. CANCELLATION OF INSURANCE: All insurance shall be required to provide thirty (30) days advance written notice to the County of cancellation. CERTIFICATE OF INSURANCE: Before commencing operations under this Agreement, Contractor shall provide Certificate(s) of Insurance and applicable insurance endorsements, in form and satisfactory to County, evidencing that all required insurance coverage is in effect. The County reserves the rights to require the Contractor to provide complete, certified copies of all required insurance policies. The require certificate(s) and endorsements must be sent as set forth in the Notices provision. 	



EXHIBIT F

RFP Distribution List

RFP No. 901098—REGIONAL RENEWABLE ENERGY PROCUREMENT (R-REP)

Below is the Vendor Bid List for this project consisting of vendors who have responded to Request for Information (RFI) No. 901098, and/or been issued a copy of this RFP. This RFP Distribution List is being provided for informational purposes to assist bidders in making contact with other businesses as needed.

RFP No. 901098 - R-REP						
Business Name	Contact Name	Contact Phone	Address	City	State	Email
510 Solar	Nate Blumenkrantz	510-289-6677	1428 Madison Street #311	Oakland	CA	nate@510solar.com
A123 Systems, LLC	Rick Johnson	636-534-3129	17889 Chesterfield Airport Rd	Chesterfield,	MO	rickjohnson@a123systems.com
AEKO Consulting, Inc.	Gboyega Aladegbami	510-763-2356 x13	1939 Harrison St, Ste 420	Oakland,	CA	Gboyega@aeko.com
altery systems	Mickey Oros	916-458-8567	140 Blue Ravine Road	Folsom	CA	mickey.oros@altery.com
Alameda Electrical Distributors	Mike Snow	707-386-5669	2420 Blanding Ave	Alameda,	CA	msnow@alamedaelectric.com
Alameda Electrical Distributors and California Service Tool	Anne Donathan	510-566-2954	2420 Blanding Ave	Alameda	CA	ADonathan@alamedaelectric.com
Allana Buick & Bers Inc.	Tom Ball	650-223-6737	990 Commercial St	Palo Alto	CA	tball@abbae.com
Allana Buick and Bers	Khatidga Khalfan	650-543-5600	990 Commercial Street	Palo Alto	CA	marketing@abbae.com
Allana, Buick and Bers	Khatidja Khalfan	650-543-5600	990 Commercial Street	Palo Alto	CA	bd@abbae.com
Alternative Energy Development Group, LLC	Chris Fraga	610-909-8067	The Radnor Corporate Ctr, 100 Matsonford Rd, Bldg 2, Ste 410	Radnor	PA	cfraga@aedgonline.com
Alternative Energy Systems Inc.	Amber Ruz	530-345-6980	PO Box 9231	Chico	CA	amber@solarenergyforlife.com
AMSOLAR International	Jared Quient	760-480-7460	420 Stevens Ave. Suite 160	Solana Beach	CA	jared@amsolarcorp.com
Apex Solar	Farrel Williams	408 782-0706	6797 Croy Rd	Morgan Hill	CA	Farrel@apxsolar.com
ATI Architects and Engineers	Paul DiDonato	925-648-8800	3860 Blackhawk Road	Danville,	CA	pdidonato@ataie.com
Bloom Energy Corporation	Ivor Castelino	408-534-1098	1299 Orleans Drive	Sunnyvale	CA	Ivor.Castelino@bloomenergy.com
Bloom Energy Corporation	Mike Fuss	408-543-1608	1299 Orleans Drive	Sunnyvale	CA	Mike.Fuss@bloomenergy.com
Bloom Energy Corporation	Lana Gee	408 5431709	1252 Orleans Drive	Sunnyvale	CA	lgee@bloomenergy.com
Bloom Energy Corporation	Pete Henderson	408 543 1072	1299 Orleans Drive	Sunnyvale	CA	Peter.Henderson@bloomenergy.com
Bloom Energy Corporation	Ed Lieberman	408-543-1540	1252 Orleans Drive	Sunnyvale	CA	elieberman@bloomenergy.com
Bloom Energy Corporation	Alexandra Moser	408-543-1181	1299 Orleans Drive	Sunnyvale	CA	Alexandra.Moser@bloomenergy.com
Borrego Solar Services, Inc.	Matti Hirpa	540-496-8744	360 22nd Street, Suite 600	Oakland	CA	mhirpa@borregosolar.com

