

**ADDENDUM #2
RFP 19-006KN
Photovoltaic & Solar Hot Water Systems**

July 16, 2018

Please note the following changes/corrections/additions shall be made and incorporated in the bid document:

Question 1: Are the forms for our completion available in an electronically fillable format?

Answer 1: No, the only forms available are those found in the RFP document.

Question 2: In the instructions on Page 4 it reads that one original, one electronic copy and 6 additional printed copies shall be submitted by the bid deadline. On the Proposal check list page 27 it reads that for Volume one Offeror shall submit one original copy and one identical electronic copy. And under Volume 2 it reads that Offeror shall submit one original, one identical electronic copy and 3 identical printed copies. Which of these statements are true?

Answer 2: Volume I – Please submit 1 electronic & 1 printed original; Volume II – Please submit 1 electronic, 1 printed original & 3 printed copies.

Question 3: Regarding the section **Project Management Software** on page 16; what constitutes purchasing a license? Is it a seat on the APS license, or is it a copy for ourselves?

Answer 3: All users of e-Builder pay for an annual license, giving them log-in privileges to the projects of the specific entity for whom they're performing work. One license fee will give you access to all APS projects for the year. The licensing fee is currently \$1300. (Price is subject to change; APS has no control over the cost of eBuilder.)

Question 4: Regarding the **PRICE PROPOSAL FORM**, the proposal checklist, on page 27, indicates a place to enter our "price" for our proposal. However, the Price Proposal Form itself does not have a place to enter the "price". How should we respond?

Answer 4: Please disregard "Price" on the checklist. Please submit the Pricing Form as the "price".

Question 5: A statement of confidentiality was included (page 50) however there is nowhere in the submittal requirements that mentions where this document should be placed. Should it be placed with the Volume 1 as Item 9?

Answer 5: Yes, please include the Statement of Confidentiality as the last page of Volume 1.

CHANGE: Page 27: "Price" under Item 1 "Price Proposal Form" is removed. **ADD:** After Item 1 add a new item "Pricing Form". **ADD:** Item 10 Statement of Confidentiality.

Volume I Checklist should now read:

- Item 1 Price Proposal Form (including the information listed immediately below)
 - NM State License Number & Classifications
 - Resident Contractor (or Veteran Resident Contractor) Preference Certificate Number
 - NM DOL Certificate Number
 - Contractor's NM Gross Receipts Tax Number
 - Contractor's Federal Employee Identification Number
 - Acknowledgement of Receipt of Addenda
 - Signature and Corporate Seal (if applicable)
- Item 2 Pricing Form
- Item 3 Notarized Declaration Letter from Surety
- Item 4 Certificate of Insurance
- Item 5 Resident Contractor (or Veteran Resident Contractor) Preference Certification
- Item 6 Campaign Contribution Disclosure Form
- Item 7 Conflict of Interest and Debarment/Suspension Certification Form
- Item 8 Contractor's State of NM W-9 Form
- Item 9 Offeror's Contractor's License(s)
- Item 10 Statement of Confidentiality

OVERALL PRICING CLARIFICATION: This is a *qualifications-based RFP*, with nominal pricing as a *component* of the consideration. It will result in a pool of qualified on-call solar firms who may be engaged by APS to provide design/installation/service/maintenance services on individual projects throughout the contract period. After the RFP award, each requested project must be separately priced by one or more Solar Contractor(s), based on the project's specific needs and requirements. Award of an on-call contract to a firm is *not* a guarantee of work awarded to that firm.

It is our understanding that the solar industry, in general, competitively prices in dollars per watt, and that is why the pricing grid reflects a per-kilowatt pricing format. Three tiers have been provided to accommodate economies of scale based on system size. *Prices provided in this grid are not quotes on actual systems of any size*; they are intended to be the standard competitive price, per kilowatt, your firm would expect to charge for a fully-designed, roof-mounted, ballasted PV system within that power production range. The "per kilowatt" price should not include maintenance beyond what you normally provide without charge.

Question 6: Pricing Form on page 32 - can you please clarify what KW you want? 50 KW/ DC nameplate rating?

Answer 6: Nominal max DC power production from array (sum of panels).

Question 7: Regarding the Pricing Form: The PV System Sizes have significant gaps (i.e. 50-250 kW) and thus, sizeable price differences. Is it possible for this requirement to be changed to specific sizes (i.e. 50kW, 250 kW, 500 kW)?

Answer 7: Please see OVERALL PRICING CLARIFICATION above. The pricing form remains as is.

Question 8: Regarding the Pricing Form: Are we to assume a system type for the pricing (i.e. ballasted roof mounted)?

Answer 8: Please see OVERALL PRICING CLARIFICATION above.

