

**Verbatim Questions & Answers**

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**James Leahy, DNV KEMA**

**Q: In terms the \$1.5 million budget allocation, how was this number arrived at?**

A: DOER allocated funding based on staff experience and funding availability.

**Q: It's not clear how to take exception to the Terms & Conditions) T&C's if necessary. Can you please clarify?**

A: The selected Respondent must agree to Massachusetts' Terms and Conditions, which are standard to state contracting. DOER is open to negotiating other items not part of the Terms and Conditions, such as pricing, invoicing, and reporting.

**William Weber, AMEC of Massachusetts, Inc.**

**Q: Task 4 Prepare Clean Energy Plans, three large complex projects plus eight simple projects; please confirm this is for each of the six bases?**

A: For the purpose of preparing a bid, develop pricing assuming a total of three (3) large, complex projects, plus a total of eight (8) smaller projects, across all six bases, not for each base

**Q: Have the bases bought into the schedule?**

A: DOER is in the process of meeting with each military base and there is support for the project timeline. DOER is exploring the use of a memorandum of understanding (MOU) to ensure shared understanding of project roles & responsibilities.

**John DiModica, NORESKO**

**Q: \$ per base could be different if there is one of the 3 major projects is at that base - but we don't know which base those projects will be at yet.**

A: This appears to be a statement rather than a question. If you are asking to confirm, that is correct.

**Q: do you expect consultant to be held on as "Owner's Agent" throughout the build-out phase for projects that move forward? Will this be an extra service - not currently in budget/price?**

A: Task 4 concludes with the development of procurement and pre-engineering materials. The military bases will then manage projects in accordance with law and regulation.

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**Q: 3 large projects overall; 6 small overall, or 3 large per each base and 6 small per each base?**

A: For the purpose of preparing a bid, develop pricing assuming a total of three (3) large, complex projects, plus a total of eight (8) smaller projects, across all six bases, not for each base.

**Q: estimates of RE & next slide - "N/A's" mean not evaluated or not applicable; i.e., not interested in evaluating these technologies at these bases?**

A: In the renewable energy slide, N/A means "not evaluated", at least as reported by the DoD document referenced on each slide.

**Q: Define "design input" - is this engineering plans at 30% or just conceptual development?**

A: For the purposes of Task 4, pre-engineering work will be sufficient to support a procurement action or pursuit of internal DoD funding.

**Q: What is the likelihood of follow-on work beyond the \$1.5M which might be needed to provide deeper levels of documentation, reports, procurement support, pre-engineering, etc.?**

A: DOER does not anticipate the follow-on work described in this question.

**Q: How much detail would you expect "schematic designs" for projects to go into? hard savings/production; hard construction costs? etc.**

A: In Task 3, schematics should be sufficient to describe and evaluate feasibility from technical, economic, and regulatory perspectives. For the highest priority projects addressed in Task 4, these materials must be sufficiently detailed to support a procurement action pursued by a military base.

**Q: Define "Energy Security".**

A: Per Title 10 U.S.C., Section 2924, energy security is defined as "having assured access to reliable supplies of energy and the ability to protect and deliver sufficient energy to meet mission essential requirements."

**Q: Where can we get info on the sq. footage, # & size of buildings on each base & land mass potentially available for RE projects?**

A: The Selected Respondent will work with each base to obtain this information as part of Task 1.

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**Q: Request for extension - A lot of work to produce a good proposal, and lots more info to gather yet re: bases existing conditions, etc. - any chance 4/11 date could get pushed back?**

A: At this writing, DOER is committed to the current RFR schedule.

**Q: explain pricing matrix better. There are costs beyond staff time - how do you reflect those**

A: In Appendix C, we ask respondents to capture anticipated base-specific costs. Respondents should develop their best estimates for all costs. We ask respondents to include all travel-related expenses in their travel costs. Those costs not allocable to a specific base may be spread across many bases. We will provide an amended Appendix C for your use.

**Q: Specifically state whether vendors conducting this work will be precluded from bidding on any projects at the bases that come as a result of this Assessment & Strategic Planning exercise.**

A: DOER can't comment on future procurements resulting from this work, since it's likely that implementation will be funded by other entities. However, DOER intends the project and deliverables to provide objective and independent input to our military base partners. As such, it seeks the services of a Respondent who will not have a financial interest in deliverables developed under this RFR.

**Q: "Sufficient design to go out to bid" - very different if out to bid via Design-Build than a plans/specs job? Do you want plans/specs adequate for bidding to trade subcontractors?**

A: For the large projects, assume the bases will not want to directly manage a project by themselves.

**Q: Do you expect \$250K worth-of work at each base? ( $\$1.5M/6 = \$250K$ ), or should attribution of resources be more on a sq ft basis of buildings on each base?**

A: Each military base is different; therefore levels of effort and project opportunity will likely vary from base to base.

### Julia Friedman, NASEO

**Q: how are you evaluating reduced costs? is it just operating costs or do you include avoided costs of power outages/disruptions?**

A: We seek options that will demonstrably reduce operating costs at each base. Avoided costs of power outages/disruptions may be considered, if significant savings can be demonstrated.

