



## ENERGY SAVING PERFORMANCE CONTRACTING SERVICES

Solicitation Number 2017-7473

Responses Due: September 22, 2017  
By: 3:00 p.m.

### ADDENDUM NUMBER 2

This Addendum Number 2 provides changes and/or clarification to the Solicitation for the above-entitled project to be considered by each respondent. Any changes made by this Addendum Number 2 to the Solicitation change only the portion of the words or paragraphs specifically mentioned herein, and the balance of the Solicitation remains unchanged. It is the responsibility of all respondents to incorporate the information included in this Addendum Number 2 when preparing their response. Therefore, acknowledge receipt of this Addendum Number 2 on the response page provide in the Solicitation.

### Questions and Answers

Q: ESPC is a state-approved alternative contracting method, are ONLY Oregon-approved ESCOs allowed to respond?

A: No, contracts resulting from this RFP are anticipated for other municipalities outside of Oregon. All ESCOs meeting the technical specifications are encouraged to submit a response.

Q: How does US Communities plan to market ESPC and ESCO services as compared to typical bid products? What experience does US Communities have with implementing ESPC projects across the country?

A: Section 5.5 of the RFP identifies the marketing support available from U.S. Communities. US Communities, as an entity, will not be implementing any ESCO projects. The awarded Supplier(s) will work directly with public agencies to implement projects.

Q: For ESCOs that do not offer products, materials, equipment or installation services, how will they be fairly scored against those that self-provide work or products. How will these differences in business structure be weighted to ensure the Port is receiving best value? Does failure to respond to pricing section mean non-compliance for responder?

A: Responses will be evaluated on the information that is required in Section 3.2.2.4. For Suppliers who would like to submit manufacturer price lists and/or catalogs, please refer to section 3.2.2.1 (d) for the correct format.

Q: Who performed the audit to specify equipment schedule for pricing scenarios?

A: For Pricing Scenario #1 a sub-consultant to Johnson Controls performed the audit. On Pricing Scenario #2 an audit was not performed.

Q: Are the projects as specified in Schedules 1 & 2, to be funded by the Port of Portland and contracted directly with US Communities? Or are schedules provided as example only?

A: Pricing Scenarios 1 and 2 are provided for evaluation purposes only and will not result in an actual project or contracted services.

Q: Is Supplier required to agree to all objectives stated in 5.9 Supplier Worksheet?

A: Suppliers are required to answer all questions in the Supplier Worksheet.

Q: Is it possible to use this Port of Portland project as a pilot project, and then implement/negotiate with US Communities on expanding to other clients?

A: The Port of Portland does not have any planned ESCO projects at that time. The projects described in Schedules 1 and 2 are sample projects and will be used to evaluate pricing. Any awarded Master Agreement will be extended to U.S. Communities participants across the United States.

Q: Does ESCO reserve the right to negotiate with Port of Portland directly, or are we required to contract through US Communities channels?

A: Please refer to section 1.1 Introduction. This RFP is being issued by the Port on behalf of itself and U.S. Communities Participating Public Agencies. The Port will not issue its own separate contract under this RFP.

Q: What is the Port's experience implementing ESCO projects in the past and what ESCOs has the Port worked with? Are these projects completed, or ongoing? Is there anything the Port would like to see done differently?

A: The Port is currently completing its first ESCO project with Johnson Controls as the contractor.

Q: What was the driving factor for partnering with US Communities? Will this RFP be evaluated from the viewpoint of what's best for the Port, or what's best for the whole of the US Communities portfolio?

A: Please refer to section 5.1 Overview to understand the goals of the U.S. Communities program. Please refer to section 5.6 Multiple Awards and section 5.7 Evaluation of Proposals for information on how proposals will be evaluated. RFP responses will be reviewed and evaluated by a combination of stakeholders from the Port and from U.S. Communities Advisory Board members. The goal is to award a cooperative contract.

THE PORT OF PORTLAND

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Contracts & Procurement