



Questions and Answers

for Solarize Philly solar equipment manufacturers and distributors for

PHILADELPHIA ENERGY AUTHORITY

Last Updated: June 19, 2017

Issued by:

THE PHILADELPHIA ENERGY AUTHORITY (“PEA”)

Questions

All questions regarding Solarize Philly, this RFP and the Solarize Philly Installer RFP Response Form are to be sent by email to solarize@philaenergy.org.

*Responses to questions received by 5:00 p.m. on **Friday, May 26, 2017** will be issued by 4 p.m. on **May 31, 2017**. All effort will be made to respond to questions received after May 12, 2017 deadline, but responses are not guaranteed.*

The answers to all questions will be posted on the Solarize Philly website (www.solarizephilly.org), the PEA website (www.philaenergy.org) and emailed to those who indicate intent to apply. Respondents are urged to check the website for the responses to the questions.

1. May we submit multiple options on panels and inverters?

Yes, you may submit multiple product options.

2. Will there be a bundle purchase or each purchase individually?

This matter can be negotiated. We should be able to work out bundle purchases for equipment throughout the project period. It is less likely that we will be able to perform one single bundle purchase due to the nature of the program.

3. Are we expected to ship to each individual contractor or will there be a centralized storage?

PEA and our installer partners would prefer that equipment is delivered directly to job sites.

4. Are you requesting pricing for mounting hardware from installers or is that something a distributor may submit?

You may submit pricing for mounting hardware.

5. Will there be more than one supplier of products?

We would prefer to choose a single supplier, but there may be multiple suppliers chosen.

6. Are you open to tiered pricing based on volumes like the installer RFP?

Yes, we are open to a tiered approach for pricing.

7. Why are installers asked what equipment they intend to use?

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Installers are asked about their planned equipment as a basis for evaluating their proposal submissions and pricing. In the event that no manufacturer or distributor is chosen in this RFP, we would also need to know what products these installers would be utilizing.

8. Will installers have the ability to use other panels and inverters not specified and awarded by the Authority?

In the event that a manufacturer or distributor is selected to produce equipment for the Solarize Philly program through this RFP, installers will be required to use that selected equipment.

9. Will the distributor have the ability to interact with commercial customers to offer mounting options available?

No, the manufacturer or distributor will not have the ability to interact directly with commercial customers as part of this program. Where necessary, PEA will act as the intermediary.

10. If we do not distribute products that are less than premier must we have a standard offer product?

No, but please explain your reasoning for not including a standard product in your proposal.

11. If we must have a standard offer product do we have to supply financials for that company also?

Financial information should be provided for the applicant.

12. What advantages are given to 100% US manufactured products?

Domestically manufactured products will be given extra consideration. The Evaluation Criteria listed in Section 6 of the RFP will be given more weight.

13. How many vendors will be selected as part of the program?

PEA would prefer to choose a single vendor to provide all equipment for the program in order to simplify logistics.

14. Solar installers typically have a preference for the equipment they use in their installations. How should interested manufacturers and distributors plan for this preference?

PEA has not made its selection of installers at this time. However, installers have indicated that they will employ the equipment selected through this RFP process for the Solarize Philly

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program. Therefore, all applicants should propose the equipment that they feel is best suited to residential rooftop applications.

15. Does PEA have a preference for how equipment is delivered?

Yes, PEA and our installer partners would prefer that equipment is delivered directly to job sites.

16. Will a letter of intent be acceptable for the equipment pricing agreement in this program?

Specifics of pricing agreements or contracts will be discussed with the selected applicants.

17. When would actual product be moving?

We expect the first installations for the Solarize Philly program to begin in early to mid-August.

18. Who would be handling procurement?

Individual Installers will coordinate equipment procurement through the selected Manufacturer or Distributor on a rolling basis.

19. Will it be possible to adjust rates during the duration of the program?

We are open to adjusting rates for each phase of the Solarize program. There will be three phases. The first phase is scheduled to open July 1, 2017. Phase 2 will open January 1, 2018, and the final phase will open July 1, 2018. We can also negotiate adjusting rates at more frequent intervals based on market price change.

20. What is expected volume of purchases for the program?

We expect (but cannot guarantee) the installation of 100 residential rooftop systems in Phase 1 of the Solarize program. We estimate that each installation will average 5kW capacity. The goal for the full 18-month Solarize Philly program is to reach 500 solar system installations.

21. Is there a set sale price for installers?

Prices are not yet established with installers, but the intention for the program is to have a single set price that all installers will use. Installers will charge adders for any complicating factors, such as inaccessible roofs.

22. The RFP does not mention racking. Can I submit a response for racking systems?

Yes, we are open to proposals for racking systems. In your proposal, specify prices for standard and premium racking systems and describe the specifications for the racking (e.g. number of modules per racking rail, accessories with pricing, and roof types supported).