ADDENDUM 1- REQUEST FOR QUALIFICATIONS & PROPOSALS
Commercial & Industrial Battery Energy Storage Pilot

TO:	All Prospective Proposers
SUBJECT:	ADDENDUM 1- Request for Qualifications & Proposals: Commercial & Industrial Battery Energy Storage Pilot
ADDENDUM 1 ISSUED:	October 28, 2026
RESPONSES DUE:	November 13, 2026 at 5:00PM (PST)

The Sonoma Clean Power Authority ("SCP") is issuing this addendum to Request for Qualifications & Proposals ("RFQ/P") Solicitation for Commercial & Industrial Battery Energy Storage Pilot.

SCP received the following questions, and responses to those questions are set forth below:

1. Are the battery equipment allowances being compared on the same usable-capacity and included-hardware basis? Is there a current equipment-allowance comparison that you would consider having me handle?

   Proposals shall be submitted in accordance with Section XII (Proposal Requirements) of the RFQ/P.

2. We are interested in understanding whether an international BESS equipment supplier may participate directly or through an eligible U.S. partner, EPC contractor, subcontractor or teaming arrangement. Our supplier can provide commercial and industrial BESS solutions and technical support for projects starting from several hundred kW through multi-MW configurations. Could you please advise whether such a participation structure is permitted under the RFQ/P and, if so, what would be the appropriate process for introducing the supplier?

   Proposers must demonstrate they meet Minimum Qualifications in accordance with Section VII of the RFQ/P, Proposers must meet all legal requirements, including being authorized to conduct business in California.

3. Will SCP consider responses from EPC firms specializing in Design-Build BESS systems that include execution and construction of the desired BTM BESS outcomes in addition to the requirements listed in the RFP?

   SCP will consider responses from EPC firms specializing in Design-Build BESS systems.

4. The RFQ/P requires a minimum of six fully completed C&I solar PV and battery energy storage feasibility studies and detailed engineering design packages completed within the past five years.

   Please clarify whether this minimum qualification must be satisfied solely by the Prime Consultant as a corporate entity, or whether SCP will consider qualifying completed projects performed by proposed key personnel and/or committed engineering subconsultants as part of the proposed project team, provided that the actual performing organization and role are clearly identified.

   See revisions below to Section VII (Minimum Qualifications).

5. Please clarify whether each of the six qualifying completed projects must individually include both C&I solar PV and battery energy storage and both feasibility and detailed engineering design, or whether the requirement may be demonstrated through a portfolio of completed C&I solar PV, BESS, and integrated solar-plus-storage assignments that collectively demonstrate the required capabilities.

   See revisions below to Section VII (Minimum Qualifications).

6. Please confirm whether the required California professional engineering capabilities may be provided through appropriately California-licensed Professional Engineers employed by committed engineering subconsultants or other members of the proposed consultant team, provided that services requiring professional registration are performed under the responsible charge of the appropriately licensed California Professional Engineer.

   See revisions below to Section VII (Minimum Qualifications).

7. The RFQ/P references EPC coordination and subsequent project-development activities. Please clarify whether direct EPC construction experience is itself a minimum qualification for the Prime Consultant, or whether demonstrated experience coordinating with EPC contractors, equipment suppliers, utilities, permitting authorities, and other project-delivery parties satisfies the contemplated requirement.

   Demonstrated experience coordinating with engineering, procurement, and construction (EPC) services for C&I solar PV and/or BESS projects is required, per Section VII (Minimum Qualifications) of the RFQ/P. Direct EPC construction experience is not required.

8. May a named, contractually committed California-licensed electrical engineering subconsultant satisfy the RFQ/P's California engineering licensure requirement and contribute its own six fully completed C&I solar PV+BESS feasibility/design projects and PG&E Rule 21 interconnection approvals? Or must each minimum qualification be held by the legal prime proposer itself?

See revisions below to Section VII (Minimum Qualifications).

