Question and Answer Summary - Questions received in response to RFP - NAT19777 CLIMATEPLAN

Q#	Section	Par.	Page	Text of Passage in Question	Question	Response
1	Contents		1		The contents section indicates that the solicitation includes an Appendix B that includes the Scope of Work and Technical Requirements. In its current form, however, the solicitation does not include an Appendix B, and the scope of work is on pages 2 to 5. Would the State please confirm that the listing of Appendix B in the contents section is just a typo.	There is no Appendix B. The Scope of Work is fully described in the RFP on pages 2-5. The listing of Appendix B in the contents section was an error.
2	II. Scope of Services		2	The State of Delaware is committed to reducing GHG emissions by 28 percent below 2005 levels by 2025.	Is the State's inventory for 2005 considered to be final?	The 2005 GHG inventory should be considered as final for the proposal. During modeling and analysis, the data may be reviewed in coordination with DNREC staff.
3					Is this 2005 inventory publicly available on the DNREC website?	The 2016 GHG inventory report was recently uploaded to the Department website, available here: http://www.dnrec.delaware.gov/Air/Documents/ 2016-de-ghg-inventory.pdf All GHG inventory data for estimates and projections are available for 1990-2030 via the Delaware Open Data Portal, available here: https://data.delaware.gov/Energy-and- Environment/Delaware-Greenhouse-Gas-GHG- Emissions-Inventory-19/w7vd-h5a8
4					Is there any reason to expect that the 2005 baseline would be revisited or revised as part of this project?	While not likely, upon coordination with consultant and review of best available data, the 2005 GHG inventory baseline could be revisited as a part of this project.

5	II. Scope of Services	3	Vendors may submit proposals for one or both of the following scopes of work.		No. There is no scoring advantage to separate or joint proposals.
6	II. Scope of Services	3	All proposals must include a work plan with a detailed timeline and budget including milestones.	What is the estimated budget amount for Scope A and Scope B?	DNREC has not set a budget for this RFP. Bidders should use their professional judgment to provide proposed budgets for the tasks detailed in the Scope of Work.
7				Is there a budget range, or maximum budget that the State has established for the project?	DNREC has not set a budget for this RFP. Bidders should use their professional judgment to provide proposed budgets for the tasks detailed in the Scope of Work.
8				Is there a maximum budget outlined for Scope A and B of this project, or for either Scope individually?	DNREC has not set a budget for this RFP. Bidders should use their professional judgment to provide proposed budgets for the tasks detailed in the Scope of Work.
9				Could you provide any guidance regarding the expected budget range available for this work, either combined or for each of Scope A and Scope B?	DNREC has not set a budget for this RFP. Bidders should use their professional judgment to provide proposed budgets for the tasks detailed in the Scope of Work.
10				Are you able to provide the available combined budget for Scope A and B as one project?	DNREC has not set a budget for this RFP. Bidders should use their professional judgment to provide proposed budgets for the tasks detailed in the Scope of Work.
11	II. Scope of Services	Scope A, task 1	Conduct analyses to calculate business- as-usual greenhouse gas (GHG) emissions in Delaware projected for three time periods: 2025, a mid-term, and long-term target (target dates to be determined).	Who determines the mid- and long-term target dates – DAQ and DCCE staff?	DNREC staff anticipate developing mid- and long- term target dates in coordination with consultant so the targets can be informed by best practices. Staff are open to mid- and long-term goals as provided in proposals.

