



Addendum #4 to

CAPE LIGHT COMPACT
REQUEST FOR QUALIFICATIONS (RFQ)
FOR
STREET LIGHT ENERGY MANAGEMENT
SERVICES

Under
Massachusetts General Laws, Chapter 25A, Section 11I
A Guaranteed Energy Savings Contract

JULY 31, 2013

Answers to potential Respondent questions at July 30, 2013 Pre-Qualification Conference and other Inquiries

Question 4-1: RFQ refers to Attachment 4. There is no Attachment 4. Is the reference to "Table 4"?

Answer 4-1: The chart referred to was inadvertently missing from the RFQ and is included here as *Attachment 4-1*.

Question 4-2: Relative to installation costs, is there a particular format to follow, because there is a statement early in the RFP talking about how the responses will be compared and later relative to the IGA, it implies there is supposed to be a cost proposed in the RFQ.

Answer 4-2: Respondents are encouraged to provide a response that addresses each of the items outlined in **6.7 Response Format Template** that can best assist the Compact in its evaluation and comparison of all responses. The approach each Respondent may take to pricing could be different, however, the negotiation stage of the IGA will determine the actual pricing arrangements.

Question 4-3: Please clarify how it is 100% funded and guaranteed savings?

Answer 4-3: The Project is proposed to be 100% funded as an energy efficiency incentive payment for cost-effective measures installed per the DPU approved Three-Year 2013-2015 Cape Light Compact Energy Efficiency Plan (D.P.U. 12-107). The guaranteed energy savings, are as defined and a part of the procurement process under M.G.L. c. 25A, section 11I, and form the basis (along with the total installation cost) of the cost-benefit test recognized by the D.P.U. that the Compact must adhere to.

Question 4-4: How do you work financing?

Answer 4-4: Respondents are welcome to propose other sources of funding/grants outside of the 100% incentive that is planned. (See also response above to Question 4-3). Please note, all Project benefits, including energy savings, must be captured, claimed and reported by the Compact in meeting the goals of the initiative as a part of the Compact's Energy Efficiency Plan (D.P.U. 12-107).

Question 4-5: Is the participant list available?

Answer 4-5: Yes, the participant list for attendees at the Pre-Qualification Conference was provided at the end of the meeting and also posted on the webpage as Attachment 4-5.

Question 4-6: Is there a budget for this? Is it for materials and installation?

Answer 4-6: The budgeted amount was \$4.585 million, as proposed in D.P.U. 12-107 of the approved Three-Year 2013-2015 Cape Light Compact Energy Efficiency Plan, and assumed the retrofit of approximately 14,542 streetlights. Yes, this is total cost of materials and installation, not including O&M.

Question 4-7: When do you anticipate sending the full inventory list?

Answer 4-7: The full inventory list is available by request to DCAM Certified providers. The spreadsheet files will be provided through a password protected-website.

Question 4-8: Is there a list of DCAM Contractors?

Answer 4-8: The DCAM website contains this information at <http://www.mass.gov/anf/property-mgmt-and-construction/design-and-construction-of-public-bldgs/contractor-certification/>

Question 4-9: Can you provide insight into working with several providers?

Answer 4-9: The Compact looks forward to responses that fully respond to the RFQ. Given the size of the Project, the Compact is open to innovative and creative approaches that may or may not involve several providers. Please refer to Answer to Question 3 as part of Addendum #1 regarding subcontractors.

Question 4-10: Are there things available to government entities and Rise that would be available to others as well?

Answer 4-10: This initiative, in particular the 100% municipal incentive, has been reviewed and approved by the DPU and available to the qualified selected Contractor(s).

Question 4-11: DCAM – is this State Mandated?

Answer 4-11: Yes.

Question 4-12: If you are considering multiple contractors, will you also consider multiple manufacturers?

Answer 4-12: Per **6.6.3 Technical Specifications** “*Luminaires furnished under this contract shall be LED and shall be from the same manufacturer for any wattage/lumens to be furnished*”. A Respondent must fully explain and justify any exception to this requirement.

Question 4-13: Clarify how, if an organization has the size and resources if there will be multiple contractors?

Answer 4-13: Please see Answer 4-9.

Question 4-14: Does project have a budget with DCAM certified for single project and total aggregate?

Answer 4-14: Respondents should obtain appropriate DCAM Certification and Update Statement as a minimum for a total estimated project budget of approximately \$5 million.

Question 4-15: Permitting? Is there an agreement with Municipalities for permits.

Answer 4-15: Respondents will be required to obtain all applicable permits. Based on the experience of the Demonstration Project only police detail/traffic safety was required.

Question 4-16: In Section I Pricing Structure subsection 1 it states that the Compact will determine it preferred final pricing approach. We typically price in a closed book guaranteed maximum price. Will this type of pricing be acceptable for this RFQ and not be perceived in a negative light? Have you made the final determination on how the Compact would like to see pricing for a project of this scope?

Answer 4-16: Yes, this RFQ seeks information from Respondents on their approach and preference to project pricing among the methods listed. The proposed pricing structure/approach is one of the multiple criteria the Compact will evaluate to determine the most advantageous response (please refer to **6.8 Response Evaluation Form**).

No, the Compact has not made a final determination of its preferred pricing approach.

