



Questions and Answers for Philadelphia Energy Authority RFP: Technical Assistance for Federal Funding Opportunities in the Inflation Reduction Act

Q: In your RFP, it appears as if you would like the consultant to bring both fundraising and technical expertise for this project. Is this an accurate read?

A: Yes. We think it is important that the consultant be able to help us understand all of the funding opportunities in the IRA - especially rebates and tax incentives - that can be integrated into our programs and projects so long as our partners and contractors adhere to the technical requirements. We envision that our consultant will help us distill and communicate these requirements to our partners and contractors.

We also understand that fundraising expertise will be valuable in the context of competitive grant applications that we intend to pursue. We are open to partner proposals from fundraising and content experts that can blend their expertise to ensure that we are prepared across the types of funding streams available in the IRA.

Q: Do you have a budget in mind for the entire project and/or the different parts of the project? This would help us to understand the extent of the work we could propose – especially in the pursuit of specific grant opportunities.

A: Our not-to-exceed budget for this project is \$150,000.

Q: Based on the scope as outlined in the RFP, Respondents may provide proposals that vary in resource intensity and could introduce the risk of some proposals exceeding PEA's budget and a low-cost proposal providing materially less resources of support. To avoid noncomparable responses, could PEA share a "not to exceed" budget for this work? By doing so, PEA is more likely to receive more proposals that fall within PEA's budget limitations while still affording substantial resources in support of PEA's goals.

A: Our not-to-exceed budget for this project is \$150,000.

Q: Is PEA interested in help with just IRA, or is PEA interested in exploring the potential of both IRA and BIL funding?

A: We are open to exploring the potential for climate-related funding opportunities in the Bipartisan Infrastructure Law (BIL) as well.

Q: In accordance with Section 4.7 of the RFP, can PEA confirm that it will evaluate the total price of each Respondent's offer rather than the basis of estimate (i.e. pricing

structure)? Given the competitive nature of this RFP, it is believed that the reasonableness of a Respondent's proposed price can be assessed on the basis of adequate price competition.

A: Yes, we will evaluate proposals holistically.

Q: Section 4.7 of the RFP requests that Respondents propose a pricing structure using an hourly buildup. Respondents who have deep expertise in performing the requirements requested in this RFP, do not customarily perform on an hourly basis. Rather, such Respondents develop a total firm-fixed-price for their services using commercial rates for a team of resources, which allows them to maintain focus on impact and results rather than hours billed. The team bundle offerings are a cost-effective solution to delivering an integrated set of resources, including a core working team; committed leadership; and an undefined, uncapped amount of content experts, research, and administrative support. This pricing model allows the Respondent to deploy resources at whatever level is necessary to deliver high-quality results, bringing to bear the full expertise of its organization. Accordingly, will PEA expand the methods for developing price structures in response to this RFP to include team bundle buildups, which involve the bundle offerings (providing the composition of each bundle), weekly team bundle commercial rates, and a level of effort in weekly increments? Given the competitive nature of this RFP, it is believed that the reasonableness of each Respondent's proposed price, despite potentially containing varying labor mixes, can be assessed on the basis of adequate price competition.

A: Yes, bundled offerings are acceptable so long as hourly rates of key contractors are provided separately.

Q: Regarding the project deliverable *"Provide staff with up-to-date information to assist with preparing public-facing fact sheets, cross-sector social media content messaging, and PowerPoint presentations for each core programming area,"* can PEA clarify the format in which it expects to receive information? For example, in an update memo, email or call that summarizes update information, or in developed and designed materials or content that can be easily inserted into communications and outreach materials.

A: PEA will provide design templates and/or design assistance for fact sheets and Powerpoint presentations. The consultant will be responsible for public-ready information and language but the scope stops short of design work.