12				Does DE envision the process under Scope B as having input into the selection of these target dates?	It could be reasonably anticipated that the process under scope B may have input in the selection of the target dates; however, the target dates will largely be established through coordination between DNREC and consultant.
	II. Scope of Services	Scope A, task 1	Analyze and present a range of scenarios under business-as-usual conditions that depict various assumptions about future economic growth, oil prices, or other factors; work with DAQ and DCCE staff to select the most appropriate reference case. Utilize Delaware's state greenhouse gas emissions inventory as a data source.	forecast to be built on the existing GHG inventory, or is this just one data source that should be considered in inventory development?	DNREC intends for the emissions forecast to be built upon the most recent state GHG inventory (2016).
14				Should the effort update the baseline for the projections from 2016 (e.g., to 2018 or some other recent year), or should the projections be based off of Delaware's most recent GHG inventory with a 2016 base year?	DNREC believes consultants would have knowledge of best available practices for projecting emissions from a baseline year. DNREC is interested in reviewing proposals which describe their anticipated methodology. DNREC will coordinate with consultant to determine best course of action when developing projections from a base year.
15				as the baseline, will DE provide the SIT	Yes, DNREC will provide SIT spreadsheets as well as other calculations that would be relevant to develop baseline inputs.

16	i i	Scope A, 3 task 2	Conduct analyses of a limited set of policies and actions for GHG emissions reduction in a variety of economic sectors.	Does DNREC wish the contractor to model individual policies separately or combined into various policy bundles?	DNREC is open to either approach, if it is clearly described and supported in the proposal. DNREC would anticipate a contractor providing details on the individual policies with modeling done incorporating all policies so that the interaction between policies could be understood.
17				Does DNREC have an estimate for the total number of separate analyses to be modeled?	There is no specific recommendation for the total number of separate analyses. DNREC anticipates a contractor would have best knowledge to inform the direction of the number of necessary analyses.
18				1	There is no specific recommendation for the total number of policies and actions to be analyzed. DNREC is not planning on prescribing a policy development process, but would anticipate policy cases conducted in aggregrate and/or individually by sector as appropriate.
19				Could you describe the extent to which you expect the project to analyze the role of, or impacts on, regulated electric and gas utilities?	DNREC anticipates this kind of analysis would be addressed in a different planning process. However, highlighting future work that is needed would be useful.
20				Could you describe the extent to which you expect the project to analyze multistate or regional polices, programs, or actions?	DNREC is primarily expecting the project to assess actions that could be implemented within the state. However, DNREC is open to multi-state and/or regional policies, programs, or actions or assessing the expansion of such policies, programs, or actions that are in place or are already being considered.

21					Does the DE DNREC expect or desire to	If possible, yes, but not required.
					retain tools or other products of this work	
					that would allow you to modify or update	
					analyses subsequent to the conclusion of	
					this project?	
					. ,	
22					For pricing purposes, how many policies	There is no specific recommendation for the total
					and actions are expected under this task?	number of policies and actions to be analyzed.
23	II. Scope of	Scope A,	3	Work with DAQ and DCCE staff and	Could you define the composition of the	The climate planning team consists of DNREC staff.
	Services	task 2		climate planning team members to	"climate planning team" and its role in	DNREC staff will work with consultants and
				identify a set of policies and actions for	making decisions on GHG emission	stakeholders to identify and select greenhouse gas
				GHG emission reductions for analyses.	reduction policies and actions?	emission reduction policies and actions for
					·	analysis. DNREC encourages proposals that
						describe an approach to support this process.
24	II. Scope of	Scope A,	3.4	Prepare report of analysis results with	Do you have particular expectations you	There is no specified page limit. However, bidders
	Services	task 3		graphics, narrative discussion, and high-	can share regarding the length or format	should note Section IV.B.9 (page 8) regarding
		luon o		level summary for non-technical readers.	of the final report or presentation?	concise proposals.
				A report will be due by July 1, 2020.		
25	II. Scope of	Scope A,	4	Based on input from stakeholder and	Please describe how you would like	DNREC has not set a budget for this RFP. Bidders
	Services	task 4		public engagement, vendors maybe	respondents to address this potentially	should use their professional judgment to provide
				asked to conduct additional analyses for	open-ended task in our proposed budgets.	proposed budgets for the tasks detailed in the
				measures evaluated in Task 2.	l l l l l l l l l l l l l l l l l l l	Scope of Work.
						·
26					For the purposes of developing pricing	DNREC has not set a budget for this RFP. Bidders
					estimates, how many additional analyses	should use their professional judgment to provide
					would DNREC like bidders to assume?	proposed budgets for the tasks detailed in the
						Scope of Work.
27	II. Scope of	Scope A,	_	Selected measures evaluated in this	Is the State looking for new modeling	DNREC may be interested in new modeling
	Services	task 2		analysis will include existing programs	capabilities on forestry and land-use	capabilities on forestry and land-use change.
				and new strategies in key sector areas,	change?	
				including:		
				Forestry/Land Use		

