1. The RFP includes an Open Book pricing fee schedule on page 10 that is to be included with the RFP response. Is the fee percentage that is being requested a percentage of the unburdened Construction Material and Labor cost? Or a percentage of the total contract value between the ESCO and owner? And for clarity, should it be assumed that any and all ESCO fees/costs need to be included as a percentage (%) in the fee schedule (in other words no ESCO fees/costs shall be included in the construction materials and labor cost component)? The "Open Book" EPC industry has adopted a Fee Schedule similar to the version attached. The information contained in this version clarifies the pricing structure and eliminates the opportunity for pricing ambiguity. Yes to the second part of this question.

2. Section V on Page 16 of the RFP states that responding ESCO's should list any qualifications/certifications that the firm possesses, such as National Association of Energy Service Companies (NAESCO), prequalified ESCO by the Pennsylvania Department of General Services, the U.S. Department of Energy, or the Department of Defense. Are these qualifications/certifications a requirement? No it's not necessarily a requirement, however we will review all responses and based on requested information or lack thereof make a decision on the next round.

3. The evaluation criteria attachment on page 19 states that the respondent and respondent's personnel shall have experience implementing at least (2) guaranteed energy savings projects with the Commonwealth of Pennsylvania in the past ten (10) years. Is this a requirement or will guaranteed energy savings project done in other States be acceptable? This is not a requirement however the more experience a company has working within the Commonwealth the better positioned they will be.

4. On Page 9 of the RFQ, it states under section D. Coordination that: "Contractor will be required to work with current maintenance personnel, to coordinate construction and provide appropriate training in the operation of all retrofits." Will the City be utilizing its own crews for installation or will the scope of work include installation for this project? What level of staffing will the City provide to support the upgrade and/or maintenance program? The scope will include installation. That has not been identified yet.

5. On Page 10 of the RFQ, section B. Licenses and Permits states that the Contractor is responsible for securing all necessary licenses and permits for this project. What are the anticipated required licenses and permits for this project? Does the prime Contractor need to possess any particular license? Basic City permits. No

6. On Page 11 of the RFQ, section K. Type of Contract states: "Any fee for the Technical Energy Audit and preparation of the project proposal shall be incorporated into the project costs in the guaranteed energy savings contract and paid through the guaranteed energy savings contract funding mechanisms." However, in the event that the completion of the Technical Energy Audit results in the City concluding that the project is infeasible such that it cannot proceed to the guaranteed energy savings contract, will the City pay for any fees/costs associated with the Technical Energy Audit? Yes, however that is highly unlikely.

7. On Page 12 of the RFQ, section O. MBE/WBE Participation indicates that this project is subject to the City's Minority Participation in City Contracts Ordinance. Given that the Ordinance referenced includes a variety of categories that require a certain percentage of the contract be committed to a MBE/WBE, can the City please clarify which categories/percentages are relevant for this project? Further, can the City provide a list of certified MBE/WBE firms that can be utilized to meet any relevant requirements? This is a very open section and nothing within the MBE/WBE ordinance has been tagged specific for this project. There are also no companies that the city is exclusive with. The amount of participation within the MBE/WBE is up to the respondent.

8. On Page 13 of the RFQ, the Proposed Project Schedule lists 'Installation and Commissioning' as completed by March 2016. Given that a completion date so far in the future results in delayed energy savings, would the City consider a more aggressive schedule? Yes

9. On Page 14 of the RFQ, it states under section A. Type of Firm: "Proper registration with the Pennsylvania Department of State is a mandatory requirement." Does this statement refer to the previous sentence: "Structure of team if this is a joint venture" – inferring that the joint venture needs to be properly registered with the State? Or does it mean that all types of firms must be registered with the State prior to submitting a response? All firms must be registered with the State.

10. On Page 15, Section III states that the respondent is to add a brief comment for each item (25 words or less preferred) to demonstrate capabilities for each task in the scope of services. What if 25 words or less is too limiting to describe relevant qualifications? Will a respondent be penalized for a longer response to this section? For this round yes, be precise.

11. Does the city have a preference in the structure of respondent entities, i.e. a joint venture or team of companies? No

12. Does the city have a preference if the responding team presented in the RFQ alters between the RFQ, RFP, and award stages of this solicitation? That is not acceptable. We are looking for consistency.