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Business Name	Contact Name	Contact Phone	Address	City	State	Email
Borrego Solar Systems, Inc.	Jim Brennan	510-496-8718	360 22nd Street, Suite 600	Oakland	CA	dpotovsky@borregosolar.com
Burnham Energy, Inc.	Greg Sellers	408-603-9660	4 North Second St., Suite 625	San Jose	CA	gsellers@burnhamenergy.com
California Solar Energy Industries Association	Kelsea Jones	916-228-4567	1107 9th Street, Suite 820	Sacramento	CA	kjones@calseia.org
California Solar Innovators Inc.	Jordan Jones	209-596-0350				jordan@californiasolarinnovators.com
CE2 CORPORATION	CLYDE R. Wong	925-463-7301	6140 Stoneridge Mall Rd. Ste. 500+D179	Pleasanton	CA	info@ce2corp.com
CED Greentech	Jan Halasz	510-352-8460	1906 Republic Ave.	San Leandro	CA	janh@greentechsl.com
CH2MHill	Heather Abrams	(510) 698-2707		Oakland	CA	Heather.Abrams@ch2m.com
Clark Strategic Partners	Woodrow Clark	310-858-6886	PO Box #17975	Beverly Hills	CA	wwclark13@gmail.com
CleanFocus Energy, Inc.	Philip Mickelson	415-729-5575	500 Sansome St. Suite 510	San Francisco	CA	phil@cleanfocusenergy.com
Complete Solar Solution	Mark Harnett	877-299-4943	1065 East Hillsdale Blvd. Suite 308	Foster City	CA	mharnett@completesolar.com
Coneybeare	Victoria Betancourt	714-547-8546	2003 N Broadway	Santa Ana	CA	vicky@coneybeare.com
Constellation	Zeb Wallace	310-248-0005	50 Oak Court, Suite 120	Danville,	CA	zeb.wallace@constellation.com
Continental Merchandisers, Inc.	Jodie Garcia	651-224-4000 x2012	273 Lafayette Road S.	St.Paul	MN	JodyG@repcmi.com
Cool Earth Solar, Inc.	Tony Chen	925-454-8506	4659 Las Positas Rd.	Livermore	CA	tchen@coolearthsolar.com
Coronal Management, LLC	Jonathan Jaffrey	855-267-6625	260 South Los Robles, Suite 104	Pasadena,	CA	jj@coronalmanagement.com
Corporate Translations, Inc.	Richard Gronbach	310-376-1400	1300 Aviation Boulevard	Redondo Beach	CA	rwg@CorporateTranslations.com
Cupertino Electric Inc.	Paul Aggarwal	408-808-8000	1132 North Seventh Street	San Jose	CA	Paul_Aggarwal@cei.com
Cupertino Electric Inc.	Janet Clark					Janet.Clark@cei.com
Cupertino Electric Inc.	Christina Hatzistratis	408-808-8212	1132 North Seventh St.	San Jose	CA	christina_hatzistratis@cei.com
Desert Solar Inc dba DS Energy Solutions	Jim Emery	760-240-3888	19153 Town Center Dr Suite 102	Apple Valley	CA	jim@dsenergysolutions.com
Direct Energy	Lance Henderson	403-776-2178	Suite 1200 525 8 Ave SW	Calgary	AB	Lance.Henderson@directenergy.com
Duggwood Enterprises, Inc.	Andrea Fullwood					duggwoodenterprises@gmail.com
Ecoplexus	Sasha Josephs	415-626-1802	650 Townsend St. Suite 310	San Francisco	CA	sjosephs@ecoplexus.com
Ecoplexus	Erik Stuebe	415-626-1802	650 Townsend Street, Suite 310	San Francisco	CA	eriks@ecoplexus.com
EDF Renewable Energy	Nader Jandaghi	858-521-3581	4000 Executive Pkwy, Ste 100	San Ramon	CA	nader.jandaghi@edf-re.com
Enernoc, Inc.	Douglas Chamberlin	925-826-1602	500 Ygnacio Valley Rd., Ste 450	Walnut Creek	CA	dchamberlin@enernoc.com
Enerparc, Inc	Sandra Liu	415-671-6203	4 Embarcadero Center	San Francisco	CA	s.liu@enerparc.us
Enfinity America Corporation	Robin Park	424-238-4470	2500 Broadway, Suite F-125	Santa Monica	CA	rpark@enfinitycorp.com
ergSol	Monica Weiss	510-868-1730	10033 Broadway Terrace	Oakland	CA	mweiss@ergsol.com