CHANGE: Page 32 of the RFP document is now replaced with page 5 of this addendum – Revised Pricing Form. Please do not include page 32 from the RFP document with you proposal. Only include page 5 of this addendum – Revised Pricing Form.

Question 9: Regarding **LABOR PRICING**, a "blank labor pricing page" is referenced but not included. Should we be using the **PRICING FORM** on page 32? If not, how can we respond?

Question 10: Regarding **LABOR PRICING**, this last paragraph on page 31 states, 'the primary trades and uses for this proposal are referenced in the pricing section. Please advise us where to find the referenced pricing section, as not including this information may result in disqualification.

Answer 9 & 10: These references are in error, and are hereby removed. Please use only page 5 of this addendum – Revised Pricing Form.

REMOVE: Page 31 is removed from the RFP document.

Question 11: Regarding the **PRICING FORM** found at the top of page 32. This table does not appear to include areas for pricing **Solar Photovoltaic System Service and Maintenance** or **Solar Hot Water System Service and Maintenance**. Can you please clarify how we are to provide pricing for these activities?

Answer 11: This was an oversight; there are now fields for hourly pricing of both Solar PV and Solar Hot Water systems. See attached revised form.

Question 12: In reference to RFP PRICING FORM, please: Specify what parts of the PV system project scope are to be included in the "Rate per Kilowatt" fields. Is O&M to be included in this rate? If so, over what period of time?

Answer 12: Please see OVERALL PRICING CLARIFICATION above.

Question 13: In reference to the RFP PRICING FORM, please: Please explain the following statement: "*The values in the table shall be used in the contractor's project estimates where subcontractors are used and shall be provided prior to starting a project with un-priced items that are within the intended scope of the resultant PA.*" Also, what does "*un-priced items that are within the intended scope of the resultant PA*" mean here?

Answer 13: This table was included in error. The Fixed Fee for subcontractors is hereby replaced with a Fixed Fee for materials table. Please see page 5 of this addendum – Revised Pricing Form.

Question 14: In reference to the RFP PRICING FORM, please: Assuming that the 15% is not intended to refer to markup of subcontracted work, what is the reason for the 15% limitation in the following statement: "*The cost of subcontractors (in aggregate) used on any project shall not exceed 15% of the total project cost.*" ?



Answer 14: This requirement is hereby removed from the RFP. Please see page 5 of this addendum.

Question 15: Please advise how to estimate project costs without specific wage rates.

Question 16: Regarding **LABOR PRICING**, we are supposed to use the WAGE RATE DETERMINATION, where can we find the appropriate WAGE RATE DETERMINATION.

Answer 15 & 16: The current prevailing wage, as well as description of the applicable labor categories, can be found at: <https://www.dws.state.nm.us/Labor-Relations/Labor-Information/Public-Works> the 2018 B Schedule is attached for your reference as page 6 of this document. Keep in mind, this RFP is *not project specific*. It asks only for your standard competitive pricing per kilowatt. Each actual project will be priced separately. (See OVERALL PRICING CLARIFICATION.)

Question 17: Attachment C - start date would you like the contract signed date or installation start date?

Answer 17: Please provide the one that is most appropriate. You may also provide both dates.

Question 18: Please confirm that we do not need a bid bond for this RFP?

Answer 18: Because this is an on-call contract, no bid bond is required as there is no total cost known/no projects identified.

Question 19: Regarding **ITEM 2 – NOTARIZED DECLARATION LETTER FROM SURETY** on page 22; since there is no specific amount in the PRICE PROPOSAL section of this RFP, we are not sure how to obtain the required NOTARIZED DECLARATION LETTER FROM A BONDING COMPANY ATTACHMENT B. Bonding Agents require a specific dollar amount in order to write a bond. Our bonding companies cannot understand this request. It is clear that certain projects that may be awarded under the umbrella RFP will require bonding. However, the NOTARIZED DECLARATION LETTER requested may be difficult to obtain in its generic form. How do you want us to deal with this?

Answer 19: This is a general statement of your insurability; it is not tied to a specific project/specific dollar amount. Insurance/bonding firms are accustomed to providing such letters. Please find an example of such as letter as page 7 of this document.

Question 20: In reference to Attachment #1 (6/29/2018 - APS FD&C / M&O Solar PV Guidelines), Section: PV ARRAY GOALS, Subsection 3: "Integrated battery storage systems are being explored, and may be requested as part of the solar design." A battery storage system can become a very significant adder to the overall project cost. The current RFP pricing sheet does not appear to provide a place where a battery storage system can be priced as an alternate. Please advise where and at what stage of the project design and pricing process will battery storage be considered and priced.

