



Pre-Application Workshop

Advancing California's Energy Innovation Ecosystem

GFO-15-306: Regional Energy Innovation Clusters

RFP-15-305: Sustainable Energy Entrepreneur Development Initiative

RFP-15-304: Connecting Emerging Energy Technologies and Strategies to Market Needs and Opportunities

Energy Research and Development Division

California Energy Commission

September 15, 2015 – Oakland, CA

September 16, 2015 – Fresno, CA

September 22, 2015 – Lynwood, CA



Agenda

Time	Topic
10:00 am	Welcome and Introductions
10:15 am	Regional Energy Innovation Clusters - GFO-15-306
11:00 am	Questions and Answers on Regional Energy Innovation Clusters
12:00 pm	Lunch Break and Networking
1:00 pm	Sustainable Energy Entrepreneur Development (SEED) Initiative – RFP-15-305
1:30 pm	Questions and Answers on SEED Initiative



Agenda

Time	Topic
2:00 pm	Break
2:15 pm	Connecting Emerging Energy Technologies and Strategies to Market Needs and Opportunities – RFP-15-304
2:45 pm	Questions and Answers on Market Assessment
3:15 pm	Networking Opportunity
4:00 pm	Adjourn



Housekeeping

- In case of emergency
- Facilities
- Sign-in sheet
- Diversity Survey
- Updates on solicitation documents and today's presentation will be posted:

Regional Energy Innovation Clusters:

<http://www.energy.ca.gov/contracts/epic.html#GFO-15-306>

Sustainable Energy Entrepreneur Development (SEED) Initiative:

<http://www.energy.ca.gov/contracts/epic.html#RFP-15-305>

Connecting Emerging Energy Technologies and Strategies to Market Needs and Opportunities: <http://www.energy.ca.gov/contracts/epic.html#RFP-15-304>



Commitment to Diversity

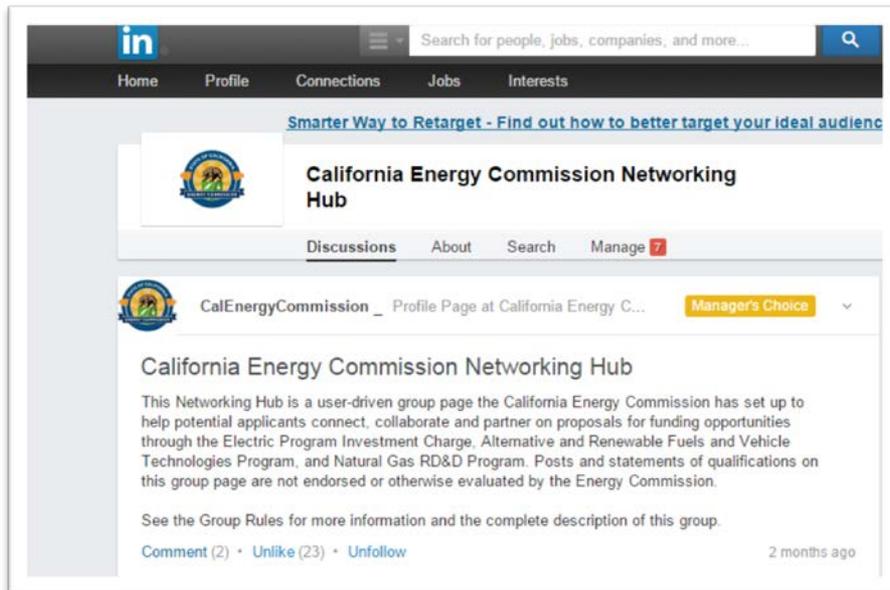
The Energy Commission adopted a resolution strengthening its commitment to diversity in our funding programs. We continue to encourage disadvantaged and underrepresented businesses and communities to engage in and benefit from our many programs.

To meet this commitment, Energy Commission staff conducts outreach efforts and activities to:

- Engage with disadvantaged and underrepresented groups throughout the state.
- Notify potential new applicants about the Energy Commission's funding opportunities.
- Assist applicants in understanding how to apply for funding from the Energy Commission's programs.
- Survey participants to measure progress in diversity outreach efforts.



Connect With Us





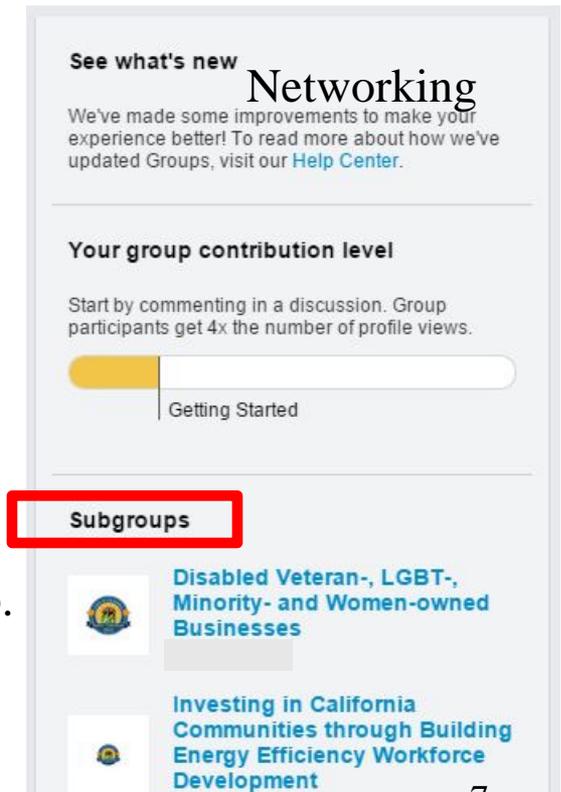
Find Partners via LinkedIn

The Energy Commission has created a user-driven LinkedIn group page to help potential applicants **connect, collaborate** and **partner** on proposals for funding opportunities.

•Participants can join the “California Energy Commission Hub” by:

- Searching for the “California Energy Commission Networking Hub” group; or
- Entering this link into your browser:
(bit.ly/CalEnergyNetwork)

•Once there, find and join the desired solicitation subgroup.



