

April 9, 2021

To: Prospective Bidders

Subject: City of Wilson Substation System BESS Project  
RFP #20-9937-8001  
Addendum No. 2

Dear Bidder:

Below is Addendum No. 2 covering common questions regarding the RFP. The addendum is offered in the form of answers to questions received from prospective bidders on this project. Updated pages have been included which may be replaced in your copy of the RFP.

- Q: Requirements set in paragraph 1.3 (page IB-1) are excessive, please kindly take those out. We are not ware if our OEMs are going to offer to any other Bidder in this RFP similar or different scope, nor OEMs will disclose this to us.

A: The bidders must provide details on the equipment and warrantees associated with their proposed equipment. If the warranty is to be honored by the bidder as opposed to the manufacturer the proposal shall state that.

- Q: Requirements set in paragraph 1.9 (page IB-1) are extremely excessive, please kindly take those out. We are the reseller of OEM with a master supply agreement and will undertake direct responsibilities for the performance of the project. If the Bidder can demonstrate that we are authorized by OEM and will hold the obligation from the proposal, will that be sufficient?

A: It will be sufficient for the bidder to demonstrate that they are authorized by OEM and will hold the obligation from the proposal.

- Q: Our OEM does not allow us sharing the technical specifications without recipient signing a Non-Disclosure Agreement (NDA). If we provide you a blank NDA, can you please sign it and return to us before bids are due so that we can provide technical specifications with our bid?

A: The bid is a public opening, there must be enough technical specifications provided to evaluate the proposed product, but the proposals cannot be evaluated on privileged information.

- Q: Please clarify the meaning of a Term Contract specified in paragraphs 17, 18, 19 (page T&C-3)?

A: The Term Contract refers to the Tolling Agreement and Annual Maintenance Agreement line items.

- Q: What do you mean by Legal Negotiations and the overall item - point 4 of page P-1?

A: Negotiations may take place with most responsive responsible bidder if there are irregularities in the proposal or clarifications that need to be submitted to ensure compliance with the specification.

- Q: Please clarify what point 3 in prices quoted mean? (page P-1) Is this project subject to Federal Excise Tax and it must be included?

A: The City is exempt from Federal Excise Tax but is not exempt from Sales Tax. However, the Sales Tax amount does not need to be provided on the proposals, it will not be used in the evaluation.

- Q: Could you please provide the historic schedule of dispatches for several years for the referenced 88 MW of generators to let us better simulate expected use of BESS and model the degradation?

A: The history of the 88 MW of Generator Output will not be directly applicable due to the different energy sources for the Diesel Generators and the BESS. If the distribution of dispatches throughout the seasons is relevant, then the schedule can be provided.

- Q: Will you accept a Surety Bond as a Bid Bond?

A: Yes, per NC GS 143-129.

- Q: Can we consider non-union labor rates?

A: Union Labor is not required for this proposal.

- Q: The second to last paragraph on page P-1 requires Bidder to declare that sites are examined, but we cannot do that since the actual sites and their conditions were not disclosed. Please take out this requirement.

A: The sites dimensions must be examined as prepared in Exhibit 4, bidders will not have the opportunity to visit or examine the final locations until after an award is made. Additional information about the proposed sites can be provided if requested.

- Q: Is Schedule 15 including only delivery prices for each Schedule 1 – 14? Should Schedules 1 – 14 then not include any delivery price and only purchase at factory with delivery by the City?

A: Schedule 15 only requests delivery dates, all delivery pricing for each schedule should be provided in the appropriate schedule under the delivery charge line item.

- Q: Will you accept DDP terms for delivery?

A: The freight must be FOB

- Q: Our maintenance rates will be mandatory to keep the warranty, no maintenance is allowed by the OEM for uncertified personnel.

A: OK, please indicate this in your proposal.

- Q: Is Energy duration also to be maintained at BoL levels specified in paragraph 8.2.1 (page S-8, S-9) if warranty to be extended to 15 years?

A: Yes

- Q: Paragraph 9.2 (page S-10) is self-contradicting, please paraphrase. If BESS is required to operate with Diesel Generators while City's grid is NOT isolated then it does not matter if those generators exist or not, so long they do not create any EMI disturbances.