13. Please describe what items are desired for the Technical Energy Audit. Does the City desire:

a. Asset Inventory? Including material description? Already complete

b. Actual energy consumption? Already complete

c. Street-level photometric data? Yes

d. GIS / GPS data points of assets? Yes

14. May the respondent include an innovative approach to bring a best-value approach and provide the City the lowest Total Cost of Ownership for the streetlight system? Yes

15. Does the City desire innovative responses that can create additional guaranteed savings for the city by combining operation and maintenance services with system upgrades? Yes

16. Will the City potentially adjust their RFP language based on RFQ responses and interviews, assuming a respondent is able to offer a better value to the City than was expected? Yes

17. In reference to Page 7, Section 3.1: Please clarify the statement that the City requests the respondent to provide the "Design of new LED street lighting…" Does this refer to designing new fixtures, retrofit kits, and/or LED boards? Or does it refer to selecting commercially available components for use within the City? Commercially available components.

18. Please clarify the requirements of the City's desired Lighting Control System: We are open to all options and do not want to limit any responses by choosing one option over another.

a. Does the city desire individual and/or group control?

b. What features/metrics does the city wish to monitor?

c. Does the city desire real-time information on established metrics?

d. Does the city require that the information gathered by the monitoring/control system directly integrate into an asset management (CMMS) system?

e. Should control and management capabilities be accessed by the same interface?

f. Should the system have the ability to automatically generate work order tickets?

19. As the City requests a verification of the exterior lighting inventory, does the City desire this information be converted/stored in an Asset Database? If so, should the asset database be accessible in real-time? Should this be through a CMMS interface? Yes

20. In reference to Page 8, Section 3.1, Guarantee/Monitoring Phase: Please clarify what is meant by "Provide guarantee of performance…" To what does "performance" refer? For example, does it refer to metered energy use and/or measured lighting levels? Metered use

21. In reference to Page 9, Attachment A-1, B: Does the city have a preferred manufacturer already? Has the city pre-approved any specific fixtures? No

22. Would the City be interested in an innovative approach to generate additional savings and reduce the overall contract length? Yes

23. If the respondent is able to provide new tools and technology that have been proven to drastically reduce maintenance costs, would the City consider savings related to such maintenance cost savings? Yes

24. In an effort to align with the City's sustainability goals, would the city be accepting of solely an electronic response, eliminating the need for printed materials? Yes

25. Respondents are encouraged to share their project and personnel experience with LED streetlight conversion projects similar to the one anticipated for the City of Pittsburgh. What is the most important criteria that makes a LED streetlight conversion project similar? (ie: number of fixtures, cost, installation experience of similar LED technology, etc.) Number of fixtures.

26. Respondents are encouraged to show their project and personnel experience with a LED streetlight conversion project. Would the City be willing to consider LED streetlight conversions more broadly and accept references for LED exterior lighting, parking lot lighting, private roadways in campus settings and pole light conversions as well? The reason for this specification is to show scope and capacity. The City project is quite big so something comparable would be ideal. However, that does not disqualify a respondent. The committee will still review all responses.

27. Respondents are encouraged to show their project and personnel experience with a Guaranteed Energy Savings contracts, with an emphasis on projects completed within the Commonwealth of Pennsylvania. Would the City be willing to consider Guaranteed Energy Savings contracts from Pennsylvania neighboring states as well, especially if the Guaranteed Energy Savings contracts in other states are very similar to Pennsylvania's? Yes that would be acceptable.

28. The RFQ states that respondents should "submit a single digital copy of the response in PDF format" and deliver qualifications to the City-County Building address. Are there any allowable alternative methods to send the file, for example through e-mail or uploaded to FTP site? Yes, e-mail is acceptable.

29. Once the city selects a Respondent to work with, will unsuccessful respondents have the opportunity to receive feedback on their submission and, if so, in what capacity? (ie: Respondent's score sheet, exit interview, overall scoring with companies anonymous company names, etc.) Each respondent will be notified.

30. Is the City of Pittsburgh currently served on Duquesne Light's Rate SE- Street Lighting Energy? Yes, however unlike other municipalities we own all of our fixtures.