

# Very Simple Request for Proposals

Please submit responses to:

[info@eabosoco.com](mailto:info@eabosoco.com)

Please submit responses by no later than 5:00 p.m. on Monday May 8, 2017.  
(extended date)

Questions should be directed to: [info@eabosoco.com](mailto:info@eabosoco.com)

*Never doubt that a small group of thoughtful committed citizens can change the world; indeed, it's the only thing that ever has.*

*Margret Mead*

We are community members of East Boulder County who are passionate about solar! We want solar installed on our roofs and we want to encourage our neighbors to do the same. So, we formed a little committee and have already seen outstanding interest.

Our goal is to hire a solar installer. We will then work with the installer to promote and encourage others to join us through neighborhood meetings, knocking on our neighbor's doors, and social media. Marketing by companies is hard in this time of media overload and consumer skepticism of alternative facts. So, let us serve as trusted ambassadors! We have done our homework and are ready to go and talk to neighbors, friends, and family about how solar is a great way to save money and reduce carbon emissions. In exchange for our marketing and outreach, we are hoping to achieve economies of scale for the installer and a savings for consumers.

Who knows, but maybe this will become a new business model for your company! Let the communities lead!

We are not experts in solar. However, we have sought out and received tremendous support from Boulder County and the EnergySmart program. They have agreed to continue to support us through this process—both on technical matters and in marketing.

Attached please find our Request for Proposals. Responses are due on May 4. Please keep responses to fewer than five pages.

If you have questions, please email: [info@eabosoco.com](mailto:info@eabosoco.com)

Come join our community!

Kristi Parker Celico

On behalf of the East Boulder Solar Coalition (East BOSOCO)

# Request for Proposal

## East Boulder Solar Coalition (East BoSoCo)

### Schedule

RFP release date: April 20, 2017

RFP response due date: May 4, 2017 at 4:00 p.m.

RFP Award date: May 12, 2017

East BOSOCO markets to neighbors: June through September 2017

Neighbors must sign contracts by September 30, 2017 to participate in Coalition.

### Requirements

Your company team will provide:

- Free solar site assessments (with site visits or desktop analysis, as appropriate).
- Complete rooftop installation services, including turnkey operation and securing all local permits;
- Individual contracts between homeowners and your company—not through East BOSOCO); and
- Branding materials that we can use to promote your company in our neighborhoods.

Ideally, we would also like a company that can provide different ownership and financing models. We recognize that some smaller local companies may not be able to provide this service and we still encourage application.

The East BOSOCO will provide:

- Education, marketing and community outreach support to develop a local campaign.
- Coordination with EnergySmart to ensure that consumers are signed up with this program to receive rebates from Boulder County.

Questions
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1. Company name:  
Contact person:  
Phone number:  
Email address:
2. Group Pricing Discount. Please complete the following chart. Prices should include expenses for permitting. We recognize that final installation costs may include additional expenses for steep or complicated roofs.

	Tier 1	Tier 2	Tier 3	Tier 4	Tier 5
	Base Price (one house)	25kW- 50kW (~4 homes)	50kW- 150kW (~8 homes)	150kW- 250kW (~24 homes)	>250kW ~40 homes
Purchase (\$/W) (or discount/ rebate)					
PPA (Power Purchase Agreement)/Lease (\$/kWh) (or discount/ rebate)					
Timetable: Indicate the number of months you could complete installation for the estimated number of houses.					

\*Please adapt your available pricing and discount or quantity rebate structure as appropriate relative to the chart above

3. Please clarify whether your group pricing above includes incentives and rebates from local, state, and federal government programs.
4. What technology (panels, invertors, etc.) does your company use? If a house required different panels, could your company provide alternatives?
5. How will your company price special needs such as steep or challenging roofs?
6. Have you ever participated in a community-led effort like this?
7. Please note your warranty policy.
8. Are you a certified B Corp?
9. Are you part of COSEIA
10. Do you have a NABCEP certified staff member?

Legal
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The Installer shall bear all costs associated with the preparation of its proposal, any related investigative or due diligence activities and any resulting discussions or negotiations.

Installer agrees to indemnify East BoSoCo members both personally and as a group and hold each of them harmless, from any and all claims or liabilities related to or arising in any manner from the actions or omissions of Installer.

Limitation of Liability. East BoSoCo will not be liable to the Installer for any special, indirect, incidental, consequential, punitive, or exemplary damages of any kind whatsoever, whether based on contract, warranty, tort (including negligence or statutory liability), or otherwise, in connection with the performance of this RFP or the proposed work.

East BoSoCo may opt to select two companies to provide solar installation services if one company cannot meet all of our needs.

East BoSoCo members shall not get a special discount on solar panels or a financial payment of any sort beyond that of other community members for the length of time of the contract entered into in connection with this RFP.