



REQUEST FOR QUALIFICATIONS

to

Establish a list of Pre-Qualified Trade Professionals that will engage with the State of California Energy Strategy and Support Program (SOC ESS) and qualifying State Agencies on energy efficiency projects

PQTP RFQ 2021-10

Date: 10/15/2021

Alternative Energy Systems Consulting, Inc.



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1.0 Submittal Information and Deadline

This Request for Qualifications (RFQ) can be found online on the State of California Energy Strategy and Support Program (SOC ESS) website at www.aesc-inc.com/soc-ess-trade-pro-rfq/

1.1 Questions

Questions regarding this RFQ shall be emailed to tadams@askenergyinc.com. Please reference the Pre-Qualified Trade Professional (PQTP) RFQ 2021-10 in the subject line.

An online forum is scheduled for **Friday 10/22/2021 from 10:30am – 12:00pm**, open to any Trade Pro with RFQ-related questions:

[Click here to join the meeting](#)
Or call in (audio only)
[+1 323-433-2361,196004490#](tel:+13234332361196004490)
Phone Conference ID: 196 004 490#

1.2 Submittal

The complete Statement of Qualifications (SOQ) package, as outlined in this RFQ, must be received by tadams@askenergyinc.com no later than **12:00 PM on Monday 11/15/2021**. Qualified and interested companies are invited to submit an SOQ that follows the submittal requirements outlined in Section 3.

2.0 Purpose of RFQ/Program Overview

The SOC ESS is seeking Trade Pros which include Energy Service Companies (ESCOs) and Trade Allies (such as, but not limited to, lighting and HVAC contractors), to submit a SOQ to become pre-qualified; and proceed with submitting energy efficiency projects to the SOC ESS.

2.1 Establishment of a List of Qualified Trade Professionals

The SOC ESS is a statewide energy efficiency program starting in 2021 administered by Pacific Gas and Electric (PG&E) and supported by the state's other investor-owned utilities under the auspices of the California Public Utilities Commission (CPUC). Alternative Energy Systems Consulting, Inc. (AESC), in partnership with several sub-contractors ("Program Team"), will implement the SOC ESS on behalf of PG&E and the state's other investor-owned utilities. AESC's sub-contractor, ASK Energy will manage the Trade Pros. The SOC ESS addresses key barriers California state agencies experience while working to reduce energy use and greenhouse gas emissions.

The SOC ESS provides direct support to [qualifying State of California Agencies](#) (Agency) to develop projects, staff augmentation to increase project completion rates, pre-qualifies Trade Pros for the PQTP list, and provides an umbrella program and engineering support for projects developed by Agency-selected Trade Pros. With two pathways for agencies to choose from, the



SOC ESS can adjust service levels to maintain Agency satisfaction and program cost-effectiveness.

Firms that submit a complete response consistent with the requirements set forth in this RFQ, attend required trainings, and sign the Trade Professional Agreement will become members of a list of PQTPs.

Training is mandatory. The first Trade Pro training will be held on **Wednesday 12/8/2021, 9am-12pm**. Each company must identify at least one representative to attend the training.

The PQTPs will be included on the SOC ESS website and will be eligible for program benefits that non-prequalified Trade pros cannot access. Inclusion in the PQTP list does not guarantee any given Trade Pro will win work with any given Agency.

2.2 PQTP Benefits

The PQTP benefits include:

- Dedicated SOC ESS Point of contact
- Reduced response requirements for Agency Request for Proposals (RFPs) (at Agency's discretion)
- Advance notice of SOC ESS changes
- Trade Pro contact information listed on the SOC ESS website
- SOC ESS PQTP logo for use on website, RFP responses, and marketing materials
- Access to Praxis by AESC modeling software (optional)
- Access to Equipment Purchase Support (EPS) for qualified projects (optional)
- Opportunities to provide input on SOC ESS changes and improvements
- Advance notification of project solicitations

3.0 SOQ Submittal Requirements

The SOQ should provide a straightforward, concise delineation of the respondent's demonstrated capability to perform work of the type described in this RFQ.

3.1 Format

Please provide electronic copies only. Include PDF and original source file (preferably MS Word). Please refrain from using font below 11 point and limit the response to 15 pages.

3.2 Content Requirements

The SOQ must include:

- **Section 1 - Executive Summary:** Brief highlight of your firm's qualifications and a statement indicating your organization's interest in and commitment to becoming an SOC ESS PQTP



