

# Solarize Dummerston RFP

Solarize Dummerston is requesting proposals from Installer(s) willing to provide pricing for a group purchase rate of photovoltaic (PV) systems in conjunction with the Solarize Dummerston Program in Dummerston VT. The Solarize Dummerston Program marketing is targeted to residents and businesses of Dummerston however, residents or businesses within GMP service area are eligible to participate.

To this end, the Solarize Dummerston seeks proposals from Installers that can provide competitive fixed pricing for a direct-ownership model, for quality residential and small business solar PV installations and/or a community solar option.

Applications must meet a threshold review. Proposals must include the following:

1. Demonstrate experience and proficiency in solar PV installations. The Installer must have installed a minimum of ten (10) solar PV systems in VT, N.H. and/or, MA .
2. Be, at a minimum, a professional contractor licensed to conduct business in Vermont.
3. Include on the project team at least one electrician holding a current Vermont electrical license to perform electrical work on the solar PV installations.
4. Submit a proposal that meets all of the threshold requirements outlined below in order to be considered complete;
  - Fully completed forms A, B1, B2, C, and E
  - Fully completed one or more of Forms D, E1 or E2
  - Additional required attachments listed in the “Proposal Requirements” section:
  - A completed and signed form F
5. Provide a complete proposal by the due date

This Request for Proposals (RFP) is available online: [solarize.dummerston.com](http://solarize.dummerston.com)

Please check online for updates prior to completing and submitting a bid.

All responses to this RFP must be sent electronically to [Solarize@Dummerston.com](mailto:Solarize@Dummerston.com) no later than 5/1/2015 . Late submissions will not be accepted.

Installers should plan to attend (if invited) an in-person interview with the selection committee, to be held in or near Dummerston, VT.

Please direct questions or feedback regarding this RFP to [Solarize@Dummerston.com](mailto:Solarize@Dummerston.com)

Date of Issue:

Proposal Due Date:

Issued by: Solarize Dummerston task force

RFP Point of Contact: [Solarize@Dummerston.com](mailto:Solarize@Dummerston.com)

## Table of Contents

# Solarize Dummerston RFP

[Table of Contents](#)

[Program Description](#)

[Program Roles and Responsibilities](#)

[Services Provided by Solarize Dummerston](#)

[Scope of Work](#)

[Community outreach:](#)

[Contractor services:](#)

[Permitting, incentives, and tax credits:](#)

[Anticipated project timeline](#)

[Installer Selection](#)

[Our Expectations](#)

[Spreadsheet](#)

[Direct Ownership Proposals and Pricing](#)

[Marketing Materials, Presentations, and Claims Made Throughout the Program](#)

[Tracking](#)

[Privacy](#)

[Customer Service](#)

[Proposal Requirements](#)

[Form A. Installer Contact Information:](#)

[Form B1. Company Profile:](#)

[Form B2. Staff Profiles:](#)

[Form C. Core Direct Purchase Solarize Proposal](#)

[Form D. Dummerston Community Solar Proposal](#)

[Form E. Equipment:](#)

[Forms E1. Tiered Pricing Structure and E2 Single Discounted Pricing Structure](#)

[Form F. Authorized Signatures](#)

[Additional Required Attachments:](#)

[Selection Criteria](#)

[Competitive Pricing](#)

[System Quality](#)

[Experience and Qualifications](#)

[Warranty](#)

[Community Benefit](#)

[Implementation](#)

# Solarize Dummerston RFP

## Program Description

**Who we are:** Solarize Dummerston is an all volunteer task force organized by the Dummerston Energy Committee. We have a grant from New England Grassroots Environment fund as well as our team of volunteers to aid in marketing our program. We also have a local volunteer with solar training and experience to act as our solar coach. We have modeled our program after previous solarize efforts completed in Vermont and across the country, but have included a few unique elements of our own. Along with writing this RFP we have also given a few presentations to the local community and have a list of potential customers (leads) interested in participating in this program.

