



## **SOLICITATION FOR NON-ROAD TRANSPORTATION ELECTRIFICATION AND INFRASTRUCTURE APPLICATIONS PROJECT ELECTRIC TRUCK REFRIGERATION UNIT PROGRAM**

**February 16, 2016**

### **SOLICITATION**

The Tennessee Valley Authority (“TVA”) hereby invites proposals in response to this solicitation. After evaluation of the proposals, TVA anticipates executing a contract with the successful Offeror(s) for the performance of the scope of work described in this solicitation.

### **BACKGROUND**

TVA was established by Congress in 1933 to manage river navigation, flood control, agricultural and industrial development, and to promote the use of electric power in the Tennessee Valley region. TVA’s service territory includes most of Tennessee and parts of Alabama, Georgia, Kentucky, Mississippi, North Carolina and Virginia. This area covers 80,000 square miles and has a population of more than 9 million. TVA is a non-profit, federally owned entity that serves the public by making life better for the people of the Tennessee Valley region, and it achieves that mission currently through three main areas of work - energy, the environment, and economic development.

In April 2011, the Tennessee Valley Authority (TVA) board approved clean air agreements with the Environmental Protection Agency, four states, and three environmental groups that support TVA’s vision for low-cost and cleaner energy. As part of the agreements, TVA identified additional environmental projects that support cleaner air across the region. TVA chose projects to align with its vision for a cleaner energy future.

One of those projects is the Non-Road Transportation Electrification and Infrastructure Applications Project with an objective to foster the adoption of electrified, non-road transportation assets by promoting the electric fuel options over traditional fossil fuel options.

### **OVERVIEW**

This solicitation is open to any company that can provide turnkey installation of (1) Electric Truck Refrigeration Unit (eTRU) equipment (or “hybrid” diesel/electric units) (Hybrid) and/or eTRU charging equipment (Dock Power Station) to businesses that receive electric service directly from TVA or through a Local Power Company served by the TVA. Program funds are available through this solicitation and can be used for either or both of the following technologies:

- ***eTRU or Hybrid Conversions*** – promoting the turnkey installation of eTRUs or hybrid units on refrigerated trucks currently equipped with diesel-powered truck refrigeration units (dTRU).

- **Dock Power Station Installations** – promoting the installation of equipment that facilitates the powering of eTRUs or hybrids while they are parked at loading docks located within the TVA service territory.

TVA is seeking proposals to allow the selection of viable projects that meet the goals of the eTRU Program. The goal of this program is to reduce carbon emissions by reducing diesel fuel consumption while parked at docks, through the installation of eTRUs or hybrids and dock power station equipment. TVA has developed a calculator that will derive the annual emissions reductions for each of the applicable technologies using Offeror supplied data (see Tables 4.1 and 4.2 below) as input.

Because of the complexity of TVA’s needs and the various locations of TVA’s facilities, TVA reserves the right to make multiple awards based on regions, commodities, or any other logical separation that results in the best value to TVA. The determination to make no award, one award, or more than one award will be based on TVA’s needs. If more than one contract is awarded, TVA expects to award contract(s) in which Offerors will furnish services only to locations assigned unless requested by TVA.

**CONTRACT VALUE**

TVA may award up to \$500,000 under any resultant contract(s), however no amount of work is guaranteed. If contract(s) are awarded, all, or only a portion of this amount, may be awarded.

**SOLICITATION SCHEDULE (Subject to Change)**

MILESTONE	DATE
Q&A Webinar Session for Potential Offerors	February 8, 2016
Solicitation Release Date	February 16, 2016
Intent to Bid/Not Responding Due	February 23, 2016
Questions Due	March 1, 2016
Responses to Questions	March 11, 2016
Proposals Due	March 21, 2016
Evaluation Period ( <i>estimated</i> )	March 21-April 15, 2016
Award Contract ( <i>estimated</i> )	May 2, 2016
Project Implementation Begins	May 30, 2016
Project Completion and Issue Incentive Payment(s) upon completion of project(s)	August 31, 2016

Please send all clarifying questions in writing to the Contracting Officer, **Brad Wagner**, at [brwagner0@tva.gov](mailto:brwagner0@tva.gov) no later than **5:00PM ET on March 1, 2016**.

