



**City of Phoenix
Office of the City Engineer
Design and Construction Procurement**

**PROJECT NO.: 2600000003
ENERGY SAVINGS PERFORMANCE CONTRACTING SERVICES
RFx NUMBER: 6000001646**

ADDENDUM NO. 2

ISSUE DATE: August 20, 2024

Offerors are hereby notified that the Bidding and Contract Documents for the above project, for which proposals were to be received on Friday, August 23, 2024 at noon Phoenix time, are now due Friday, August 30, 2024 at noon Phoenix time, and amended as follows:

Q1.	We are a large, privately held firm and our financial statements are not available to the public. In lieu of submitting three years of 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?
A1.	No. The Offeror still needs to meet requirements in the Request for Proposals but can mark information as confidential and proprietary and would be subject to applicable protections.
Q2.	The following guidance was provided in Section 3.3 Project Data and References: "Only include projects that have at least one year of documented performance data, are currently in repayment, are currently under contract with your firm, and that can be used as references." Can you confirm that this request is focused more on ensuring we provide clients with an active energy savings guarantee and not focused on their financing status? The phrase "are currently in repayment" infers that they need to have financed the project. We have clients in which contractual guarantees are intact, but the client has chosen to pay for the project in its entirety with other means. Please advise.
A2.	"Currently in repayment" is to be stricken from Section 3.3 and is not required as part of the response.
Q3.	Section 4.3.2 asks for potential savings and cost estimates, project proposals, and cash flows is the City seeking our approach to these items or something more concrete based on data provided?
A3.	Offeror has discretion to include what is deemed appropriate in terms of each Offeror's approach to the areas identified.
Q4.	For Section 9. Cost and Pricing, does the City want respondents to complete the tables provided on pages 65-68 or the tables in Exhibit B. Part 10 Sample Pricing Sheet as provided on pages 83-84?
A4.	Delete Section 9.1 Project Cost Breakdown table in its entirety, delete Section 9.2 Profit Markup Table 3: Sample Price Submittal Information and Section 9.2 Profit Markup Table 4: Sample Final Score Tabulation in their entirety and replace with Section 9.2 Profit Markup Table 3: Sample Price Submittal Information and Table 4: Sample Final Score Tabulation

below. Offeror is to submit only Exhibit D – Cost and Pricing Overview Item 10. Sample Pricing Sheet.

1. See attached revised Section 9.2 Profit Markup Table 3: Sample Price Submittal Information and Section 9.2 Profit Markup Table 4: Sample Final Score Tabulation, and Exhibit D – Cost and Pricing Overview Item 10. Sample Pricing Sheet. Attached revised Exhibit D – Sample Pricing Sheet is to be submitted with RFP response.

TABLE 3: SAMPLE PRICE SUBMITTAL INFORMATION

ELEMENT	FACTOR	Company A	Company B	Company C
	TOTAL ESCO FEES + OVERHEAD + PROFIT %	32%	29%	27%
	WEIGHTED MARKUP %	$27/32 * 15 = 12.65$	$27/29 * 15 = 13.97$	$27/27 * 15 = 15$

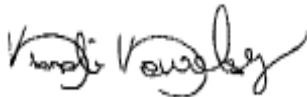
TABLE 4: SAMPLE FINAL SCORE TABULATION

ELEMENT	FACTOR	Company A	Company B	Company C
COMBINED PROPOSAL	TECHNICAL PROPOSAL	69.00	63.00	72.00
	PRICE PROPOSAL	12.65	13.97	15.00
	Total	81.65	76.97	87.00

For this example, the overall final score for Company A is 81.65; Company B is 76.97; and Company C is 87.00. Therefore, Companies C and A will be selected as “Best Qualified” firms for this contract.

Attachments:

Exhibit D – Cost and Pricing Overview Item 10. Sample Pricing Sheet, revised



CITY OF PHOENIX
DESIGN AND CONSTRUCTION PROCUREMENT

END OF ADDENDUM

EXHIBIT D – COST AND PRICING OVERVIEW

10. Sample Pricing Sheet

Sample Pricing Sheet to be filled out by ESCO:

	Project Budget	MAXIMUM MARKUPS %
a	Subcontractor Costs	N/A
b	Other Direct Purchases of Equipment, Material, Supplies (Supplier Costs to ESCO)	
c	Total of Hard Costs	N/A
d	Project Development	
e	Design/Engineering	
f	Project Management	
g	Permits	
h	Performance Bond	
i	Payment Bond	
j	Commissioning	
k	Measurement & Verification	
l	Training	
m	Contingency	
n	Warranty Service	
o	Total of ESCO Fees	=sum(d:n)
p	Overhead	
q	Profit	
r	PROJECT PRICE SUB TOTAL with Overhead & Profit	$r = c + o + p + q$

Assumptions for Cost Markup Table Above

Rows P & Q are calculated as a percent of the total of Rows C & O

1. Overhead and Profit Factor – includes total ESCO Fees + Overhead + Profit	c.	%
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EXHIBIT D – COST AND PRICING OVERVIEW

	<i>Proposed Max Cost per Square Foot</i>
Investment Grade Audit Fee	<i>\$/SQFT</i>

<i>First Year Annual Service Fees</i>	<i>Maximum Percent of Annual Savings</i>
Measurement & Verification	
On-going Training	
Operations & Maintenance	

Prepared By:

Signature

Name

Position/Title

Firm Name