



Pali Microgrid Phase I RFP Questions

1. How many installers is Resilient Palisades (RP) planning to choose?
 - RP anticipates around 3. The final number will depend on the backlogs installers are currently experiencing and the volume they can expect to handle.
2. How will you allocate customers to installers?
 - We will assign installers to specific customers in an equitable manner and according to predetermined criteria.
 - For example, customers may be divided by geographical area, or by project type dependent upon contractor capabilities.
 - Each customer will be assigned to one installer.
3. It's difficult to generalize per-watt cost due to differences in customer requirements and roof types. How do I bid on this?
 - We have seen this type of program operate successfully in many communities around the country. This model allows installers to save a great deal on soft costs, which significantly impact the overall system cost. We expect these savings to be passed along to customers.
 - We have a sample project in the RFP that we will rely on in determining the pricing component.
 - We also have a price-adders section on the pricing sheet that allows you to note where prices will be higher than quoted. If something is missing, please feel free to add.
4. Will you send the names of leads as soon as they come in or all at one time when the program subscription period ends?
 - We will send the leads as soon as they have subscribed to the program. We expect selected installers to follow up on those leads in a timely manner as outlined in the contract.
5. Will selected installers have to sign a contract with RP? Will we have the option to negotiate its terms?
 - Yes. We will send a sample contract to installers who submit a proposal.
 - RP will consider modifications to the contract terms based on installer feedback.
6. What is the installers obligation to Resilient Palisades during this project and how will that be enforced once the project begins?
 - These are defined in the proposed contract and include a SOW, customer protections (pricing), timelines, QA, and communication requirements.
 - Installers will also be required to update RP on material project status changes for each customer.
7. Page 11 mentioned a single price will be negotiated between the selected firms, what about the price difference for different classes of products? E.g. if we offer two options for customers (a standard panel option and a premium panel option), do we have a negotiated price for each class of product? or if the program is looking for just one price product to be presented to customers?

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- In Appendix C, we have a price-adders section that allows installers to note different pricing for different classes of products. If something is missing, please feel free to add.
8. Why do we need to provide Company financials for Flash and Racking materials?
 - That request was improperly included under Flashing and Racking. We would like a high-level 2020 P&L and balance sheet from the installer to indicate financial stability. But this is not related to Flashing and Racking.
 9. Is company branding allowed at all in addition to RP/Pali Microgrid brand? (e.g. logo on proposals, staff attires, vehicles etc?)
 - Yes, company branding is permitted. We only ask that you utilize Pali Microgrid branding where possible alongside company branding when servicing Pali Microgrid customers.
 10. Force majeure: solar equipment pricing is changing rapidly in the past 6 months due to increasing transportation and raw material cost and we predict more changes will happen in the next 6-12 months. There is also an ongoing anti-dumping tariff case on China made solar cells (applies on a large array of brands, not just the China made solar panels) that may affect the supply chain cost that is currently unknown to us as contractor. If there is a significant increase in materials cost, between the period when contractors are selected, price is negotiated and when project materials to be delivered, is there any possible room for price adjustment?
 - We don't believe equipment costs are likely to change materially in the six months between the launch of Phase I and when contracts are expected to be locked in. As a result, price adjustments will not allowed between selection and contract delivery.
 11. Regarding the contract itself. Do you require the back up batteries and the solar to be on one contract? We normally provide two contracts.
 - Solar and storage can be in two separate contracts.
 12. It is very hard to do a panel layout because there is no scale for the roof pictures provided. Please provide roof dimensions or the address so we can get the scale from Google. This would allow to do an accurate takeoff.
 - See below (dimensions in feet)

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