If your company intends to submit a response or is not responding to this solicitation, TVA requests that you inform TVA of your intent to bid by **5:00PM ET on February 23, 2016** by using the intent to bid form attached to this solicitation as Enclosure III.

**Proposals are due by 5:00PM ET on March 21, 2016 via email to brwagner0@tva.gov.** The email subject line should be marked as follows: **PROPOSAL IN RESPONSE TO TVA NON-ROAD ELECTRIC TRUCK REFRIGERATION UNIT PROJECT.**

Offerors are responsible for submitting proposals, as well as any modifications or withdrawals, by the Proposal Due date and time set forth above. Any proposal, modification, or withdrawal received by the Contracting Officer after the Proposal Due date and time set forth above is "late" and will not be considered. If a proposal, modification, or withdrawal is transmitted electronically and it was received at the initial point of entry into the TVA infrastructure not later than the Proposal Due date and time set forth above it will be considered. Proposals may be withdrawn by written notice provided the written notice is received before the Proposal Due date and time.

The proposal must be signed by an official authorized to bind the Offeror. The individual who is authorized to conduct negotiations on behalf of the Offeror must be identified in the proposal.

**Brad Wagner is the only TVA representative** authorized to provide an explanation or interpretation of this solicitation. Upon receipt of this solicitation, you are to immediately cease contact with all other technical organizations either on site or in a corporate office with regard to this solicitation. Any violation of this direction will be basis for disqualification. Thank you for your interest in working with TVA.

## 1. AWARD AND NEGOTIATION

### 1.1 Award

- a. Any award resulting from this solicitation will be made to the Offeror(s) whose proposal is determined to be most advantageous to TVA.
- b. TVA may make an award based on initial offers, and without discussion, or after limited discussions or negotiations. It is therefore emphasized that all proposals should be submitted with the most favorable terms to TVA that the Offeror can provide. TVA reserves the right to make multiple or no awards and to award all or a portion of the work scope set forth in this solicitation.

### 1.2 Informalities

- a. TVA reserves the right to waive informalities and minor irregularities in proposals received.

### 1.3 Separate Negotiations

- a. TVA reserves the right to negotiate separately with any Offeror.

### 1.4 Reject Proposals and Cancel Solicitation

- a. TVA reserves the right to reject any or all proposals received as a result of this solicitation and to cancel this solicitation at any time.

## 2. EVALUATION CRITERIA

### 2.1 Evaluation Factors - Generally

- a. In comparing proposals and making awards, TVA may consider various factors in addition to cost, such as relative quality and adaptability of supplies or services, financial responsibility, safety history, skill, location, experience, past performance, record of integrity in dealing, technical capability, and time of delivery.

### 2.2 Evaluation Factors

- a. Evaluation criteria to be considered by TVA in determining which proposal is most advantageous to TVA will include total cost of ownership to TVA. Evaluation criteria considered may also include:
  1. Ability of Offeror to Perform the Work described in Attachment A
  2. Estimated Number of:
    - a. eTRU conversions; and/or
    - b. Power station equipment installations
  3. Emissions Reduction Potential - Calculated by TVA using Offeror-supplied data in Tables 4.1 and 4.2 (see below and attached).
  4. Utilization Rates – hours per day diesel engine will not be idling.
  5. Percentage of Service Time Truck(s) will Spend in TVA Service Territory

6. Percentage of Awarded Funds to Total Project Costs
7. Project Timing
8. Location- TVA is seeking performance of work in environmentally challenged areas. For projects involving dock power stations, consideration may be given to locations (i.e. – loading docks attached to facilities in TVA service territory) within non-attainment areas, but shall not be the determining factor in awarded funds.
9. Completeness of Proposal
10. Acceptance of TVA's Terms and Conditions
11. Financial Capability