Solarize Dummerston will engage in outreach activities encouraging residents to consider solar PV, and all resulting leads will be forwarded to the Solarize installer. This partnership is designed to lower customer acquisition costs and transfer savings directly to customers. Solarize Dummerston seeks proposals from installers who can provide competitive tiered pricing, and/or a single discounted price for a direct-ownership model for solar PV installations at private residences, small farm enterprises, and small businesses, and/or installers who can provide a community solar option.

A consortium consisting of more than one installer may work collectively on a proposal, as long as the partnering installers take responsibility for managing the partnership and maintaining a simple message and point of contact for volunteers and residents.

Proposals will be evaluated individually in order to provide our community with the greatest opportunity to succeed. Experience, quality and value of services and equipment, capacity for implementation of the Solarize program, proposed pricing, unique or creative offerings will all be factors in the selection process.

The Solarize Dummerston program is designed to overcome common barriers to going solar at a residential scale:

### **A) Consumer Confidence**

Because our grassroots group of volunteers will review multiple offers and look at many options, we believe the stress level for our community members who choose the Solarize Dummerston program will be reduced and their confidence that they will receive the right product for a good price will increase.

### **B) Complexity**

Considering a solar installation involves many choices and decisions. By researching these many options and installers, and educating our community, the goal of our task force is to simplify the entire process for the consumer.

### **C) Cost**

# Solarize Dummerston RFP

The aggregation of multiple residential solar PV installations within a community provides opportunities to realize economies of scale for the Installer, and ultimately cost savings for the customer.

The task force will select one direct purchase proposal which offers a low discounted price, or a tiered price based upon total KW sold and will also select a community solar proposal to complement the chosen direct purchase option.

By educating the local community, leveraging community support for marketing efforts, and aggregating sales, the program seeks to increase demand for and lower the cost of residential solar PV.

## **D) Inertia**

A critical component of any Solarize program is its deadline. Residents must sign a contract with the partner installer by a certain date in order to take advantage of the special pricing offer.

# Solarize Dummerston RFP

## Program Roles and Responsibilities

In order to participate in the Program, the Installer may provide:

- a dollar per watt (\$/W) direct purchase price for solar PV systems that will decrease by defined tier levels as the total contracted capacity of solar PV within the community increases.  
and/or
- a dollar per watt (\$/W) direct purchase price for solar PV systems that includes a single discounted price regardless of the contracted capacity.  
and/or
- a dollar per watt (\$/W) purchase price for a community solar farm option.

Each Installer may submit any single proposal listed above, any combination of two proposals, or all three.

The task force will select one of these direct purchase models as well as a community solar option for the Solarize Dummerston program.

Interested customers may go to our webpage or contact one of our volunteers and sign up for a free site assessment. If the customer's site is deemed to be feasible for a solar PV project, they will have the option to contract with the Installer before the program deadline. The Installer will be responsible for assessing individual sites, working with interested customers to design appropriate systems, and contracting with the customer for installation of the solar PV system.

### Services Provided by Solarize Dummerston

Solarize Dummerston will solicit participation from the community and facilitate outreach and implementation of the program. Solarize Dummerston will deliver educational workshops ranging from the technical nuts & bolts of solar, how solar options will impact a customer's energy use and expenses, incentives & tax credits, and financing options. Prospective customer leads will be forwarded to installer(s) on a rolling basis as they are received.

Marketing services including publicizing the project at local events and presentations, and promotion via newsletters, bulletins, press releases, social media, flyers, and other media outlets.

