

Microgrids on County Facilities - Frequently Asked Questions

Updated 6/24/2014

Announcements:

~~A pre-bid conference call was conducted June 6, 2014 at 2:00 PM EST.~~

~~You can sign-up at~~

~~<http://www.eventbrite.com/e/montgomery-county-microgrid-rfep-prebid-tickets-11793549825>~~

~~When you register please enter your company name.~~

~~Please note that the name of your company/organization and preferred email will be published as part of this FAQ to facilitate teaming opportunities.~~

Amendments:

Amendment 1. 6/23/2014 Page 14.

- **TERMS AND CONDITIONS**

All Contracts awarded as a result of this proposal, and a subsequent cost and price proposal, will contain the RFEP Terms and Conditions of Contract between the Participant & Provider contained in ~~Exhibit C Attachment A~~ of this RFEP. In addition, Contracts involving deliveries of energy conforming to the requirements described below will contain Provider warranties, representations and covenants with respect to meeting such requirements.

Each provider must acknowledge that it agrees to all Electricity Purchase Terms and Conditions of Contract (see Acknowledgment page).

Amendment 2. 6/23//2014

- Acknowledgement Page Added as Attachment B. (See end of this document for form)

Amendment 3. 6/24/2014

Event	Date
RFEP Issued	April 28, 2014
Deadline for Questions	June 23, 2014 June 27, 2014
Proposals Due	June 30, 2014 July 9, 2014

Pre-Bid Conference Call Participants:

Schneider-Electric
True Data Centers
Power Engineers
Angel Savoy
True Data Centers
Chinook Systems
Mar Kelly
Newr Energy
Pareto Energy
Sol Vista

Bosele Holdings LLC
Ameresco
NRG Energy
HAVTECH
Timberock

Questions:

Q1: Has Montgomery County procured any other microgrid installations? If so, what companies did you work with?

A1: This is the County's first effort to develop a microgrid on a County facility or campus.

Q2: What are the County's priorities when reviewing solutions for this RFEP?

- Implementation of new technologies
- Power reliability
- Stable fixed power costs, versus variable power costs to potentially provide lower lifecycle power costs albeit with more price fluctuation risk
- Financing vehicle and terms

A2: The County's priorities for this project are all of the above. Ultimately, the County envisions several critical facilities being able to operate independently from the utility grid for an extended period of time. This may be due to outages or when it is economically viable to the County. The effort should include a variety of innovative, proven technologies. It is understood that some facilities may include a cost premium to supply uninterrupted power.

Financing is a key component of this effort, the County's preference is to structure the effort as a power purchase agreement, amortizing the system costs on a per kWh rate under a long term contract. However, as specified in the RFEP. Offerors may suggest alternatives.

Q3: Is the County willing to pay for some of the upfront design costs to design a project?

A3: The County's preference is to amortize as much of the project as part of the cost of power, this is the fastest path in terms of procurement and budgetary appropriations. However, if not viable, the County has provided respondents to articulate other financial approaches that may be needed to execute a project. Please see page 11 of the RFEP and Q2/A2

The County will not pay the costs of preparing responses to the first or second stage of the RFEP.

Q4: Does the County have a specific site in mind and would the County share the details?

A4: At the RFEP stage, the County prefers to use the hypothetical sites. Given the County is only asking for qualifications and a summary of approach this should be sufficient. Detailed approach, along with cost and price will be requested from high scoring respondents during the second phase of the RFEP.

Q5. Our organization is considering a response to this RFP and would like to submit the following RFIs:

- A. Please provide 12 months utility bill data (kWH, kW and KVA only) for the four sites, as well the tariffs under which each site is billed
- B. Please provide physical addresses (so that possibly for inclusion of renewable energy can be assessed)
- C. Please provide details on make, model and capacity of any existing distributed generation (regardless of fuel/type) and on-site fuel storage capacity
- D. Please provide details on make, model and capacity of existing switchgear at each facility
- E. Please provide details on make, model and tonnage of cooling/heating systems for each facility
- F. Please provide details on make, model and protocol of building automation and/or control systems for each facility

G. Please confirm that technical response can be marked confidential and will not be made part of public record by Montgomery County.

A5: The information requested will be provided to organizations or teams that advance to the second stage of the proposal. During this stage, each vendor will be provided detailed data and have an opportunity to visit the candidate facilities. At this time, per the RFEP, the County is only requesting a response detailing qualifications and approaches.

All proposals to the County are considered commercial information and are confidential.

Q6: Will there be a future RFEP?

A6: The County anticipates engaging in a long-term public private partnership with a developer who will own and operate a microgrid. As noted in the RFEP package, the solicitation has two stages. The first stage will identify qualifications, approach, and financing options similar to a request for expression of interest (REOI). The second stage will engage the highest ranked Offerors deeper in design and request a cost proposal if viable. It is not known if a future RFEP will be issued until the results of this process are known. There may be other opportunities for less comprehensive applications of distributed generation technology based on the County's needs.

Q7: What is the role in the RFEP for new technologies?

A7: The County expects Offeror's to provide innovative solutions. However please note the County's motivations for issuing this RFEP are both sustainability and power reliability. Many of the facilities being considered require 100% operations and approaches that provide power assuredness for critical operations will be required for several sites.

Q8: Why is the County's definition different from DOE?

A8: Currently there are several definitions of microgrid at the state and federal level, including those for public and private use. The County, given the current state of Maryland regulations, is defining a microgrid as a private use to power critical County buildings and campuses.

Q9: Do you have preferences for technologies or types of technologies?

