


Energy Savings Performance Contracting

RFP No. 25001

Matthew Chow
State Procurement Office (SPO)



1

Background

- SPO Vendor List 19-08 Energy Savings Performance Contracting (ESPC), RFP No. 19-002-SW started on 04/15/2019 and expired 04/14/2024
- SPO Vendor List 19-08 contract awarded to (7) contractors: Aecom Technical Services Inc, CEG Solutions LLC, Engie Services U.S. Inc, Johnson Controls Inc., Noresco LLC, Siemens Industry Inc., and Trane U.S. Inc.

Fiscal Year	Contract Sales
2020	\$9,770,908
2021	\$7,370,568
2022	\$40,155,075
2023	\$758,671
2024 (partial)	\$307,404
TOTAL	\$58,362,626

2

Schedule and Significant Dates

Event	Date
Solicitation Release:	06/27/2024
Pre-Proposal Conference:	07/12/2024; 10:00 AM HST
Question Submittal Deadline:	07/19/2024; 2:00 PM HST
Answers to Questions:	08/09/2024; 2:00 PM HST
Proposal Due Date:	08/15/2024; 2:00 PM HST
Evaluations, estimated	08/19/2024 – 09/04/2024
Discussions, if necessary	TBD
BAFO, if necessary	TBD
Anticipated Award Date:	10/01/2024

3

Submitting an Offer

- HlePRO
- NAICS codes
- Mandatory Minimum Requirements
- Indicate "\$0.00" for your offer in HlePRO
- Q&A

4

Submitting an Offer

- HlePRO
- NAICS codes
- Mandatory Minimum Requirements
- Indicate “\$0.00” for your offer in HlePRO
- Q&A

HlePRO
<https://hiepro.ehawaii.gov/welcome.html> – State of Hawaii’s eProcurement System, issue solicitation, receive responses and issue notices of award. HlePRO is maintained by Hawaii Information Consortium LLC dba Tyler Hawaii

Maximum File Size is 100MB

All pdfs shall be OCR enabled

Confidential

5

Submitting an Offer

- HlePRO
- NAICS codes
- Mandatory Minimum Requirements
- Indicate “\$0.00” for your offer in HlePRO
- Q&A

HlePRO uses the North American Industry Code System (NAICS) codes to connects vendors to the solicitations they are interested in receiving email notifications.

Commodity Code	Description
423690	Solar cells merchant wholesalers
423720	Solar heating panels and equipment merchant wholesalers
237110	Construction management, water and sewer line
541690	Energy consulting services
326191	Plumbing fixtures (e.g., shower stalls, toilets, urinals), plastics or fiberglass, manufacturing
624229	Energy assistance programs
221114	Electric power generation, solar
237130	Solar power structure construction
221114	Power generation, solar electric
221114	Solar farms
238220	Heating, ventilation and air-conditioning (HVAC) contractors
922190	Emergency planning and management offices, government
333414	Solar energy heating equipment manufacturing
221115	Power generation, wind electric
333414	Solar heating systems manufacturing
221116	Electric power generation, geothermal
238210	Lighting system installation
926130	Energy development and conservation programs, government
334515	Energy measuring equipment, electrical, manufacturing
237130	Alternative energy (e.g., geothermal, ocean wave, solar, wind) structure construction
334512	Building services monitoring controls, automatic, manufacturing
926110	Energy program administration
238210	Solar panel installation
926130	Solar energy regulation

6

Submitting an Offer

- HlePRO
- NAICS codes
- **Mandatory Minimum Requirements**
- Indicate “\$0.00” for your offer in HlePRO
- Q&A

1. Demonstrate the contractor and/or its subcontractor has the required licenses (<https://cca.hawaii.gov/pvl/files/2014/08/DescriptionofContractorLicenseClassifications.pdf>) in the State of Hawaii (<https://mypvl.dcca.hawaii.gov/publiclicense-search/>) to perform the work described in this RFP such as but not limited to:
 - a. A – General Engineering
 - b. B – General Building
 - c. C – Specialty Contractor
2. SHALL NOT be debarred from the federal government (<https://sam.gov/content/home>)
3. SHALL NOT be debarred from the State Procurement Office (<https://spo.hawaii.gov/for-state-county-personnel/programs/debarment/>)
4. SHALL NOT be suspended from the Director of Labor and Industrial Relations (<https://labor.hawaii.gov/wsd/prevaling-wages-on-public-works/>)

7

Submitting an Offer

- HlePRO
- NAICS codes
- **Mandatory Minimum Requirements**
- Indicate “\$0.00” for your offer in HlePRO
- Q&A

Awarded vendor .75% to not exceed \$5,000 for the total contract term

Example of Fiscal Year (FY) and Quarter for 2024:

FY 2024 – Q1: 07/01/2023 – 09/30/2023

FY 2024 – Q2: 10/01/2023 – 12/31/2023

FY 2024 – Q3: 01/01/2024 – 03/31/2024

FY 2024 – Q4: 04/01/2024 – 06/30/2024

Sales Report – see Section 23.9 Sales Report.

