



DISTRICT COOLING SYSTEM BUSINESS STRATEGY CONSULTING SERVICES
Solicitation Number: Q-21-001-JP

ADDENDUM 1
April 20, 2021

RESPONSES TO QUESTIONS

- 1. Question:** What is the Term remaining for of all service contracts? Disincentives to replace/displace? How many, over the past 10-years, have renewed – variance for SA Govt. and Private?

Response: Only 4 contracts (of the 27 total customers) have any remaining term left, the rest are past the term date but are still operating as though they are current. The four contracts still in term expire in 2021, 2024, 2030, and 2034. These 4 have renewed within the past 10 years, 2 are City of San Antonio (COSA) and 2 are private.

- 2. Question:** Growth of NON-Governmental customers? Is there a Marketing plan currently underway for new construction properties undergoing rehabilitation? Why did they choose – except where demanded by use of government property?

Response: No new growth since 2004. No current marketing plans exist, SAWS wants consultant to help us develop a marketing plan to acquire new customers.

- 3. Question:** Is there a Cost/Benefit analysis of SAWS system vs. private system? What is the customer size “Critical Mass” necessary for SAWS or customer to realize cost-effectiveness/efficiencies?

Response: No such analysis has taken place but SAWS would like consultant to perform this cost/benefit analysis to help customers understand SAWS DCS costs vs the costs of building and operating their own systems.

- 4. Question:** What is the “ball park” expectation for the duration of the consulting project once it is awarded?

Response: SAWS wants to have a sense of urgency in completing this project but will determine duration with consultant once a selection has been made.

- 5. Question:** What source of energy is currently used to power the chiller operations?

Response: Electricity

- 6. Question:** What is the current pricing model?

Response: A fixed demand charge + commodity charge (passthrough of energy and water costs)

7. Question: What is the current break even point for current operations sustainability?

Response: This has not been determined.

8. Question: What is the excess capacity if the current systems were capable of operating at 100%?

Response: There is some uncertainty here due to past metering issues, however it is estimated that typical coincidental peak is about 10,000 tons which means there is an excess capacity of about 10,000 tons at full capacity (for the downtown system, Port SA is unknown).

9. Question: What are the main business objectives for the future operations?

Response: To ensure the sustainability and growth of SAWS' DCS, maximize the community benefit, and support San Antonio's climate action goals.

10. Question: Is there peak demand data for each plant available for analysis?

Response: SAWS recently implemented the SCADA programming necessary to capture coincidental peak demands. The data will be available going forward. No historical data is available.

11. Question: What is the accessibility of the current piping system (tunnels, underground)?

Response: All piping is buried underground.

12. Question: Does SAWS have an existing value proposition for selling the water chiller service?

Response: Not a detailed one. Just what is included on page 71 (among other pages) of the Business Case Analysis Report.

13. Question: Does each subcontractor under the consultant have to carry general liability and/or professional liability insurance or does just the general consultant have to carry the insurance?

Response: SAWS requires the entire scope of services to be covered by the required insurance as noted in Exhibit A by the firm awarded the contract.

14. Question: Is the raw data and information developed by FVB Energy from the business case available to be used by the consultant?

Response: Yes, the business case data and information provided in the RFQ is available to be used by the awarded Consultant.

15. Question: Will key SAWS Chiller operations personnel and current customer's personnel be made available to participate in working with the consultant?

Response: Yes, contact information will be provided to the awarded firm after contract execution.

16. Question: Will SAWS water chiller operations and systems, including pipes be available for outside observation and inspection?

Response: Yes, the SAWS water chiller operations and systems will be available for outside observation and inspection during the contract period. The selected firm will need to coordinate with SAWS on days they would like to schedule a visit to the site. Please also refer to the response to question # 11 regarding piping.

17. Question: Does the scope of the work also include incorporation of the City of San Antonio's Climate and Adaption Plan to be net carbon neutral by 2050?

