



REQUEST FOR PROPOSALS FOR SOLAR DEVELOPMENT TECHNICAL ASSISTANCE

Answers to Submitted Questions

1. Question:

Can a partnership apply for this, with a lead applicant issuing subawards or contracts for certain aspects of the scope of services (dividing the technical and financial services, for example) or are you looking for a single firm to cover all services?

Answer: Proposals can be composed of multiple companies (a partnership). However, all participants of the partnership must be known and included in the application.

2. Question:

The RFP notes that proposers can submit pricing for individual items. Does CT Green Bank have specific allocations/ranges for each service in the scope?

Answer: We do not have specific allocations.

3. Question:

Can bidders submit proposals that respond to only a subset of the scope of work? Or are you only interested in responses from firms that can deliver the entire scope?

Answer: Green Bank is looking to procure the full set of services. Proposals that provide the entire scope will be favored.



4. Question:

Is there a budget for this work?

Answer: Technical assistance for the Solar MAP+ Program (The Program) is included in the Program's Budget. The dollar amount will be determined by the Awardee of this solicitation and the provided cost structure.

5. Question:

Is it expected that capital costs will be developed by the selected contractor for feasible sites? And if so, what level of cost estimating?

Answer: The awarded Contractor will be responsible for collecting and identifying technical, environmental and logistical feasibility of a site, which includes cost considerations. Contractor will provide estimated build cost and feasibility for solar and battery storage assessments. Contractor will also support the development of our financial model inputs and simulations. Bidders will be evaluated on their ability to provide these services.

6. Question:

What is the timeline / duration and deadline for this work?

Answer: The Awarded Contractor will provide support to the program continuously throughout the term of the contract. Deadlines for specific deliverables are dependent on the timing and complexity of the request. Speed and accuracy of deliverables are important for the efficacy of the Program. Green Bank anticipates either a 1- or 2-year contract period.

7. Question:

What level of detail is CT Green Bank expecting for solar design, site plans, and reports? Is it expected that equipment selection would be part of the scope? Is there a specific assessment tool CT Green Bank expects the selected respondent to utilize for developing these deliverables?

Answer: Green Bank does not have an assessment tool for development and expects the Contractor to provide the assessment expertise and capacity. Development of solar site plans and



reports should include but are not limited to: i) System design, layout, and expected production ii) Point of interconnection iii) Proposed trench path iv) Estimated build cost and feasibility as well as identifying important characteristics of the site that impact feasibility.

8. Question:

Will this work be looking at behind the meter or front of meter solar projects or both?

Answer: Both

9. Question:

Can you provide clarity on what solar compensation structures are to be considered for solar projects identified through this work?

Answer: Green Bank will consider all compensation structures available to the commercial and residential projects participating in the Solar MAP+ program. This includes federal tax credit programs and federal and state level incentives, but also opportunities for self-consumption. Contractor should be able to evaluate project economic viability outside of NRES, RRES and SCEF.

10. Question:

Is coordination with the electric utility expected as part of site feasibility assessment and determining site layout (POI)?

Answer: Contractor may be asked to submit inquiries to the utilities on behalf of a project or potentially submit an interconnection application in an outlier scenario. Contractors should be familiar with and comfortable referencing publicly available resources like hosting capacity maps and grid twin to inform deliverables provided to the Green Bank.

11. Question:

Is it expected that all projects will be assessed for battery storage feasibility?

Answer: Not all projects but a good portion of the project development will include solar and storage.



12. Question:

Is the Contractor responsible for securing solar incentives (e.g., CT SHREC, ITC, or net metering), or just identifying them?

Answer: No, the Contractor will not be responsible for securing solar incentives.

13. Question:

Will site access and facility coordination (e.g., utility info, roof specs, visits) be arranged by Green Bank, or is that the Contractor's responsibility?

Answer: This will be organized by Green Bank. Green Bank will facilitate with each site host and the lead on document collection. The Contractor will follow up to schedule site visits.

14. Question:

How many sites or project groups are expected to be evaluated under this contract?

Answer: Based on past volume, we anticipate a high-level feasibility analysis (i.e. pass/fail) for 100 sites per year across our three market segments (state, municipal, and affordable housing) and approximately 25% of those sites to receive a site visit and subsequent site report with conceptual design.

15. Question:

Are the overall project capacity ranges, kVA size, MVA size, interconnecting at residential low voltage, distribution medium voltage, transmission high voltage, etc.?



Answer: The intent of the question is not clear. However, the Solar MAP+ program develops projects for commercial and residential property types that have varying electrical services. This program does not develop utility-scale projects.