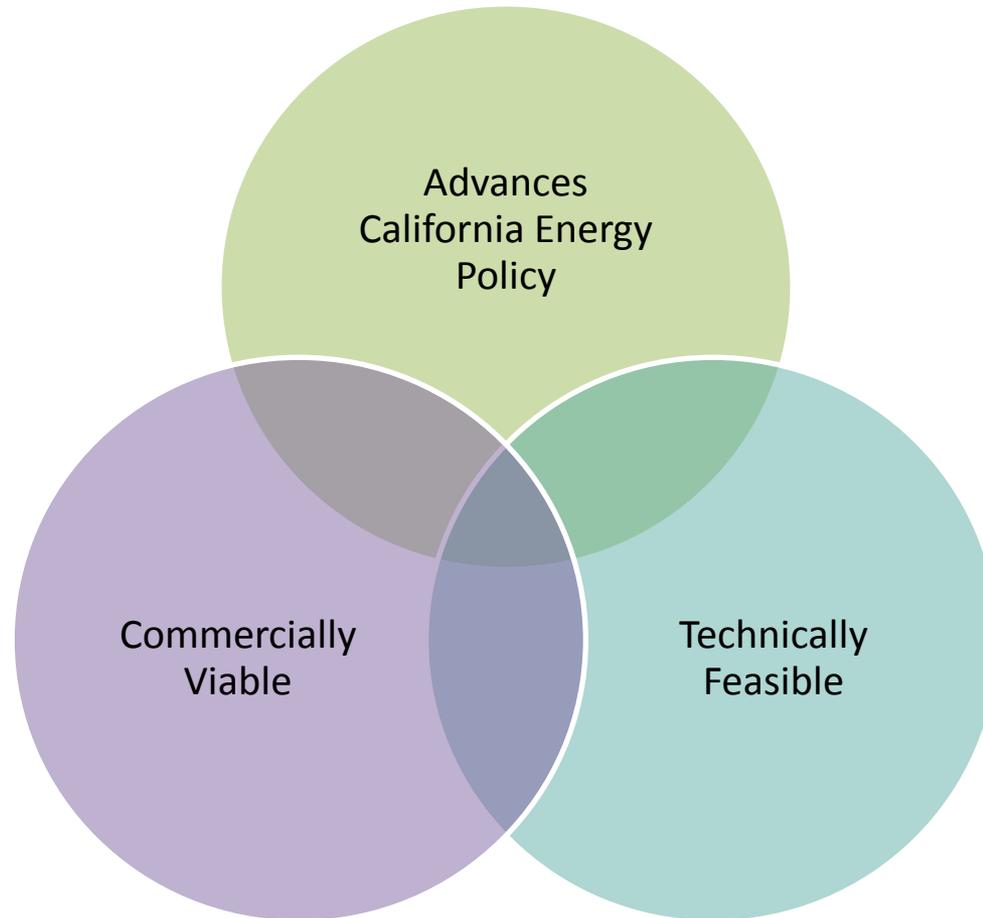


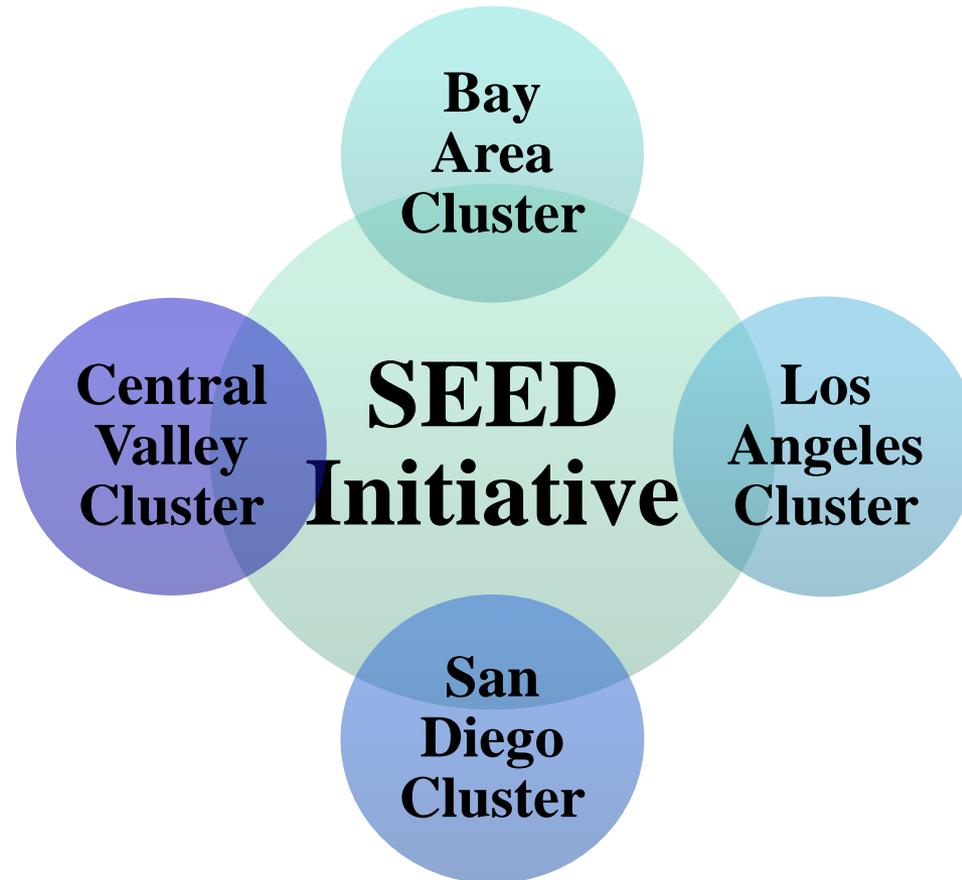
Background

- The Electric Program Investment Charge (EPIC) is funded by an electricity ratepayer surcharge established by the California Public Utilities Commission (CPUC) in 2011.
 - Annual program funds total \$162 million per year with 80% administered by the California Energy Commission.
- The purpose of EPIC is to:
 - Benefit the ratepayers of the three largest electric investor-owned utilities, Pacific Gas and Electric Co., San Diego Gas and Electric Co., and Southern California Edison
 - Funds clean energy technology projects that promote greater electricity reliability, lower costs, and increased safety.
 - Encourage technological advancement and breakthroughs to overcome the barriers that prevent the achievement of the state's statutory energy goals.



Advancing Path-to-Market





- A representative from each Cluster will participate on the SEED-TAC.
- Task 1.6 of RFP-15-305 provides a description of SEED-TAC activities and responsibilities.



Regional Energy Innovation Clusters

GFO-15-306



Regional Energy Innovation Clusters

The Regional Energy Innovation Clusters will assist entrepreneurs and researchers as they to conceptualize and develop innovative new solutions, by:

- Providing key services, infrastructure, expertise, and resources to energy entrepreneurs in their region to successfully deploy and commercialize their innovations.
- Catalyzing effective regional planning, collaboration, and coordination around energy innovation that will benefit IOU electric ratepayers.
- Connecting emerging energy technologies to region-specific needs, opportunities, and assets.
- Accelerating the commercialization of promising technical innovations.