8

Submitting an Offer

- HlePRO
- NAICS codes
- Mandatory Minimum Requirements
- Indicate “\$0.00” for your offer in HlePRO
- Q&A

Event	Date
Solicitation Release:	06/28/2024
Pre-Proposal Conference:	07/12/2024; 10:00 AM HST
Question Submittal Deadline:	07/19/2024; 2:00 PM HST
Answers to Questions:	08/09/2024; 2:00 PM HST
Proposal Due Date:	08/15/2024; 2:00 PM HST
Evaluations, estimated	08/19/2024 – 09/04/2024
Discussions, if necessary	TBD
BAFO, if necessary	TBD
Anticipated Award Date:	10/01/2024

9

Evaluation Criteria

- To be considered for award, you must achieve 50% of the total available points in each evaluation category.

Table 1

Category 1: Overview of Approach to ESPC	5
Category 2: Market Sector Involvement	10
Category 3: Project Summary Table	10
Category 4: Project References	5
Category 5: History and Focus of Company	5
Category 6: Financial Soundness and Stability of Company	10
Category 7: Industry Accreditations	5
Category 8: General Scope of Services	10
Category 9: Technical Support	15
Category 10: Management Approach	25
Category 11: Cost and Pricing Approach	20
TOTAL POINTS	120

10

Reminders for Awarded Contractor(s)

- Responsibility of Offerors
- Licensing
- Order of Precedence
- Vendor and Product Evaluation
- Certificate of Insurance

11

Reminders for Awarded Contractor(s)

- Responsibility of Offerors
- Licensing
- Order of Precedence
- Vendor and Product Evaluation
- Certificate of Insurance

Hawaii Compliance Express (HCE) at <https://vendors.ehawaii.gov>. The annual registration fee is \$12.00 and the 'Certificate of Vendor Compliance' is accepted for the execution of a contract and final payment. If a you are not compliant on HCE at the time of award, the Offeror will not receive the award.

Paper Documents Vendors not utilizing the HCE to demonstrate compliance shall provide the paper certificates to the SPO as instructed below. All certificates must be valid on the date it is received by the SPO. Timely applications for all applicable clearances are the responsibility of the Offeror.

12

Reminders for Awarded Contractor(s)

- Responsibility of Offerors
- **Licensing**
- Order of Precedence
- Vendor and Product Evaluation
- Certificate of Insurance

<https://cca.hawaii.gov/pvl/>

The screenshot shows the PVL website with the following sections:

- PROFESSIONAL AND VOCATIONAL LICENSING (PVL)**: Welcome message and a link to print license certificates.
- EMERGENCY PROCLAMATIONS IN RESPONSE TO WILDFIRES**: Link to emergency proclamations.
- SCAM ALERTS**: Alerts regarding scam phone calls and drug enforcement.
- CONSUMER RESOURCES**: A red box highlights this section, containing:
 - Check if a Person or Business is Licensed by PVL
 - File a Complaint on a Licensee
 - Check if There are Prior Complaints on a Licensee
 - File a Complaint on a Licensee
 - Office of Administrative Hearings Decisions
 - Purchase Lists of PVL Licenses
- PVL FAQ'S**: A table with two columns: 'BOARDS' and 'PROGRAMS'. The 'BOARDS' column lists various professional boards like Accountancy, Architecture, and Engineering. The 'PROGRAMS' column lists various licensing programs like Activity Desk, Animal Management, and Barbering.