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### **Milissa Pavlik, PavCon, LLC**

**Q: Is your SDP focused on MA-based or HQ WOSB or MOSB? Will those that are HQ in MA receive any sort of extra consideration?**

A: The answer to both questions is no. For more information, please review the SDP Guidelines.

**Q: Will we be provided access to all the prior studies and data that have been conducted?**

A: The Selected Respondent will work with each base to obtain this information as part of Task 1.

**Q: Do you have any requirements related to the age of the WOSB or MOSB? In other words, must they have been in biz for more than 3 years? Any stipulations on this?**

A: Companies must meet the “ongoing business” test to be considered eligible for M/WBE designation. The company must demonstrate that the revenue stream has begun, or about to begin, that substantial marketing activity is taking place, that the business owns or leases resources typical to the industry, and the business facility is appropriate for the conduct of business of its type for its present state of development. Prospective business activity normally will not be sufficient to meet the ongoing business requirement. For more information, see <http://www.mass.gov/anf/budget-taxes-and-procurement/procurement-info-and-res/procurement-prog-and-serv/sdo/state-cert-prog/for-profit-entities/>.

### **Jeffrey Weissman, MCFA**

**Q: How much coordination/agreement has been accomplished with the Army, Air Force, and/or IMCOM on this effort?**

A: DOER is in the process of meeting with each military base and there is support for the project timeline. DOER is exploring the use of a memorandum of understanding (MOU) to ensure shared understanding of project roles & responsibilities.

**Q: Would you consider a 1-2 week extension to the submittal date?**

A: At this writing, DOER is committed to the current RFR schedule.

### **Rick Mitchell, B2Q Associates, Inc.**

**Q: How did you arrive at the budget that amounts to \$250,000 per facility given the scope is essentially a feasibility and cost-benefit analysis of energy efficiency opportunities and a fatal flaws analysis of wind and solar options for those bases that have not already done so?**

A: Each military base is different; therefore levels of effort and project opportunity will likely vary from base to base.

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### **Andrew Kincross, Navigant Consulting**

**Q: For PV, would bases be eligible for MA SRECs? And/or would third party ownership be a possibility which would allow a third party to take advantage of MA SRECs, ITC, etc.?**

A: Yes, to both questions.

### **Arun Veda, SAIC**

**Q: What is % of budget must be needed to be allotted for WBMB?**

A: If the respondent is not an M/WBE, it must submit a plan demonstrating effort to elevate use of M/WBE enterprises in the field. For more information, please review the SDP Guidelines.

### **Shawn Shaw, Cadmus Group**

**Q: Is there any additional information available on the presence of interval metering at the bases, particularly at the building level?**

A: No. The Selected Respondent will work with each base to obtain this information as part of Task 1.

### **Michael Sullivan, MOCA Systems**

**Q: Will the selection proceedings be open to the public? And if so, where and when?**

A: The RFR evaluation is a closed process and will not be open to the public.

### **Abbe Bjorklund, Sebesta Blomberg**

**Q: Will expenses be a separate line item in fee estimate?**

A: In Appendix C, we ask respondents to capture anticipated base-specific costs. Respondents should develop their best estimates for all costs. We ask respondents to include all travel-related expenses in their travel costs. Those costs not allocable to a specific base may be spread across many bases. We will provide an amended Appendix C for your use.

**Q: Will a list of webinar attendees be distributed?**

A: Yes, webinar attendees will be posted to [www.comm-pass.com](http://www.comm-pass.com).

**Q: will slide be available after webinar?**

A: Yes, webinar slides will be posted to [www.comm-pass.com](http://www.comm-pass.com).

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**Q: Will there be cost/benefit analysis in Task 2, or only Task3?**

A: During Task 2, we expect the consultant to develop a range of realistic options that they believe can reduce base operating costs and enhance energy security. While rigorous cost/benefit analysis is not required during this phase, we expect the selected Respondent to rule out options with obvious feasibility flaws.

**Q: How many awards are expected (Single vs., multiple)?**

A: DOER expects to award a single contract under this RFR. Respondents may elect to submit bids including subcontractors with relevant capabilities.

**Robert Kwartin, ICF International**

**Q: If a potential prime contractor did not attend this webinar, may they still submit a proposal?**

A: A respondent must participate in the webinar in order to submit a proposal.

**Q: If a subcontractor did not attend this meeting, may they still be part of our team?**

A: A potential subcontractor is not required to participate in the webinar.

**Q: There will be some work that is not associated with any specific base, for example, overall project management, project reporting, coordinating with the Clean Energy Task Force, etc. Where should those costs be accounted for in the budget proposal?**

A: In Appendix C, we ask respondents to capture anticipated base-specific costs. Respondents should develop their best estimates for all costs. We ask respondents to include all travel-related expenses in their travel costs. Those costs not allocable to a specific base may be spread across many bases. We will provide an amended Appendix C for your use.