9. Must each of the six completed records include *both* solar PV and BESS at a single C&I site, together with both an initial feasibility study and detailed engineering design package? Are records performed by named key personnel at their prior firms acceptable if their role and owner reference are documented?

   See revisions below to Section VII (Minimum Qualifications).

   Completed projects performed by named key personnel at their prior firms will not be acceptable.

10. Does SCP anticipate licensed professional engineering seals on the requested 30% and 60% conceptual drawings, or is signed/sealed final design work deliberately outside this feasibility/development-services scope?

    Signed/sealed final design work will not be required under any contract awarded under this RFQ/P.

11. Is it acceptable to price one fixed-fee Task A and distinct unit prices for up to ten Task B desktop studies, with separately authorized Task C and Task D packages only for the subset of SCP-selected sites? Should respondents assume five sites receive both C and D services for comparative pricing?

    It is acceptable to price a one-time fixed-fee for Scope Section VI.A (Ownership and Participation Model. See Proposal Requirements Section XII.C.8 of the RFQ/P.

    Proposers should expect, but SCP does not guarantee or limit to, a minimum of (5) and maximum (10) sites for Scope Sections VI.C-D. Proposers should state any discounts in pricing for additional scaling of project sites.

12. For a consulting-only respondent using hired/non-owned vehicles, is the $5 million auto liability limit in Attachment A still required without modification? If this should be handled solely as a proposed contract exception, please advise.

    Yes, the $5 million auto liability is generally required. Any exceptions shall be taken per Proposal Requirements Section XII.C.9 of the RFQ/P.

13. Will the firm awarded this RFQ/P be eligible to propose on, and be awarded, any later design-build, EPC, construction, or ownership contract for the Pilot sites?

An awarded Proposer adhering to Section VI (Scope) of the RFQ/P will remain eligible to participate in future solicitations to the Pilot Project or individual project sites.

14. Will SCP provide the candidate C&I sites and customer contacts for the desktop screening, or does SCP expect the proposer to identify and recruit them? If SCP provides them, how large is the initial candidate pool?

    SCP has a list of Pilot potential candidates, but will collaborate with the awarded Proposer to identify other potential sites and arrive at a final list. SCP will lead all customer engagement, with the awarded Proposer as serving as support.

15. How many sites does SCP expect to advance to the Initial Feasibility Report (30% design), and how many to the Project Development Package (60% design)? Is it max 5 sites at 60% design?

    See answer to Question 11.

16. Who is expected to provide the "guaranteed customer savings options" in Scope D: SCP, a third-party owner, or the awarded proposer?

    Proposer is expected to structure, analyze, and select a savings distribution framework between SCP and the customer. See revisions below to Section VI (Scope).

17. Is there a budget range or not-to-exceed amount for the Pilot, and what is the expected contract term?

    SCP anticipates a contract term of approximately one year. There is no established budget range for the Pilot. The final contract term and not-to-exceed amount will be negotiated with successful proposers.

18. Under Scope Section D., The RFP states that, "Refined guaranteed customer savings options" are expected to be delivered by the awarded proposer. Could you please provide detail into this expected deliverable? Is the awarded vendor anticipated to guarantee expected energy savings from BESS deployment and dispatch services, and would be penalized for non-performance if savings are not realized? Please clarify SCP's intention/expectation for this specific deliverable.

    See answer to Question 16.

19. Are 30% and 60% engineering design package sets to be stamped by a professional engineer?

    See answer to Question 10.

20. Is utility interconnection application support and required interconnection studies expected to be provided by the awarded proposed under the scope of services and contract work?

    Interconnection application support is not required. See Scope Section VI.B-D of the RFQ/P for interconnection scope.

21. What is the expectation of SCP for the “Confirmed BESS dispatch/control strategy” deliverable under Scope Section D.?

    The deliverable should identify the anticipated dispatch objectives and operating assumptions to deliver customer savings. See revisions below to Section VI (Scope).

22. Are development of each project’s technical specifications included in the scope of services (e.g. BESS technical specification, balance of plant system(s) technical specifications, site/civil specifications, etc.)?