A: The Diesel Generators are not expected to interfere with the operation of the BESS in any way. The Utility Grid source will be available in parallel with the Diesel Generators any time the BESS is dispatched.

- Q: What is the step-up voltage of the transformer for BESS is it 12.47 kV or 7.2 kV? See the paragraph 10.3.1 (page S-13).

A: The utility nominal voltage is 12.47 kV phase-to-phase and 7.2 kV phase-to-ground.

- Q: Is Paragraph 10.3.1 applicable to Bidder's scope of work or Owner?

A: The information within paragraph 10.3.1 on page S-13 is required such that the bidder understands the types of transformers to be provided. The material and labor to install the underground conduit and cable from the utility to the transformer will be the Owner's responsibility.

- Q: Are you requiring three (3) winding transformer with two (2) secondary voltages? What do you mean by a secondary connection of 1000 VAC? Please provide a single line diagram of what you require here.

A: The bidder is responsible for determining the appropriate secondary voltage, but it shall not exceed 1000 VAC. Transformers with two (2) secondary voltages are acceptable if required by the bidder but are not required by the Owner.

- Q: What do you intend by furnishing special tools and devices (paragraph 13.6, page S-20)? City will not be allowed for maintenance to keep the OEM warranties. All installation and maintenance will be on the Bidder.

A: The owner would like to have the tools in the event of the warranty expiration. Any requirements to maintain the warranty should be submitted with the proposal.

- Q: Please clarify which alarms you assume in paragraph 13.8 (page S-20). Are those to be required from SCADA or physical alarms (sound and noise)?

A: The owner would like to receive all alarms via SCADA, the bidder should detail any alarms that they recommend as physical alarms.

- Q: Please provide dimensions in feet for each side of the site shown in Exhibit 4 to assist with estimating if the outer layout can fit.

A: An updated drawing has been provided and should be available on the website.

- Q: What setbacks are required to the border lines on each site shown in Exhibit 4?

A: The borders are proposed fenced dimensions, the setbacks will be determined by the bidder for maintenance purposes.

- Q: Will the AHJ permits be fully the responsibility of the City?

A: Yes

- Q: Will differentiated bids be accepted with Bidder being responsible for dispatch with the performance guarantee and liquidate damages? We are available to show a demo of our forecast and dispatch capabilities.

A: The City intends to operate the batteries in conjunction with their own Load Management efforts there is no interest in allowing the bidder to dispatch the BESS.

- Q: The warranty in paragraph 3.1.3 can be of 10 – 15 years only for BESS (battery and PCS). The OEMs do not provide such warranties for transformers or LV equipment so we cannot price it.

A: This should be stated as an exception in your proposal.

- Q: The Liquidated Damages specified in 3.1.3 (Page S-5) are excessive, no OEM will provide such Damages. Please kindly re-consider those.

A: This should be provided as an exception in your proposal.

- Q: Based on responsibilities split, this RFP is non-turnkey as mentioned in paragraph 2.81 (page S-3), and therefore it may be very hard to determine who may be responsible for the unscheduled outage if City is responsible for LV interconnections as specified in paragraph 2.8.2. Will you instead consider turnkey offers with Bidders responsible for everything below the HV termina of the step-up transformer?

A: If an unscheduled outage is the result of a failure in the secondary cable supplied by the owner, then the bidder will not be responsible for the unscheduled outage. If the bidder requires particular installation work to be performed by the bidder to uphold the warranty, then that shall be described in the proposal. For project efficiency the City would like to perform all the subgrade work as required.

- Q: Who will be responsible for purchasing of conduits, conductors, and LV equipment?

A: The City will provide the conduits and conductors, and auxiliary power as required. The remaining LV equipment will be the responsibility of the bidder.

- Q: Is Bidder's scope to be limited only to supply, delivery, and installation of BESS, LV equipment, transformer(s), and auxiliary equipment; while City is responsible for all civil works, including purchase and installation of conductors, connection of LV and HV cables?

A: That is correct.

- Q: Will there be a pre-bid call?

A: At this time we are not expecting to have a pre-bid call.

- Q: Were the proposed sites validated for having no flood risks, wetlands, or contamination?