# Solarize Dummerston RFP

	<b>Solarize Dummerston Team</b>	<b>Community Solar Coach</b>	<b>Installer</b>
<b>Installer Selection</b>	<ul style="list-style-type: none"> <li>-Create RFP/Release to prospective Installers.</li> <li>-Review all proposals.</li> <li>-Interview the installers with the best proposals.</li> <li>-Select the installer(s) for the program.</li> </ul>	Assist with writing the RFP and selection of Installer.	Submit competitive proposal (s)
<b>Reduce Cost to Customer</b>	Provide the customer with concise, economical and accurate information on solar options for their home	Assisting volunteer team efforts to engage residents	Provide competitive pricing for customers
<b>Marketing</b>	Reach out to Community/organize volunteer distribution of info and marketing materials for project Solarize Dummerston	**Utilize municipal communication, meetings or events to encourage Community awareness of program	<ul style="list-style-type: none"> <li>-Partner with team to finalize combined outreach plan and disseminate information on program.</li> <li>-Participate in public meetings.</li> </ul>
<b>Education</b>	<ul style="list-style-type: none"> <li>-Educate prospective customers on solar basics</li> <li>-Facilitate a Solar 101/ Meet the Installer Community presentation/ workshop</li> <li>-Develop a FAQ list</li> </ul>	After Solar 101, serve as a point person for Q & A on program mechanics and basic solar info	Serve as the technical expert on Solar.

# Solarize Dummerston RFP

	Solarize Dummerston Team	Community Solar Coach	Installer
<b>Communication</b>	<ul style="list-style-type: none"> <li>-Provide Website</li> <li>-Provide press releases and media outreach</li> <li>-Develop communication tools i.e. Facebook page, Google group, etc.</li> <li>-Develop portal to facilitate customer sign-up</li> </ul>	<p>help develop portal and customer sign-up sheet on website.</p>	<p>Update status to Solarize team on individual customers/project such milestones as :</p> <ul style="list-style-type: none"> <li>● contact made</li> <li>● site assessment</li> <li>● proposal delivered</li> <li>● contract signed</li> <li>● work completion</li> <li>● etc.</li> </ul>
<b>Solar Installation</b>	<p>The team will monitor progress.</p>		<ul style="list-style-type: none"> <li>-Clarify/outline permitting process for solar PV projects</li> <li>-Provide free site assessments</li> <li>-system design</li> <li>-turnkey installation for customers</li> </ul>
<b>Financing</b>	<p>Team will help find financing available and list them on the web site.</p>		

# Solarize Dummerston RFP

## Scope of Work

The project is focused on homeowners in Dummerston, but is open to households and businesses throughout the GMP area. We seek to offer customers direct-purchase of either roof or ground-mount collector options in order to maximize the portion of the community with site-suitability for solar power. We also seek to offer customers a community solar option to make solar power available for a larger portion of the community than direct-purchase only. We welcome proposals that include additional financing options.

### **Community outreach:**

Solarize Dummerston and other project partners will promote and deliver a series of educational workshops at easily accessible public locations in the Dummerston area. The selected firm is expected to have staff available to answer questions and provide an interface to the community at major events and workshops.

### **Installation services:**

The Installer will provide a free site assessment, a system design and installation proposal(s) for each participant to establish each site's suitability for solar. Site assessments will be performed using a Solar Pathfinder or equivalent and include an analysis of the impact of shading, tilt, and orientation on annual energy production, and note any electrical, mechanical, or structural considerations that may incur costs above and beyond the standard pricing schedule for the project. Customer contract proposals should explain and itemize materials, system type, cost, sizing, and installation options.

The Installer will provide periodic updates to Solarize Dummerston task force regarding campaign progress and lead status. Direct communication (either by phone/video conference or face to face) with the Solarize Dummerston task force periodically at a time (weekly preferred) and method to be determined after contractor selection.

### **Permitting, incentives, and tax credits:**

Installations will be carried out by the selected firm(s) in conformance with all applicable laws and codes, interconnection requirements for net-metered installations, GMP installation requirements, existing rules and timelines. For each customer contract, the selected firm(s) will be responsible for securing all required applicable local, state, and federal permits, completing and submitting incentive applications, and scheduling and passing all jurisdictional inspections. Installer will provide guidance and assistance to each participant with completing a net-metering agreement with GMP and provide each participant with appropriate documentation for applying for the Federal Energy Tax Credits.



