

DCAM-21-NC-RRQuals-0001
REQUEST FOR QUALIFICATIONS
DEVELOPMENT OF SOLAR POWER GENERATION SYSTEM PROJECTS
ADDENDUM NO. 04 - EXHIBIT A

NO.	QUESTION	ANSWER
1	Please clarify the purposes of Section A.6, does this mean that only CBE's will be selected, or does this mean that only CBE's can receive the additional preference points (max of 12)?	This solicitation is advertised in the CBE (District Certified Business Enterprise) set-aside market. Thus, to participate and be considered for prequalification the Offerors <i>must</i> be certified by DSLBD as a CBE by the SOQs submission deadline. Offerors who submit SOQs and are not DSLBD CBE certified
2	What is the maximum file size that will be accepted when RFP responses are mailed in?	25MB
3	Please provide guidance on the scoring for past experience and primarily focuses on construction capabilities. Since 100% of the value of the solar system will be provided after the construction period and during the operating period, does DGS intend to evaluate and score operating experience in a manner similar to development and construction experience? If so, is operating experience weighted equally, less, or more than development and construction experience?	Development, construction, and operating experience are each important to overall project success. As such, DGS will evaluate solicitation responses regarding each of these project components. Since development and construction represent the greatest level of effort of a project, and, indeed, set up a given project for long-term success, development and construction experience will be given greater weight than operating experience during DGS' evaluation.
4	The RFQ sets a threshold that "The Offeror shall demonstrate experience completing rooftop and canopy solar photovoltaic (PV) systems of at least 10kW in size". In our experience, developers capable of completing 10kW in size often have significantly different competencies than those that are capable of completing systems 50kW in size and those capable of completing 50kW may not have the competencies to complete systems of several hundred kW. How did DGS determine the 10kW threshold? Is it intended that system will be in the 10kW range or significantly higher than that?	To deploy solar PV systems of varying size across the facility portfolio, DGS anticipates making BOA awards to vendors who may not be able to complete projects across the full range of system size. Solar developers are encouraged to include in their submissions the size ranges of projects they are interested in and capable of delivering. For context, DGS anticipates deploying PV systems in bundles based on size, location, timing, and roof condition. The estimated project specifics are as follows: <ul style="list-style-type: none"> • Estimated # of Projects Between 20kW-100kW: 33 • Estimated # of Projects Between 100kW-800kW: 32

DCAM-21-NC-RRQuals-0001
REQUEST FOR QUALIFICATIONS
DEVELOPMENT OF SOLAR POWER GENERATION SYSTEM PROJECTS
ADDENDUM NO. 04 - EXHIBIT A

NO.	QUESTION	ANSWER
5	Since a significant amount of the lifetime value of a solar system occurs during the operating period (after the construction and development period) and the intent of the CBE requirements is to retain public dollars in the District of Columbia, how does DGS intend to evaluate local CBEs who have the experience and capability to operate the system themselves?	DGS will evaluate offeror qualifications for development, construction, and operation of solar PV systems. Offeror's are expected to include qualifications pertaining to all aspects of a solar PV system deployed via PPA with the District of Columbia.
6	Will the local CBEs be evaluated differently from local entities that do the development and construction and then choose to sell the project to an external operator, such as a private equity firm in New York or San Francisco?	The CBEs are permitted to procure outside financing from a non-CBE firm. The expectation is that the installation and operations contract services will be performed by a CBE firm.
7	Is DGS seeking to provide explicit benefit for the entire value stream of the solar projects remaining in the District of Columbia via District of Columbia operated companies?	As noted in the response to Question No. 6; CBEs are permitted to procure outside financing from non-CBE firms.
8	It's common for solar companies in the District to address the status of a building's roof before a solar installation. We understand that DGS will be selecting buildings with newer roofs in an effort to avoid roofing complications. However, given the roofing capacity of many solar companies, is DGS considering doing roofing and solar in tandem and using the solar savings to offset the cost of a new roof?	The Department does expect to issue a set of projects that includes both roof and solar projects and Offerors should speak to their capabilities to both perform and finance roof projects. However, roofing capacity is not required for response to this solicitation.
9	Please confirm, that the only entity eligible to qualify to bid and received CBE points is the prime bidder.	Yes, the prime Offeror must be an CBE certified by DSLBD.
10	Can a CBE and a non CBE submit a proposals as a joint venture and receive preference points?	No, this solicitation is being advertised in the CBE set-aside market and joint ventures are not eligible to participate.

DCAM-21-NC-RRQuals-0001
REQUEST FOR QUALIFICATIONS
DEVELOPMENT OF SOLAR POWER GENERATION SYSTEM PROJECTS
ADDENDUM NO. 04 - EXHIBIT A

NO.	QUESTION	ANSWER
11	Are the special purpose entities that serve as the long-term holder of the solar systems required to be CBEs?	No, special purpose entities may be non-CBE firms but the operations and maintenance contracts must be held by CBEs.