16. Question:

Are battery storage assessments expected to include resilience modeling (e.g., outage mitigation for critical loads), or just financial/market-based pro formas?

Answer: Battery storage assessments are expected to include both resilience modeling and estimates of all applicable revenue streams.

17. Question:

Will there be a scoring rubric for evaluating EPC or financing RFPs, or is the Contractor expected to create evaluation criteria?

Answer: See the table below with the Green Bank's current scoring criteria for evaluating EPC contractors. While the Contractor is not expected to create evaluation criteria, they will advise and assist with any updates to this scoring criteria.

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Evaluation Criteria Breakdown	Points
Completeness of Response to RFP(Pass/Fail)	Pass/Fail
ALL required schedules, forms and informational items have been submitted. (Fail: if Proposer RFP submission does not meet document submission requirements)	
A. Proposer Qualifications & Experience	20 Points
1. Financial stability and ability to execute (full financial statement package, 0 if not provided, 4 if provided, 5-9 depending on strength)	0-9
2. Team (organizational) qualifications and strengths (details of the project team, subcontractor references; 0 if not provided or not detailed)	0-5
3. Strength and relevance of references & experience (relevance to the RFP projects, 0 if not provided or not relevant)	0-5
4. Disadvantaged Business Enterprise (DBE) (Company certifies they meet the definition of DBE in Section VLK; 0 if not)	0-1
B. Technical Proposal	20 Points
1. Completeness and quality of technical documents (adherence to components (exhibit B) and specifications referenced in the RFP; 0 if there is deviation)	0-5
2. Conceptual design/site plan (Adherence to RRES specifications for AFMH; 0 if inadequate or incorrect, 1-10 depending on strength of design)	0-10
3. Production modeling (utilizing industry-standard design software and RFP-provided production assumption modeling standards per section VLK; 0 if insufficient or inadequate, 1-5 depending on adherence)	0-5
C. Project Costs	40 Points
1. EPC bid completeness and details (\$/Wdc, \$/kWh and project assumptions/contingencies)	0-35
2. Site Visits attended (5 if all sites visited, 0 if not)	0-5
D. Implementation Plan and Schedule	10 Points
1. Project plan and schedule (realistic durations, knowledge of solar project timelines and requirements; 0 if not provided, 1-10 depending on detail of project steps and realistic timing)	0-10
E. Contract Terms & Conditions	10 Points
1. Conformance with RFP specifications, unique contracting requirements, and Contract Agreement (EPC Contract, Exhibit E) (Provided signed Exhibit F; 0 if not provided, 1-10 depending on amount of exceptions)	0-10
TOTAL	100 Points

18. Question:

Section V.1. Bullet item 3 states we have to have a qualified engineer on staff. Does CT Green Bank require that this engineer has a P.E. license in Connecticut?

Answer: It is not required to have a P.E. license in Connecticut. However, it is encouraged since preferred qualification for Bidders is experience with all aspects of the development or construction of distributed solar projects and extensive knowledge of Connecticut's solar regulatory and incentive structures.

19. Question:

Will the cover page, table of contents, and cover letter count towards the five-page limit?

Answer: No



20. Question:

For Section IV-f of the scope of work, can you clarify the scope of interconnection support? Will the technical assistance in this scope of work include developing full interconnection packages (including modeling) and providing technical support until the interconnection agreement is finalized?

Answer: The Awarded Contractor is not expected to develop full interconnection packages, but is expected to identify a viable interconnection methodology and any interconnection barriers as part of the site analysis, and confidently assess required costs

21. Questions:

Item	Reference	Question and Answer
1	RFP Document, IV. Scope of Services, 1 st para., Page 1 of 18	<ul style="list-style-type: none"> • What exactly is the intent of the services being sought? <ul style="list-style-type: none"> ○ The intent of the services is to assist the Green Bank in expanding the deployment of solar and battery storage to municipal, state, and affordable multifamily housing facilities. • Is Green Bank asking the Contractor to help it to perform due diligence of potential host sites, to select sites to be developed, and to prepare RFP packages for EPC contractors that will perform all engineering, procurement, and construction? <ul style="list-style-type: none"> ○ See section IV. Scope of Services for what the Green Bank would ask of the selected contractor. However, your summary is an accurate synopsis of a portion of the work, but not all. • Is Contractor being asked to perform design engineering instead of an EPC contractor doing this?