Answer 20: Pricing for battery storage is not included in this RFP response. We are only *exploring* this option, and may evaluate viability on a project-by-project basis. Each requested project must be individually priced, whether or not it includes battery storage.

Question 21: In reference to Attachment #1 (6/29/2018 - APS FD&C / M&O Solar PV Guidelines), section: KEY ARRAY ATTRIBUTES, subsection: Inverters. "No single inverter to exceed 30kW". As of 2018, string inverters exceeding 30kW are readily available and may potentially fit a particular project better. We would recommend revising this spec to: "No single inverter to exceed 100kW nameplate rating."

Answer 21: The intent for restricting inverter size is to prevent significant system loss in the event of a single inverter fault. As solar systems have become more efficient, the 30 kW threshold may be outdated, but we still want to avoid large inverters. The design standard will be modified to state: "No single inverter to exceed 50 kW without prior approval."

Question 22: In reference to Attachment #1 (6/29/2018 - APS FD&C / M&O Solar PV Guidelines), section: KEY ARRAY ATTRIBUTES, subsection: "Minimum Component Warranties". "PV Panel Components (hardware, conductors, etc.) – 10 years". If this specification is intended for PV system components (rather than PV panel itself), it is unlikely that manufacturers will offer 10-year warranty for each and every component.

Answer 22: We are asking the installing contractor to warrant the wire and hardware for ten (10) years. In short, we don't want the system to 'fall apart on its own' due to substandard materials, without recourse to the contractor. If you use industry-standard materials, this shouldn't pose any substantial risk.

Accelerate Progress for Students

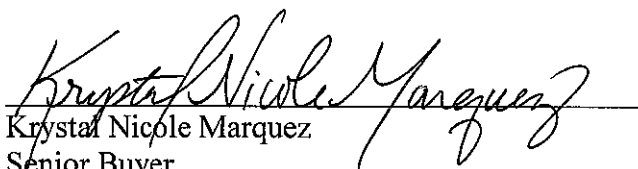
Question 23: We are reviewing the RFP requirements and would like to know if we would be allowed to offer multiple solutions. We realize that you are looking for our best option, but in our experience, we have discovered that one solution does not fit every site uniformly. We would like to offer a Standard and a Premium product.

Answer 23: Premium products are not included in this RFP response. We are only requesting standard options at this time, we may evaluate viability of premium products on a project-by-project basis. Each requested project must be individually priced, whether or not it is for a standard or premium product.

All other terms and conditions remain unchanged.

Include this signed and dated Addendum and Acknowledgement with your offer. If your offer has already been submitted to APS, please send this signed and dated Addendum via email to Krystal.Marquez@aps.edu. Acknowledgement not signed, dated and returned may deem the Bid submission as non-responsive, and Bid may be rejected.

Thank you for your interest in working with Albuquerque Public Schools.



Krystal Nicole Marquez
Senior Buyer
APS Procurement Department

ADDENDUM #2 ACKNOWLEDGEMENT:

NAME OF PERSON SIGNING ADDENDUM (Please Print)

SIGNATURE

DATE

COMPANY NAME (Please Print)

REVISED PRICING FORM

Photovoltaic System Size	Rate per Kilowatt (nominal max DC power production from array)
Up to 50 kW design & installation	\$
50 – 250 kW design & installation	\$
Over 250 kW design & installation	\$
Hourly Rate for Service/Maintenance	\$ per hour
Solar Hot Water System	Rate per Hour
Hourly Rate for Design	\$
Blended Hourly Rate for Installation	\$
Hourly Rate for Service/Maintenance	\$

FIXED FEE

Note: NM State Procurement Code NMSA 1978, Paragraph 13-1-149 states that the **use of a cost-plus-a-percentage-of-cost contract is prohibited except for the purchase of insurance**. Solar Contractor(s) shall provide a fixed fee table in the boxes below.

The values in the table shall be used in the Solar Contractor's project estimates for materials and rentals not previously identified. Once the project is complete, if the project is over or under the estimated values for parts and materials and rental equipment, other than priced items quoted elsewhere in this RFP, the Solar Contractor is still entitled to the fixed fee. If the project scope of work changes, the fixed fee shall be re-established again using the table of values below. **SUBCONTRACTOR(S) EXPENSE SHALL BE CONSIDERED A PASS THROUGH COST TO APS AND NO ADDITIONAL MARK-UP WILL BE PERMITTED.**