Solicitation Purpose

The purpose of this solicitation is to select four projects that will provide the best support for the development and commercialization of promising new energy innovations that can provide benefits to electric ratepayers.

The contractor must demonstrate:

- An understanding of regional needs, resources, and potential solutions.
- An understanding of viable market strategies, business expertise, and potential customers.
- The ability to coordinate and connect entrepreneurs to necessary resource for the development.
- The technical and business understanding necessary to select appropriate entrepreneurs and provide them with useful services.



Available Funding

Up to \$20 million available for this solicitation.

Groups	Amount Available
1: Central Valley Innovation Cluster	Up to \$5 million
2: Los Angeles Innovation Cluster	Up to \$5 million
3: San Diego Innovation Cluster	Up to \$5 million
4: San Francisco Bay Area Innovation Cluster	Up to \$5 million

Match funds must be at least **50%** of the requested EPIC funds.



Allowable Purchases

Allowable expenditures are those that:

- Provide and coordinate services to entrepreneurs and researchers
- Improve the level or types of service the innovation cluster provides.

Non-allowable expenditures are those that:

- Do not provide or coordinate entrepreneurial assistance services
 - Facility upgrades that do not improve the level or types of service the Innovation Cluster provides, such as PV panels or energy efficiency lighting that reduce operational costs.
 - Direct funding support to entrepreneurs and researchers to develop and demonstrate their innovations.



Eligible Bidders

- This is an open solicitation for public and private entities, except for publicly owned utilities.
- Applicants must accept the EPIC terms and conditions.
 - Standard T&Cs: <http://www.energy.ca.gov/research/contractors.html>
- Applicants are required to register with the California Secretary of State and be in good standing to enter into an agreement with the Energy Commission. <http://www.sos.ca.gov>
- Applicants must propose a team with proven ability to successfully complete similar projects.



Key Dates (update)

Activity	Action Date
✓ Solicitation Release	9/02/2015
Pre-Application Workshop (Bay Area)	9/15/2015
Pre-Application Workshop (Central Valley)	9/16/2015
Pre-Application Workshop (Southern California)	9/22/2015
<u>DEADLINE FOR WRITTEN QUESTIONS</u>	<u>9/25/2015 5:00 pm</u>
Anticipated Distribution of Questions and Answers	Week of 10/12/2015
<u>DEADLINE TO SUBMIT APPLICATIONS</u>	<u>12/15/2015 3:00 pm</u>
Anticipated Notice of Proposed Award (NOPA)	January 2016
Anticipated Energy Commission Business Meeting Date	May 2016
Anticipated Agreement Start Date	May 2016
Agreement Termination Date	March 2022



GFO Application Requirements (for Electronic Submission)

- Preferred method of Delivery is the Energy Commission Grant Solicitation System, available at: <https://gss.energy.ca.gov/>.
 - Electronic files must be in Microsoft XP (.doc format) and Excel Office Suite formats, unless originally provided in solicitation in another format.
- Attachments requiring signatures may be scanned and submitted in PDF format.
- Completed Budget Forms (Attachment 7) must be in excel format.
- First time users must register as a new user to access system.
- Live Demo Tutorial
https://www.youtube.com/watch?v=ZDNhPaCt_yk&feature=youtu.be



GFO Application Requirements

(for Hard Copy Submittal)

- Submit Applications with all attachments in the order specified by the due date and time listed in Section III of the manual.
- Application documents should meet formatting requirements, page limits, and number of copies specified on page 17.
 - **One** hard copy and **one** electronic copy.



Application Requirements

Each Applicant must complete and include the following:

1. Application Form	7. Budget
2. Executive Summary	8. CEQA Compliance Form
3. Fact Sheet	9. References and Work Product
4. Project Narrative	10. Contact List
5. Project Team	11. Commitment and Support Letters
6. Scope of Work	

Be consistent in your application!



Project Narrative

- This is your opportunity to tie everything together and explain the entirety of the project. The narrative should explain:
 - Why your project is important?
 - What you will be doing in your project ?
 - How are you going to complete the project ?
 - Will the ratepayers benefit?
 - What it is going to cost ratepayers, and is it worth it ?



Project Narrative Minimum Requirements

Technical Merit should describe, at a minimum:

- The applicant's vision for the proposed cluster.
- Description of the services the cluster will provide to entrepreneurs developing electric ratepayer beneficial innovations and how these services will improve commercialization success.
- Description of the cluster's areas of clean energy technological expertise and anticipated areas of focus. For example, energy efficiency, solar PV, energy storage, etc.



Project Narrative Minimum Requirements

The Technical Approach should describe at a minimum the Applicant's approach for achieving the Regional Energy Innovation Cluster objectives, including a description of the process the proposed cluster will use to:

- Identify and select entrepreneurs to receive services from the proposed cluster.
- Determine what services entrepreneurs need.
- Determine if entrepreneurs are meeting milestones and should continue to receive services.
- Track the success of entrepreneurs after they have “graduated” from the cluster.



Project Narrative Minimum Requirements

The Team Qualifications, Capabilities, and Resources section should list and describe the following:

- Description of the cluster organizational structure including the entities that will make up the cluster, their qualifications, and the role each will play in helping entrepreneurs develop and commercialize new energy innovations.
- Description of the proposed members of the Advisory Committee in **subtask 1.10 of the Scope of Work (Attachment 6)**. The Advisory Committee will provide strategic guidance to the cluster. The Advisory Committee should be comprised of regional stakeholders including businesses, local jurisdictions, research institutions, non-governmental organizations, etc.
- Description of other key Cluster partners and what their role will be.



Project Narrative Minimum Requirements

The Impacts and Benefits for California IOU Ratepayers section should describe, at a minimum:

- Description of how the recipient will measure the benefits of the proposed cluster to IOU electric ratepayers.
- The proposed plan for sustaining and enhancing the cluster both during and after the term of the EPIC award.
- Support and funding commitments from the private sector.



Scope of Work

- Tell us exactly what you are proposing to do in your project.
- Identify what you will deliver to the Energy Commission.
- Be sure to include in the tasks:
 - An annual report
 - An annual forum
 - A representative to serve of the SEED-TAC

See page 15 of the solicitation manual.

- Don't forget the Project Schedule (Attachment 6a)



Budget (Attachment 7)

Identify how you will be spending EPIC funding and match funds to complete this project.

- Each Applicant and major subcontractor must complete the budget form, including all budget forms.
- This must be submitted in the same format as it is provided.
- Do not delete sheets or rows, use the hide/expand functions.
 - Shaded cells are automatically filled or calculated.



