



Weatherization
Works

Delaware Weatherization Program
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September 27, 2012

Answers to Questions Submitted on the Residential Weatherization Subcontractor Request for Qualifications (RFQ) NAT12004-WAPSUB

1. It appears that the Delaware Weatherization Assistance Program Price List in Attachment 7 of the RFQ indicates the amount each chosen subcontractor will be paid for materials and labor for work performed, and per the stated unit value. Consequently, we are confirming that there is no expectation that subcontractors would submit “prices” for work to be performed (since, in some cases, the issuer of an RFQ is seeking the “lowest bid” for work). It appears in this case, the State of Delaware is seeking the qualifications, credentials and experience – and completion of the other documentation within the RFQ not related to price. Is this true?

Yes. The Delaware Weatherization Assistance Program (WAP) uses a Price List for setting costs associated with a myriad of differing weatherization measures. Prices are generally split between labor and materials and subcontractors are required to invoice the Local Weatherization Provider using the price list as a template for invoiced charges. This Price List was included in the RFQ as Appendix A, at the very end of the document.

It is also true that interested Respondents to this Request for Qualifications are not required to submit any prices for work to be performed. As stated in the RFQ, price is not the determining factor in selecting Residential Weatherization Subcontractors. Rather, Section IV. Submission Evaluation Procedures, of the RFQ outlines the information that should be submitted for review in any submission of qualifications. Prices for equipment to be used and the cost of work to be performed are not among the criteria that will be scored on received submissions of qualifications.

More information about the Price List and its use can be found in the Weatherization Assistance Program’s Policy and Procedures Manual, available on the WAP website at: http://www.dnrec.delaware.gov/energy/services/otherservices/Pages/WAP-Docs_F.aspx.

2. Will there be any meetings held for subcontractors interested in this RFQ?

At this time, the only meeting that is set for this RFQ process is currently scheduled for Monday, September 10, 2012 at 3:30 pm EDT at the WAP offices in Dover. This meeting, however, is not mandatory. It will be a very short meeting in which we announce the names and addresses of all the respondents to this RFQ. Details about this meeting can be found in the RFQ document on page 26 and also on the bottom of page 45.

3. Is there a template form that can be written over online for responses to the RFQ?

No. There is no online template form that can be used to write a submission of qualifications or that would allow you to respond to this RFQ electronically. Responses to the RFQ should include the sections outlined in Section III. Format of Submission of Qualifications, beginning on page 18 of the RFQ. Respondents should also include the required Attachments, as outlined and described in Section Z. Submission Attachments, and that are found beginning on page 47 of the RFQ document.

Details on how to submit a response to this RFQ can be found in Section III. Format of Submission of Qualifications, Subsection L. Number of Copies with Mailing of Qualifications and Subsection M. Delivery of Submissions beginning on page 19 of the RFQ.