Q: As per the RFP, PEA has indicated that it will require the consultant to take stock of the existing PEA projects and their funding, as well as the timing, reporting, funding match, and eligibility requirements of the IRA funding. Using this information, PEA has stated that it would like the consultant to: *"Provide recommendations for projects and programs that will most effectively blend existing and future funding sources for each programming area."* We would like to confirm that PEA expects the consultant to provide input separately for each of the programs listed in section 3.2, Page 4 of the RFP e.g., Solarize Philly, City buildings, Commercial PACE, Schools.

A: Yes, this is correct.

Q: “Incorporate input from partners to create joint opportunities” Has PEA identified these partners? Or is the consultant expected to identify them? Any guidance as to PEA’s thoughts or expectations for this element would be appreciated.

A: Consultants will not be expected to generate partner proposals without explicit guidance and support from PEA.

Q: Can PEA kindly provide more details about the areas and level of implementation support required till the end of the contract on December 31, 2025, including any indication of the anticipated numbers of opportunities the consultant should plan to support?

A: The expectations for the selected consultant are outlined in the project deliverables section. We estimate completion of the project deliverables by December 31, 2023.

Q: To identify PEA’s expectations with respect to the implementation phase, can PEA provide additional details/ clarification on the scope of the implementation phase?

A: The expectations for the selected consultant are outlined in the project deliverables section. We estimate completion of the project deliverables by December 31, 2023.

Q: Given the opportunity-driven nature of this phase, we recognize that the consultant hours needed to support pursuit of various opportunities will vary depending on the detail and complexity in the RFPs released, as well as the project or teaming proposed. Does PEA require the consultant to provide estimated efforts and category rates for the implementation phase?

A: No.

Q: As per the RFP, PEA is seeking support for the Design AND Implementation of PEA’s Strategic Plan to leverage the IRA. We request PEA to confirm that:

- **The December 31, 2023, project delivery date listed under section 4.1 is for the Design of the Strategic Plan.**
- **The term of the awarded contract will run till December 31, 2025, as detailed in the Program Services Agreement to allow implementation of the Strategic Plan.**

A: The contract will continue until the delivery of final deliverables. We expect deliverables to be completed in accordance with the anticipated timeline provided in the RFP, with an estimated end date of December 31, 2023.

Q: Does PEA have a point system allocated to the evaluation criteria that you can share? The detail will help us prepare a more responsive bid aligned to PEA priorities.

A: No. All proposals will be evaluated holistically inclusive of all of the criteria provided.

Q: Is PEA solely focused on the IRA opportunities or would it be open to opportunities from other funding sources?

A: We are open to exploring the potential for climate-related funding opportunities in the BIL and through other avenues but are primarily focused on leveraging and deploying IRA funding.

Q: What is the interaction between PEA and the Commonwealth of Pennsylvania's programs which may overlap?

A: PEA will provide the selected consultant with detail and background on partner relationships, as needed.

Q: What is the amount of funding PEA hopes to generate through IRA-related grants and/or tax credits?

A: PEA is targeting \$5B in climate-related funding from IRA and BIL in grants, rebates and tax credits for the City of Philadelphia. We have more specific internal and citywide goals for various components of IRA funding that will help guide the selected consultant's work but there will be no specific fundraising goal for the selected consultant.

Q: The term of service appears to be June 5, 2023, through December 31, 2023. Are there any plans to renew the term for additional scopes of related work?

A: Renewals or extensions will be considered based on contractor performance and availability of funding. The contract may begin sooner if procurement and contracting is completed sooner.

Q: In addition to IRA-related funding streams, how many other different funding streams would be included in the assessment?

A: We are open to exploring the potential for climate-related funding opportunities in the BIL and through other avenues but are primarily focused on leveraging and deploying IRA funding.

Q: Do you currently have a system in place that tracks current funding streams, or is that something you would look to the consultant to provide?

A: We have an existing process but are open to alternative methods of tracking.

Q: How many meetings would you expect for us to attend weekly? Would these meetings be in person, or could they be virtual?

A: Virtual meetings are acceptable. Appropriate meeting frequency will be determined between the project lead and consultant team.