### **3. EVALUATION OF PROPOSALS**

#### **3.1 Acceptable Proposals**

- a. Proposals must contain the information requested and shall be in sufficient form and detail to enable a comprehensive understanding and analysis. Prior to evaluation, the Contracting Officer may review proposals to determine compliance with preparation instructions, terms and conditions, and other administrative conditions. Failure to comply with the requirements of this solicitation may cause a proposal to be rejected without further consideration.
- b. In addition to any other evaluation criteria, Offerors may be evaluated on their financial condition and strength to support TVA's requirements. This evaluation may be done on a pass/fail basis. Proposals submitted by Offerors who, in TVA's sole judgment, do not have the financial capabilities to support TVA's requirements will not be considered for award.

#### **3.2 Evaluation Process**

- a. TVA will evaluate the proposals using numeric scoring and a total score which will be computed for each proposal. Using these scores, TVA will establish a competitive range.
- b. TVA may, at its discretion, request clarifications or conduct discussions with any or all Offerors, or only those Offerors in the competitive range.

## **4. CODE OF CONDUCT AND PROTOCOL**

### **4.1 Supplier Code of Conduct**

- a. TVA is entrusted with use of public resources to perform a mission of public service, and must conduct all of its activities with a high level of integrity to maintain public confidence. TVA's Suppliers/Offerors must share this TVA commitment to integrity. TVA's Supplier Code of Conduct applies to all individuals and organizations that supply services or materials to TVA, including managed task Offerors, consultants, staff augmentation Offerors, and vendors and their employees, agents, and sub-Offerors. Suppliers/Offerors are expected to educate all of their representatives involved in business with TVA to ensure they understand and comply with TVA's Supplier Code of Conduct, a copy of which is available on TVA's Supply Chain Internet Site at <http://supplier.tva.gov>.

### **4.2 Inquiries, Information, or Questions**

- a. Inquiries or questions concerning this solicitation are to be submitted in writing and only to the Contracting Officer. Any information furnished to an Offeror concerning this solicitation will be furnished promptly to all other Offerors as an amendment to the solicitation if that information is necessary or if the lack of the information would be materially prejudicial to any other Offeror. Any oral explanations or instructions given by TVA will not be binding.
- b. Upon receipt of this solicitation, Offerors are not to contact any other TVA personnel other than the Contracting Officer designated in this solicitation for information, questions, explanation, or detail.

### **4.3 Cost of Proposal Preparation**

- a. TVA assumes no liability to pay any Offeror direct or indirect costs incurred in the development, submission, evaluation or negotiation of its proposal.

## **5. SUBMITTAL REQUIREMENTS AND INSTRUCTIONS**

### **5.1 Format and Style of Proposal**

- a. The proposal should not be unnecessarily voluminous and elaborate. The Offeror's ability to communicate clearly and succinctly and to organize its submittal using the provided Proposal Response Form (Enclosure II) will be a positive factor in evaluation. The proposal should clearly explain any assumptions and/or exceptions to the Scope of Work.
- b. The Proposal Response Form shall be in a form and format compatible with Microsoft Office product(s).
- c. Scanned copies of all Enclosures that require signatures are acceptable.

## 6. ALTERNATE PROPOSAL

### 6.1 Submitting an Alternate Proposal

- a. An Offeror may also submit an alternate proposal in response to this solicitation. Unless expressly authorized by the Contracting Officer, alternate proposals must be in addition to the requested proposal. Failure to submit a proposal pursuant to the requirements of this solicitation may result in disqualification of the proposal from consideration of an award hereunder.
- b. TVA is under no obligation to consider or accept such alternate proposal and may do so at its sole discretion. The alternate proposal must clearly be marked as such.
- c. The alternate proposal may address such alternate technical and commercial terms where an Offeror believes there is benefit to TVA.

## **ATTACHMENT A - SCOPE OF WORK**

### **GENERAL**

The Non-Road Transportation Electrification and Infrastructure Applications Project's ("Non-Road Project") objective is to foster the adoption of electrified, non-road transportation assets by promoting electric fuel over traditional fossil fuel options. The goal of the project is to reduce emissions, enhance environmental benefits, and improve commercial and industrial customer operations through the installation of Electric Truck Refrigeration Unit (eTRU) or Hybrid equipment and Dock Power Stations.

