



WELCOME

Pre-Proposal Conference

REQUEST FOR QUALIFICATIONS (RFQual)

DEVELOPMENT OF SOLAR POWER GENERATION SYSTEM PROJECTS

Solicitation No.: [DCAM-21-NC-RFQuals-0001](#)

Friday, August 24, 2020

DISCLAIMER



- **The information contained in this presentation is for informational purposes only.**
- **In the event of a discrepancy between the information contained herein and the RFP documents, the RFP documents will take precedence.**
- **Remarks and explanations during this conference do not qualify or amend the terms of the solicitation.**
- **Nothing stated at the pre-proposal conference shall change the solicitation unless the change is made by way of a written amendment.**

HOUSEKEEPING



- ✓ Please mute your devices **now**
- ✓ Please disable your video feed now
- ✓ Please reserve Questions until the end of the presentation
- ✓ Feel free to chat with participants using the in-meeting chat function
- ✓ During the Q&A please activate the “Raised Hand Feature” and I will ask you to unmute to pose your question
- ✓ You may also send a question via the in-meeting chat function directly to host and or all participants
- ✓ This Pre-proposal slide-deck will be made available to the public via Addenda to the solicitation and posted to the Departments Solicitation landing page.
- ✓ As a reminder **ALL** verbal questions should be submitted to Contracts and Procurement for consideration and a formal response – dgs.goods-services@dc.gov

MEETING AGENDA



- I. Introductions
- II. Procurement Schedule
- III. Project Description and Key Elements
 - Executive Summary
 - Contract Type
 - Overview of SOW
- IV. Technical – Statements of Qualifications
- V. Evaluation Criteria
- VI. Compliance Requirements
- VII. Questions



➤ **Contracts and Procurement**

- George G. Lewis Chief Procurement Officer
 Chief of Contracts & Procurement
- Kimberly Gray Supervisory Contract Specialist
- Domonique L. Banks Contract Specialist

➤ **Sustainability and Energy**

- Jared Lang Associate Director S&E
- Brooke Hartman School Conservation Coordinator
- Paul Lanning Solar Development SME

PROCUREMENT SCHEDULE



- **Issue Date:** Friday, August 14, 2020
- **Pre-Proposal Conference:** Monday, August 24, 2020
- **Last day for Questions:** Thursday, August 27, 2020
Questions shall be submitted by email to the following email address and labeled accordingly:
Email: dgs.goods-services@dc.gov
Subject: DCAM-21-NC-RFQuals-0001 Request for Qualifications – Development of Solar Power Generation Systems Projects Q&A (Attention: Domonique L. Banks)
- **SOQ/Proposal Due Date:** **Section [E.8.1]** Wednesday, September 23, 2020 At 2:00 P.M. Electronic Submission via Email:
DGS.GOODS-SERVICES@DC.GOV

Project Description and Key Elements



➤ Overview

- The Government of the District of Columbia (the “District”) acting by and through its Department of General Services (“DGS” or the “Department”), Division of Contracts and Procurement (“C&P”), collectively (the “District”), is issuing this Request for Qualifications (“RFQs”) to solicit Statements of Qualifications (“SOQs”) from qualified on-site solar electric power (“Photovoltaic” or “PV”) Project Developers (the “Offerors”) who are interested in the ***Development of Solar Power Generation System Projects*** at various facilities within the District’s real estate portfolio as generally described in **Section [B] Scope of Work**. It is contemplated that the work required for these projects will be further detailed and released through competitively awarded Power Purchase Agreements (“PPA(s)”) issued pursuant to Basic Ordering Agreements (“BOA(s)”) which will ultimately be awarded through this procurement.

➤ Project Delivery Method

- The goal of this RFQs is to establish a roster of pre-qualified Contractors/PV Developers that can quickly compete for the Department’s Solar Development Projects as they arise.

PROJECT DESCRIPTION *(Continued...)*



- Offerors should carefully review the Form of Contract (BOA) when preparing their SOQ submission. Offerors should note that the Form of Contract will not authorize any specific work or constitute a guarantee that any work will be assigned to a Contractor.
- The Indefinite Delivery / Indefinite Quantity (“ID/IQ”) type BOA shall have a Base Term (up-to a twelve (12)-month period) and include the option to extended the term for up-to four (4), one (1)-year Option Periods.
- The Pre-qualified BOA holders shall be prepared to compete for the work as further described in the project specific RFPPAP(s). The BOA Contract holders will be provided with an opportunity to walk the project site(s) with the Department’s representatives in order to better understand and clarify the site-specific scope. Each such BOA Contractor will then be required to submit a proposal with a PPA price offer for the proposed work, as described in the RFPPAP(s). The amount of time that BOA Contractors will be given to submit proposals under the RFPPAP(s), will depend on the specifics of each individual project. The Department will make award for each such project primarily based on price proposals and consideration of other technical factors as it deems appropriate, to include differences in scope and/or proposed design equipment, and materials. Each RFPPAP(s) will detail the award criteria for each such project. The successful RFPPAP Offeror will be awarded a project specific PPA. It is contemplated that each PPA will have a term of fifteen (15) to twenty (20) years outside of the BOA term, contingent on approval by the Council of the District of Columbia.

