

7. Is the expense reimbursement set up negotiable? Is that the set of rules you've had in place for a long time? I'm not sure we can make it work under that framework, but we are still studying it.

Anything is negotiable.

The way that Delaware has done business in WAP is to maintain close oversight on reviewing monthly administrative bills and each client's invoice. As the Program Manager, I approve every client invoice for payment and I assign the funding source. The Subgrantee's responsibility is to provide each final inspected invoice to DNREC for payment. That invoice will be the labor and materials for that unit based on the Delaware Price List (posted to the Contracting website). If the Subgrantee chooses to use 3rd party auditors and/or QCIs, those fees would come through on each invoice or on the monthly billing. If the Subgrantee chooses, the individual invoices can be sent at the end of each week to DNREC instead of throughout the week.

The Subgrantee will submit a monthly administrative bill for all other expenses that include: salaries & benefits (program staff, client intake, home energy auditors, QCIs), rent, utilities, office expenses, vehicle expenses, T&TA, computer/internet fees, telephone, field equipment, etc.

8. In Maryland (for the DOE program), we allocate indirect expenses (and bill the state) on a basis that includes hard costs of client services. Your system excludes those expenses and results in a far lower level of reimbursement.

If the Subgrantee chooses to hold a separate contract with agencies to provide client or auditing/QCI services than those services are paid for through the monthly billing.

9. We could send in the RFP and take exception to that provision, but if that is a non-starter then it wouldn't be worth all of the work to prepare the RFP response.

It is not a non-starter. What DNREC would expect to see in the RFP is to show what you propose for your process to work efficiently and effectively. DNREC is willing to work with any potential Subgrantee that has good, sound processes.

Please let me know if I have answered your questions completely or if I am not understanding the concerns.

10. Do you anticipate extending the bid due date?

Due to having another Prebid Meeting on 04/28/20, the due date to accept bids has been extended.

11. What additional details are you willing to provide, if any, beyond what is stated in bid documents concerning how you will identify the winning bid?

Any other details must be requested via questions/answers as specified in the RFP.

12. Was this bid posted to the nationwide free bid notification website at www.mygovwatch.com? Other than your own website, where was this bid posted?

No, this RFP was not posted on the www.mygovwatch.com website. The RFP was sent to a network of 7,000 possible entities in the industry that would be interested and posted on the NASCSP website and newsletter.