

REQUEST FOR PROPOSALS FOR FLEET ADVISORY SERVICES

Answers to Respondent Questions

Posted 3/21/2025

Responding to the RFP

Question: Do you have to be approved in the Green Bank Technical Service Providers Request for Qualifications in order to participate in this solicitation?

Answer: No, this RFP is open to all applicants. Please see sections 1 & 2 of Requirements for further information.

Question: If applying for both scopes, should we submit two separate applications?

Answer: No, please submit one application covering both scopes.

Question: Is the 20-page limit (Section V.4. on page 5) an overall total, or a per-phase total?

Answer: An overall total, though bidders may include Appendices (such as resumes).

Question: The Proposal format does not mention resumes. Can they be provided in an Appendix?

Answer: Yes, per the Proposal Format, section d1, please provide names of employees who would be assigned to this project, including expertise, qualifications and areas of responsibility on this scope.

Question: Can CTGB confirm that providing only key personnel bios/CVs and inclusion in a team chart is suitable?

Answer: Yes.

Question: Are there any numerical small and disadvantaged business goals for this procurement?

Answer: The Green Bank encourages the participation of businesses owned by Minorities, Females and Persons with Disabilities in the implementation and execution of all projects, either on a direct basis or through subcontracting efforts. The Green Bank has issued this RFP in compliance with EPA's requirements¹ regarding the utilization of disadvantaged business enterprises, including the six good faith efforts but does not have specific procurement targets.

¹ <https://www.epa.gov/grants/frequently-asked-questions-disadvantaged-business-enterprises#q05>

CT Green Bank Funding Availability

Question: Please indicate where the funding for the initial stages of the work is going to be sourced. Should bidders be ready to solicit grants to fund the electrification and planning phases or will CT Green Bank be funding these stages in its entirety?

Answer: The Green Bank will primarily use its Clean Energy Fund account to fund the Fleet Advisory Services Program. Additional federal funding sources managed by the Green Bank may also be used to support effective program delivery. RFP respondents will not be expected to source additional funds to support the initial years of this program.

Question: Does the Green Bank have an overall budget ceiling for this project that it can provide?

Answer: The Green Bank does not have a specific budget ceiling for this project. However, we encourage bidders to recognize that this is a competitive procurement process. Proposals should balance creativity and cost-efficiency to ensure alignment with the project's goals and expectations.

Program Scope

Question: Will both scopes of the program launch simultaneously, or will planning begin first, followed by deployment?

Answer: The Green Bank intends for the Fleet Electrification Planning program to be the primary focus for 2025. If the Green Bank were to receive market demand for Fleet Deployment project support, however, it would seek to facilitate access to those opportunities on an ad-hoc basis.

Question: Is the contractor responsible for recruiting school districts, or will Green Bank leverage its existing connections?

Answer: The Green Bank plans to lead on this task but may seek contractor support in development of materials and/or strategy.

Question: Are future cohorts anticipated which might expand out to non-Distressed Municipalities, and if so, is there any projected indication as to how many cohorts and fleets overall?

Answer: The Green Bank intends to reserve participation for Distressed Municipality school districts in 2025. We anticipate expanding the offering to non-Distressed Municipalities in subsequent years. The size and frequency of future cohorts will depend on initial program outcomes and overall demand.

Question: You mentioned proposers can propose additional scope if deemed appropriate, how will that be evaluated as part of the tech/price proposal?

Answer: Proposers may describe additional scope of work aspects in reference to either the Fleet Electrification Planning or Fleet Deployment phases. Proposers can segment these tasks and their pricing impacts into “core” and “additional” tasks if useful. The evaluation of proposals will not be based solely on cost; instead, we will take a holistic approach, considering the overall value and benefits provided in alignment with the project's objectives.

Question: Under Fleet Deployment, during procurement support, please clarify the Green Bank's role during procurement of ESBs and charging infrastructure.

Answer: The Green Bank intends to provide low-cost financing for operators and school districts to acquire ESBs and associated infrastructure.

Question: Under Fleet Deployment, during procurement support, please clarify CT's Department of Energy & Environmental Protection role during procurement of ESBs and charging infrastructure.

Answer: At this time, it is not anticipated that DEEP will participate in procurement activities other than potentially integrating their grant funds to the overall capital stack for specific projects.

Pricing and Costs

Question: Given that every district is different, every cohort is different, how does the Green Bank want to see pricing in the RFP response?

Answer: The Green Bank expects RFP respondents to submit a general “per district” figure to support Fleet Electrification Planning work but recognizes that there may be significant cost variability across projects. If helpful, proposers may submit tiered pricing estimates based on number of buses per district, number of depots per district, or other measures.

Question: For per-deliverable costs, do you have a preferred payment method (i.e., milestone, T&M up to a not to exceed, other)?

Answer: Please see the RFP Proposal Format, section C (Cost of Services) for requested format on cost.

Question: On page 6 of the RFP, section IV.C. 1. Cost of Services, subpart b. for Fleet Deployment Phase, you have similarly requested that “Costs should be provided based on time and materials basis per school district, not to exceed an agreed-upon amount.” We are interested in whether the Green Bank has an anticipated or target number of fleets for this phase.