28	II. Scope of Services	Scope A, task 3	The report should include the following for each strategy analyzed: b. Assessment of relative costeffectivesness (cost to implement and cost savings) d. Economic costs and benefits	Is DNREC interested in measuring the economic costs and benefits (1) in terms of prices and expenditures; (2) in terms of jobs, income, and other economy-wide variables; or (3) a combination of the two approaches?	Proposals should describe the approach that is recommended by the consultant based on their experience and knowledge of best practices and current methodologies.
29				Can the State describe in more detail the desired economic costs and benefits: total societal costs and benefits for the state (e.g. including public health co-benefits), macroeconomic impacts (e.g. jobs), and/or individual consumer costs and benefits?	Proposals should describe the approach that is recommended by the consultant based on their experience and knowledge of best practices and current methodologies.
30				Would DNREC please define the scope of economic costs and benefits that it would like the report to address (e.g., employment impacts, human health benefits from ancillary reductions in criteria pollutant emissions, etc.).	Proposals should describe the approach that is recommended by the consultant based on their experience and knowledge of best practices and current methodologies.
31	II. Scope of Services	Scope B, Task 1	4 The two rounds of events should communicate climate risk, impacts, adaptation and mitigation strategies, as well as provide opportunities for public input on adaptation and mitigation strategies and implementation.	Can the State describe any ongoing work on climate risks, impacts, and adaptation, and will this feed into analysis for Scope A – Task 2?	Information on State programs and policies related to climate risks, impacts, and adaptation can be found on the Department website: https://dnrec.alpha.delaware.gov/climate-coastalenergy/

32				Is the Vendor expected to communicate climate risks, impacts, and adaptation and mitigation strategies based on the findings from Scope A, or is this a requirement for the Vendor to communicate to the public about climate risks, impacts, and adaptation and mitigation strategies more generally (not based on Scope A or other original analysis)?	Consultant should plan to communicate to the public about climate risks, impacts and adaptation and mitigation strategies generally, incorporating Delaware specific information, as developed in Scope A, where applicable, when they are available.
33				What, if any, non-labor costs will be the responsibility of the Vendor for supporting the public meetings and stakeholder workshops (e.g., facility rental, A/V equipment, workshop supplies, refreshments, etc)?	DNREC will secure the meeting space, equipment, and incidentals needed for each meeting.
34	II. Scope of Services	Scope B, Task 1 and 2	4 Stakeholder and public engagement meetings, as described in Task 1 and 2 will be conducted in various locations in Delaware and will require consultant travel.	What is the anticipated size of each of the meetings?	Stakeholder meetings will likely be 15 to 20 participants plus DNREC staff for each meeting. The size of public meetings is unknown, but typically we plan for 100-150 people for each meeting.
35				Is pre-registration required (or desired) or will these be primarily walk-in public meetings?	Pre-registration will not be required for the public information meetings.
36				Should we assume complimentary government meeting space and AV will be provided for each meeting, or should we include costs for meeting room and AV rental in our cost proposal?	DNREC will secure the meeting space and equipment needed for each meeting.

