



**RESPONSES AND CLARIFICATIONS TO**  
RFQ NO. 153 FOR ENERGY CONSERVATION AND SOLAR CONSULTANT SERVICES  
November 21, 2013

---

Q1. Will the School District be hosting a Pre-bid meeting on the RFQ?

A1. The District does not intend to have a Pre-bid meeting.

Q2. Will any site visits be conducted on any specific campus?

A2. Not at this time.

Q3. Will the San Bernardino City Unified School District look to hire an Energy Service Company (ESCO), or will it consider qualifications from energy consulting firms that can provide end-to-end Proposition 39 assistance, including working with (or overseeing) ESCOs?

A3. The District is encouraging all qualified energy consultants to submit qualifications. If an ESCO company can provide consulting service separate from the typical ESCO delivery, the District would welcome your submittal. In the future, the District may issue an RFP for ESCO service. This energy consulting service requested is for energy conservation and solar. It is beyond Prop. 39; District will handle Prop. 39 administration through current staff and consultant.

Q4. Is the District looking for a team that can provide full construction management services for the energy projects scoped or does the District have their own CM firm that will oversee the implementation of any projects?

A4. The District has CM service for District's construction projects.

Q5. Page 1 of the RFP states:

*The selected consultant(s) will facilitate the cost-effective development of energy projects for District's facilities and shall be free from conflicts of interest arising from financial relationships with potential suppliers, constructors, financiers, or owners of related projects or products.*

Does this indicate that the District is not soliciting qualification from firms that offer energy service contracts (ESCOs) and is rather looking for responses from independent third party representatives that could scope, solicit and manage contracts for the District?

A5. See answer A3.

Q6. The RFQ mentions that they are currently working with Cenergistic for monitoring and management. Would Cenergistic continue to serve this role for energy projects implemented by the selected consultants?

A6. Cenergistic is monitoring the energy consumption by end users during regular operation. There is no relation to the project implementation.

Q7. In several instances the RFQ asks for experience installing projects, however third-party representatives do not typically construct projects, rather they manage the solicitation and implementation for clients. Is the District seeking firms that construct and/or finance projects (developers), or are they looking for firms to scope, solicit and manage projects for the District (independent consultants)?



**RESPONSES AND CLARIFICATIONS TO**  
RFQ NO. 153 FOR ENERGY CONSERVATION AND SOLAR CONSULTANT SERVICES  
November 21, 2013

---

A7. District is looking for the consultant that has a strong track record of managing and implementing installed projects. The consultant does not need to be the installer.

Q8. Will the successful bidders for RFQ#153, Energy Conservation and Solar Consultant Services be conflicted out of performing the implementation of energy projects developed under the Master Service Agreement if the District decides to go forward with them?

A8. No.

Q9. Is this an appropriate RFQ for a solar project developer to respond to? Many parts of the RFQ relate directly to our business, but there is also a clear focus on "consultation services". We would ultimately be a supplier/partner, more so than a consultant.

A9. We appreciate your interest. While this proposal is intended for consulting service rather than product/project delivery service, we encourage you to submit if you can separate consulting services from the traditional design and deliver type of solar provider.