



SOUTHERN CALIFORNIA PUBLIC POWER AUTHORITY

Questions and Answers Related to Request for Proposals: Consulting Services for Market Presentations, Workshops, and Independent Studies

1. Is there an incumbent who has previously provided these services to SCPPA for the Resource Planning Working Group or some other working group? If so, who is that provider?

RESPONSE: Yes, but we prefer to not disclose the vendors.

2. How much is budgeted for this activity for September 1, 2019 to August 31, 2020? (or whatever annual period applies)

RESPONSE: There's no set budget at this moment.

3. What topics were covered in quarterly presentations in 2018 and so far in 2019?

RESPONSE: A slew of different topics were covered in 2018, some were indicated in the RFP.

4. Could you please provide a copy of the form of contract SCPPA plans to use, containing all relevant contract provisions?

RESPONSE: One will be provided once vendor has been awarded.

5. Is a mark-up on subcontractors allowed?

RESPONSE: No, please submit pricing for subcontractor along with your proposal.

6. Would SCPPA object to adding subcontractors (by mutual agreement) after the contract is awarded? (For example, we may think of an expert we'd like to have join us in addressing a particular topic that we did not anticipate in developing our proposal, not knowing exactly what the topics would be.)

RESPONSE: As indicated in question 5, please submit pricing for subcontractor along with your proposal if you intend to include subcontractors.

7. Terms and Conditions Item 12 states that SCPPA “may potentially include a requirement that Respondents provide some form of performance security.” When will SCPPA decide whether to impose such a requirement? What form of security has SCPPA previously required on contracts for similar services? Is SCPPA thinking of the same form of security or could you be more specific about what form of security you would use. We typically expect the fact we do work in advance of payment as creating risk. Would that risk itself not be an acceptable form of security?

RESPONSE: It is less likely that we’ll require a performance security for this service.

8. Does item 14 mean to indicate that individual members may try to separately negotiate the terms of this contract or is it talking about contracts for other potential services?

RESPONSE: No, typically item 14 would apply to other potential services.

9. What is the anticipated/intended contract term? One year? Two years? Three years?

RESPONSE: Anticipated contract term can be negotiable.

10. Will the vendor be excluded from any future equipment or software sales if the vendor is selected for the engagement?

RESPONSE: No, Vendors will not be excluded from any future equipment or software sales if they are selected to provide these services.

11. How will the vendor be able to suggest topics suitable for workshops and studies beyond the presentations?

RESPONSE: SCPPA will provide presentation topics and workshops, any recommended topics is up for consideration.

12. With respect to the sample topics listed under Storage, is SCPPA’s interest from an engineering/operational perspective or more from the perspective of how the resources would be monetized in the market?

RESPONSE: SCPPA would like to know both from an operational and cost saving perspective.

13. Does SCPPA have an example presentation to understand resources needed to capture the level of detail that is required?

Response: SCPPA prefers not to share example presentations from previous vendors for this RFP.

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14. Does SCPPA have an example presentation so we can determine how long each presentation should be to fit into the Market Presentations, Workshops, and Independent Studies agenda?

Response: As indicated in response to question 13, SCPPA prefers not to provide example presentations.

15. Would there be approximately 20 presentation given in one year between Market Presentations, Workshops, and Independent Studies?

Response: There can be a range of up to 20 presentations in a given year.

16. What are the fewest amount of presentations?

Response: Typically, it can range from 1-4 per market presentations. Workshops would tend to have more presentations since it will typically be an all-day event.

17. Will the Market Presentations, Workshops, and Independent Studies be all day events?

Response: Market Presentations and Workshops can be a potential all day event.

18. Do we need to print the presentations for Market Presentations, Workshops, and Independent Studies?

Response: Most presentations were received in powerpoint/PDF format, its up to the vendor if they prefer to print out presentations to distribute amongst the SCPPA members.

19. Per page 2, where it states, "In addition, there may be more than 3-4 presentation including Q&A from members for each quarterly meeting". Can you clarify if this means there will be one unique presentation each quarter that will each be presented 3-4 times? Or does this mean 16-20 new unique presentations each quarter?

Response: Per page 2, it means there will be 3-4 presentations each quarter, so potentially 12-16 unique presentations annually.

20. In section III on page 2 of the RFP, a list of sample topics is provided. Would SCPPA accept additional topics from bidder that are not included in the list?

Response: SCPPA will accept additional topics as suggested from their members. Topics listed were provided based on prior presentations.

21. The RFP is describes ad hoc workshops relevant to “Client’s resource planning and renewable resource procurement decisions. Would SCPPA accept additional topic that historically may not be within resource planning, for example energy efficiency as a resource, financial risk, etc.?”

Response: SCPPA is open to topics outside of resource planning and renewable procurement. Again, this is dependent on suggested topics from SCPPA.

22. Pricing – It is difficult to price a workshop, a study or presentation without knowing the depth of what the client is looking for. Our approach has been to work with the client to develop the requirements and then develop a level of effort based on that need. Therefore, for this RFP, is it acceptable to only provide labor rates for the consulting services or should does SCPPA have assumptions that consultants can develop pricing from?

Response: Labor rates are acceptable as a form of suggested payment. Please submit your suggested payment structure in your proposal.

23. Does SCPPA plan for the presentations, workshops and/or studies to be prepared and conducted for SCPPA overall, SCPPA working groups or specific individual members?

Response: Presentations, Workshops and/or Studies can be prepared for SCPPA overall which includes working groups and individual members as well.

24. What are the intended start and end dates for this contract?

Response: Intended start date and end dates would be three years with an optional extension.

25. The SOW described in the RFP is unclear on the scale, length and detail of the presentations, workshops and independent studies. And as a result, pricing services will necessarily involve significant assumptions. Can SCPPA provide additional clarity on its vision for services for better pricing accuracy?

Response: Services for quarterly presentations can range from 1-2 hours. Workshops tend to be longer and can potentially be all day events.

26. If no additional detail can be provided regarding the scope, would it be acceptable for a bidder to create a menu of services with distinct pricing detail for a range of services that fit under the SOW as expressed in the RFP?

Response: SCPPA welcomes distinct pricing details for a range of services but be inclusive in providing pricing based on per presentations, workshops, and specific independent studies.

27. Will SCPPA maintain intellectual property rights for content developed under this SOW? Will bidders be prevented from using materials developed for this project for other purposes?

Response: Intellectual property rights may arise for independent studies as requested by the members.

28. Does SCPPA anticipate that services will be contracted on a T&M basis, lump-sum basis or some other cost basis?

Response: SCPPA is accepting different pricing terms in the submitted proposals. We are anticipating contracts will be a combination of Goods and Service agreement and ad-hoc cost per presentation and/or studies.

29. Vendor has an existing GSA with SCPPA. Would services proposed for this RFP be governed under the existing GSA or would a new contract vehicle be established?

Response: A new contract vehicle will be established for this agreement.