37					What is the anticipated duration of each stakeholder meeting? (Full day, two day, half day)	Stakeholder meetings will likely be half day, but vendor should be flexible enough to accommodate full-day meetings, if needed, due to scheduling/availability.
38					Should we include costs for food and beverage at the meetings? If so, what do you anticipate needing to be provided (just coffee/snacks, lunches, continental breakfast, etc.)	Incidentals including coffee, snacks, etc. will be covered by DNREC.
39					What is the anticipated duration of each public meeting?	It is anticipated that the public meetings will be 3-4 hours each, not including set up and breakdown time.
40					Will the contractors be responsible for identifying and reserving locations for public or stakeholder meetings, and other such meeting logistical tasks, or will DNREC staff be responsible for such logistics?	DNREC will secure the meeting space, equipment, and incidentals needed for each meeting.
41	II. Scope of Services	Scope B, Task 1	4	Design and facilitate two rounds of public information events, up to three events per round. The first round will take place early into the technical analyses outlined in Scope A, for the purpose of soliciting suggestions. The second round will take place later into that same technical analyses process, for the purpose of soliciting input on proposed actions. The two rounds of events should communicate climate risk, impacts, adaptation and mitigation strategies, as well as provide opportunities for public input on adaptation and mitigation strategies and implementation.	Is it DNREC's intention that information provided by Delaware communities on climate adaptation inform the technical analyses described in Scope A? If so, would DNREC please clarify how it would like information on adaptation to inform the technical analyses in Scope A.	While community input will be incorporated into the final summary reports for each public information event round, how the input is used to inform the technical analysis is unknown at this time and will depend on the input that is provided.

	III. Required Information	A.1 A.4		Please clarify if these two items are to be provided with our proposal or if they are to be supplied at a later date, as indicated in III,A.,1. And 4.	These items do not need to be submitted with your proposal. They will be required at the time of contracting.
42	Sec.IV	В.7	period and shall be no less than as identified in the bid solicitation, Section V, Item 8, subsection g (insurance). There will be no public opening of	Are there resources within your website to	No. As stated in the RFP, contents of proposal
	Professional Services RFP Administrative Information	B.11	proposals but a public log will be kept of the names of all vendor organizations that submitted proposals. The contents of any proposal shall not be disclosed in accordance with Executive Order # 31 and Title 29, Delaware Code, Chapter 100. All documents submitted as part of the vendor's proposal will be treated as confidential during the evaluation process. As such, vendor proposals will not be available for review by anyone other than the State of Delaware/Proposal Evaluation Team or its designated agents. There shall be no disclosure of any vendor's information to a competing vendor prior to award of the contract unless such disclosure is required by law or by order of a court of competent jurisdiction.	view people submitting proposals for the above climate plan RFP?	submissions is confidential. However, after the deadline for receipt of proposals (August 26, 2019), a public log of vendors and proposal received will be available.

44	Sec.IV Professional Services RFP Administrative Information	B.9	8,9 The State of Delaware discourages overly lengthy and costly proposals. It is the desire that proposals be prepared in a straightforward and concise manner. Unnecessarily elaborate brochures or other promotional materials beyond those sufficient to present a complete and effective proposal are not desired. The State of Delaware's interest is in the quality and responsiveness of the proposal.	page count include cover and resumes?	There is no specified page limit.
	Sec.IV Professional Services RFP Administrative Information	B.10	9 Proposals must be realistic and must represent the best estimate of time, materials and other costs including the impact of inflation and any economic or other factors that are reasonably predictable.		DNREC will accept proposals with either a time and materials or fixed price budget based on a deliverables schedule.
46				If fixed price, should bidders submit a payment schedule by deliverable as part of the cost submission?	Yes, if Vendor prefers a fixed price.
47				If the contract award is fixed price by deliverable, is bidder required to include hours and hourly labor rates in the cost proposal, or should a bidder only propose a firm fixed price by task/deliverable?	Hourly rate information is useful for explaining how fixed price amounts are determined.
48				Will Delaware expect the budget to be managed by task or can we manage to the entire budget since there may be some overlap between task/subtasks?	DNREC will accept proposals with either a time and materials or fixed price budget based on a deliverables schedule.
49				Can bidders propose fully burdened rates by labor category and provide an assignment of staff per labor category to which the rate will apply?	Hourly rate information is useful for explaining how fixed price amounts are determined.

