

XCEL ENERGY RESILIENCY AS A SERVICE RFQ FREQUENTLY ASKED QUESTIONS

JANUARY 18, 2020

Question: Does Xcel Energy have an expected volume and timing for buying turnkey storage solutions?

Answer: The program is expected to launch in June or July of 2021 in Wisconsin with the product offering expanding to other states served by Xcel Energy in 2022 (NM, TX, CO, MN). It is expected that Wisconsin will see 2 to 5 projects per year in the early years with significant growth expected as the program expands to other states. Project volume estimates beyond Wisconsin are not known at this time.

Question: Is the plan to purchase each of the four types of services or will they be competing them against one another?

Answer: The program will be technology agnostic meaning the services and resiliency technologies provided will be catered to specific customer needs. Xcel Energy will work with customers to identify the service best suited for their specific project and will then bid out the project to preferred contractors that are capable of providing the services agreed upon. All services listed will be provided through this program however they will not be in competition with each other.

Question: How firm is the union labor requirement for MN and WI work? We have been able to pay our staff prevailing wage (Davis Bacon Act) to meet the union requirements in past projects (not including Xcel Energy).

Answer: Union labor is required for any projects located in MN. Union labor is a preference for projects located in Wisconsin.

Question: Where does Xcel Energy stand on the Labor union requirement?

Answer: Union labor is required for any projects located in MN. Union labor is a preference for projects located in Wisconsin.

Question: On Tab 5 - Should pricing include markups?

Answer: Responders are requested to break out any markups in Form 5.

Question: Would Xcel consider 3rd party ownership of assets in response to the Resiliency as a Service RFQ?	Answer: No. Utility ownership is a requirement.
Question: Is the RFQ to request qualifications from a wide-ranging pool of qualified participants in the microgrid/renewable energy spectrum, or just to solicit for EPC style construction services?	Answer: The RFQ is seeking qualifications from vendors/suppliers who can offer turnkey design, procurement, installation and on-going operations and maintenance services of the resilience equipment (generators, energy storage systems, microgrids). If your firm provides specialized services related to microgrids and/or other renewable energy solutions, you are encouraged to submit a response to the RFQ so Xcel Energy can determine if there is a suitable role within our Resiliency as a Service offering.
Question: Would you please define what you mean by “supplier diversity”	Answer: Responders are requested to review the information in Appendix B (Model Master Services Agreement), which outlines the compliance requirements regarding supplier diversity.
Question: Is pricing required at this point given that it is not weighted or being used in the evaluation criteria?	Answer: Pricing is a required component of a response. It should include equipment estimates, labor rates and sample prior project scope and pricing.
Question: If pricing is required, how will you be using pricing given there is no scope, no site specifics, or project sizes?	Answer: The pricing will be used to understand the responder's capability and competitiveness in the market and track record.
Question: Is there a pipeline of customers currently enrolled in the resiliency program or will awarded vendors work on projects as an ‘as-needed’ basis?	Answer: Xcel Energy has identified a pipeline of customers whom have expressed interest in the Resiliency as a Service offering but expects to further build the pipeline as additional customers are identified. Therefore, vendors will be asked to work on projects on an "as-needed" basis.
Question: How many vendors does Xcel expect to select for the pre-approved vendor list?	Answer: Xcel Energy has not established a limit on the number of vendors to be selected as certain vendors may provide certain advantages based on geographic and technology considerations. The final number will ultimately

	be determined by the advantages vendors can demonstrate through their qualifications and Xcel Energy is looking for a mix of products.
Question: We understand Wisconsin service territory is the initial focus, but is there a timeline on when the other service territories will follow?	Answer: Xcel Energy plans to pursue regulatory approval for RaaS in additional jurisdictions. It is expected that the program will be available in multiple jurisdictions in 2022 pending regulatory approval.
Question: On the pricing tab in Appendix A, most of the Construction Equipment listed don't typically apply to the project types/scopes listed in the RFQ. Does Xcel still want rates for this equipment?	Answer: Responders are requested to indicate which equipment applies to their approach and mark other equipment as "not applicable".
Question: We are a large, privately held firm and thus our financial statements are not generally made available without a Non-Disclosure Agreement in place. In lieu of submitting audited financial statements, will you accept a letter from our CFO with a statement of our financial strength along with a letter from our surety outlining our bonding capabilities in order to complete your initial creditworthiness review for selecting shortlisted vendors?	Answer: For the purposes of the RFQ shortlisting the proposed letters will suffice, however financial statements are required in order to move forward with contracting.
Question: In responding to the RaaS RFQ, Can the respondent provide a lump sum installed system price without the breakouts described in the RFQ?	Answer: Yes.
Question: Can you provide some insight on how each section of this RFQ will be scored or general evaluation criteria?	Answer: Please refer to section 7 of the RFQ Document for an overview of the evaluation and selection procedures, including an overview of the key parameters for scoring.

Question: Would you possibly accept an issues list instead of providing a full redline markup of the Model Master Service Agreement?	Answer: For the purposes of the RFQ shortlisting, an issues list is sufficient.
Question: We identified as part of the RFQ “uncontrolled copy” of the Safety, Environmental, and QA Manuals have been requested. Our manuals are considered intellectual property and therefore we normally provide the table of contents of the manuals in RFQ responses. Would the tables of contents be sufficient? If no, can Xcel ensure these documents remain proprietary and confidential?	Answer: Please refer to section 6 of the RFQ Document for instructions related to confidential information.
Question: Given this is an initial RFQ, can you provide some additional context on how this pricing will be utilized?	Answer: The pricing will be used to understand the responder's capability and competitiveness in the market and track record.
Question: We assume pricing section should only include rates for Wisconsin, please confirm.	Answer: While we are only requesting pricing for our Wisconsin service territory at this time, additional pricing in the other states that this program will serve (NM, TX, CO and MN) would be helpful in evaluation.
Question: We assume we should be using standard markup rates in the pricing section, please confirm.	Answer: Responders are requested to break out any markups in Form 5.