Answer: The Green Bank does not currently have an anticipated or target number of fleets for the Fleet Deployment Phase. However, our aim is for the majority of fleets that

have successfully completed the Fleet Electrification Planning Phase to advance to this next stage of deployment.

Question: Under the Cost section, for Deployment, is a rate card of the consultant bands suitable as the basis for time and materials pricing? Are bidders permitted to indicate a yearly escalation to the rates?

Answer: Yes.

Question: Please clarify what is meant by 'intensive support' in Cost of Services.

Answer: 'Intensive support' in the context of Cost of Services refers to identifying specific parts of the requested scope that may be particularly costly or time-intensive. If there are elements that fall into this category, the Green Bank requests that those be clearly outlined to ensure a better understanding of the effort and resources required for successful execution.

School District, Fleet Characteristics

Question: How many buses do the districts have on average?

Answer: The Connecticut Department of Motor Vehicles current registry data includes 7,575 school buses. There are 169 school districts in Connecticut.

Question: How many school districts are you planning to enroll in the program (both phases)?

Answer: The Green Bank hopes to enroll three or four Distressed Municipality school districts per Fleet Electrification Planning cohort for the summer and fall 2025 cohorts. Future Fleet Electrification Planning cohort participation figures will be informed by 2025 program interest and outcomes. The Green Bank hopes that as many school districts as possible elect to participate in the Fleet Deployment program after participating in the Fleet Electrification Planning program.

Question: Do all of the districts own their sites or are there any with leased facilities?

Answer: Many school bus yards in Connecticut are located on privately owned property leased to independent operators. It should not be assumed that school buses are stored on either school or municipal property.

Question: Please describe the number and diversity of facilities at each school bus fleet. We understand that there is a lot of diversity between fleets, but a general gauge would be helpful. For example, should it be assumed that each fleet operates out of a single depot where buses are parked, charged, and maintained and the facility has a single structure where power could be pulled from?

Answer: From publicly available data, it appears common that many school districts' buses are located at one central location per district on either public or private property.

There is significant disparity across school bus depots regarding their level of infrastructure development and electric infrastructure capacity. The Green Bank's September 2024 [comments](#) in PURA Docket No. 21-09-17 discuss these factors.

Coordination with School Bus Operators

Question: During the bidder's conference it was mentioned that a significant portion of school districts contract with transportation service providers for bus services. To what extent is coordination or engagement with service providers (external to school districts) expected or required?

Answer: Over 90 percent of school buses in Connecticut are operated by private contractors. Engaging with these entities will be an important aspect of successful Fleet Electrification Planning and Fleet Deployment engagements. The Green Bank anticipates that many aspects of projects, especially those related to analyzing fleets, evaluating routes, and assessing school bus yard infrastructure, will require close coordination with a school district's respective school bus operator. During the recruitment process, the Green Bank will work to ensure that a district's respective school bus operator is aware of and willing to participate in the project.

Coordination with Electric Distribution Companies

Question: On page 2, section III., the Green Bank refers to the PURA rulings, which requires the Electric Distribution Companies to conduct a number of specific activities relating to the school districts' fleet electrification. Does the Green Bank have any updates regarding this requirement for the EDCs, including potential timing of the results of these efforts or specific expectations of applicants to coordinate with the EDCs, beyond the overall statements of "EDC engagement" and "EDC coordination" currently identified in Section IV. Scope of Services?

Answer: The Green Bank is currently coordinating with the EDCs to integrate these directives into the overall FAS program design. The Green Bank will organize a meeting between the selected contractor(s) and the EDCs to further discuss these program and operational aspects. Agreed upon workstreams will be discussed in a Green Bank-EDCs joint correspondence filing due to PURA by May 16th.

Contract Details

Question: Is there going to be one selected contractor for the duration of the program?

Answer: The Green Bank plans to agree terms with its selected contractor(s) through the end of 2026.

Question: The sample contract [Exhibit B, section 6.] indicates that the applicant will be an independent contractor. We just want to verify that means we would not be a subrecipient for the purposes of this contract.

Answer: That is correct, the selected bidder will not be considered a subrecipient as defined by the federal Greenhouse Gas Reduction Fund terms and conditions.

Technical Questions

Question: Are you assuming a one-port-per-school-bus ratio for deployment/planning?

Answer: Ultimate infrastructure recommendations will be the responsibility of the selected contractor(s) to generate. The Green Bank has observed that many school bus operators favor a 1:1 charger to bus system.

Question: Is there interest in bidirectional charging?

Answer: Yes, the Green Bank is interested in supporting the development of V2G market opportunities and innovations in Connecticut, although there currently is no regulatory mechanism to monetize V2G operations. Exploring V2G opportunities is not a requirement for either program phase.

Question: Is there interest in battery storage and load management?

Answer: Yes, the Green Bank is interested in supporting innovative strategies that lead to operating cost savings and/or grid resilience improvements.