# Solarize Dummerston RFP

## Anticipated project timeline

<b><i>RFP for Solar Installers: Released</i></b>	4/9/2015
<b><i>Deadline to submit Installer RFP Questions</i></b>	4/18/2015
<b><i>Dummerston to post Installer RFP FAQ</i></b>	4/24/2015
<b><i>Proposals from Solar Installers: Due</i></b>	5/1/2015
<b><i>Team review installer proposals and select those for interview</i></b>	(1 week)
<b><i>Community-Installer Interview Date</i></b>	(1 week)
<b><i>Announce Selected Solar PV Installers</i></b>	(2 weeks)
<b><i>Begin Community Solar 101s may include site visit orientation</i></b>	TBD
<b><i>Solarize Launch Event</i></b>	within 3 weeks of contractor selection
<b><i>Customer Sign-Up Period Begins</i></b>	(right after contractor is selected)
<b><i>Customer Sign-Up Period Ends</i></b>	(4 months of sign ups)
<b><i>Installations completed</i></b>	Within 120 days of Certificate Of Public Good (CPG)

# Solarize Dummerston RFP

## Installer Selection

Through this Request for Proposals (“RFP”), Solarize Dummerston will select and partner with a solar PV Installer(s) offering a quality product and competitive pricing for solar PV installations.

In the event that we find a proposal is found to be incomplete, or the selection committee has a question or request, we will notify the bidding installer. The Installer will be given three business days to respond. Information contained within the proposals during the selection period will not be shared publicly.

Solarize Dummerston expects installers to submit competitive and realistic bids. Bidding installers should not sacrifice their bottom line or the quality of their equipment and services in order to participate in Solarize Dummerston. The equipment and services included as part of the pricing proposal(s) should be representative of a typical system.

The direct purchase installer is expected to provide either a tiered pricing structure that provides lower cost per watt as capacity is installed within our community/program, and/or a single discounted dollar per watt (\$/W) purchase price, as well as free solar site assessments, applicable rebate information, and installation services. Additionally an installer may submit a proposal for the community solar option.

The Solarize Dummerston team will review all the complete Installer proposals upon receipt. The team will invite one or more installers for an interview. From those interviews the team will select the solar PV Installer(s) that is best able to meet the goals laid out in this RFP.

Solarize Dummerston and the selected Installer will not enter into an official written agreement. We expect a good faith partnership between the Solarize Dummerston team and the selected Installer. Solarize Dummerston has no financial obligation to any installer arising from this RFP. All contracts will be executed between the homeowner and the selected Installer. The contract between the owner and the Installer will state that Solarize Dummerston is not a party to the contract and that the Installer will be solely liable for any claims, losses or damages arising out of the contract. By submitting a response to this RFP, Installer agrees to these terms and conditions.

# Solarize Dummerston RFP

## Our Expectations

We want to be as clear as possible about the Solarize Dummerston process and what to expect if your company is chosen by the Selection Committee. The following are some of our expectations when working with an installer chosen by the group. Expectations include:

