



Request for Proposals for Solar Installation Vendors for Solarize Philly

Responses to Questions Received as of March 8, 2019

1. Is it your preference to receive proposals that hew to the solicitation explicitly, or would you welcome proposals that contain additional elements such as not yet attempted financing proposals and proposals to identify new target markets?

All proposals in response to this RFP must complete the Solarize Philly Installer Response Form.

You are welcome to submit additional materials as addenda. You will need to decide on the best approach for communicating what you consider to be the most comprehensive solution.

2. Do we need the Demographics of the company?

Please complete the fields in the Solarize Philly Response Form.

3. There is some trouble with pinpointing the exact numbers of installations in Philly. Can we give an Estimate?

Please complete the fields in the Solarize Philly Response Form.

4. Do you require an exact number of employees?

Yes.

5. If the RFP response is emailed on March 11, 2019 would it be considered late?

Please submit a statement of your Intent to Respond on your company's letterhead to solarize@philaenergy.org before 11:59 p.m. EST on Monday, March 11, 2019.

The completed Solarize Philly Installer Response Form and the Exhibits must be submitted no later than 3:00 p.m. EST on Monday, March 25, 2019.

6. Can you give a better understanding of the question "What is entity providing bonding"?

An entity providing bonding is a company that offers protection by a bond if a party fails to meet some obligation, such as fulfilling the terms of a contract.



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Responses to Questions Received as of March 15, 2019

7. On the bid form it asks for letter from bank with line of credit. How much of a line of credit do you require? Are there certain financing options you require the installer to have, or can this be arranged if awarded the bid?

Solarize Philly is intended to result in a significant number of installations to the selected installer. Selected installers must be able to demonstrate sufficient financial strength to successfully carry out this program (e.g. adequate trade credit and cash availability).

We do not require installers to offer their own financing, but do expect pre-approved installers to connect customers to at least one financing option. It is our preference that you submit details of the financing you would propose offering to Solarize Philly customers in Part V of the RFP Response Form.

8. Is there a specific bond amount or bond coverage you require?

Solarize Philly is intended to result in a significant number of installations to the selected installer. Selected installers must be able to demonstrate sufficient bonding to successfully carry out this program.