    100% technical specifications are not included in scope of services.

23. Can SCP share existing information on facilities under consideration for the studies and the current installed Solar PV specifications, installed capacity, production data, etc.?

    SCP will provide available and relevant data to awarded Proposer after a contract and Non-Disclosure Agreement are executed. During Scope Section VI.C, SCP will engage with the customer to see what existing data is available for facilities under consideration and share relevant information with awarded Proposer.

24. For proposals with a prime and subcontractor, are any adjustments to page maximums available?

    No.

25. Section VI.D calls for "refined guaranteed customer savings options." Please clarify who would provide the savings guarantee. Is the proposer expected to guarantee customer

savings, or only to structure and analyze guarantee options that SCP or a third party would provide?

See answer to Question 16.

26. What customer data will SCP provide for screening (for example, 12 months of 15 minute interval data, rate schedule, copies of customer bills)? Will it be available before or after the customer agrees to participate? Will SCP obtain any customer authorizations needed, including for solar PV production data, which SCP may not have?

    SCP will provide available customer hourly interval data, rate schedules, and customer bills to awarded Proposer after a contract and Non-Disclosure Agreement are executed.

27. Will SCP provide market pricing forecast data to support valuation of the individual project sites (i.e., forward price curves for CAISO markets)?

    Awarded Proposer shall collaborate with SCP to determine appropriate assumptions and models for pricing forecasts, including escalators for customer retail rates and tariffs.

28. Is there a maximum eligible BESS capacity for individual projects and/or the five projects combined?

    No.

29. Will SCP release additional details regarding the Scope of Services (Exhibit A) and/or Fee Schedule (Exhibit B) prior to the RFQ/P response deadline?

    No.

30. Is it acceptable to partner with another firm that has licensed engineers in California and submit the proposal using them as a contractor to the Proposer?

    See revisions below to Section VII (Minimum Qualifications).

31. Is it acceptable to provide prior relevant experience of the personnel while working at another firm? We are a new small business where the team members have several years of relevant experience at previous employer(s).

    See answer to Question 9.

Except as expressly indicated herein, the RFQ/P is unchanged.

RFQ/P Section VI. Scope

Change to read

The awarded proposer shall provide SCP with recommendations for the ownership and customer participation frameworks for the pilot program. This framework will serve as the foundation for all site evaluations performed under the subsequent Items B-D in Section VI Scope.

A. Ownership and Participation Model
   - Advise on various SCP ownership models (build transfer, tolling, capacity as a service, etc.) and propose solution
   - Analyze various customer participation models (shared savings, fixed monthly fee, etc.) and propose solution.
   - Draft commercial terms and customer participation framework, based on selected ownership and participation models.

   Deliverables: Recommendations Report

   Draft customer participation agreement

The awarded proposer shall be responsible for providing the following services on a per site basis on sites that have been mutually agreed upon between SCP and proposer. Services would include providing regular updates, responding to SCP feedback, and maintaining schedule/budget throughout:

B. Desktop Site Screening
   - Electrical load and tariff analysis.
   - Existing solar PV production review.
   - Preliminary battery sizing.
   - Remote site review for civil and electrical site constraints as well as impacts. to C&I site operations with BESS integration.
   - Benchmark CAPEX and OPEX costs for preliminary system.
   - Utility interconnection and applicable codes and standards review.

   Deliverable: Desktop Site Screening Report for each site

C. Initial Feasibility Report
   - Site walk (with approval from site decision maker or designee).
   - 30% design drawings showing conceptual site layout with BESS and SLD (single line diagram).

- Recommended BESS size (kWh) based on load shifting and demand charge reduction potential.
- Class 3 construction cost equivalent or better for BESS installation (identify assumptions, exclusions, and allowances used in cost estimate).
- SCP lifecycle financial and value analysis (including CAPEX, OPEX, wholesale/RA avoided procurement costs, other revenue streams, etc.).
- Customer savings analysis.
- High-level development and implementation roadmap identifying major project phases, key approval milestones, interconnection/permitting activities, and estimated timeline to commercial operation.
- Operating scenarios and control narrative for BESS.
- Preliminary risk assessment narrative identifying key technical, regulatory, interconnection, operational, customer participation, and financial risks that could affect project viability. Assessment shall include likelihood, potential impact, and recommended mitigation strategies.

