

GESA

RFQ Process Summary

This presentation is provided for general guidance only.
ESCOS must review and follow RFQ and
Bulletin requirements in preparing their Quotes.

Quotes

Each Quote consists of three (3)
separately sealed parts:

1. Technical Submission (40%)
2. ECM/Cost Submission (40%)
3. Small Diverse Business Submission (20%)

Evaluation

- ESCOs scoring 70% of points or more on Technical submission will be scheduled for interviews
- ECM/Cost submissions are reviewed by the committee and interviews are held
- Small Diverse Business submittal score is calculated by DISBO
- The Tech., ECM/Cost & SDB scores will be tallied, pro-rated & then combined for a “Total Score” (1000 pts. possible)
- Notice of Selection is issued.

Scoring Committee

- **Scoring Committee Members**
 - 3 Commonwealth employees
 - Individually/Independently score each proposal
- **Each Scorer uses Same Scoring Matrices**
 - Matrices are identical to the ones published in the RFQ as Appendices G & H
 - Make sure to address all items in the scoring matrices. Refer to Part 2 of the RFQ and appropriate Appendices for the items that will be scored by the Committee.
- **Technical Scoring Matrix in Appendix G**
- **ECM/Cost Scoring Matrix in Appendix H**

Submission

- Must be separately sealed
 - Dead line for questions 1-8-19
 - Deadline for submission 1-17-19
- Project Name, Number, and ESCO Contact Info on each sealed portion
- No requirement on Quote's appearance.
 - A cover letter per the RFQ is appreciated
 - However, labelling and separators for different sections is appreciated.
- See “Mandatory Requirement Checklist” in Appendix F
 - If mandatory items are not satisfied, quotes will be rejected as non-responsive and will not be scored!

Technical Submission

Worth 40% of Total Score

- Refer Part 2 of RFQ
- 4 hardcopies and 1 electronic copy on USB drive
(separately sealed from ECM/Cost and SDB)
- ESCO Signature pages
- Non-Collusion Affidavit
- Need 70% of points to be scheduled for interview

ECM/Cost Submission

Worth 40% of Total Score

- Refer to Part 2 of RFQ
- 4 hardcopies and 1 electronic copy on USB drive (separately sealed from Tech and SDB)
- Project Security (Bid Bond or Cashier's/Certified Check)
- Review Appendix H (the ECM/Cost matrix), and Appendix T (lists the ECMs) when drafting this submission
- Committee will review ECM/Cost Submission prior to interviews but will finalize scores after the interviews

SDB / SB Submission

Worth 20% of Total Score

- Refer to Parts 1, 2 and 3 of RFQ
- Scored by DISBO
- 2 copies (separately sealed from Tech and ECM/Cost)
- It is a single DGS Form (Appendix D)
 - Dollar Value & Percentage of all SDB commitment,
 - Dollar Value & Percentage of all SB commitment,
 - SDB values are worth 2/3 of overall SDB/SB score,
 - SB values are worth 1/3 of overall SDB/SB score,
 - List of Firms & Letters of Intent should not be submitted at this time (submit for Investment Grade Audit only)
 - Applies to all tiers as discussed in Part 2 and AP No. 15

Final Comments for the RFQ

- 3 Separately Sealed Submissions:
 - Technical Submission, ECM/Cost Submission, and SDB Submission
- Review Mandatory Responsiveness Checklist before submitting quotes
- Follow and meet the mandatory requirements of the Responsiveness Checklist
- Use DGS forms provided in the RFQ Appendices
 - Signature Page, Non-Collusion Affidavit, SDB Form

The Project

- All Core ECMs (listed in appendix T) must be explored within the quote.
- The goal of the RFQ process is to match the best ESCO with the project and the Agency's wants.
- Additional project facets can be explored in the IGA.
- Points are given for additional ECMs but they should be associated to the buildings included in the project.

The Project

- There will be no consultant for this project but PSFEI will provide technical assistance.
- The final project will cover all Parks and Forestry districts in the central region.
- The only parks that are part of the proposal are:
 - Codorus
 - Bald Eagle St
 - Hills Creek
 - Parker Dam
 - Prince Gallitzin
 - Gifford Pinchot
 - Shawnee
 - Black Moshannon

The Project (all 8 parks)

- ECM #1 Convert lights to LED – Park Wide
- ECM #2 Explore converting the offices, maintenance buildings, public restrooms, cabins, cottages and/or yurts from electric heat to propane or natural gas, if available.
- ECM #3 Explore installing/upgrading the facility's BMS/EMS systems
- ECM #4 Explore a solar panel field installation. Most places already have a location picked out for a solar field.

The Project (all 8 parks)

- ECM #5 Explore replacement of existing heat pumps/split systems with new efficient equipment.
- ECM #6 Explore alternative methods for sludge handling, specifically through dewatering or drying the sludge prior to removal and transport.
- ECM #7 Explore installation of geothermal heating/cooling systems using the lake water.

The Project ECMs (park specific)

- **Codorus**

- **ECM #8** Explore utilization of the natural gas line running through the property by the pool.
- **ECM #9** Explore water conservation.

- **Bald Eagle State Park**

- **ECM #10** Automate the sewage treatment plant operations.
- **ECM #11** Evaluate the facility's HVAC systems and controls for efficiency upgrades.

The Project ECMs (park specific)

- **Hills Creek State Park**

- **ECM #12** Evaluate the possibility of converting building and domestic water heating to heat pumps.
- **ECM #13** explore the feasibility of installing a gas line extension to various facilities
- **ECM #14** Evaluate two well pumps for energy saving retrofit opportunities.

- **Parker Dam**

- **ECM #15** The wastewater collection system is in need of repair/replacement.

The Project ECMs (park specific)

- **Black Moshannon State Park**

- **ECM #16** Recommend replacing the PTAC units with heat pumps, perhaps with hot water coils for auxiliary heat when needed.
- **ECM #17** The opportunity to convert the building and domestic water heating to use heat pumps should be evaluated.

- **Gifford Pinchot**

- Only the general ECMs (ECM #1 – 7) apply.

- **Shawnee**

- Only the general ECMs (ECM #1 – 7) apply.

The Project ECMs (park specific)

- **Prince Gallitzin State Park**
 - **ECM #18** Consider implementing corrective measures to eliminate or reduce leaks in the potable water system.
 - **ECM #19** explore replacing the two air handling units in the Main Park office with high efficiency heat pumps and consider replacing the hot water boilers with high efficiency propane units.

The Tours

- Per the RFQ;
 - Up to 2 site visits per park, maximum of 3 hours per visit, no more than 6 people per ESCO. Site visits are to be scheduled through the DCNR POC listed in the RFQ.
- During the tour the tour guide is instructed not to answer any questions or provide any information.
- All project questions must be emailed to the RFQ Coordinator, Becky Tomlinson.

The Tour

- The tours can be in groups so there should be no expectation of a private tour.
- If you need additional time or additional tours for your proposal you can request it through the RFQ coordinator.
- Site plans, hazmat reports, etc. can be viewed during the site visits

Questions?