### Spreadsheet

- ❖ Solarize Dummerston has created a Tracking Spreadsheet in Google Docs
  - The tracking spreadsheet is linked directly to the sign-up form, so it is automatically updated as people sign up. Emails with contact information of each lead will be automatically forwarded to the Installer. Therefore you need to check periodically and reach out to new participants as they sign up.
  - You are expected to update the current status of projects on the tracking spreadsheet in advance of each weekly call.
- ❖ **On the weekly call you let us know:**
  - Review status of the leads.
  - Questions or concerns that have come up during your site visits or interactions with customers.
  - Which participants, if any, you have had difficulty contacting. If participants do not respond to your initial emails and/or voicemails, the team will reach out as well.
- ❖ **Community events, Outreach and Marketing**
  - Participate in community events throughout the program where appropriate (participation at the launch event is required);
  - Collaborate with program partners:
    - in developing/implementing an outreach campaign
    - on press releases.
    - in developing additional marketing materials, including (but not limited to) providing or helping to obtain photographs, statements of support, testimonials, or other information for use in Solarize marketing;
- ❖ **Direct Ownership Proposals and Pricing**
  - Provide a discounted dollar per watt (\$/W) purchase price for a typical, all-inclusive, roof-mount or ground mount installation that will decrease by tier levels as the total contracted capacity of solar PV within the program increases. Limit tiers to 4 or less
  - And/or provide a flat rate discounted dollar per watt (\$/W) purchase price for a typical, all-inclusive, roof-mount, or ground mount installation.
  - Provide a list of additional system features which may be preferred or required in some (but not the majority of) cases and would impact the final project cost. This list of add-ons and associated costs will be published on the Solarize Dummerston website.
  - If a tiered pricing model is chosen by our task force, provide all customers within the community with pricing at the appropriate tiered level. Any contract between the installer and the customer must acknowledge the current tier price and lay out a process through which the

# Solarize Dummerston RFP

final system cost will be adjusted and reconciled to reflect the community's final tier price after the program deadline.

## ❖ Marketing Materials, Presentations, and Claims Made Throughout the Program

- All partners must refer to the program as “Solarize Dummerston” in all community outreach materials and marketing efforts, and direct individuals interested in participating in the Program to [solarize.dummerston.com](http://solarize.dummerston.com) and the the signup form.
- All installers must ensure that any media they produce does not claim to represent the opinion or position of Solarize Dummerston.
- All installers must use a reasonable escalator rate for predicted utility price in all marketing and in predicting payback periods, and make clear that all figures are based on given assumptions.
- All installers must base projections on the current and/or historical GMP residential rate in all marketing materials.
- All claims regarding federal tax credits should include a suggestion to contact a tax professional.

## ❖ Tracking

- Installers must track the pricing associated with each contracted project, detail why a specific project requires additional costs (if applicable), and provide all information regarding final project cost and details to Solarize Dummerston by the end of the program.
- Installers are expected to use the online system developed by the team to provide Solarize Dummerston with regular tracking reports (at minimum every week), according to the format provided (a sample Lead Tracking Spreadsheet will be available online at our website).

## ❖ Privacy

- Installers will communicate to all potential customers at the time of the site visit that their project status will be shared with the Solarize volunteer team.
  - Installers will include in their proposals to potential customers language explaining that their project status will be shared with the Solarize volunteer team unless they request to remain anonymous.
  - Installers will include in their customer contract language explaining that the Solarize volunteers will publish their name (only) as a resident who went solar through the program unless the customer request to remain anonymous.
- Installers will notify Solarize Dummerston via the tracking sheet of any leads who, at any point in the program, request their name or project status not be shared.

## ❖ Customer Service

- Installers will provide links to the Solarize Dummerston website [solarize.dummerston.com](http://solarize.dummerston.com) and the sign-up form on the installer's website (if they have one).
- Installers will provide appropriate Solarize Dummerston contact information to be posted on Solarize marketing materials and web pages.
- Installers should contact all customers who request a site visit or submit an inquiry within one week.
- Installers will make every attempt to complete site visits with Solarize leads within two weeks of first contact, and will clearly communicate with leads about the expected timeline and any changes in that timeline.

# Solarize Dummerston RFP

- Installers will provide objective information to enable customers to choose among any solar financing options offered or otherwise available.
- Installers will work with customers to identify and apply for all available incentives, and all Solarize projects applying for incentives must meet requirements or incentive eligibility.
- Installers will aim to complete installations within 120 days of Department of Public Service (CPG) approval, and will clearly communicate with customers about when installation is likely to take place.
- Installers will maintain high standards of quality and value when presenting customer proposals to Solarize Dummerston leads and strive to design high-efficiency systems.
- Installers will be familiar with and comply with all relevant codes and requirements, at the local, state, and federal level, for all installations to be completed through the Solarize Dummerston program.
- Installers must outline and be prepared to enact a contingency plan in the event that the customer service expectations described are not being met (as determined by Solarize Dummerston) on the weekly call (or when self identified) due to an increased volume of leads or any other reason.