Response: The goals and objectives of this work support COSA's Climate Plan but do not specifically target any carbon neutrality goals.

18. Question: Does the scope of work also include a consideration for the SAWS water chiller service to be an enhancement to attract new businesses to downtown San Antonio and Port of San Antonio?

Response: Yes, this should be included within the marketing efforts.

19. Question: How far of an outlook is expected for the long-term strategy (5 years, 10 years, 25 years, 50 years, 100 years)?

Response: The long term strategy we have for this project is 10 years.

20. Question: Will there be more detailed data available relative to Port of San Antonio water chiller operations that was not available when the business case study was performed? If so, what data and information will be made available?

Response: The same data available during the business case study will also be available for this project. SAWS made all data available during the business case study and will do the same for this project.

21. Question: Will the firm that performed the business case study, FVB Energy Inc., be allowed to submit an SOQ for RFQ Q-21-01JP?

Response: Yes, all firms that can meet the RFQ requirements will be allowed to submit a response.

22. Question: Please advise whether companies from outside USA can apply for this (like from India or Canada)?

Response: Companies outside USA may apply for this solicitation so long as the Respondent is available to come to San Antonio, as needed. Although not ideal for performing the work, locale would not keep someone from being able to apply. Respondent should reference responses to question #23 and #24 below to understand SAWS requirements for onsite work as well as the Scope of Services in the RFQ. In addition, Respondent should review the additional requirements on page 3 and the evaluation criteria on pages 7 and 8 of the RFQ. As SAWS views locale outside of San Antonio and the surrounding areas as a potential difficulty in performing the scope of services, Respondent shall address this concern as part of their response to the evaluation criteria, Project Understanding and Approach.

23. Question: Please advise whether we need to come over there for meetings?

Response: A majority of the meetings can be conducted via WebEx (or other conference calling platform) but there will be certain meetings that need to be in person. Examples may include a kick off meeting, presenting findings to SAWS VP's, etc.

24. Question: Can we perform the tasks (related to RFQ) outside USA (like from India or Canada)?

Response: Some of the tasks can be performed remotely but this work will require on site evaluations of the existing infrastructure and likely other on site work as well. Therefore not all of the tasks can effectively be performed completely remotely.

25. Question: Can we submit the proposals via email?

Response: Yes, submissions should be sent via email as per Section IV.B. page 6 of the RFQ. Address a PDF of your submittal to contracting@saws.org. Entitle the subject line of the submission email with "Q-21-001-JP – District Cooling System Business Plan Consulting Services RFQ Response" and name of Respondent.

26. Question: Is there a next stage to this RFQ? In other words, will a select number of participants be invited to a RFP?

Response: No, there is not an expected RFP to follow this RFQ for this project, however a few firms may be requested to interview with SAWS as a next step in finalizing the review of the submissions received. Once a firm is selected, they will enter into negotiations with SAWS and finalize the rates associated with the services provided.

27. Question: Is SAWS considering awarding different portions of the scope to separate vendors or is it looking to award the entire scope to a single vendor?

Response: SAWS will be awarding the contract to a single firm, however, the awarded firm may have subconsultants that perform a portion of the scope. The SOQs submitted should provide a list of all the intended subconsultants in the Good Faith Effort Plan.

28. Question: Please confirm that key staff two (2)-page resumes and abbreviated one (1)-page resumes for key staff of subconsultants are not included in the 25-page limit of our SOQ?

Response: Yes, all resumes submitted for key staff and key subconsultants will not count towards your page limit. Please see Item #1 in Changes to the RFQ section of this Addendum.

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| CHANGES TO THE RFQ |
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1. SECTION IV. SUBMITTING A RESPONSE. Add the following sentence to the end of the paragraph of sub-section IV.B.3:

“The resumes requested as required forms to be submitted as part of Evaluation Criteria titled, Experience and Qualifications, will also not count towards the page limit.”

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| END OF ADDENDUM |
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This Addendum is five (5) page(s) in its entirety.