	Dollar Amount Estimated on Material Costs		Fixed Fee (Expressed in Dollar Amount on the estimate for a project)
1	\$1.00 - \$1,000.00		\$
2	\$1,001.00 - \$2,000.00		\$
3	\$2,001.00 - \$3,000.00		\$
4	\$3,001.00 - \$4,000.00		\$
5	\$4,001.00 - \$5,000.00		\$
6	\$5,001.00 - \$6,000.00		\$
7	\$6,001.00 - \$7,000.00		\$
8	\$7,001.00 - \$8,000.00		\$
9	\$8,001.00 - \$9,000.00		\$
10	\$9,001.00 - \$10,000.00		\$

Type "B" - GENERAL BUILDING
Effective January 1, 2018

	Base Rate	Fringe Rate	Apprenticeship
Asbestos Worker - Heat & Frost Insulator	31.76	11.11	0.67
Boilermaker	32.06	27.35	0.67
Bricklayer/Blocklayer/Stonemason	23.52	8.10	0.67
Carpenter/Lather	24.00	9.47	0.67
Cement Mason	20.37	9.78	0.67
Electricians-Outside Classifications			
Groundman	22.36	11.34	0.67
Equipment Operator	32.08	13.77	0.67
Lineman/Tech	37.75	15.19	0.67
Cable Splicer	41.53	16.14	0.67
Inside Classifications			
Wireman/Technician	30.40	10.36	0.67
Cable Splicer	33.44	10.45	0.67
Sound Classifications			
Installer	23.39	8.31	0.67
Technician	28.95	7.52	0.67
Soundman	27.01	8.31	0.67
Elevator Constructor	41.10	32.40	0.67
Elevator Constructor Helper	28.77	32.40	0.67
Glazier	20.25	4.55	0.67
Ironworker	26.50	14.66	0.67
Painter (Brush/Roller/Spray)	16.75	5.88	0.67
Paper Hanger	16.75	5.88	0.67
Drywall Finisher/Taper	24.00	9.47	0.67
Plasterer	22.07	8.16	0.67
Plumber/Pipefitter	28.95	11.38	0.67
Roofer	23.78	7.60	0.67
Sheetmetal Worker	29.28	17.16	0.67
Soft Floor Layer	24.00	9.47	0.67
Sprinkler Fitter	29.90	19.67	0.67
Tile Setter	23.52	8.10	0.67
Tile Setter Helper/Finisher	15.59	8.10	0.67
Laborers			
Group I	16.09	5.68	0.67
Group II	17.00	5.68	0.67
Group III	18.00	5.68	0.67
Group IV	20.25	5.68	0.67
Operators			
Group I	20.32	6.47	0.67
Group II	22.38	6.47	0.67
Group III	22.82	6.47	0.67
Group IV	23.24	6.47	0.67
Group V	23.41	6.47	0.67
Group VI	23.62	6.47	0.67
Group VII	23.73	6.47	0.67
Group VIII	26.61	6.47	0.67
Group IX	28.89	6.47	0.67
Group X	32.13	6.47	0.67
Truck Drivers			
Group I	14.76	6.25	0.67
Group II	15.00	6.25	0.67
Group III	15.50	6.25	0.67
Group IV	15.51	6.25	0.67
Group V	15.60	6.25	0.67
Group VI	15.75	6.25	0.67
Group VII	15.90	6.25	0.67
Group VIII	16.11	6.25	0.67
Group IX	16.32	6.25	0.67

NOTE: All Contractors are required to pay **SUBSISTENCE, ZONE AND INCENTIVE PAY** according to the particular trade. Details are located in a PDF attachment at WWW.DWS.STATE.NM.US. Search Labor Relations/Labor Information/Public Works/Prevailing Wage Rates.

EXAMPLE



HUB New Mexico

7770 Jefferson Street NE • Suite 101
Albuquerque, NM 87109
Toll-free: 800-800-5661

hubinternational.com

June 6, 2018

Albuquerque Public Schools
6400 Uptown Blvd. NE, Suite 500E
Albuquerque, NM 87110

RE: *Company Name* - General Contractor-Small Project on Demand RFP #18-064N

This letter will serve to verify that *Company Name* qualifies for bonding in the amount of \$ *Amount* and has \$ *Amount* bonding capacity available for the above referenced project. Bonds are current underwritten and issued by Hartford Casualty Insurance Company, which is on the Treasury's list of approved surety companies.

As with any request for bonds, final approval will be based on appropriate underwriting information available at the time of such requests. Should you wish to confirm this information or have additional questions, please contact me at *phone number*.

Sincerely,

*Approved Signature
of Bonding
Agency*

Notary Acknowledgment

Subscribed and sworn to before me a Notary Public, in and for the County of Bernalillo, State of New Mexico, personally appeared Susan D. Martin on this 6th day of June, 2018.

Randi L. Morgan

Randi L. Morgan
Commission expires: January 19, 2020