# Solarize Dummerston RFP

## Proposal Requirements

We request that your Proposal answer questions in response to this RFP on the following forms. Any additional documents must reference your company name and Solarize Dummerston.

Keep in mind that the bids will be reviewed by a selection committee made up of residents. They do not have a formal background in solar energy issues. Keeping responses simple, straight forward, and easy to review will make it easier for participants to understand and evaluate your proposal.

Information on proposal forms must be electronically printed - **hand-written documents will not be accepted** (with the exception of signature form F).

Proposals should include dollar per watt final costs per installation before any system add-ons. Project specific pricing will not be considered for this program.

Installers or Consortiums of Installers may bid on the community solar option, the direct purchase solar option(s), or both.

Proposals must include the following required forms:

The forms listed below are available as word documents for download online at [solarize.dummerston.com](http://solarize.dummerston.com).

### **Form A. Installer Contact Information;**

Complete one form. If applying as a consortium, complete only one form on behalf of the group. (Use multiple sheets as needed, but there should only be one primary contact.)

### **Form B1. Company Profile;**

Complete one form. If applying as a consortium, each partner installer must complete a separate form.

- **Company Experience:** Demonstrate experience through the complete installation of a minimum of ten (10) solar PV installations in Vermont, New Hampshire or Massachusetts and have at least one North American Board of Certified Energy Practitioners (NABCEP)-certified PV installer on staff. The installer should provide references for at least three (3) of its projects.
- **Key Solarize Roles and Staff:** Identify the key project team members by name and position/role.

### **Form B2. Staff Profiles:**

- Provide qualifications and experience. Address skill sets in roofing, electrical, and solar work. Provide names, addresses, contact information, and contractor license numbers for all specified subcontractors as well as Installers employed for the project. Please indicate your staff members that are North American Board of Certified Energy Practitioners (NABCEP) certified. You may describe additional qualifications of the project team you believe are applicable to this project.

### **Form C. Core Direct Purchase Solarize Proposal**

- Complete this form if you are submitting a Direct Purchase Solar Proposal. Also include Forms A, B1, B2, E, (E1 and/or E2) and F

# Solarize Dummerston RFP

## Form D. Dummerston Community Solar Proposal

- Complete this form if you are submitting a community Solar Proposal. Also include Forms A, B1, B2, E, and F.

## Form E. Equipment:

- If bidding as a consortium please submit one form E along with each form E1 and/or E2 on behalf of the partnering installers.
- If an installer or consortium is submitting multiple proposals (i.e. single discounted price proposal, a tiered pricing proposal, and/or community solar) and the equipment as well as the add-on's are the same between the proposals, only one form E is required. If each proposal requires different equipment please submit form E for each proposal.

## Forms E1. Tiered Pricing Structure and E2 Single Discounted Pricing Structure

- At a minimum each direct purchase proposal will include either a form E1 or E2, but installers are encouraged to submit both types of pricing structures.
- **All-Inclusive Pricing:** Pricing proposals must specify total installation costs and be all-inclusive to give a complete and finished project. Costs must include, but are not limited to, system design, permitting, labor, materials and equipment, transportation, insurance, taxes, overhead and profit, and all equipment and workmanship warranties.
- The price should be independent of any tax credits, rebates or incentives available to the customers.

## Form F. Authorized Signatures

- The information and names should be completed electronically and then printed. The signatures however must be completed by hand. When submitting RFP electronically, the paper copy of this form will need to be scanned.