50				, and the second	DNREC has not set a budget for this RFP. Bidders should use their professional judgment to provide proposed budgets for the tasks detailed in the Scope of Work. DNREC has not set a budget for this RFP. Bidders
				that can be relayed?	should use their professional judgment to provide proposed budgets for the tasks detailed in the Scope of Work.
	Sec.IV Professional Services RFP Administrative Information	B.5	Prices quoted in the proposal shall remain fixed and binding on the bidder at least through January 31, 2020. The State of Delaware reserves the right to ask for an extension of time if needed.		DNREC has not set a budget for this RFP. Bidders should use their professional judgment to provide proposed budgets for the tasks detailed in the Scope of Work.
	Sec.IV Professional Services RFP Administrative Information	B.14		<u>'</u>	Subcontractors should be included in the proposal.
54				licensing/certification and insurance requirements as the prime?	The contract that will be executed is between DNREC and the responding vendor. However, the Contractor must provide evidence that the subcontractor, its personnel and facility are approved to the same standards as the Contractor and, the Contractor remains fully responsible and liable for all work, services and invoicing.

Sec.IV Professional Services RFP Administrative Information	C.2	The following criteria shall be used by the Evaluation Team to evaluate proposals: Experience quantifying economic, health, and other co-benefits of climate based actions.	the contractor should have experience	If health benefit modeling is proposed, vendor should have this expertise. If not, this will not be part of the evaluation.
Sec.IV Professional Services RFP Administrative Information	C.2	The following criteria shall be used by the Evaluation Team to evaluate proposals: ACA Safe Harbor Additional Fee	Is the Vendor required to offer ACA Safe Harbor health coverage as part of their proposal? If this is excluded from the Vendor's proposal, will the proposal be scored a 0 out of 5 points in the evaluation criteria, or will ACA Safe Harbor be excluded completely in the proposal score (i.e., not harming or helping the overall score)?	ACA applies for vendor employees who may have dedicated space within the State organization. Failure to address ACA Safe Harbor in the proposal may result in a 0 score for that portion of the review criteria.

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		8.c	20 The Common-law Employer Safe Harbor Does the term "employees" above refer to ACA applies for vendor employees who may have
Co	ontract Terms		Exception under the ACA requires that employees of the state of Delaware, or the dedicated space within the State organization.
ar	nd Conditions		an Additional Fee must be charged to employees of the vendor?
			those employees who obtain health
			coverage from the Vendor, but does not
			state the required amount of the fee.
			The State requires that all Vendors shall
			identify the Additional Fee to obtain
			health coverage from the Vendor and
			delineate the Additional Fee from all
			other charges and fees. The Vendor shall
			identify both the Additional Fee to be
			charged and the basis of how the fee is
			applied (i.e. per employee, per invoice,
			etc.). The State will consider the
			Additional Fee and prior to award
			reserves the right to negotiate any fees
			offered by the Vendor. Further, the
			Additional Fee shall be separately scored
			in the proposal to ensure that neither
			prices charged nor the Additional Fee
			charged will have a detrimental effect
			when selecting vendor(s) for award.