Commitment and Support Letter Form (Attachment 11)

- This form provides guidelines for the submission of letters of support or commitment that are submitted with the application.
 - Commitment letter commits an entity or individual to providing the service or funding described.
 - Support letter details an entity's or individual's support for the project.
- All Applicants are required to submit at least one support letter from a project stakeholder.
- Any project partners that will make other contributions to the project must submit a commitment letter.
- Match funding for each Application must be supported by a match fund commitment letter.
- Limited to two pages per letter, excluding the cover page.



How will my Application be Evaluated?

→ Administrative Screening

Application Admin Screening Process

1. Energy Commission staff screens applications per criteria in the solicitation (page 26).
2. Criteria is evaluated on a pass/fail basis.
 - ✓ Applicants must pass all screening criteria or the Applicant will be disqualified.

Some Reasons for Failing Screening

- ✓ Application not submitted by the specified due date and time.
- ✓ Applicant did not address one of the eligible project groups.
- ✓ Requested funding is outside of the specified minimum/maximum range.
- ✓ Project completion date beyond the specified agreement end date.
- ✓ Application does not include one or more support letters, as described in Attachment 11.
- ✓ Application contains confidential material.



How will my Application be Evaluated?

- Evaluation Committee applies the scoring scale to the scoring criteria.
- Applications must obtain a minimum passing score of 70% for criteria 1-4 (or 49 points) in order to continue evaluation, and must also obtain a minimum passing score of 70% overall for criteria 1-7 (or 70 points), in order for an Application to be considered for funding. Passing applications will be considered for match funding preference points.
- Each Applicant must review the Evaluation and Award Process section of the solicitation and ensure that the application provides a clear and complete response to each scoring criteria in the project narrative.

Scoring Criteria (pages 28-32)	Maximum Points
1. Technical Merit and Need	20
2. Technical Approach	20
3. Impacts and Benefits for CA IOU Ratepayers	20
4. Team Qualifications, Capabilities and Resources	10
5. Budget Cost-Effectiveness	10
6. EPIC Funds Spent in CA	15
7. Ratio of Direct Labor and Fringe Benefit Rates to Loaded Labor Rates	5
Total	100
Minimum points to pass	70



What is the Technical Scoring Scale?

% of Possible Points	Interpretation	Explanation for Percentage Points
0%	Not Responsive	Response does not include or fails to address the requirements being scored. The omission(s), flaw(s), or defect(s) are significant and unacceptable.
10-30%	Minimally Responsive	Response minimally addresses the requirements being scored. The omission(s), flaw(s), or defect(s) are significant and unacceptable.
40-60%	Inadequate	Response addresses the requirements being scored, but there are one or more omissions, flaws, or defects or the requirements are addressed in such a limited way that it results in a low degree of confidence in the proposed solution.
70%	Adequate	Response adequately addresses the requirements being scored. Any omission(s), flaw(s), or defect(s) are inconsequential and acceptable.
80%	Good	Response fully addresses the requirements being scored with a good degree of confidence in the Applicant's response or proposed solution. No identified omission(s), flaw(s), or defect(s). Any identified weaknesses are minimal, inconsequential, and acceptable.
90%	Excellent	Response fully addresses the requirements being scored with a high degree of confidence in the Applicant's response or proposed solution. Applicant offers one or more enhancing features, methods or approaches exceeding basic expectations.
100%	Exceptional	All requirements are addressed with the highest degree of confidence in the Applicant's response or proposed solution. The response exceeds the requirements in providing multiple enhancing features, a creative approach, or an exceptional solution.



What is Important?

Scoring Criteria (pages 28-32)	The Question to Answer
1. Technical Merit and Need	Why should your project be funded?
2. Technical Approach	How you're going to do what you're going to do?
3. Impacts and Benefits for CA IOU Ratepayers	How will your project benefit the ratepayers?
4. Team Qualifications, Capabilities and Resources	Who is going to make this project happen, and what resources are available to make it happen?
5. Budget Cost-Effectiveness	Are you spending money wisely?
6. EPIC Funds Spent in CA	This is a direct calculation based on forms in the budget.
7. Ratio of Direct Labor and Fringe Benefit Rates to Loaded Labor Rates	This is a direct calculation based on forms in the budget.



Match Funding

- Match funding of **50%** of requested EPIC funds is required. Scoring criteria and points only apply to match funding commitments **above minimum required**.
- Applicants may receive up to 10 additional points based on the criteria below:
 - Up to 5 points will be awarded based on the percentage of match funding that **exceeds the minimum match funding amount**. This ratio will be multiplied by 5 to yield the points.
For example: If requested EPIC funds are \$1,000,000, the Applicant must provide at least \$500,000 (50% of \$1,000,000) in match funding. If \$800,000 is provided in match funding, the amount that will be evaluated for additional points is \$300,000.
 - The remaining 5 points will be based on the level of commitment, type of match funding, dollar value justification, and funding replacement strategy described in the match funding commitment letter (see Attachment 11). The application scoring scale on pages 31-32 will be used to rate these criteria.
- Match funding contributors must submit match funding commitment letters that meets the requirements of Attachment 11. Failure to do so will disqualify the match funding commitment from consideration.



Questions and Answers

Please send all questions related to GFO-15-306 to:

Angela Hockaday
Commission Agreement Officer

1516 Ninth Street, MS-18

Sacramento, CA 95814

(916) 654-5186

(916) 654-4423 (fax)

Angela.Hockaday@energy.ca.gov

Deadline to submit questions is September 25, 2015

5:00 PM PDT!



Sustainable Energy Entrepreneur Development (SEED) Initiative

RFP-15-305



Sustainable Energy Entrepreneur Development Initiative

The SEED Initiative will assist entrepreneurs with promising new energy concepts in demonstrating the viability of their technology, by:

- Providing technical support for energy entrepreneurs and researchers.
- Providing early stage funding for potential breakthrough energy technologies:
 - **Series A:** Small Grants capped at \$150,000 for technical feasibility, proof-of-concept activities
 - **Series B:** Most successful will receive \$450,000 in additional funding to further develop their innovations



Solicitation Purpose

The purpose of this Request for Proposal (RFP) is to select one contractor to develop and implement the Sustainable Energy Entrepreneur Development (SEED) Initiative.

The contractor must achieve the following goals and objectives:

- Establishing the technical merits and commercial potential of promising early-stage energy technology concepts
- Attracting private sector interest and capital to clean energy innovations supported through the SEED Initiative.
- Encouraging broad and diverse participation in the SEED Initiative
- Ensuring a fair, simplified, streamlined, and transparent process



Available Funding

There is \$33 million available for the contract resulting from this RFP.

