

District Cooling System Business Strategy Consulting Services RFQ Pre-submittal Conference

Chris Wilcut

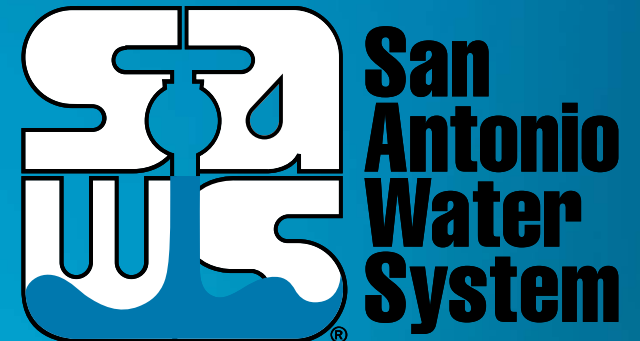
Energy Management, SAWS Project Manager

Marisol V. Robles

SMWVB Program Manager

Janie M. Powell

Contract Administrator, SAWS



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WebEx Housekeeping

- Stay muted during the entire presentation.
- Sign-In using the chat ensuring to select everyone from the drop down menu.
- Ask questions at any time during the presentation utilizing the chat. Questions will be addressed at the end of the presentation. Ensure to direct your questions to the entire group by selecting everyone from the drop down. All formal responses to questions will be provided via an Addendum.
- Audio only attendees may follow along on the presentation that has been posted to the SAWS solicitation website.

Oral Statements

Oral statements or discussions during this Pre-submittal Conference will not be binding, nor will they change or affect the RFQ or the terms and conditions of the contract. Changes, if any, will be addressed in writing only via an Addendum.

Agenda

- Small, Minority, Women and Veteran-Owned Business (SMWVVB Requirements)
- Communication Reminders
- RFQ Schedule
- Respondent Questions
- Addenda
- Preparing a Response
- Submitting a Response
- Submittal Deadline
- Scoring Criteria
- Scope of Services Overview

Aspirational SMWVB Goal

Industry	Aspirational SMWB Goal	Description
Engineering and Other Professional Services	40%*	Points assessed on tiered scale

*40% of the value of the contract.

SMWVB Requirements

- SMWVB Certification accepted from the following entities:
 - South Central Texas Regional Certification Agency
 - Texas H.U.B.
- RFQ Scoring:
 - Up to 15 Points
 - Local Office
 - Small Business Enterprise (SBE)*, Minority Business Enterprise (MBE), Woman-owned Business Enterprise (WBE)
 - Veteran-owned Business Enterprises (VBEs): Not eligible for points, but tracked for participation

*All SMWBs must have SBE certification.

Post Award: Subcontractor Payment & Utilization Reporting (S.P.U.R.) System

WWW.SAWS.SMWBE.COM

San Antonio Water System

OUR MAIN SITE [CONTACT SUPPORT](#)

Subcontractor Payment & Utilization Reporting System

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The Subcontractor Payment & Utilization Reporting System is powered by B2Gnow Software © Copyright 2018.

District Cooling System Business Strategy Consulting Services



SMWVB Questions

Questions related to the SMWVB Program, the Good Faith Effort Plan (GFEP), or finding certified subconsultants may be directed to the SMWVB Program Manager until the RFQ is due.

Marisol V. Robles

SMWVB Program Manager

Email: Marisol.Robles@saws.org

Telephone: 210-233-3420

Communication Reminders

- No communication regarding the RFQ with the following:
 - SAWS Project Manager
 - SAWS Technical Representative
 - Any other SAWS staff, managers, directors or VPs
 - City Council member or staff
 - SAWS Board of Trustees
- No phone calls, emails, letters, direct/indirect discussion of the RFQ
 - If submitting for the RFQ and/or doing work for SAWS, indicate this when speaking with SAWS staff, but refrain from discussing the RFQ
- From release of the RFQ to Board Award

RFQ Schedule

Questions Due

April 15, 2021
by 4:00 PM

SOQs Due

April 29, 2021
by 10:00 AM

Notification of Award

June 2021

Start Work

July 2021



Answers Posted by SAWS

April 22, 2021
by 2:00 PM

Interview with Consultant

(if necessary)
May 2021

SAWS Board Approval

June 2021

The dates listed above are subject to change without notice.