		<ul style="list-style-type: none"> ○ No, the Awarded Contractor will perform the services in Section IV. Scope of Services. The engineering, procurement, and construction services of sites will be solicited through a separate solicitation. ● Who will be responsible for commissioning, start-up, verification and validation, performance testing, and determination of final completion/commercial operation? <ul style="list-style-type: none"> ○ These services will not be performed by the Awardee of this solicitation. The Green Bank will select a vendor through a separate solicitation. ● Who will be the developer(s) for each selected host site with overall responsibility, Green Bank, the Contractor, an EPC contractor, others? <ul style="list-style-type: none"> ○ These services will not be performed by the Awardee of this solicitation. The Green Bank will select a vendor through a separate solicitation.
	RFP Document, IV. Scope of Services, (a), Page 1 of 18	<ul style="list-style-type: none"> ● Is there an estimated number/range of projects for the services? <ul style="list-style-type: none"> ○ Based on past volume, we anticipate a high-level feasibility analysis (i.e. pass/fail) for 100 sites per year across our three market segments (state, municipal, and affordable housing) and approximately 25% of those sites to receive a site visit and subsequent site report with conceptual design. ● Would Green Bank be able to provide a list of the potential sites for the services? <ul style="list-style-type: none"> ○ This is not possible at this point.



3	RFP Document, IV. Scope of Services, (a)(i), Page 1 of 18	<ul style="list-style-type: none"> • Regarding “collection of utility information, including metering information and hosting capacity” will utility and metering information already be documented and memorialized such that the host site will turn this information over to the Contractor? • Or is the Contractor being asked to literally hunt down and collect this information via site visits and correspondence with applicable utility service providers? <ul style="list-style-type: none"> ○ The Green Bank will facilitate document collection with the site host and provide what is available to the Contractor, such as utility bills, drawings, and roof information. The Contractor is expected to supplement with information gathered from site visits and publicly available resources like hosting capacity maps and grid twin to inform deliverables. See Section IV. Scope of Services for complete information. • If the latter, is the Contractor being asked to install metering equipment? <ul style="list-style-type: none"> ○ No.
4	RFP Document, IV. Scope of Services, (a)(ii), Page 2 of 18	<ul style="list-style-type: none"> • Regarding “collection of facility information, including roof age/condition and environmental conditions” is this information already documented and memorialized such that the host site will turn this information over to the Contractor? <ul style="list-style-type: none"> ○ The Green Bank will facilitate document collection with the site host and provide what is available to the Contractor, such as utility bills, drawings, and roof information. The Contractor is expected to supplement with information

		<p>gathered from site visits and publicly available resources like hosting capacity maps and grid twin to inform deliverables. See Section IV. Scope of Services for complete information.</p> <ul style="list-style-type: none">• Or is the Contractor being asked to ascertain same during a site visit (e.g., observed apparent condition)? Is the contractor being asked to perform structural and other engineering assessments of host site roofs and support infrastructure?<ul style="list-style-type: none">○ Some of this information will be provided by the property owner of the site. Otherwise, the Contractor obtains this information from site visit.Contractor is not expected to perform a structural engineering assessment and will be performed by a vendor selected through a separate solicitation.• What is meant by “environmental conditions”?<ul style="list-style-type: none">○ Environmental conditions can include but are not limited to site slope, wetlands, access barriers or any other characteristics of the site that would impact solar layout or electrical tie-ins.• Is the Contractor being asked to conduct environmental site assessments (e.g., Phase I ESA)?<ul style="list-style-type: none">○ No.
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5	RFP Document, IV. Scope of Services, (b), Page 2 of 18	<ul style="list-style-type: none">• Regarding “Development of solar site plans and reports” and related subheadings, is the Contractor being asked to literally design a solar photovoltaic (PV) system or is the scope of this ask limited to a conceptual/feasibility approach?<ul style="list-style-type: none">○ The intent is to produce a preliminary sizing (AC/DC sizing) and production estimate (kWh) based on reasonable evaluations of available space and shading assumptions performed from desktop analysis which may be supplemented with information obtained from a site visit. A modeling software such as helioscope, aurora or similar may be used to create the production estimate. The production estimate will be used to develop a preliminary proforma. No drawings are developed at this stage.• If the former, is the intent to have an engineering design package complete for release of an RFP for construction; and if so, why would this not be the responsibility of an EPC contractor?<ul style="list-style-type: none">○ N/A. The latter.• Is solar resource modeling expected to be a part of this subtask?<ul style="list-style-type: none">○ For site reports, we expect Contractor to use a nearby airport's TMY data within a commercially available modeling software and some desktop level shade modeling to account for obvious obstructions.
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6	RFP Document, IV. Scope of Services, (c), Page 2 of 18	<ul style="list-style-type: none"> • What is meant by “Development of battery storage assessments”? <ul style="list-style-type: none"> ○ We are looking to create an assessment template in partnership with the awarded contractor that provides a conceptual battery storage installation for a site that includes estimates of all available revenue streams. • Does this mean identifying potential applications at the target solar PV sites? <ul style="list-style-type: none"> ○ Yes. • Does this mean identifying a range of potential battery energy storage systems (BESS) that would work at the target solar PV sites? <ul style="list-style-type: none"> ○ Yes. At minimum applicable equipment should be identified that meets applicable utility and incentive eligibility requirements to use for modeling potential applications and revenues. • Does this apply to each target site that the Contractor is asked to assess feasibility or to only certain sites that have been pre-identified? <ul style="list-style-type: none"> ○ Pre-identified sites, but keep in mind that the Green Bank hopes to increase deployment of battery storage moving forward. • Who will make decisions regarding BESS sites selected? <ul style="list-style-type: none"> ○ Green Bank.
	RFP Document, IV. Scope of Services, (c), Page 2 of 18	<ul style="list-style-type: none"> • What is meant by “...including a pro forma with all applicable revenue streams that are feasible”?