- A maximum of \$9 million from this contract may go to the Contractor and subcontractors
 - A maximum of \$3 million of these funds may go to activities under Tasks 4 and 6.
- A minimum of \$24 million must go to Series A and Series B support.
 - A minimum of \$4 million of Series A support must go to projects from underrepresented groups.



Eligible Bidders

This solicitation is open to all public and private entities and individuals, except for utilities.

- This includes both electric POU's and IOUs as well as other types of utilities
- Utilities may not be primes or subs for this contract





Key Dates

Activity	Action Date
✓ Solicitation Release	9/02/2015
Pre-Application Workshop (Bay Area)	9/15/2015
Pre-Application Workshop (Central Valley)	9/16/2015
Pre-Application Workshop (Southern California)	9/22/2015
<u>DEADLINE FOR WRITTEN QUESTIONS</u>	<u>9/25/2015 5:00 pm</u>
Anticipated Distribution of Questions and Answers	Week of 10/12/2015
<u>DEADLINE TO SUBMIT APPLICATIONS</u>	<u>12/15/2015 3:00 pm</u>
Anticipated Notice of Proposed Award (NOPA)	January 2016
Anticipated Energy Commission Business Meeting Date	May 2016
Anticipated Agreement Start Date	May 2016
Agreement Termination Date	March 2022



Scope of Work

Task	Title	Estimated Completion Date
1	Agreement Management	Continuous
2	SEED Initiative Plan	August 2016
3	Technical Aspects of the SEED Initiative	Continuous
4	Solicit Applications for Series A	June 2020
5	Annual Business Plan Competition for Series B	June 2020
6	Conduct Project Management	Continuous
7	Strategic Planning	Continuous



Task 1 Agreement Management

The Contractor will closely manage staff and subcontractors to ensure all deliverables set out in the Scope of Work are on time and complete. Task 1 specifically includes:

- Kick-off Meeting
- Invoicing details
- Quarterly Progress Reports
- Subcontractor management details
- Project Meetings and Briefings
- Technical Advisory Committee and meeting
- Annual Report details
- Final report and meeting
- Match funding information



What is The SEED TAC

The purpose of the SEED-TAC is to:

- Make recommendations for Series A funding, the Series B Business Plan Competition nominees, and on ways to improve the SEED Initiative
- Provide input and recommendations to the Contractor including directing recipients to technical experts and cluster services that can best assist them in developing and commercializing their energy concept



Who is The SEED TAC

- The SEED-TAC is anticipated to meet four times per year.
- The SEED-TAC should be composed of diverse professionals representing the following groups:
 - California Energy Commission
 - One representative (four total) from each agreement awarded under GFO-15-306: “Regional Energy Innovation Clusters.”
 - One representative from the contract awarded under RFP-15-304: “Connecting Emerging Energy Technologies and Strategies to Market Needs and Opportunities.”
 - PG&E, SDG&E, and SCE (One each)
 - U.S. Department of Energy.
 - Five to seven technical experts proposed by the contractor with geographic and organizational diversity.



Task 2 SEED Initiative Plan

The goal of this task is to finalize the SEED Initiative Plan submitted in the proposal.

- This plan will describe the procedures, processes, tools, and resources that will be used to develop, implement, and manage the SEED Initiative.





Task 3 Technical Aspects of the SEED Initiative

The goal of this task is to develop and manage the technical aspects of the SEED Initiative.

- Actions will be in accordance to the SEED Initiative Plan
- Research for breakthrough topic areas
- Encourage participation in the SEED Initiative.
- Provide and maintain tools and resources for applicants and recipients
- Provide a network of technical experts



Task 4 Solicit Applications for Series A Funding

The goal of this task is to conduct up to three solicitations for Series A funding awards per year

- Facilitate the solicitation
- Hold SEED-TAC meetings to identify final recommended projects
- Form a recommendations package

Funding authority for projects remains with the Energy Commission, but is heavily based upon the findings and evaluation of the SEED Initiative



Task 5

Annual Business Plan Competition

Series B Funding

The goal of this task is to plan and conduct Annual Business Plan Competitions

- The Business Plan Competition will evaluate Series A projects for commercial potential
- Afterwards, prepare and submit a SEED Series B Recommendation Package and a summary memo





Task 6 Project Management

The goal of this task is for the Contractor to manage each project receiving Series A and Series B support from the SEED Initiative.

- Prepare and submit to the CAM quarterly status reports on all active grant projects
- Intervene to provide appropriate levels of technical or administrative assistance



Task 7 Strategic Planning

The goal of this task is for the SEED Technical Advisory Committee (TAC) to provide strategic guidance on the SEED Initiative

- Annual strategic planning meetings:
 - Review and discuss technical and non-technical barriers
 - Solicit input from SEED-TAC members on opportunities to improve the SEED Initiative and update accordingly
 - Determine which energy concepts that received Series A funding should be nominated for the Annual Business Plan Competition.
 - Recommend up to five energy concepts funded through the SEED Initiative to be showcased at the Energy Commission's Annual Forum.



Section 1: Administrative Response Requirements

Each Bidder must complete and include the following:

1. Cover Letter	6. Completed DVBE Form (Attachment 3)
2. Table of Contents	7. Bidder Declaration Form GSPD-05-105 (Attachment 4)
3. Contractor Status Form (Attachment 1)	8. Contractor Certification Clauses (Attachment 5)
4. Darfur Contracting Act Form (Attachment 2)	9. Iran Contracting Act Form (Attachment 9)
5. Small Business Certification (if applicable)	10. Commitment and Support Letter Form (Attachment 10)



Commitment and Support Letter Form

This form provides guidelines for the submission of letters of support or commitment that are submitted with the proposal.

- Any match funding provided must be supported by a match fund commitment letter.
- Any project partners that will make other contributions to the project must submit a commitment letter.



How will my Proposal be Evaluated?

→ Administrative Screening

Proposal Admin Screening Process

1. Energy Commission staff screens proposals per criteria in the solicitation.
2. Criteria is evaluated on a pass/fail basis.
 - ✓ Bidders must pass all screening criteria or the Bidder will be disqualified.

Some Reasons for Failing Screening

- ✓ Proposal not submitted by the specified due date and time.
- ✓ Requested funding is outside of the specified minimum/maximum range.
- ✓ Project completion date beyond the specified agreement end date.
- ✓ Application does not include one or more support letters.
- ✓ Proposal contains confidential material.