Deliverable: Initial Feasibility Report for each site

D. Project Development Package
   - Final package refinement based on C&I customer and SCP feedback
   - 60% design drawings showing detailed site layout with BESS and SLD (single line diagram).
   - Confirmed BESS size (kWh) based on load shifting and demand charge reduction potential.
   - Class 2 construction cost equivalent or better for BESS installation (identify assumptions, exclusions, and allowances used in cost estimate).
   - Refined ~~guaranteed customer~~ savings ~~options~~ distribution framework between SCP and customer.
   - Refined development and implementation roadmap identifying major project phases, key approval milestones, interconnection/permitting activities, and estimated timeline to commercial operation.
   - ~~Confirmed~~ BESS dispatch/control strategy (objectives and operating assumptions to deliver customer savings).
   - Refined risk assessment incorporating design details, site-specific findings, and customer feedback. Assessment shall include likelihood, potential impact, and recommended mitigation strategies.
   - C&I customer/site Participation Agreement (SCP to negotiate and have final authority as to agreement forms and terms; awarded proposer to support development of contract terms, advise on applicable provisions, including on ownership and participation, and provide contracting forms and exhibits as appropriate).

   Deliverables: Project Development Package for each site

The Pilot is expected to proceed through the following stages:

1. Desktop Site Screening (up to 10 sites).
2. Initial Feasibility Report (shortlisted sites, as selected by SCP).
3. Project Development Package (shortlisted sites).
4. Final Customer/SCP Participation Agreement to Project Development Package (5 sites).

Duties and services under any awarded agreement shall not include preparing or assisting SCP with any portion of the public entity's preparation of a request for proposals, request for qualifications, or any other solicitation regarding a subsequent or additional contract with SCP with regard to the Pilot Project or individual project sites. SCP shall at all times retain responsibility for public contracting, including with respect to any subsequent phase of this project. Awarded proposer participation in the planning, discussions, or drawing of project plans or specifications shall be limited to conceptual, preliminary, or initial plans or specifications. Awarded proposer(s) shall cooperate with SCP to ensure that all bidders for a subsequent contract on any subsequent phase of this project have access to the same information, including all conceptual, preliminary, or initial plans or specifications prepared by contractor pursuant to any agreement awarded under this RFQ/P.

RFQ/P Section VII. Minimum Qualifications

Change to read:

The Proposer and/or designated subcontractors identified in the proposal shall collectively ~~Proposers must~~ demonstrate the following:

- Must be licensed, and in good standing, to do business in the State of California and Counties of Sonoma and/or Mendocino as appropriate.
- Licensed electrical engineering in State of CA in good standing.
- A minimum of at least (6) fully completed co-located C&I solar PV ~~and~~ plus BESS projects ~~initial feasibility studies and detailed engineering design packages~~ within the past 5 years. Each qualifying project shall have included both an initial feasibility study and a detailed engineering design package.
- Demonstrated experience coordinating with engineering, procurement, and construction (EPC) services for C&I solar PV and/or BESS projects.
- Demonstrated experience evaluating BESS dispatch strategies, customer bill savings opportunities, demand charge management, TOU optimization, wholesale energy arbitrage, GHG emissions reduction, and other battery value streams.
- Demonstrated experience working directly with C&I customers to evaluate, develop, and implement distributed energy projects.
- Demonstrated experience successfully applying for and receiving Rule 21 interconnection from PG&E.
- Ability to perform site assessments across the entire SCP service territory.
- Competence in and understanding of permitting processes of relevant federal, state, and local agencies.

- No outstanding demerits or citations by the California CSLB for any reason for the past 5 years or more.
- Competence in and understanding of California's Labor Code for public works, including requirements for prevailing wage and apprenticeship utilization.