- **Section 2 - Firms Qualifications:** Provide an overview of your organization and qualifications, including:
 - Professional experience of the firm and up to five key personnel
 - Energy Efficiency services and project types
 - Boilers
 - Building Envelope/Weatherization
 - Chillers
 - Cooling Towers
 - Economizers
 - Electrical
 - Food Service
 - Heat Exchangers
 - HVAC
 - HVAC Controls
 - Insulation – Pipes, Tanks, Other
 - Lighting
 - Lighting Controls
 - Mechanical
 - Motors
 - Ozone Laundry
 - Pumps
 - Pump Controls
 - Refrigeration
 - Retrocommissioning (RCx)
 - Steam Traps
 - Variable Frequency Drives
 - Wastewater
 - Water Heaters
 - Other (please specify)
 - Location of corporate office/territories served
 - California counties served
 - Energy savings projects experience generally and for State buildings, if applicable
 - Experience working with California IOU energy efficiency programs
 - Confirmation that firm is a registered bidder on the [Cal eProcure website](#)
- **Section 3 - Key Personnel:** List years of experience, relevant licenses, and certifications for key personnel
- **Section 4 - Licenses:** List contractor licenses, expiration dates and numbers
 - Per RFQ Section 4, HVAC or Lighting Requirements, confirm you meet each requirement listed, or indicate N/A
 - If firm does not meet HVAC or lighting requirements listed in Section 4, provide a list of Installer Contractors (organization name and primary contact) you have or will work with that meet this requirement



- **Section 5 - Disadvantaged Status:** If applicable, proof of current certification for Service-Disabled Veteran-Owned Small Business (SDVOSB), Woman Owned Small Business (WOSB), and/or other Disadvantaged Business Enterprise certifications
- **Section 6 - References:** Provide 2 references for projects completed in the last 18 months, preferably at least one from a California State Agency

3.3 Optional Requirements

Providing proof of registration with the California Department of Industrial Relations (DIR) to the SOC ESS may reduce your submittal requirements for individual Agency bids.

4.0 Scope of Services

The core objective of all tasks is to implement IOU-claimable cost-effective energy savings projects that meet the specified payback period as well as the terms and conditions of the Program, customer, and project funding source.

Tasks below represent the minimum work required for each phase. Some projects may require tasks not listed below.

In service to, and in accordance with the hiring Agency, PQTP will complete the following tasks for each contracted project:

4.1 Project Development

Serve as project developers to identify, develop, and design energy efficiency measures (EEMs) that reduce energy consumption and waste and/or make more efficient use of energy. The SOC ESS expectations include, but are not limited to:

- **Demonstrate Influence for Custom Projects:** As potential custom projects are identified, notify SOC ESS and/or discuss SOC ESS with Agency
- **Cooperation Among Stakeholders:** The PQTPs will work cooperatively within the SOC ESS guidelines and with the Program Team, as necessary, to identify, assess, and include in project scope EEMs
- **Develop Energy Savings:** The PTQPs will develop energy savings calculations for program reporting and customer use. For custom calculations, PTQP will provide draft savings to SOC ESS for review, and implement necessary revisions.
- **Program Incentives and/or Financing:** The PQTPs will coordinate with the SOC ESS to obtain all available incentives on behalf of the Agency. PQTPs will work with the SOC ESS to finance the project through available funding options, including but not limited to the following:
 - On-Bill financing (OBF) through investor-owned utility (IOU) providers (includes OBF with and without incentives based on IOU service area)
 - Golden State Financial Marketplace (GS \$Mart)
 - Others as identified and agreed to by Agency



4.2 Construction and Installation

Construction and installation of approved project measures includes:

- **Install Projects:** Successfully implement projects per agreed upon scopes and timelines as determined by hiring Agency
- **Coordinate with Program:** Work with SOC ESS as appropriate to ensure compliance with program requirements as outlined in SOC ESS trainings

4.3 Measurement and Verification (M&V) Protocols

As required for specific projects, measure savings post-implementation to compare against initial estimated savings. Services may include, but are not limited to:

- **Create M&V Plan:** Develop a detailed M&V Plan establishing a pre-installation baseline and M&V methodology
- **Revise M&V Plan:** Provide program M&V Plan for review and implement any agreed-upon revisions
- **Verification:** Verify operation of the installed equipment or systems
- **Final Measurement:** Measure post-installation energy use to identify savings

Notes:

- All M&V protocols must follow the most recent American Society of Heating, Refrigeration, and Air-Conditioning Engineers (ASHRAE) and U.S. Department of Energy Federal Energy Management Program's (US DOE) M&V guidelines unless otherwise specified by the SOC ESS.
- The SOC ESS may review, advise on, and request modifications to the M&V plan.
- The SOC ESS may observe M&V activities, review calculations, utility bill records, and other elements of the baseline to confirm that the M&V plan is followed.

4.4 Project Documentation, Maintenance and Other Administration

As required for specific projects and/or for compliance with the SOC ESS requirements, provide information that supports SOC ESS influence, equipment maintenance, and/or other documentation needs. Services may include, but are not limited to:

- **Provide Records:** Provide printed and/or digital record such as operating manuals in specified formats acceptable to the SOC ESS and/or Agency
- **Warranty and Manuals:** Provide warranty and operation and maintenance (O&M) manuals
- **Program Compliance:** Provide all SOC ESS and CPUC required documentation and other requirements
- **Program Engagement:** Work with SOC ESS to provide status updates and resolve issues



4.5 HVAC or Lighting Requirements

HVAC or Lighting projects above a certain threshold require Trade Pros or their sub-contractors to meet the following criteria.