Section 2: Technical Proposal Requirements

Each Bidder must complete and include the following:

1. Approach to Tasks in Scope of Work	7. Commitment and Support Letters
2. Organizational Structure	8. Previous Work Products
3. Relevant Experience and Qualifications	9. Client References (Attachment 6)
4. Labor Hour by Personnel and Task	10. Budget Forms (Attachment 7)
5. EPIC Funds Spent in California	11. Match Funding
6. Budget and Cost Effectiveness	



How will my proposal be evaluated?

- **Evaluation Committee applies the scoring scale to the scoring criteria**
- **A minimum passing score of 70% is required for criteria 1 to 2, 1 to 5, and all criteria (1 to 7) — equivalent to a score of 32, 56, and 70, respectively, in order for an Proposal to be considered for funding**
- **Each Bidder must review Section IV - Evaluation Process and Criteria section of the solicitation and ensure that its proposal provides a clear and complete response to each scoring criterion.**

Scoring Criteria (page 41-44)	Maximum Points
1. Technical Merit and Need	5
2. Technical Approach	40
3. Team Qualifications, Capabilities & Resources	15
4. Previous Work Products	5
5. Budget and Cost-Effectiveness	15
6. EPIC Funds Spent in California	10
7. Average Loaded Hourly Rate (Cost Points)	10
Total	100
Minimum points to pass	70



What is the technical scoring scale?

% of Possible Points	Interpretation	Explanation for Percentage Points
0%	Not Responsive	Response does not include or fails to address the requirements being scored. The omission(s), flaw(s), or defect(s) are significant and unacceptable.
10-30%	Minimally Responsive	Response minimally addresses the requirements being scored. The omission(s), flaw(s), or defect(s) are significant and unacceptable.
40-60%	Inadequate	Response addresses the requirements being scored, but there are one or more omissions, flaws, or defects or the requirements are addressed in such a limited way that it results in a low degree of confidence in the proposed solution.
70%	Adequate	Response adequately addresses the requirements being scored. Any omission(s), flaw(s), or defect(s) are inconsequential and acceptable.
80%	Good	Response fully addresses the requirements being scored with a good degree of confidence in the Bidder's response or proposed solution. No identified omission(s), flaw(s), or defect(s). Any identified weaknesses are minimal, inconsequential, and acceptable.
90%	Excellent	Response fully addresses the requirements being scored with a high degree of confidence in the Bidder's response or proposed solution. Bidder offers one or more enhancing features, methods or approaches exceeding basic expectations.
100%	Exceptional	All requirements are addressed with the highest degree of confidence in the Bidder's response or proposed solution. The response exceeds the requirements in providing multiple enhancing features, a creative approach, or an exceptional solution.



What is Important?

Scoring Criteria (pages 41-44)	The Question to Answer
1. Technical Merit and Need	Why should your project be funded?
2. Technical Approach	How you're going to do what you're going to do? The SEED Initiative Plan is evaluated here.
3. Team Qualifications, Capabilities & Resources	Who is going to make this project happen, and what resources are available to make it happen?
4. Previous Work Products	Have you have done related work, and was it good?
5. Budget and Cost-Effectiveness	Are you spending money wisely?
6. EPIC Funds Spent in California	This is a direct calculation based on forms in the budget.
7. Average Loaded Hourly Rate (Cost Points)	This is a direct calculation based on forms in the budget.



Technical Approach

The Bidder must provide a draft SEED Initiative Plan, which shall include the following elements:

- SEED Initiative Solicitation and Application Process
- SEED Outreach to Underrepresented Groups
- SEED Selection Process
- Project Management
- Annual Business Plan Competition
- SEED Initiative Evaluation
- Agreement Closeout





Budget

Identify how you will be spending EPIC funding and match funds to complete this project.

- Each Applicant and major subcontractor must complete the budget form, including all budget forms.
- This must be submitting in the same format as it is provided.
- Do not delete sheets or rows, use the hide/expand functions.
 - Shaded cells are automatically filled or calculated.



Match Funding

Bidders will receive up to 5 preference points based on the criteria below:

- Three points calculated quantitatively based on the ratio of match funds to EPIC funds
- Two points qualitatively assigned based on type of match funding
- Example can be found in RFP

Each match funding contributor must submit a commitment letter that meets the requirements of Attachment 8. Failure to meet these requirements will disqualify the proposal from consideration for match funding points



Business Participation Programs

- This RFP is subject to a mandatory participation of 3% certified California DVBE.
 - Bidder with 3.01% DVBE participation or greater, it will receive the DVBE incentive.
- Small business preference – 5% for small/microbusinesses
- Non-small business preference – 5% for contractors that commit to having small/microbusiness subcontractors receive 25% of the net bid price.



Questions and Answers

Please send all questions related to RFP-15-305 to:

Sandra Raymos
Commission Agreement Officer
1516 Ninth Street, MS-18
Sacramento, CA 95814
(916) 654-4584
(916) 654-4423 (fax)
Sandra.Raymos@energy.ca.gov

**Deadline to submit questions is September 25, 2015
5:00 PM PDT!**



Connecting Emerging Energy Technologies and Strategies to Market Needs and Opportunities

RFP-15-304



Market Assessment

- The Energy Commission needs an independent assessment of the clean energy marketplace in order to best direct future funding opportunities
- Provide market intelligence and other analysis to ensure technologies and strategies funded through the EPIC Program are viable from a market standpoint, and can be economically scaled and widely deployed in IOU service territories.
- Help ensure real-time market analysis and investor perspectives are incorporated into the Energy Commission's selection and management of EPIC-funded projects.



Solicitation Purpose

The purpose of this Request for Proposal (RFP) is to select one contractor to:

- Conduct independent analysis on the market viability of current and future EPIC investments and projects.
- Evaluate market innovations and other approaches that can create market pull for emerging energy technologies and strategies such as microgrids and Zero-net Energy buildings.
- Provide market intelligence on the commercialization status and market performance of technologies and companies funded through the EPIC Program.
- Develop tools and resources that can be deployed statewide to accelerate the commercialization of emerging energy technologies and innovations that benefit California IOU electric ratepayers.



