

Question Number	Solicitation Document Name	Section	Question/Bid Deviation	OGS Response
1	Solicitation 23137 Webinar PowerPoint	Slide 2, Item 3	Will we be able to receive a copy of the webinar recording or this PowerPoint?	There is no recording of the webinar. The PowerPoint presentation has been posted to OGS' Bid Opportunity website and is available at: https://www.ogs.ny.gov/purchase/biddocument/23137BID.asp
2	Solicitation 23137	Section 1.1 Overview	If you were an awardee for the previous solicitation of this RFP, do you have to submit again to be considered a qualified vendor?	Solicitation 23137 'Photovoltaic Systems and Installation Services' is a new solicitation. All vendors that want to be considered for award must submit a bid. This includes vendors that bid on cancelled Solicitation 23085, current contractors on award 21806 'Photovoltaic Systems' and current contractors on award 23017 'Solar Power Purchase Agreements'. Please see Solicitation Section 1.1 Overview.
3	Solicitation 23137	Section 2.1 Lot 1 Photovoltaic Systems Mandatory Requirements	If we work through a distributor, can we obtain approvals through them instead of direct from the manufacturer? Or is there a partnership we can form?	No; bids will only be accepted from Manufacturers and entities authorized by the manufacturer to distribute and/or install its products. See Attachment 9 Manufacturer's Certificate which requires <u>direct</u> authorization of the Bidder by the manufacturer.
4	Solicitation 23137	Section 2.1 Lot 1 Photovoltaic Systems Mandatory Requirements Section 1.2 Scope	Our company generally sells complete Photovoltaic Systems in conjunction with installation services. Would we qualify for this Solicitation if verifiable sales include installation?	For Lot 1, the Bidder must have verifiable sales of at least \$100,000 of Photovoltaic Systems to Government Entities or commercial entities in each of the three (3) years immediately preceding the bid opening date. For the purposes of this Solicitation, Photovoltaic Systems includes packaged Photovoltaic Systems, solar modules, racking systems, inverters, charge controllers, battery packs, ancillary products and miscellaneous photovoltaic products and does not include installation. Please see revised Solicitation Section 2.1, Subsection C which clarifies this requirement.
5	Solicitation 23137	Section 1.11 Definitions Section 5.4 Procurement Instructions To Authorized Users	What is a Mini-Bid process and how does it work?	Bidders who receive a contract award resulting from this solicitation are pre-qualified to participate in a mini-bid process conducted by Authorized Users who have identified a specific project. Authorized Users are required to conduct a Mini-Bid in order to use this contract. Authorized Users will distribute a mini-bid project definition containing project specific details to contractors awarded the regions and lots specified in the project definition. Contractors may respond to a Mini-Bid project definition but are not required to. Please see Solicitation Section 5.4 Procurement Instructions To Authorized Users.
6	Solicitation 23137	Section 3 Specifications	PV systems are typically built using equipment that is unique to the application. Can you provide guidance on how to submit a packaged PV System if we have no site-specific details? The package offering generally varies from site to site.	Site specific details will be provided by the Authorized User in the Mini-Bid project definition. The bidder may provide pricing for a Packaged Photovoltaic System in Lot 1 using a unit of measure of '\$ per Watt'. This pricing must include the costs of all components used in the system, and the individual components of the system must meet or exceed the applicable minimum requirements listed in Solicitation Section 3 'Specifications'.