HVAC Measures

Installation, modification, or maintenance of non-residential HVAC measures with an incentive of \$3,000 or more are required to be installed by workers or technicians that meet one of the following criteria:

- Enrolled in an accredited HVAC apprenticeship, or
- Completed an accredited HVAC apprenticeship, or
- Completed at least five years of work experience at the journey level as defined by the DIR, passed a practical and written HVAC system installation competency test, and received credentialed training specific to the installation of the technology being installed, or
- Have a C-20 HVAC contractor license from the California Contractor's State Licensing Board that is in good standing.

The above requirements apply to all individuals that perform the installation work, not just to the contracting firm itself.

As required by CA Labor Code § 1720.6., the SOC ESS design and incentive structures assume that prevailing wage rules apply to work conducted at all State of California owned Agency facilities and are factored into project cost assumptions and incentive designs.

Advanced Lighting Control Measures

Installation of non-residential lighting control measures with an incentive of \$2,000 are required to be installed by:

- Installation technicians who have completed the California Advanced Lighting Controls Training Program ([CALCTP](#)), and can ensure that advanced lighting control systems and measures are properly programmed, tested, installed, commissioned, and maintained, for contracting firms who have a C-10 Electrical license from the California Contractors State Licensing Board that is in good standing.

Additionally, as required by CA Labor Code § 1720.6., the SOC ESS design and incentive structures assume that prevailing wage rules apply to work conducted at all State of California owned Agency facilities and are factored into project cost assumptions and incentive designs.

4.6 Workforce and Training Requirements

Based on project type and requirements, PQTP will ensure and provide proof that all work done by PQTP or sub-contractors (such as those who install equipment, or "Installer Contractors") meet all workforce and training requirements as dictated in [D. 18-10-008](#).



4.7 Additional related services

In addition to the services listed above, Trade Pros working on comprehensive building projects may be required by bidding State Agencies to include an analysis of other cost reduction measures that may not necessarily reduce energy consumption but might reduce costs through fuel switching, electricity load shifting, improving equipment operations, reducing maintenance, or utility rate restructuring opportunities.

5.0 RFQ Compliance and Program Terms

To be compliant with the requirements of this RFQ, the responding firm must complete and return the required submittals.

5.1 Cancellation of Solicitation

This solicitation does not obligate SOC ESS to enter into any agreement. The SOC ESS retains the right to cancel this RFQ at any time for any reason. The SOC ESS also retains the right to obtain the services specified in this RFQ in any other way. No obligation, either expressed or implied, exists on the part of SOC ESS to pre-qualify a trade professional.



5.2 Completion of RFQ Response

Responses to the RFQ shall be complete in all respects as required by this solicitation. A submission may be rejected if conditional or incomplete. Statements made by a responding firm shall be without ambiguity, and with adequate elaboration, where necessary, for clear understanding. Costs for developing and submitting RFQ responses are entirely the responsibility of the responding firms and shall not be chargeable to the SOC ESS.

5.3 RFQ Responses Become the Property of SOC ESS

RFQ responses become the property of the SOC ESS upon submission. The SOC ESS reserves the right to make use of any information contained in the RFQ Response. Responses shall be retained for official files. The SOC ESS may share the information contained in the responses with State Agencies and PG&E for one year. At the end of one year, Respondents will be asked to resubmit and update qualifications.

5.4 Confidential Material

The RFQ Responses are public upon opening; however, the content of all RFQ responses, written correspondence, agenda, memoranda, and evaluation documentation which disclose any aspect of the respondents' RFQ responses shall be held in the strictest confidence and shared only between Program Team, State Agencies, and PG&E.

5.5 Reservation of Rights

The SOC ESS may reject any or all RFQ responses and may waive any immaterial deviation in an RFQ response. The SOC ESS waiver of an immaterial deviation shall in no way modify the RFQ documents or excuse the responding firm from full compliance with the specifications if the responding firm is awarded membership in the PQTP List. The RFQ responses that include terms and conditions other than the SOC ESS terms and conditions may be rejected as being non-responsive. In the event all RFQ responses are rejected or the SOC ESS determines alternative solutions are in its best interest, the SOC ESS may cancel this solicitation and pursue alternative pre-qualification options.

The SOC ESS may make such investigations as deemed necessary to determine the ability of the responding firm to perform the work, and the responding firm shall furnish all such information and data for this purpose. The SOC ESS reserves the right to reject any submittal made pursuant to this RFQ or any subsequent RFQ response or bid if the evidence submitted by, or investigation of, such responding firm fails to satisfy the SOC ESS that such responding firm is properly qualified to carry out the obligations of membership in the PQTP List and to implement the work for State Agencies.

5.6 Terms and Conditions

PQTPs must follow all SOC ESS Terms and Conditions per Project Application and Trade Professional Agreement. Terms and Conditions can be found here:



- [Project Application](#)
- [Trade Professional Agreement](#)