**Tim D'Souza, Sagewell, Inc.**

**Q: Will you be making a "list of interested parties" available to all vendors so that we can collaborate to put forward a joint proposal (we are a vendor that can make a useful contribution to just one part of this task)**

A: A list of webinar attendees will be posted to [www.comm-pass.com](http://www.comm-pass.com).

**Q: May we please have the # of miles of road on each base**

A: The Selected Respondent will work with each base to obtain this information as part of Task 1.

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### **James Reeks, Co Gen Power Technologies**

#### **Q: Base Energy Recap had no CHP on any of them why?**

A: DOER does not have this information. The Selected Respondent will work with each base to obtain this information as part of Task 1.

#### **Q: Where on Comm Pass will we find the presentation**

A: At [www.comm-pass.com](http://www.comm-pass.com), search for open solicitations for the "Department of Energy Resources." After locating this RFR, click on the "Specifications" tab.

### **Ron Leonard, affiliation not stated**

#### **Q: copies of the slides available where?**

A: At [www.comm-pass.com](http://www.comm-pass.com), search for open solicitations for the "Department of Energy Resources." After locating this RFR, click on the "Specifications" tab.

### **John Huston, Leonardo Technologies, Inc.**

#### **Q: To complete Task 4 using professional engineers, do they require MA certification for the PE?**

A: Task 4 is intended to provide actionable documents to our military bases. A PE is required, but generally – for the purposes of preparing procurement-supporting materials - certification can be from any state. There are exceptions. For example, the Massachusetts Army National Guard does require in-state PE certification. Also, the active Air Force now requires a PE license, from the state in which a project takes place, for any engineering documents/drawings related to fire protection. Further, the US Coast Guard requires a PE license, from the state in which a project takes place, for a broader range of health-related projects.

### **Walter Levesque, DNV/KEMA**

#### **Q: Will the proposals be shared with the base commanders prior to final selection?**

A: Base commanders have not yet asked to see proposals. DOER will share the proposals, if requested.

### **Tevan Green, Citadel Logic**

#### **Q: If not open and RFI, will you narrow down to who is eligible?**

A: DOER will review all submitted proposals. Those not meeting eligibility criteria set forth in the RFR will be removed from further consideration.

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### Jack Honor, CHA

**Q: Can this presentation be made available for download as a powerpoint or PDF? Thanks.**

A: Yes. The presentation is available for download from [www.comm-pass.com](http://www.comm-pass.com).

### Justin Nash, affiliation not stated

**Q: For Supplier Diversity....Do you recognize a SDVOSB?**

A: No. The state Supplier Diversity Program (SDP) focuses on minority and women owned enterprises (M/WBE).

### Paul Lyons, Zapotec Energy

**Q: If we have worked extensively over the last 12 years at 3 out of 5 of these bases, how do we team up with other companies to submit a joint proposal, since we are a small engineering firm?**

A: Your company may reach out to other potential respondents and participate in a proposal. You can learn about companies that participated in the webinar through [www.comm-pass.com](http://www.comm-pass.com).

### Tanay Bapat, van Zelm Engineers

**Q: Can a pdf of the presentation be made available to all attendees?**

A: The presentation is available for download from [www.comm-pass.com](http://www.comm-pass.com).

### John Rizzo, ADI Energy

**Q: Sometimes it is hard to get a Base's attention even when they are paying for a study. Will DOER facilitate this process. As you pointed out there are a lot of players at a base. We have worked with bases that are paying for auditing services and it is hard to get anyone's attention at the top level that might be critical to understanding not only the energy impact but the budget impact to the Base.**

A: DOER will facilitate access to – and the attention of – base personnel.

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**Q: If you are a subconsultant on this project are you precluded in the future of being any part of a potential implementation team member?**

**A:** DOER can't comment on future procurements resulting from this work, since its likely that implementation will be funded by other entities. However, DOER intends the project and deliverables to provide objective and independent input to our military base partners. As such, it seeks the services of a Respondent who will not have a financial interest in deliverables developed under this RFR.

**Mark Warren, WSP Flack & Kurtz**

**Q: Will we get a copy of the vendors interested in this solicitation and/or are participating in the webinar?**

**A:** The presentation is available for download from [www.comm-pass.com](http://www.comm-pass.com).

**Rick Handley, Rick Handley & Associates**

**Q: How does the energy use per sq. foot compare to other bases in the U.S. with similar functions?**

**A:** DOER does not have this information. The Selected Respondent will develop this information as part of Task 1.

**Q: Are the evaluations that have been done for renewables be available for review?**

**A:** The Selected Respondent will work with each base to obtain this information as part of Task 1.

**John Oliveiri, AMERESCO**

**Q: 3rd bullet point on Limitations slide: Does performing this plan preclude a company from executing the deliverables in the future? Thank you.**

**A:** DOER can't comment on future procurements resulting from this work, since its likely that implementation will be funded by other entities. However, DOER intends the project and deliverables to provide objective and independent input to our military base partners. As such, it seeks the services of a Respondent who will not have a financial interest in deliverables developed under this RFR.