7	Solicitation 23137	Section 2.1 Lot 1 Photovoltaic Systems Mandatory Requirements Section 2.3 Lot 1 Photovoltaic Systems Verifiable Sales	If we install a PV System for a commercial customer, and the cost of the product and installation is bundled on an invoice, can we use the product portion of the sales to meet the verifiable sales requirement for Lot 1?	Yes, please see the following language in Section 2.3 Lot 1 Photovoltaic Systems Verifiable Sales (Solicitation page 16), which has been revised to read as follows: "Where the invoice references a bundled item that includes one or more qualifying items, Bidder must submit a detailed breakdown of the amounts attributable to each item within the bundle. Where the invoice references items other than <u>Photovoltaic Systems (for example, installation costs) PV products</u> , please identify the <u>Photovoltaic Systems PV products</u> . Please see Solicitation Section 1.3 Definitions for the definition of <u>Photovoltaic Systems</u> ."
8	Solicitation 23137	Section 6.3.1 Pricing, Lot 1 - Product	Will Bidder be able to charge Authorized Users for freight for Lot 1?	No. For Lot 1, please see Solicitation section 6.3.1 which provides, in part, as follows: "Price includes all customs, tariffs, delivery charges and is F.O.B. destination any point in New York State, for orders, as designated by the ordering agency."
9	Solicitation 23137	Section 2.2 Lot 2 Installation Services Mandatory Requirements Section 5.4.1 Mini-Bid Requirements Section 6.3.1 Price, Lot 1 - Product Section 5.3 Periodic Recruitment	Why does a Lot 2 Bidder have to bid on and be awarded for Lot 1 of that Region?	The State has made the decision for Bidder to be awarded Lot 2, the Bidder must also be awarded Lot 1 in the applicable region to ensure the Bidder can provide both Photovoltaic Systems and Installation Services.

10	Solicitation 23137	Section 3.1 Lot 1 - Product	<p>For packaged PV systems, it is difficult to provide specifications for the components without knowing the details of the project.</p> <p>Would OGS consider allowing Bidders to provide the specifications for packaged PV systems when responding to a Mini Bid rather than this Solicitation?</p>	<p>Yes; please see the following language in Section 3.1 Lot 1 - Product, Para 1 and 2 and Section 5.4.8 Conducting the Mini-Bid #6 which has been revised to read as follows:</p> <p>Section 3.1 Lot 1, Para 1 and 2 - Product now reads, "The Products offered shall meet or exceed the following minimum requirements. For Products offered under the 'Packaged Photovoltaic Systems' and 'Miscellaneous Solar Products' categories, the individual components of the system or Product shall meet or exceed the applicable minimum requirements listed below. The Bidder shall provide specification sheets with their proposal demonstrating that all products meet the specifications contained in this section <u>with the exception of packaged Photovoltaic Systems</u>. OGS reserves the right to request additional information regarding any product bid and to remove products from the price list for which the specification requirements cannot be verified."</p> <p><u>"At time of Mini-Bid the bidder will provide specification sheets for all components that make up packaged Photovoltaic Systems. Authorized Users must review the specifications for Photovoltaic Systems submitted in response to the Mini-Bid to ensure they meet the requirements in the Specifications section of the executed centralized contract."</u></p> <p>Section 5.4.8 Conducting the Mini-Bid, item #6 (applicable to State Agency Authorized Users) has been updated to read: A State Agency Authorized User will evaluate the bids and award the Mini-Bid Contract using Best Value as specified in the Project Definition. <u>Authorized Users must review the specifications for Photovoltaic Systems submitted in response to the Mini-Bid to ensure they meet the requirements in the Specifications section of the executed centralized contract.</u> Please note that the Product pricing and markup rates for the Mini-Bid shall be less than or equal to the corresponding Product pricing and markup rates awarded for the Contractor's Centralized Contract.</p> <p>Section 5.4.8 Conducting the Mini-Bid, item #6 (applicable to any other Authorized User) has been updated to read: The Authorized User will evaluate the bids and award the Mini-Bid Contract using Best Value as specified in the Project Definition. <u>Authorized Users must review the specifications for Photovoltaic Systems submitted in response to the Mini-Bid to ensure they meet the requirements in the Specifications section of the executed centralized contract.</u> Please note that the Product pricing and markup rates for the Mini-Bid shall be less than or equal to the corresponding Product pricing and markup rates awarded for the Contractor's Centralized Contract.</p> <p><u>Prospective Bidders are reminded that specifications for Photovoltaic Systems other than packaged systems must be submitted in the response to this Solicitation.</u></p>
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