58	Section V Contract Terms and Conditions	8.d	In performance of the contract, the vendor will be required to comply with all applicable federal, state and local laws, ordinances, codes, and regulations. The cost of permits and other relevant costs required in the performance of the contract shall be borne by the successful vendor. The vendor shall be properly licensed and authorized to transact business in the State of Delaware as provided in 30 Del. C. § 2502. Prior to receiving an award, the successful vendor shall either furnish the State of Delaware with proof of State of Delaware Business Licensure or initiate the process of application where required.	Does a "State of Delaware Qualification Certificate of a Foreign Corporation" issued by the Delaware Secretary of State meet the minimum requirement to "Provide Delaware license(s) and/or certification(s) necessary to perform services as identified in the scope of work?"	No. The Delaware license is issued by the Division of Revenue and is required unless they (Division of Revenue) provide written documentation that it is not required for this contract. Information on applying for a state business license can be found on the State website: https://onestop.delaware.gov/osbrlpublic/
59				Does it mean that Delaware might be required to cover health care costs for the vendor's employees, so the vendor needs to add this cost to the contract?	ACA applies for vendor employees who may have dedicated space within the State organization.
60				Does the ACA Safe Harbor not apply at all in contracts such as this one, in which the vendor is not supplying temporary staff or contract employees to Delaware?	ACA applies for vendor employees who may have dedicated space within the State organization.
61				If a bidder is not a staffing company, nor does it contract out its employees, what would be required to satisfy 8(c.)? Or would this clause be considered not applicable?	ACA applies for vendor employees who may have dedicated space within the State organization.

	Section V Contract Terms and Conditions	8.g	The successful vendor must carry at least one of the following depending on the scope of work being delivered: i. Medical/Professional Liability \$1,000,000.00 per occurrence/ \$3,000,000 per aggregate ii. Miscellaneous Errors and Omissions \$1,000,000.00 per occurrence/\$3,000,000 per aggregate iii. Product Liability \$1,000,000 per occurrence/\$3,000,000 aggregate	Are the \$3 million Medical/Professional liability insurance limits applicable if an organization is bidding solely on Scope B? Is there a possibility of the State of Delaware accepting professional liability insurance limits of \$2 million per occurrence for the facilitation aspect?	The vendor may elect to take minor exceptions to the terms and conditions. Acceptance of exceptions is not guaranteed. As stated in Section IV.B.23 (page 13): Any exceptions to the RFP, or the State of Delaware's terms and conditions, must be recorded on Attachment 3. Acceptance of exceptions is within the sole discretion of the evaluation committee.
	Section V Contract Terms and Conditions	8.m	The State of Delaware will require a payment schedule based on defined and measurable milestones. Payments for services will not be made in advance of work performed. The State of Delaware may require holdback of contract monies until acceptable performance is demonstrated (as much as 25%).	Can the State please clarify under what circumstances will the 25% be held back? For invoicing purposes, will the 25% need to be invoiced as retainage and then recouped at a later date?	A holdback of payment would be imposed only if the invoiced work is considered incomplete or unacceptable. The holdback amount would be paid when acceptable performance is demonstrated.
64				The RFP states that payment will be based on "defined and measurable milestones." Does this imply that time-and-materials payment structures are not allowed?	DNREC will accept proposals with either a time and materials or fixed price budget based on a deliverables schedule.
65				Can you provide guidance as to how bidders should account for uncertainty regarding the number of policies and actions to be analyzed (for example) when pricing a deliverable-based bid?	DNREC has not set a budget for this RFP. Bidders should use their professional judgment to provide proposed budgets for the tasks detailed in the Scope of Work.

66				A "payment schedule based on defined and measurable milestones," suggests a fixed price award. However, the nature of the services described in the Statement of Work, the RFQ's evaluation criteria, and the inclusion of Attachment 7, Monthly Usage Report, and Attachment 8, Subcontracting Quarterly Report, suggest that the State will award a time and materials contract. Would the State please confirm that a time and materials award is contemplated?	
	Section V Contract Terms and Conditions	8.x		Would this contract be considered a Large Public Works Contract?	No. This is not a Large Public Works Contract.

68	Section V	8.s	26	No activity is to be executed in an	Our company is a US-owned and US-based	No work can be completed outside of the United
	Contract Terms and Conditions			offshore facility, either by a subcontracted firm or a foreign office or division of the vendor. The vendor must attest to the fact that no activity will take place outside of the United States in its transmittal letter. Failure to adhere to this requirement is cause for elimination from future consideration.	company. We also have an office in a Canadian city, and several employees located outside of North America. Would	States.