

# Water Efficiency Budget Assistance Request for Proposals

RFP Questions and Responses

Updated December 7, 2020

Note: Questions from potential RFP responders in bold font. SAWPA/MWDOC responses in normal font.

## **How many customers total do you hope to get measurements for?**

Response: SAWPA's goal is to partner with 5 to 10 retail agencies and MWDOC's goal is to partner with up to 28 retail agencies. We don't have a customer goal number per retailer. SAWPA and MWDOC will see how much the costs per dedicated landscape meter customers are when we receive RFP responses. We have asked for RFP responders to provide their costs in Appendix 3's Fee Proposal Tables.

## **Can you share what the max budget is?**

Response: SAWPA and MWDOC will not be providing a max budget at this time.

## **What is the deadline for questions to the RFP?**

Response: The deadline for questions is the RFP's deadline. I imagine most potential RFP responders will ask their questions earlier on in the process before the deadline. As the webpage states: "Check back frequently for updates." <https://sawpa.org/requests-for-proposals/request-for-proposals-water-efficiency-budget-assistance/>

## **Is there an incumbent that has provided similar services for SAWPA and/or MWDOC? If so, how do those services differ from this solicitation?**

Response: We don't have an incumbent firm that has done this project type which is specifically focused on dedicated landscape meters in the context of the recent 2018 California water conservation legislation (AB 1668 and SB 606). But we have worked with various firms to assist retail water agencies with water use efficiency-focused projects. SAWPA frequently partners with retail water agencies on drought tolerant landscaping installation, aerial imagery, budget-based water rates, geolocating customer meters, customer-interfacing dashboards that compare water use to efficiency budgets, etc.

[Questions continue on next page]

**Do you have an anticipated time frame for completion of this project?**

Response: The schedule is discussed in the “General Contract Terms” section of the RFP:

*Each of the SAWPA and MWDOC individual contract periods will be for a minimum of two years, beginning in January 2021 for SAWPA and March 2021 for MWDOC. For MWDOC, their individual agreement may be extended an additional three years for a total of five years total.*

With SAWPA executing the contract with the consultant by January 22, 2021, and MWDOC by March 17, 2021, the two year time frame would start on those dates. As stated above, MWDOC may lengthen their agreement beyond the initial two years.

**In Appendix 3 (fee proposal xls), there are a series of options on per unit pricing of DLMCs based on the number of DLMCs purchased. Would it be correct to assume that the cost per DLMC that we provide should assume that there will be at least the maximum of the DLMCs purchased in each category? For example, in the 1 to 200 category we would assume that there will be at least 200; likewise in the 1 to 5,000 there will be at least 5,000. If this is not correct, can you explain how this table should be interpreted? (Based on how this is currently written, one could interpret that if 250 DLMCs are sold, SAWPA could choose to purchase those at the 1 - 5,000 DLMC rate).**

Response: The price categories to fill out in Appendix 3 are provided if you have price differences based on the maximum potential DLMCs.

As you know from the RFP, the retail agency partners have not been onboarded, and thus the list of DLMCs for each retail agency have not been selected.

For this reason, we do not know the amount of DLMCs so we put those ranges in each price category. We don't have a specific recommendation on whether to assume the maximum amount of DLMCs in each category. If your firm does have prices that vary depending on the maximum potential of DLMCs, you would assume that the minimum amount of DLMCs will be the maximum amount shown in the category to the left.

So, for table 1a below, when filling out the second category (circled in red), you would look to the maximum quantity to the category to the left.

Table 1a - Scope (No Existing Meter Location)	
Cost Per DLMC:	1 to 200 DLMC      1 to 500 DLMC      1 to 1,000 DLMC      1 to 5,000 DLMC
Factors for Table 1a Cost Proposal	
Meter Location Point*	Consultant Creates* Remotely Working with Retailer/Customer
Meter Service Area Point	Not Created
Meter Service Area	Consultant Creates Remotely Working with Retailer/Customer
Irrigated and Irrigable Area Measurements	Consultant Creates Through Heads-Up-Digitizing Imagery
Slope Calculation for Area Measurements	Consultant Calculates Remotely

\*Assume 5 meters serve each DLMC, consultant will create 5 georeference points for each of the 5 meter locations

Your price per DLMC that you will bill under contract will reflect the amount of DLMCs included in the Project.

[Questions continue on next page]

As a hypothetical example, if the Project includes 201 DLMCs, you would be billed using the price per DLMCs in the red circled box above (assuming every DLMC in the Project met the conditions listed in the "Factors for Table 1a Cost Proposal" table in grey).

**Based on the RFP request, there are fixed costs associated with running a multi-year program (Tasks 1, 2), variable costs associated with how many agencies eventually onboard (Task 3, 5 and 6), and variable costs associated with how many DLMCs eventually participate (Task 4). The fee table only allows us to outline the variable costs associated with Task 4 and 6. It is also our understanding that you will use the fee table to determine how to price out the work with each agency. Since the RFP states that invoicing will occur monthly, we assume that as each agency onboards, we will lock in the price per DLMC at that time. Since the total DLMCs that will eventually be mapped throughout the course of the entire program will be unknown until the end of the program, we are not seeing the fee table as a rolling sum of DLMCs completed during the life of the project. For these reasons, we are hesitant to roll the fixed costs of running a two-year program into the fee table as it is currently organized. What we would like to do is clearly indicate fixed costs (price for Tasks 1, 2) separate from the variable costs (pricing across number of DLMC categories for Tasks 3,4,5,6), within the table in Appendix 3. Is this an acceptable approach?**

Response: Please reflect your costs (both variable and fixed) in the appendix three tables. Per the RFP's question 8: "Also include a narrative to explain the proposer's fee proposal. Suggested length of narrative is one to two pages."