

ABAG Publicly Owned Energy Resources (ABAG POWER)

Executive Committee

December 8, 2020

Agenda Item 6.a.

Strategic Energy Program Design Request for Qualifications

Subject: Request for authorization to enter into a strategic energy program design consulting services agreement with GPT, Inc. in an amount not to exceed \$150,000, for services through December 31, 2022

Background: On September 3, 2020, staff released a Request for Qualifications for Strategic Energy Program Design for ABAG POWER (RFQ) as part of an initiative to diversify ABAG POWER's program offerings and/or fuel supplies. The RFQ sought to identify firms exhibiting exemplary experience designing, prioritizing, and implementing energy-related programs. The preliminary scope of work included:

- Conducting interviews and stakeholder meetings to develop a comprehensive understanding of existing business relationships and processes
- Identifying, designing, and prioritizing proposed modifications to the natural gas program
- Anticipating necessary regulatory and technical requirements related to the proposed program modifications

An email advertising the opportunity was sent to 3,848 firms and individuals. Representatives from two firms attended the proposers conference held on September 16, 2020.

The procurement included an estimated budget of \$100,000 to \$150,000 per fiscal year, with implementation costs dependent upon the proposed design. The procurement closed Friday, October 2. GPT, Inc. ("GPT") was the sole proposer.

Evaluation Process: The evaluation panel met on Monday, October 19, 2020 to discuss the scoring of the proposal. Thereafter, GPT was asked to provide additional clarifying information. Scoring of proposals concluded October 29, 2020 and consisted of the following criteria and weighting:

- Experience in desirable qualifications and experience of the personnel assigned to the project (40%)
- Hourly rates and cost effectiveness (40%)

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- Communications, including clarity, structure, effectiveness and readability of the qualifications and writing samples (e.g., grammar, content organization, etc.) (20%)

The evaluation panel determined that GPT was found qualified to fulfill the operational and strategic services desired by the solicitation. Specifically, GPT demonstrated an in-depth understanding of the natural gas supply market, related environmental offerings, and has experience conducting thorough market-potential analysis. The evaluation panel identified GPT's proposed personnel rates as slightly more expensive than market equivalents but reasoned that the contract structure has a built in method for limiting the cost of services.

Financial Impact:

The adopted fiscal year 2020-21 operating budget does not include funding for services anticipated by this solicitation. To address this, staff will transfer funding from the Cost of Energy expense line item and conduct a multifaceted budget analysis at the February 2021 Executive Committee meeting to determine whether an amendment to the operating budget is necessary.

Issues:

None


Recommended Action:

The ABAG POWER Executive Committee is requested to authorize the Executive Director of the Metropolitan Transportation Commission, or her designee, on behalf of ABAG POWER, to negotiate and enter into a professional services agreement with GPT, Inc. in an amount not to exceed \$150,000 for services through December 31, 2022

Attachment:

Summary Approval – Strategic Energy Program Design Services

Reviewed:

DocuSigned by:

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Brad Paul