RFP No. 901098 - R-REP

Business Name	Contact Name	Contact Phone	Address	City	State	Email
ergSol, Inc.	Don Rodes	916-496-8186	10333 Broadway Terrace	Oakland	CA	drodes@ergsol.com
Everyday Solar	Chris Sherring	609 240 4179	3 Bellaire Drive	Princeton	NJ	csherring@comcast.net
Everyday Solar	Dr. Chris Sherring	609-240-4179	3 Bellaire Drive	Princeton	NJ	csherring@comcast.net
Focal Point Energy	Taber Smith	408-923-1541	1650 Las Plumas Ave. Suite C	San Jose	CA	taber@focalpointenergy.com
Focal Point Energy, Inc.	Richard Tetschlag	408-896-6224	1650 Las Plumas Ave. Ste C	San Jose	CA	dick@focalpointenergy.com
Free Hot Water	Tor Valenza	310-251-2763				tor@freehotwater.com
Freehotwater Solar Therma Solutions	Paul Burrowes	408-432-9900	2146 Bering Drive	San Jose	CA	paul@freehotwater.com
FuelCell Energy, Inc	Trevor Rodd	925-303-0016	8 Scenic Court	Danville	CA	trodd@fce.com
FuelCell Energy, Inc.	Robert Keefrider	203-830-5705	3 Great Pasture Road	Danbury	CT	rkeefrider@fce.com
FuelCell Energy, Inc.	Chris Pais	925-979-1602	1150 Lincoln Avenue	Walnut Creek	CA	cpais@fce.com
Gen-X Energy Development LLC	Fred Brown	510-410-4917	831 Longridge Road	Oakland,	CA	fred.brown@gen-xenergydevelopment.com
Global Energy Partners	Claire Curtin	925-482-2000	500 Ygnacio Valley Rd., Suite 450	Walnut Creek	CA	ccurtin@gepllc.com
Greensleeves Energy Solutions	John Scorsone	937-286-1149	1995 Tiffin Ave. Suite 312	Findlay	OH	JScorsone@greensleevesllc.com
Hamilton Solar LLC	Matthew Weinberger	702-303-4446	8995 Terabyte Dr.	Reno,	NV,	mweinberger@hamiltonsolarusa.com
Hangzhou Photovoltaic Association	Carol Zhao	571-873-82355	Room 1101, Library Information Building C	Zhejiang University Hangzhou	Zhejiang Province	Carol.Zhao@zii-china.org
Hanwha Q CELLS USA	Brian Lynch	310-750-7796	8001 Irvine Center Drive Suite 1250	Irvine	CA	brian.lynch@hqamericas.com
Hanwha SolarOne U.S.A. Inc.	George Gisel	760-342-8168	5163 Wisteria Dr, Ste 100	Oceanside	CA	us.sales@hanwha-solarone.com
Heliopower	Nick Weber	760-377-6460	612 Howard Street, Suite 100	San Francisco	CA	nweber@heliopower.com
Honeywell Building Solutions Honeywell	Cathy Ward	650-918-3344	353-A Vintage Park Drive	Foster City	CA	cathy.ward@honeywell.com
HT Solar Power	Lara Mendel	303-922-7815	2295 S. Lipan Street	Denver	CO	lara.mendel@hwy-tech.com
IMS	Andy Wright	858-490-8806	945 Hornblend St. Suite G	San Diego	CA	CA2@imsinfo.com
Independent Energy Solutions, Inc.	Lindsey Darnell	760-752-9706	1090 Joshua Way	Vista,	CA	ldarnell@indenergysolutions.com
ISA Corporation	Anthony Zante	510-324-3755	3213 Whipple Road	Union City	CA	tzante@isa-corporation.com
ISA Corporation	Tony Zante	510-324-3755	3213 Whipple Road	Union City	CA	tzante@isa-corporation.com
LEAN Energy	Shawn Marshall					shawmarshall@LEANenergyus.org
Lifestyle Solar Inc	Larry Hoang	559-228-0229	21 E Shaw Ave	Fresno,	CA	larry@lifestylesolarinc.com
Linkture Corp.	Opty Fernandez	949-589-1909	15 Flagstone	Trabuco Canyon	CA	opty@linkture.com
Marubeni Corporation	Hisafumi Manabe	-3-3282-7006	4-2, Ohtemachi 1-Chome	Chiyoda-KU	Tokyo	Manabe-H@marubeni.com
MBL & Sons, Inc.	Mark Laubach	408-590-6160	954 Hampswood Way	San Jose	CA	mark@mb-energy.com
McCalmont Engineering	Tom McCalmont	408-871-9600	1624 Dell Avenue	Campbell,	CA	tom@mccalmont.net

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Business Name	Contact Name	Contact Phone	Address	City	State	Email
Morrow - Meadows Corporation	Jeff Coleman	909-594-4161	620 Reyes Drive	Walnut,	CA	jcoleman@morrow-meadows.com
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