13

Reminders for Awarded Contractor(s)

- Responsibility of Offerors
 - Licensing
 - **Order of Precedence**
 - Vendor and Product Evaluation
 - Certificate of Insurance
1. Contract (AG-003, AG-010, AG-012, AG-013, AG-008 and all attachments and exhibits)
 2. RFP No. 25001 and Addendums
 3. Guaranteed Energy Savings (GES), Purchase Order, Service Level Agreement, Invitation for Proposal (IFP), and ESCO Response to IFP

14

Reminders for Awarded Contractor(s)

- Responsibility of Offerors
- Licensing
- Order of Precedence
- **Vendor and Product Evaluation**
- Certificate of Insurance



STATE PROCUREMENT OFFICE EVALUATION: VENDOR OR PRODUCT

AGENCY INFORMATION			
1. Date:	2. Department:	3. Agency:	
4. Contact Person:		5. Phone:	6. e-mail:
7. Contract/PO Date:	8. Description:		
VENDOR EVALUATION			
9. Company:		10. Contact Person:	
11. Contact Person Ph.:	Fax:	12. e-mail:	
EVALUATION			
13. VENDOR EVALUATION:			
PRODUCT/SERVICE EVALUATION			
14. PRODUCT EVALUATION:			
SPO ACTION			
15. Comments:			

15

Reminders for Awarded Contractor(s)

- Responsibility of Offerors
- Licensing
- Order of Precedence
- Vendor and Product Evaluation
- **Certificate of Insurance**

1. "The State of Hawaii is added as an additional insured as respects to operations performed for the State of Hawaii."

2. "It is agreed that any insurance maintained by the State of Hawaii will apply in excess of, and not contribute with, insurance provided by this policy."

16

Other Helpful Information

RFP Administrative Information

1. RFP Administrative Information	
RFP Title:	Energy Savings Performance Contracting (ESPC)
RFP Point of Contact:	Matthew Chow State Procurement Office 1151 Punchbowl Street, Rm 416, Honolulu, HI 96813 matt@hawaii.gov (808) 586-0577
Submit proposals electronically via Hawaii Electronic Procurement System (HePRO):	Electronic Submission hepro.ehawaii.gov
Pre-Proposal Conference:	JULY 12, 2024, 10:00 AM Hawaii Standard Time (HST) https://events.gcc.teams.microsoft.com/Event/4a797ed7-b9d0-46a0-8f3e-32991102c0ba@3947?eef-63bc-43f9-96d0-56340aaa1a10
Deadline to Receive Questions:	JULY 19, 2024, 2:00 PM Hawaii Standard Time (HST)
Question & Answers:	All questions must be submitted through HePRO. Questions must be submitted by the question deadline date.
RFP Closing Date:	AUGUST 15, 2024, 2:00 PM Hawaii Standard Time (HST)
Initial Term of Contract and Renewals:	The initial term is two (2) years. Upon mutual agreement, the contract may be extended for three (3) 24-month periods.

RFP Offeror Checklist

No.	Description	Reference in RFP	Completed
1	Cover Page	Section 24.5 Required Format and Content The offeror meets the minimum requirements.	<input type="checkbox"/>
2	Table of Contents	Section 24.5 Required Format and Content	<input type="checkbox"/>
3	Offer Checklist	Section 24.5 Required Format and Content	<input type="checkbox"/>
4	Mandatory Minimum Proposal Requirements	Section 24.2 Mandatory Minimum Proposal Requirements	<input type="checkbox"/>
5	Subcontractor	Section 24.5 Required Format and Content	<input type="checkbox"/>
6	Offer Form	Section 24.5 Required Format and Content, Attachment OF 1 NOTE: Ensure the company name submitted in HePRO matches the company name on OF 1.	<input type="checkbox"/>
7	Executive Summary	Section 24.5 Required Format and Content NOTE: (1) page	<input type="checkbox"/>
8	Evaluation Criteria Submittals	Section 24.5 Required Format and Content, Section 25.7 – must score 50% of total points for each evaluation category, Section 26 Evaluation Criteria Category 1: Overview of Approach to ESPC – 5 pages Category 2: Market Sector Involvement – 100 pages Category 3: Project Summary Table Category 4: Project References Category 5: History and Focus of Company – 2 pages Category 6: Financial Soundness and Stability of Company Financial Soundness and Profitability – 5 pages each Category 7: Industry Accreditations Category 8: General Scope of Services – 10 pages Category 9: Technical Support – 10 pages Category 10: Management Approach – 10 pages Category 11: Cost and Pricing approach – 25 pages	<input type="checkbox"/>
9	Confidential, Protected or Proprietary Information Section	Section 24.5 Required Format and Content	<input type="checkbox"/>

17

Questions?

18