A: The proposed sites will have the equipment pads elevated above the flood plains at all the sites. Any wetland or contamination remediation requirements will be the responsibility of the Owner.

- Q: Will proposed sites have an adjacent area for a laydown yard?

A: There will be laydown areas available for some of the sites, but the expectation is that the site will be prepared in a fashion that the equipment can be delivered to the pad, and that any auxiliary equipment that will be required that will not have a foundation prepared can be stored within the designated areas.

- Q: How should MV losses be accounted for?

A: MV losses do not need to be accounted for. The Battery Output should be accounted for by the Bidder provided equipment at the source.

- Q: Are bid bonds refundable to Bidders not awarded the project?

A: Yes, they will be returned if you are not the most responsive responsible bidder.

- Q: Are electronically fillable forms available in order to complete the Bid Schedules? If not, what is the preferred format to fill out the appropriate pricing information?

A: A spreadsheet is available on the website, but the bids must be received on paper submissions.

- Q: Please confirm the Bidder is to engineer, specify, procure, and install the 12.47 kV transformers as well as to provide the structural drawings to the City for construction of the foundations.

A: This is correct

- Q: The Bidder will need a geotechnical report to support the structural design. Will either the geotechnical report or assumptions be provided before bids are due?

A: A geotechnical report will not be provided, the foundations will be prepared by the City per the requirements of the bidders.

- Q: What opportunities are there to generate revenue outside of the tolling rate to the town? Is the city part of the PJM market?

A: There are no opportunities available outside that which is described in the specification.

- Q: Is this bid open to all battery chemistries or just lithium?

A: All battery chemistries are being considered as long as the rest of the terms of the specification can be met.

- Q: What is the bus voltage on these systems?

A: The Utility voltage is 12.47 kV / 7.2 kV nominal. The secondary voltage is open to be proposed by the bidder such that it meets the specifications.

- Q: What is the load time involved?

A: The BESS must be capable of maximum power output, so the minimum load time can be inferred by dividing the MWh by the MW for each schedule option. The maximum power output should be anticipated for all the annual operations, but the owner would like the option to dispatch at a lesser power output. If there are stipulations on the maximum load time those should be presented in the proposal.

- Q: In *Technical Specifications*, Section 5.0 “Drawings”, are the Drawings described in 5.1 “Preliminary” to be provided once the Bid Schedule(s) have been awarded or will this level of detail be required at the proposal submission deadline?

A: Preliminary drawings can be provided as a deliverable after the proposal is awarded, but they must comply with the specifications less any approved exceptions.

- Q: Paragraph 13.2 (page S-18) and sub-paragraphs have provisions that are specific to a particular BESS manufacturer. So long we use equipment that meets electric code and is UL listed, could you please put in these paragraphs and others a provision “or equivalent”?

A: The wiring specifications describes are not believed to be proprietary or specific to a particular bidder. Alternates can be proposed and listed as an exception.

- Q: Can a Letter of Credit or Security Bond be submitted in place of the Bid Security?

A: Yes, per NC GS 143-129.

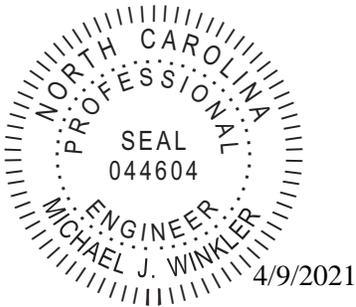
- Q: Are there any other conditions when the City does not return the Bid Security besides not signing the Contract?

A: No, the bid security is in place only to ensure the bidders honor the proposals in good faith.

- Q: Can a blank copy of the Contract be provided before being awarded? Without knowing Contract details and conditions, how various Bonds may be drawn, it is hard to assume such high Bid Security.

A: The Contract will be created based on the specifications and submitted proposal of the accepted bidder with any provisions for clarifications or exceptions that are negotiated after award.

We appreciate your interest in this project and look forward to hearing from you. Please include this signed Addendum acknowledgement with your proposal submission.



Sincerely,

**BOOTH & ASSOCIATES, LLC**

Michael Winkler, PE

20-9937-8011

ACKNOWLEDGEMENT

Bidder: \_\_\_\_\_

By: \_\_\_\_\_

Date: \_\_\_\_\_