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## NOTICE TO OFFEROR

### Questions and Answers

Solicitation Number 22-15

Request for Proposal ("RFP")  
by Region 4 Education Service Center ("ESC")  
for Energy Solutions

#### **QUESTIONS AND ANSWERS**

1. Question: On the initial RFP email, it states the "Proposal Due Date" is Jan 5, 2023 which is on a Thursday. However, on the RFP it states "SUBMITTAL DEADLINE: Monday, January 5, 2023, 2:00 PM CENTRAL TIME". I wanted to clarify, for posting, if the Deadline or Due Date is Monday January 2nd 2023 or Thursday January 5th 2023.

*Answer: See Addendum 1 and 2.*

2. Question: Can you please provide an excel file with a list of your current members?

*Answer: A list of current members can be provided upon award.*

3. Question: Can you please clarify whether the 3% administrative fee is the same regardless of contract size?

*Answer: Yes, the proposed administrative fee is 3% regardless of usage. Offeror's may submit contract exceptions with their response.*

4. Question: Are vendors holding ESPC contracts required to contribute a minimum annual dollar amount?

*Answer: No.*

## **QUESTIONS AND ANSWERS (continued)**

5. Question: Will there be anything required again at the 3-year mark for renewal?

*Answer: Not necessarily, but low performing Master Agreements may not be renewed.*

6. Question: We do believe this RFP could provide additional benefits to participating public agencies and as such, are asking if the response deadline could be extended.

*Answer: The deadline has been extended. See Addendum 2.*

7. Question: Will consideration be given to a provider that can only source/manage/consult for the requested Project Scope and not actually construct the projects?

*Answer: Yes.*

8. Question: Will the procurement of energy in the deregulated markets also be a consideration for services for Region 4?

*Answer: Yes.*

9. Question: Can you clarify whether the "10 years" language as follows in the IL-specific Terms and Conditions refers to the MSA between the anchor contracted entity and Omnia Partners or to the resulting contract between the supplier and the piggybacking agency?

- If the latter, is there any route forward that Omnia Partners might suggest in order to be able to serve the public sector in IL, since solar, storage, and other EaaS contracts under 20 years in length are often not economically viable in the state? This contract length cap would preclude many agencies from engaging in clean energy/transport solutions.
- The language in question for reference: "In no event will the total term of any participating agreement, including the initial term and any extensions or amendments, exceed ten (10) years."

*Answer: Region 4 ESC is the lead public agency. When other public agencies piggyback off the agreement, they are doing so off the Master Agreement between Region 4 ESC and the awarded Supplier(s). OMNIA Partners will work with the awarded Supplier(s) on state and/or national strategies upon contract award(s).*

## **QUESTIONS AND ANSWERS (continued)**

10. Question: If an awarded supplier should not be able to engage an agency for a project economics-based reason or any other, will declining engagements negatively impact a supplier's standing with Omnia?

- With the anchor contracting entity (in this case Texas Region 4)?
- With an entity piggybacking on the MSA?

*Answer: Not necessarily as OMNIA Partners looks to work with engaged supplier(s) and will work with awarded Supplier(s) on growth and marketing opportunities with Participating Public Agencies including lead public agencies.*

11. Question: Given that the cost of developing energy solutions for public agencies is so market- and site-specific, what is the minimum level of granularity Texas Region 4 and Omnia would prefer to see in bid submissions?

- Would the following supplier commitment suffice? "In order to engage in a contract, the supplier must meet or beat current electricity and/or relevant operating costs"
- Should specific rate ranges (floors and/or ceilings) be needed in each market, would it be acceptable to include asterisks that adders or other adjustments will be made based on available incentives and applicable labor/component costs in that market?

*Answer: Responses should provide some level of detail to provide evaluators a comprehensive understanding of the products/services and capacity that Offerors have and can provide. Commitment levels may vary based on the product/service line and may be negotiated so long as Offerors provide it as part of their response. For pricing, rates are at a not-to-exceed level and Offerors should include some level of detail so to what additional adders or other adjustments are necessary.*

12. Question: Instructions (III) Section 20 refer to "Design Guides," but it does not appear Design Guides are included in the RFP. Please clarify at what point in the process Design Guides would be provided if applicable.

*Answer: The Design Guides indicated in the RFP are referring to a manufacturer's specifications which are only applicable if the Offeror provides manufactured items as part of their response.*

13. Question: Is it possible to request an extension given that we must prepare our responses during the holidays?

*Answer: The deadline has been extended. See Addendum 2.*

## **QUESTIONS AND ANSWERS (continued)**

14. Question: Can you please explain what is expected in the scope for "energy transition services?" How do Omnia and/or Texas Region 4 define "energy transition services?"

*Answer: Offerors should and can include all of the products and/or services they can provide as part of their response including what they may consider energy transition services. Generally, energy transition services are any management, assistant, and/or consulting services that an Offeror can provide to a Participating Public Agency that could help them handle new energy products and/or solutions they may be utilizing.*

15. Question: Will this conference be recorded for view later?

*Answer: No, the pre-proposal conference was not recorded.*

16. Question: the requirements regarding the "attention to" and writing the response to RFP number on the mail item was not in the instructions?

*Answer: Item 12. Mailing of Proposals on Page 8 of the RFP includes items that an Offeror is to include on packages. It is also recommended that an Offeror include: Attention Crystal Wallace on the package to help ensure it goes to the correct location and remains sealed.*

17. Question: With such a broad range of Project Scope, what is the expectation around pricing for each line item of Scope?

*Answer: Offerors should price their products and/or services as best as possible and include each product and/or service they can offer as part of their response. Pricing is at a not-to-exceed rate.*

18. Question: Is there data available relating to the \$50M annual contract value figure?

*Answer: The estimated value is based on the potential that Participating Public Agencies could spend for all resulting Master Agreements derived from similar contracts.*

## **QUESTIONS AND ANSWERS (continued)**

19. Question: Which entity is the 5 year contract for with? District 4, Omnia, or the contracting entity (school, etc)?

*Answer: The term of the Master Agreement is for a period of three (3) years with renewal options (see Appendix A, page 15 of the RFP for more details). The Master Agreement is with Region 4 ESC and the awarded Supplier(s). The term of the Administration Agreement follows the contract term of the Master Agreement (see Exhibit B, page 42 for more details) and is with OMNIA Partners and the awarded Supplier(s).*

20. Question: Are there multiple vendors awarded in this solicitation

*Answer: There may be multiple awarded Supplier(s) as a result of this RFP.*