PROPOSAL SUBMISSION REQUIREMENTS



- **Proposals are due on Wednesday, September 23, 2020** no later than 2:00 p.m. via electronic submission to Contracts and Procurement via email: dgs.goods-services@dc.gov.
- **Statement of Qualifications Organization And Content**
 - The procurement of these services will be conducted electronically; proposal shall be submitted via email to the Contract Specialist of record, Domonique L. Banks at DGS.GOODS-SERVICES@DC.GOV. To be considered, an Offeror shall submit all required attachments via email before the closing date and time. Paper, telephonic, telegraphic, and facsimile proposals ***will not be accepted***.
 - The proposal (excluding resumes and/or any exhibits) should be no more than seventy-five (75) pages in its entirety. Please note that each attachment is limited to a maximum size of 25 MB. Contractors are permitted to deliver all documents by way of multiple email submissions; however, all emails must be received on or before the submission deadline to be consider

PROPOSAL SUBMISSION REQUIREMENTS



- ❑ Offeror's SOQ submission must be organized and prepared as follows:
 - i. Table of Contents;
 - ii. each page of the proposal must be numbered consecutively;
 - iii. Proposals shall be typewritten in 12-point font size;
 - iv. on 8.5" by 11";
 - v. with each section separated (i.e., (a) Relevant Past Performance, Capacity and References, (b) Relevant Technical Experience & Expertise of the Contractor's Proposed Key Personnel & Staffing; (c) Project Management Plan and Schedule; (d) Financing and Bonding Capacity.

EVALUATION CRITERIA



➤ **Technical Criteria** **(100 Points Maximum)**

These factors consider the Offeror's experience of past performance, key personnel, expertise, and implementation plans used in performing services similar to the required services as described in Section [B]. These factors include an examination of the quality of services provided, timeliness in service delivery, business practices, and overall satisfaction with the Offeror's performance.

➤ **SOQ TECHNICAL RATING**

TECHNICAL EVALUATION CRITERIA		POINTS
Factor A: Relevant Past Performance, Capacity and References		45
Factor B: Relevant Technical Experience & Expertise of the Contractor's Proposed & Staffing	Key Personnel	20
Factor C: Project Management Plan and Schedule		20
Factor D: Financing and Bonding Capacity		15
TOTAL MAXIMUM TECHNICAL POINTS ALLOWABLE		100

➤ **SOQ EVALUATION PROCESS**

Each SOQ Submission will be scored on a scale of 1 to 100 points. In addition, Offerors will be eligible to receive up to 12 preference points as described in Section [C.1] of this RFQuals for participation by Local, Small or Disadvantaged Business Enterprises. Thus, the maximum total number of points possible is 112. BOAs will be awarded to the selected pre-qualified contactors with minimum evaluated scores of 70 points

EVALUATION CRITERIA



➤ SOQ TECHNICAL RATING

NUMERIC RATING	ADJECTIVE	DESCRIPTION
0	Unacceptable	Fails to meet minimum requirements; e.g., no demonstrated capacity, major deficiencies which are not correctable; offeror did not address the factor.
1	Poor	Marginally meets minimum requirements; major deficiencies which may be correctable.
2	Minimally Acceptable	Marginally meets minimum requirements; minor deficiencies which may be correctable.
3	Acceptable	Meets requirements; no deficiencies.
4	Good	Meets requirements and exceeds some requirements; no deficiencies.
5	Excellent	Exceeds most, if not all requirements; no deficiencies.

The technical rating is a weighting mechanism that will be applied to the point value for each evaluation category to determine the offeror's score for each factor. The offeror's total technical score will be determined by adding the offeror's score in each evaluation category. For example, if an evaluation category has a point value range of zero (0) to forty (40) points, using the Technical Rating Scale above, if the District evaluates the offeror's response as "Good," then the score for that evaluation category is 4/5 of 40 or 32.

If subcategories are applied, the offeror's total technical score will be determined by adding the offeror's score for each subfactor. For example, if an evaluation category has a point value range of zero (0) to forty (40) points, with two subcategories of twenty (20) points each, using the Technical Rating Scale above, if the District evaluates the offeror's response as "Good" for the first subfactor and "Poor" for the second subfactor, then the total score for that evaluation category is 4/5 of 20 or 16 for the first subfactor plus 1/5 of 20 or 4 for the second subfactor, for a total of 20 for the entire factor.



QUESTIONS?



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