Available Funding

- There is \$7 million available for the contract resulting from this RFP.
 - \$4 million is available from EPIC 2012-2014 Investment Plan under Strategic Initiative 18.3 Conduct Technology and Environmental Assessments to Track Progress in the Clean Energy Industry and Identify Future Needs.
 - \$3 million is available from EPIC 2015-2017 Investment Plan under Strategic Initiative 18.2 Integrate Market Insight into the Selection and Management of EPIC Funded Technologies and Strategies.
- One proposal will be selected for funding



Key Dates (update)

Activity	Action Date
✓ Solicitation Release	9/02/2015
Pre-Application Workshop (Bay Area)	9/15/2015
Pre-Application Workshop (Central Valley)	9/16/2015
Pre-Application Workshop (Southern California)	9/22/2015
<u>DEADLINE FOR WRITTEN QUESTIONS</u>	<u>9/25/2015 5:00 pm</u>
Anticipated Distribution of Questions and Answers	Week of 10/12/2015
<u>DEADLINE TO SUBMIT APPLICATIONS</u>	<u>12/15/2015 3:00 pm</u>
Anticipated Notice of Proposed Award (NOPA)	January 2016
Anticipated Energy Commission Business Meeting Date	May 2016
Anticipated Agreement Start Date	May 2016
Agreement Termination Date	March 2022



Scope of Work (update)

Task	Title	Estimated Completion Date
1	Agreement Management	March 2022
2	Energy Innovation Market Acceleration Plan (MAP)	May 2016
3	Conduct Activities Identified in the Energy Innovation MAP	TBD
4	Provide Market Expertise to Energy Commission	TBD
5	Evaluate Contract Benefits	March 2022



Task 1: Agreement Management

- The Contractor will closely manage staff and subcontractors to ensure all deliverables set out in the Scope of Work are on time and complete. Task 1 specifically includes:
 - Kick-off Meeting
 - Invoicing details
 - Quarterly Progress Reports
 - Work Authorization details
 - Subcontractor management details
 - Project Meetings and Briefings
 - Technical Advisory Committee and meeting
 - Serve on the Technical Advisory Committee for the SEED-TAC
 - Final report and meeting
 - Match funding information



Task 2: Energy Innovation Market Acceleration Plan (MAP)

- The goal of this task is to finalize the Energy Innovation Market Acceleration Plan (MAP). The Contractor shall finalize the Energy Innovation MAP based on comments on the draft Energy Innovation MAP submitted in the proposal.
- The Energy Innovation MAP will describe the activities the Contractor will conduct in Task 3. Examples of activities include:
 - Conduct independent analyses that identify and articulate customer energy needs and requirements for key California industries and economic sectors in IOU service territories.
 - Develop path-to-market strategies for select energy innovations and companies funded through the EPIC program as determined by Energy Commission staff.
 - Evaluate innovative financing mechanisms, business models and other strategies that can help overcome market adoption barriers for emerging energy technologies and strategies.
 - Develop a structured mechanism whereby the firms and industries in need of clean energy solutions can make those needs, and the associated procurement processes, known to entrepreneurs and their financial partners.



Task 3: Conduct Activities Identified in the Energy Innovation MAP

- The goal of this task is to conduct activities identified in the final Energy Innovation MAP developed in Task 2.
- Work Authorizations will be developed to implement aspects of the MAP identified by the Commission Agreement Manager through analysis of the MAP and discussions with the contractor.



Task 4: Provide Market Expertise to the Energy Commission

- Provide market and financial expertise to the Energy Commission in the design, development, and implementation of new or enhanced tools and approaches to the EPIC Program.
- The contractor will perform tasks determined by the CAM from the results of Task 3.



Task 5: Evaluate Contract Benefits

The goal of this task is to report the estimated benefits resulting from this contract.

- Kick-off Meeting Benefits Questionnaire.
- Mid-term Benefits Questionnaire.
- Final Meeting Benefits Questionnaire.



Section 1: Administrative Response Requirements

Each Bidder must complete and include the following:

1. Cover Letter	6. Completed DVBE Form (Attachment 3)
2. Table of Contents	7. Bidder Declaration Form GSPD-05-105 (Attachment 4)
3. Contractor Status Form (Attachment 1)	8. Contractor Certification Clauses (Attachment 5)
4. Darfur Contracting Act Form (Attachment 2)	9. Iran Contracting Act Form (Attachment 9)
5. Small Business Certification (if applicable)	10. Commitment and Support Letter Form (Attachment 10)



Commitment and Support Letter Form

- This form provides guidelines for the submission of letters of support or commitment that are submitted with the proposal.
 - Commitment letter commits an entity to providing the service or funding described.
 - Support letter details an entity or individual's support for the project.
- Any match funding provided must be supported by a match fund commitment letter.
- Any project partners that will make other contributions to the project must submit a commitment letter.
- Limited to **2 pages** per letter, excluding the cover page.



How will my Proposal be Evaluated?

→ Administrative Screening

Proposal Admin Screening Process

1. Energy Commission staff screens proposals per criteria in the solicitation.
2. Criteria is evaluated on a pass/fail basis.
 - ✓ Bidders must pass all screening criteria or the Bidder will be disqualified.

Some Reasons for Failing Screening

- ✓ Proposal not submitted by the specified due date and time.
- ✓ Requested funding is outside of the specified minimum/maximum range.
- ✓ Project completion date beyond the specified agreement end date.
- ✓ Application does not include one or more support letters.
- ✓ Proposal contains confidential material.



Section 2: Technical Proposal Requirements

Each Bidder must complete and include the following:

1. Approach to Tasks in Scope of Work	7. Commitment and Support Letters
2. Organizational Structure	8. Previous Work Products
3. Relevant Experience and Qualifications	9. Client References (Attachment 6)
4. Labor Hour by Personnel and Task	10. Budget Forms (Attachment 7)
5. EPIC Funds Spent in California	11. Match Funding (Attachment 7, if applicable)
6. Budget and Cost Effectiveness	



How will my proposal be evaluated?

- **Evaluation Committee applies the scoring scale to the scoring criteria**
- **A minimum passing score of 70% is required for criteria 1 to 4, 1 to 6, and all criteria (1 to 7) — equivalent to a score of 32, 56, and 70, respectively, in order for an Proposal to be considered for funding**
- **Each Bidder must review Section IV - Evaluation Process and Criteria section of the solicitation and ensure that its proposal provides a clear and complete response to each scoring criterion.**

Scoring Criteria (page 41-45)	Maximum Points
1. Technical Merit and Need	5
2. Technical Approach	40
3. Team Qualifications, Capabilities & Resources	15
4. Previous Work Products	5
5. Budget and Cost-Effectiveness	15
6. EPIC Funds Spent in California	10
7. Average Loaded Hourly Rate (Cost Points)	10
Total	100
Minimum points to pass	70



What is the technical scoring scale?