## Additional Required Attachments:

- Sample Solarize customer contract (for a residential system)
  - Include a copy of your standard contract/agreement for a purchased system. This should outline all of the terms and conditions for a customer under the program. The contract should also outline all system add-ons introduced in your RFP response for clarity to the customer.
  - Sample Customer Proposal: Please clarify the actual cost to a consumer for a solar PV system installed through the Solarize Dummerston program. Provide sample customer proposal figures for installation of a system. This may be redundant to some of the information in the forms provided in your proposal, the intention of this exercise is to offer this information to the Solarize task force in a form that is easily understandable, comparable and similar to the customer proposals a resident will be receiving.
  - For the purpose of contract/proposal example, assume a hypothetical 7 kW STC system with a design factor of 87%\*. Show the total cost to homeowners with a single discounted price for Solarize Dummerston proposals. For sample purchase model, please include the following:
    - Total installed cost (before incentive) for a 7 kW STC system (if your panel size does not divide evenly into 7000 watts, provide the closest size system possible) PTC rating for your chosen panels

# Solarize Dummerston RFP

- Estimated incentive based on the PTC rating of your chosen panels, assuming an 87% design factor, and the current incentive level
  - Estimated Federal tax credit based on 30% of the after-incentive cost of the system
  - Any additional cost implications (exclusive of “add-ons”)
  - Customer payment requirements / timing
  - Projected payback period based on a current average utility rate of 15 cents per kWh with a projected rate increase of 4% per year.
  - Include with your sample customer proposals estimates for the monthly payments and term length of 10 years and 4% interest rate to install such a system with the above assumptions.
- 
- **Manufacturer Spec Sheets:** Provide copies of the manufactures spec sheets for all major components outlined on Form E (Panels, Racks, Invertors, Data monitoring)
  - **Proof of Insurance:** Provide details on insurance to protect customers from installation failures and whether your company is bonded.
  - **Licensing Requirements:** Provide documentation that the Installer uses electricians certified by the State of Vermont, as well as Solar Installers certified to the North American Board of Certified Energy Practitioners (NABCEP).

## Selection Criteria

Our team of volunteers will review all Proposals and grade them based upon this criteria;

### Competitive Pricing

The extent to which proposed pricing terms are competitive based upon the base \$/W price the Installer will offer to all Solarize Dummerston participants.

The quality and simplicity of pricing proposal for Purchase Price (\$/kW). In addition, the value offered by the proposed equipment on Form E, and simplicity of contract terms and conditions;

### Price Structure:

Purchase Price on form E1, based on tiered pricing. Prices adjust as installed capacity increases.

Purchase Price on form E2, based on one flat price. Prices do not adjust as installed capacity increases.

Purchase Price on form D based on community solar option.

### Price Add-ons

The Installer proposes pricing terms that are competitive, and the list of contingency add-ons are reasonable. We will evaluate optional and upgradeable add-ons as a positive element. *Solarize Dummerston will not recognize any project-related cost add-ons if they are not outlined in Form E at the time of proposal.*



# Solarize Dummerston RFP

## **System Quality**

The Installer incorporates high-quality components (high CEC panel ratings, American-made products, flashed/non- penetrating attachments, etc) into their system design.

## **Experience and Qualifications**

The Installer Experience & Qualifications – The Installer demonstrates a track record of quality work and incorporates PV technologies in line with industry standards.

## **Warranty**

System Warranty – The Installer offers strong warranties on system components and labor.

## **Community Benefit**

Social & Community Benefits – The proposed solar PV systems foster social and community development, including hiring Vermont-based workers and offering local job opportunities. Preference will be given to locally- owned companies and consortiums which include a locally owned company.

## **Implementation**

Solarize implementation – The Installer's shall demonstrate the ability to provide timely and high-quality customer service and installation services.

## **Marketing Plan**

Installer should collaborate with Solarize Dummerston team to promote community interest in solar PV projects. Provide examples of how to promote the Solar interest in Dummerston.