

March 8, 2019

**Advanced Energy Center Request for Proposals for Vendor
Participation
Amended version #1- Q&A**

Q1. Will selected vendors be required to perform all three of the services requested under section “B. Vendors Services and Offerings in the Advanced Energy Center”?

- As multiple contracts may be awarded is it also possible that selected vendors could be chosen to perform a subset -- one or two but not all three -- of the requested services? For example, if our firm believes it is best positioned to assist SCP -- and even other selected vendors -- with the development of creative, interactive displays is it possible that a successful award could be made for only these services?

A1. The intention of this RFP is to locate vendors who can meet ALL three criterium; provide displays, offer discounts/ incentives, and allow for products to be tested onsite.

Q2. Similarly, under Section “V. Vendor & Product Requirements” A. 6 (below) is it possible that a successful award could be made to lead and/or support these services for SCP and selected vendors?

- *“Work with SCP to design product-specific website tools, including the following: product landing pages with product photos, descriptions, and energy savings; pre- and post installation surveys to be distributed through e-mail to SCP customers; and other items as requested by SCP.”*

A2. Any supportive services needed for the Advanced Energy Center will be solicited separately. Interested parties can sign up to receive future solicitations from Sonoma Clean Power on our website here: <https://sonomacleanpower.org/sign-up-for-email-updates>.

Q3. Finally, in the same vein, under Section “B. Desired Vendor Characteristics” 2, 3 and 4 (below) is it possible that a successful award could be made to lead and/or support these services for SCP and selected vendors?

- 2. *“The Advanced Energy Center will feature creative, interactive displays for each technology. A desirable Vendor will work with SCP team on creative, non-traditional ways to engage SCP customers using product displays.*
- 3. *“SCP plans to assist with marketing energy efficient/fuel switching products in the Advanced Energy Center and will have final approval overall marketing products. A desirable characteristic for Vendors is*

willingness to assist with development of collateral materials or presentations, as requested by SCP or its agents, and would assist with creative ideas in product marketing.”

- 4. *“The Advanced Energy Center will feature monthly trainings to help engage SCP customers, contractors, design professionals, real estate agents, code officials, and other relevant parties on energy efficiency technologies. Though not required, it is desired that a Vendor will participate in the development, staffing and teaching of such trainings.”*

A3. For items #2-#4 it is expected of each vendor to provide design, training, and marketing collateral. These will be coordinated under the direction of Sonoma Clean Power’s marketing staff.

Q4. Are there any guidelines and/or limits on the budget amount that SCP plans or expects to make available for awards, whether in total or per award?

A4. SCP is committed to incentivize and deploy numerous technologies through the Advanced Energy Center. Final technologies, targeted deployment amounts, and funding amounts shall be determined based on the qualified applicants.