Respondent Questions

Must be submitted in writing via e-mail no later than April 15, 2021 by 4:00 pm to:

Janie M. Powell

Contract Administration Department

San Antonio Water System

Janie.Powell@saws.org

Addenda

- Register as a vendor with SAWS Vendor Registration and Notification
- More than one addendum may be posted
- Check SAWS website often and prior to submitting your proposal
- Known addendum changes are:
 - Responses to questions

Preparing a Response

- Required forms do not count towards page limit
 - Submittal Response Checklist
 - Respondent Questionnaire
 - W-9 Form
 - Insurance requirements
 - Good Faith Effort Plan (and all supporting documents/certificates)
 - Conflict of Interest Questionnaire
- Cover letter, cover pages, tabs, and divider pages do not count towards page limit
- Page limit of twenty five (25) per proposal

Submitting a Response

Helpful Reminders

- Thoroughly read the RFQ document prior to submitting your proposal
- Utilize the Submittal Response Checklist
- Maximize points by addressing all items in the order they are identified in the RFQ
- Be specific; avoid “boiler plate” responses
- Contact the SMWVB Program Manager for assistance, if necessary
- Perform a thorough QA/QC on your proposal prior to submitting

Submittal Deadline

- Submittal deadline is April 29, 2021 at 10:00 am local time
- “Q-21-001-JP_District Cooling System Business Plan Consulting Services RFQ Response” and name of Respondent should be clearly identified on the subject line of the email.
- Submit electronic copy
 - contracting@saws.org
 - Email size limit of 10MB
 - One (1) pdf searchable file with bookmarks
 - SAWS recommends submitting your proposal at least two (2) hours prior to the deadline
- Late responses will not be accepted and will be unopened

Scoring Criteria

– Experience and Qualifications	30 pts
– Similar Projects and Past Performance	30 pts
– Project Understanding and Approach	25 pts
– Small, Minority and Woman, and Veteran-Owned Business (SMWVVB) Participation	15 pts
Total:	100 pts

Scoring Criteria

Experience and Qualifications

- Provide narrative of experience and qualification of each team member
 - Resumes for each staff member no more than two (2) pages each with detail on: education, licenses, certifications, experience related to the scope, office location and associations.
 - Identify the percentage of time that each staff member will be committing to the project.
- Identify any sub-consultant(s), their role, experience relevant to the scope and provide abbreviated resumes for key staff of sub-consultant(s)
- Provide an organizational chart
- Provide any additional information such additional skills, experiences and qualifications that distinguish the firm or team related to the specific scope and services contained in the RFQ

Scoring Criteria

Similar Projects and Past Performance

- Ensure all project scopes are similar in size and scope to the project described in this RFQ
- Provide 3 to 5 relevant projects in last 10 years
 - Description of scope and dates services performed
 - Description of the project, including asset value and results
 - Project Owner, contact names, current phone numbers, email addresses
- Demonstrate record of performance, including completion schedule and quality of work product

Scoring Criteria

Project Understanding and Approach

- Provide Respondent's understanding of the Project, approach to successful completion, specialized skills needed, special considerations and possible difficulties in completing the project.
- Describe any potential alternative or innovative approaches to the Project, if applicable.
- Describe firm's approach to assuring timely completion of this Project, including
 - a timeline and schedule for delivery and completion of Services
 - methods for schedule recovery,
- Describe how firm will ensure success of its work and the Project.
- Describe firm's existing quality assurance/quality control process. Detail the team members responsible and indicate when quality reviews are performed
- Describe firm's proposed communication plan with SAWS, COS, Port SA and other stakeholders

Scope of Services

SAWS DCS Overview

- Downtown DCS
 - 22 total customers & about 20K tons of contract demand
 - 70% of load owned by COSA (Convention Center and Alamodome)
 - Two separate plants that are looped together to meet customer demands (Central and Cherry St)
 - Room for growth utilizing the existing chilled water plants, but rehab/upgrades are needed (underway)
- Port SA
 - 5 total customers & about 4,500 tons of contract demand
 - 75% owned by private companies (Chromalloy, Boeing, Standard Aero)
 - Two separate plants not looped together (Bldg 356 and Bldg 1625)
- Key Considerations
 - Aging infrastructure
 - Outdated demand rates (1999)
 - No customer growth (last new customer was 2004)

Scope of Services

Project Background

- In 2020, SAWS analyzed three potential paths for the future of the DCS:
 1. SAWS or Other Public Ownership/Management with Growth
 2. Public Private Partnership (P3) or Divestment
 3. Shutdown of Centralized Service
- This RFQ is to help SAWS move forward with option #1 and focuses on:
 - Optimizing existing operations
 - Growing the business
 - Will require thorough evaluation of current operations, assets, rates, customers, etc.