		<ul style="list-style-type: none"> ○ An estimate of all applicable revenue streams that are available to battery storage technology in Connecticut ● Is the Contractor being asked to provide Green Bank technical inputs for its financial model, or is the Contractor being asked to develop a pro forma financial model from scratch for each potential host site? <ul style="list-style-type: none"> ○ Technical inputs, cost estimates, and estimates of incentives and applicable revenues that can be included in the Green Bank's financial modeling.
	RFP Document, IV. Scope of Services, (d), Page 2 of 18	<ul style="list-style-type: none"> ● Regarding "Technical assistance...", similar to the preceding questions, is the Contractor being asked to engineer and design proposed solar PV and BESS systems or simply being asked to prepare feasibility documentation in support of an EPC contractor performing needed design? ● This solicitation is seeking services to diligence potential project sites, provide conceptual designs in the form of site reports, and provide support and documentation for potential solar projects. As noted above, the Green Bank will seek engineering and design vendors through a separate solicitation.
9	RFP Document, IV. Scope of Services, (f), Page 2 of 18	<ul style="list-style-type: none"> ● What is meant by "...preparation of documentation for interconnection"? <ul style="list-style-type: none"> ○ Contractor could be asked to provide documentation to support an interconnection application in rare cases. Green Bank anticipates this would be a separate service on top of the standard assessment, with additional cost.



		<ul style="list-style-type: none"> • Is the Contractor being asked to complete all applicable electrical interconnection applications, including supporting design documentation for such applications? <ul style="list-style-type: none"> ○ No, this is not part of the standard support for the program. On occasion, Green Bank may ask Contractor for support with an interconnection application in rare cases. Green Bank anticipates this would be a separate service on top of the standard assessment, with additional cost. • Who will be responsible for submitting these interconnection approval applications? <ul style="list-style-type: none"> ○ This is not part of the standard support for this solicitation. On occasion, Green Bank may ask Contractor for support with an interconnection application in rare cases.
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10	RFP Document, IV. Scope of Services, (g)(a), Page 2 of 18	<ul style="list-style-type: none"> • What is meant by “...and simulations”? <ul style="list-style-type: none"> ○ Financial modeling scenarios run by the Green Bank • Are you referring to sensitivity analyses for the aforementioned financial models or some other type(s) of simulations (e.g., solar resource modeling)? <ul style="list-style-type: none"> ○ Financial modeling scenarios run by the Green Bank
11	RFP Document, V. Requirements, 3. Proposal Format, Page 3 of 18	<ul style="list-style-type: none"> • Please confirm that the price (Cost of Services) is to be included in the same file as the technical response (Executive Summary and Technical Requirements).



		<ul style="list-style-type: none">○ Yes, each proposal should include an executive summary, technical requirements, and cost of services.
12	RFP Document, V. Requirements, 3. Proposal Format, Page 3 of 18	<ul style="list-style-type: none">● Would Green Bank consider excluding the pricing (Cost of Services) from the 5-pg. page limit?● Please limit proposals to no more than five pages. If there is information critical to the proposal that extends beyond 5 pages, Green Bank will review.
13	RFP Document, Exhibit A, 2. Period of Performance, Page 5 of 18	<ul style="list-style-type: none">● Please advise the estimated period of performance for the services.● Green Bank anticipates either a 1 or 2 year contract period.● Does Green Bank have an anticipated start date in mind?● Contract period shall commence immediately upon award and contract execution, ideally July 2025.