% of Possible Points	Interpretation	Explanation for Percentage Points
0%	Not Responsive	Response does not include or fails to address the requirements being scored. The omission(s), flaw(s), or defect(s) are significant and unacceptable.
10-30%	Minimally Responsive	Response minimally addresses the requirements being scored. The omission(s), flaw(s), or defect(s) are significant and unacceptable.
40-60%	Inadequate	Response addresses the requirements being scored, but there are one or more omissions, flaws, or defects or the requirements are addressed in such a limited way that it results in a low degree of confidence in the proposed solution.
70%	Adequate	Response adequately addresses the requirements being scored. Any omission(s), flaw(s), or defect(s) are inconsequential and acceptable.
80%	Good	Response fully addresses the requirements being scored with a good degree of confidence in the Bidder's response or proposed solution. No identified omission(s), flaw(s), or defect(s). Any identified weaknesses are minimal, inconsequential, and acceptable.
90%	Excellent	Response fully addresses the requirements being scored with a high degree of confidence in the Bidder's response or proposed solution. Bidder offers one or more enhancing features, methods or approaches exceeding basic expectations.
100%	Exceptional	All requirements are addressed with the highest degree of confidence in the Bidder's response or proposed solution. The response exceeds the requirements in providing multiple enhancing features, a creative approach, or an exceptional solution.



What is Important?

Scoring Criteria (pages 41-44)	The Question to Answer
1. Technical Merit and Need	Why should your project be funded?
2. Technical Approach	How you're going to do what you're going to do? The Market Acceleration Plan is evaluated here.
3. Team Qualifications, Capabilities & Resources	Who is going to make this project happen, and what resources are available to make it happen?
4. Previous Work Products	Have you have done related work, and was it good?
5. Budget and Cost-Effectiveness	Are you spending money wisely?
6. EPIC Funds Spent in California	This is a direct calculation based on forms in the budget.
7. Average Loaded Hourly Rate (Cost Points)	This is a direct calculation based on forms in the budget.



Technical Approach

The Bidder must provide a draft Market Acceleration Plan that discusses:

- Past and current efforts that are currently being conducted to support the commercial success and market adoption of energy innovations.
- How the activities in the Energy Innovation MAP will leverage these efforts, build on best practices and lessons learned, and fill gaps and needs.
- The methodology for measuring benefits of this contract to IOU electric ratepayers.
- Estimated funding amount and timeline for each activity identified in the Energy Innovation MAP.



Budget

Identify how you will be spending EPIC funding and match funds to complete this project.

- Each Applicant and major subcontractor must complete the budget form, including all budget forms.
- This must be submitting in the same format as it is provided.
- Do not delete sheets or rows, use the hide/expand functions.
 - Shaded cells are automatically filled or calculated.



Match Funding

Bidders will receive up to 5 preference points based on the criteria below:

- Three points calculated quantitatively based on the ratio of match funds to EPIC funds
- Two points qualitatively assigned based on type of match funding
- Example can be found in RFP

Each match funding contributor must submit a commitment letter that meets the requirements of Attachment 8. Failure to meet these requirements will disqualify the proposal from consideration for match funding points



Business Participation Programs

- This RFP is subject to a mandatory participation of 3% certified California DVBE.
 - Bidder with 3.01% DVBE participation or greater, it will receive the DVBE incentive.
- Small business preference – 5% for small/microbusinesses
- Non-small business preference – 5% for contractors that commit to having small/microbusiness subcontractors receive 25% of the net bid price.



Questions and Answers

Please send questions related to RFP-15-304 to:

Diana Parmley
Commission Agreement Officer
1516 Ninth Street, MS-18
Sacramento, CA 95814
(916) 651-9409
(916) 654-4423 (fax)
Diana.Parmley@energy.ca.gov

**Deadline to submit questions is September 25, 2015
5:00 PM PDT!**



Other Information

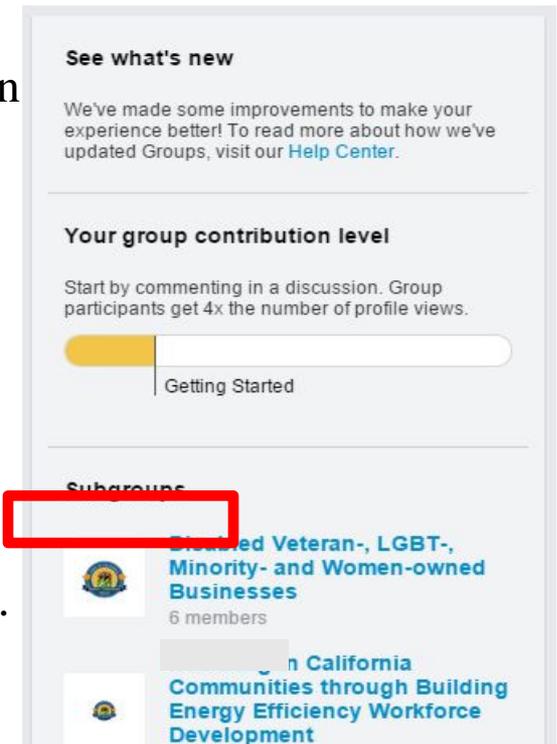
- **Solicitation documents and today's presentation:**
<http://www.energy.ca.gov/contracts/epic.html#GFO-15-306>
<http://www.energy.ca.gov/contracts/epic.html#RFP-15-305>
<http://www.energy.ca.gov/contracts/epic.html#RFP-15-304>
- **Sign up for the Listserver by selecting "Opportunity:"**
www.energy.ca.gov/listservers/
- **Information on EPIC:**
www.energy.ca.gov/research/epic/index.html
- **Information on other EPIC solicitations:**
www.energy.ca.gov/contracts/epic.html



Find Partners via LinkedIn

The Energy Commission has created a user-driven LinkedIn group page to help potential applicants **connect, collaborate** and **partner** on proposals for funding opportunities.

- Participants can join the “California Energy Commission Networking Hub” by:
 - Searching for the “California Energy Commission Networking Hub” group; or
 - Entering this link into your browser:
(bit.ly/CalEnergyNetwork)
- Once there, find and join the desired solicitation subgroup.





Contacts and Key Dates

Regional Energy Innovation Clusters (GFO-15-306)

- Contact: Angela Hockaday 916-654-5186 Angela.Hockaday@energy.ca.gov

Sustainable Energy Entrepreneur Development Initiative (RFP-15-305)

- Contact: Sandra Raymos 916-654-4584 Sandra.Raymos@energy.ca.gov

Connecting Emerging Energy Technologies and Strategies to Market Needs and Opportunities (RFP-15-304)

- Contact: Diana Parmley 916-651-9409 Diana.Parmley@energy.ca.gov

Deadline to Submit Written Questions: September 25, 2015 5:00 PM

Deadline to Submit Applications: December 15, 2015 3:00 PM