Scope of Services

Capital Expenditures Plan (CAPEX)

- SAWWS already has a draft CAPEX plan; needs review/update
- Will require a thorough on-site assessment of all SAWWS DCS assets (including distribution)
- Should include both rehab *and* growth scenarios
- Will be a key driver of rate structures moving forward
- Should consider energy efficiency

Scope of Services

Financial Plan

- Will require collaboration with SAWS Finance department
- Should include both CAPEX and O&M planning
- Will include both short and long term planning
- Analysis of current and future rate structures to ensure proper cost recovery of O&M and capital investments
 - Requires a cost of service calculation for both current and future operations

Scope of Services

Marketing and Communications

- Develop life cycle cost models comparing SAWS DCS costs of service to customer costs with their own systems
 - Critical step in helping customers understand SAWS DCS value and potentially impacts future rate structures
- Helps SAWS create relationships with DT and Port SA development communities
- Help facilitate conversations with existing customers regarding future plans/implications
- Develop a strategy for acquiring new customers

Scope of Services

Port SA Alternatives

- Should the Port SA system operate differently than the DT system?
- Should the Port SA system consider a different plan for moving forward?
 - Sale of system
 - Decommissioning
 - P3
 - Other?

Scope of Services

Management and Staffing

- Make recommendations to ensure SAWS is properly staffed to efficiently operate, maintain, and grow the DCS
 - How many operational staff are needed?
 - Do we need staff specifically designated to growth opportunities?
 - What kind of management structure is ideal?
 - What other changes should be made as opposed to how SAWS currently operates?
- Review current O&M plans to ensure optimal operations

Scope of Services

Efficiency Opportunities

- Identified efficiency opportunities
 - Should be a consideration during the assessment needed for the CAPEX plan
- Provide SAWS with estimate energy/chemical savings associated with identified opportunities
 - What is the ROI of adding VFDs, upgrading chillers, automating controls, etc.
- Perform a short assessment of customer facilities
 - To recommend operational and energy efficiency opportunities

Scope of Services

Hydraulic Modeling

- Conduct a hydraulic model analysis to identify the following at a minimum:
 - Potential hydraulic constraints
 - How to remedy any identified constraints
 - Help SAWS understand to what extent the existing distribution system can supply future growth opportunities

Scope of Services

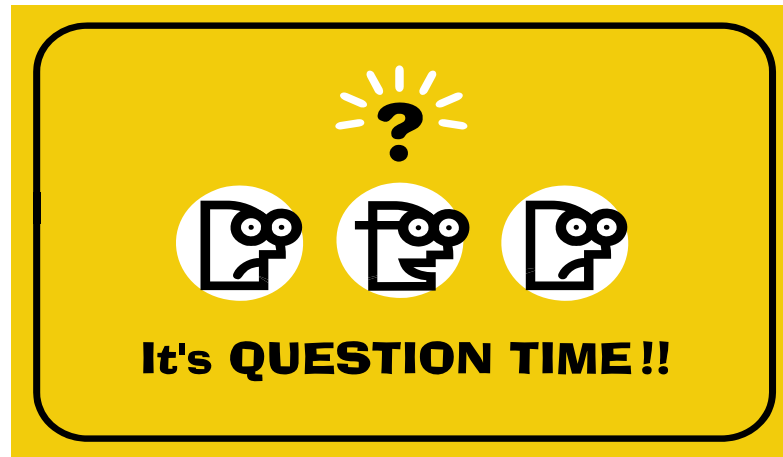
Controls and Metering

- Perform a thorough review of existing SCADA controls and metering systems
 - Are SAWS and customer meters accurately capturing data?
 - Is SCADA properly interpreting the meter data?
 - Are SCADA controls being implemented in the most efficient/optimal way?
 - Is SAWS capturing proper data points?

Scope of Services

Customer Contracts

- Help SAWS develop new customer contracts
 - Ensure contracts have accurate demands
 - Ensure contract rates are based on SAWS' true cost of service and new rates developed in the Financial plan
 - Help facilitate conversations with existing and future customers



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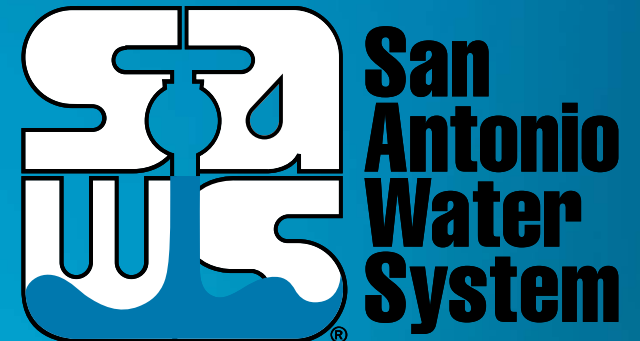
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