A9: No, the county is open to a wide variety of technologies at this stage of the process. However, please keep in mind that proposed technologies and approaches should be highly reliable and proven.

Q10: Do all partners need to be listed in the proposal?

A10: While not every partner needs to be listed, any partners that enhance the capabilities of the team should be listed and basic details included.

Q11: Is the County following the Connecticut model?

A11: The County's process has been informed by Connecticut's examples.

Q12: Does the RFEP require minority female disabled MFD business participation.

A12: Yes, the County requires a vendor to develop a MFD plan. Additional information can be found at <http://www.montgomerycountymd.gov/DGS/OBRC/MFD.html>

Q13: Do any projects have back-up power?

A13: Several of the facilities the County is considering have back-up diesel emergency back-up of varying ages and conditions.

Q14: Do any of the projects have redundant access to power, such as power supply from multiple feeders or substations?

A14: Some facilities have redundant power systems while others are dependent on a single feeder with no back-up capacity. Successful Offeror's will have the opportunity to assess these conditions on-site if they score high enough in their proposal to advance to the second phase of the RFEP.

Q15: Has the predetermined percentage for MFD subcontractor participation been established, and if so, what is it? If not determined yet, when will that information be available?

A15: A pre-determined percentage has not been determined and the prime contractor will be required to submit an MFD plan if selected as the winning contractor.

Q16: Given the scope of the subject project - develop, build, finance, own, operate - does the predetermined MFD percentage apply to the full contract value or to a specific portion (e.g., services only, services and construction, etc.)?

A16: See question 15, the percentage of MFD participation will be negotiated at the contracting phase.

Q17: We understand that the successful vendor is required to develop an MFD Plan. At what stage of the procurement process is this Plan to be submitted? We assume that this Plan is not included in the first stage of the proposal, but would like clarification if that assumption is not correct.

A17: See A15.

Q18: Does the County mean 3 pages total or three double sided pages (6 pages).

A18: Vendors may submit 3 double sided pages, for a total of 6 single sided pages per project.

Q19: What are the County's goals for the micro grid?

A19: See A2.

Q20: What is the scale of the overall opportunity?

A20: They County anticipates installing micro grids at several facilities if feasible. The number of total facilities will depend on the approach and economics of the project.

Q21: Is there a minimum number of hours annually that you expect the CHP to operate?

A21: No, this is undefined.

Q21: Do you expect to limit the total percentage of generation that can be derived from diesel.

A21: This is not defined at this time. However, the vendor should not consider diesel generators as the primary source of generation in a micro grid.

Q22: Is the number of cut sheets a vendor can submit limited to 5MB?

A22: The number of cut sheets is not limited, but the file size is. Please integrate your responses into one email. However a zip folder or bound PDF is acceptable.

Q23: Exhibit C is missing.

A23: See Amendment 1 included in this document.

Q24: Acknowledgements page is missing.

A24: See attachment A of this RFEP (Attachment B Amendment 2 of RFEP). Included in this document.

Q25: Please elaborate on the reference to a development/redevelopment referenced in the financial approach (Page 11).

A25: This is an opportunity for the industry to propose alternative financing mechanisms that may include a development agreement of a County site (or neighboring/nearby) facility in which the County would agree to purchase power but may need to enter into a lease or other long term agreement.

Q25: Are proposals due at a specific time.

A25: As an electronic submission, proposals may be submitted to dgs.green@montgomerycountymd.gov up to 12:00 AM. However, to avoid issues, Offeror's are encouraged to submit before close of business (5:00).

Q26. The County's ultimate goal is to identify one or more *public-private partners*...(omissis). Does it mean that a proposal from a private company needs to incorporate the partnership with public party since Stage 1? Or will such partnership be disclosed only in Stage 2 (if selected)?

A26. The County is intending to identify one or more private companies, with the County as a public partner. However, if you look at page 6 we see partnerships with non-governmental organizations, universities etc as being valuable, and therefore scoring points are provided.

Q27. In case the proposal includes actions on local Utility system, who shall take care about Utility's approval?

A27. Please see page 2 regarding overcoming regulatory barriers.

Q28. When does the County expect to publish the results of the Stage 1?

A28. A schedule has not been published.

Acknowledgment Page

ACKNOWLEDGMENT

The Offeror must include a signed acknowledgment that all the terms and conditions of the offer may, at the County's option, be made applicable in any contract issued as a result of this Solicitation. Offers that do not include such an acknowledgment may be rejected. Executing and returning (with the offer) the acknowledgment shown below will satisfy this requirement.

The undersigned agrees that all the terms and conditions of this Solicitation and offer may, at the County's option, be made applicable in any contract issued as a result of this Solicitation.

Business Firm's Typed

Name: _____

Printed Name and Title of
Person Authorized to Sign

Proposal: _____

Signature: _____ Date: _____

NAME AND SIGNATURE REQUIREMENTS FOR PROPOSALS AND CONTRACTS

The correct legal business name of the Offeror must be used in all contracts. A trade name (i.e., a shortened or different name under which the firm does business) must not be used when the legal name is different. Corporations must have names that comply with State Law. The Offeror's signature must conform to the following:

All signatures must be made by an authorized officer, partner, manager, member, or employee. The signing of this offer or a contract is a representation by the person signing that the person signing is authorized to do so on behalf of the Offeror or Contractor.

By submitting a proposal under this Solicitation, the Offeror agrees that Montgomery County has within 120 days after the due date in order to accept the proposal.

ACKNOWLEDGMENT OF SOLICITATION AMENDMENTS

The Offeror acknowledges receipt of the following Amendment(s) to the Solicitation:

Amendment Number	Date