This solicitation is open to any company that can provide either or both of the following technologies:

- eTRU or Hybrid Conversions - turnkey installation of eTRU or Hybrid equipment on refrigerated trucks currently equipped with diesel-powered refrigeration units (dTRU). To be eligible for program funding, the converted truck must be:
  - Owned by an individual or business with a facility that either receives electric service directly from TVA or through a Local Power Company served by TVA; and
  - Registered in a state within the TVA service territory.
- Dock Power Stations – turnkey installation of power stations which facilitate the powering of an eTRU while a refrigerated truck is parked at a loading dock stall. To be eligible for program funding, the facility must either receive its electric service directly from TVA, through a Local Power Company served by TVA, or be a TVA Local Power Company.

### **TERMS AND CONDITIONS**

Upon completion of proposal review, TVA may provide a contract to potential awardee(s). The contract will set forth the terms and conditions that will govern this project. Below are certain terms and conditions that TVA anticipates will be part of any resultant contract. Please review these terms and conditions prior to submitting a proposal and note any exceptions to these terms and conditions. If no exceptions are taken, by submitting a proposal, you are assenting to these terms and conditions. Any exceptions taken to these terms and conditions may have a negative impact on the evaluation of your proposal.

1. The awarded funds shall only be used in connection with the installation of electric truck refrigeration units (eTRUs) or Hybrids and/or dock power stations which lead to a demonstrable reduction in emissions from internal combustion engines within the TVA service territory. Equipment must be installed and fully operational by August 31, 2016.
2. The owner of the truck or dock where any eTRU Program-funded installations are made ("Owner") must be a TVA direct serve customer, a Local Power Company (LPC) served customer, or a TVA Local Power Company.
3. If, at any time within 5 years of the Operation Date, any of the following occurs, the funds provided by TVA shall be promptly returned to TVA:
  - a. For eTRU / Hybrid Conversions –
    - i. Converted truck is no longer registered in a state within TVA service territory;
    - ii. Truck owner no longer maintains a facility within TVA service territory.

- b. For Dock Power Stations –
  - i. End-user discontinues operation of its TVA-based facility or facilities written in the accepted proposal;
  - ii. The equipment moves out of TVA territory or its use is discontinued.
- 4. Within 60 days of the equipment Operation Date and before payments will be made, Offeror must submit dated sales receipts, invoices, and/or other relevant documentation which demonstrates the purchase and installation of equipment being incentivized through this project. Documents must clearly indicate the installation location, count, exact make and model of equipment being installed, and the Company's project material costs.
- 5. This program's requirements and/or features may be modified or terminated by TVA at any time and without prior notice.
- 6. Offeror will participate in any performance or satisfaction surveys requested by TVA. Offeror grants permission to TVA, Local Power Company (LPC), or TVA's Program Administrator to utilize program related information and data in promotional materials related to eTRU. The parties understand that TVA plans to use program information, data, and promotional materials (a) to publicize benefits to other consumers of TVA power by increasing their awareness of emissions reduction programs and (b) to increase customer retention in the TVA region.
- 7. Offeror and all parties used by Offeror to procure and install equipment shall cooperate with TVA and its authorized representative in performing evaluation, measurement, and verification ("EM&V") of the project. Information accessed for EM&V may include, but is not limited to, onsite verification of installation and operation, program compliance, truck operation and maintenance logs, equipment hours of use, and project records. Offeror and the end use customer shall ensure that TVA or its authorized agents have access to the Company's facility at reasonable times, for a period of five (5) years from the date of the Company's receipt of payment under this agreement for the purpose of performing EM&V.
- 8. Offeror agrees that TVA, Local Power Company (LPC), Program Administrator, and their officers, agents and employees make no representations or warranty whatsoever as to the economic or technical feasibility, capability, safety, or reliability of the eTRU equipment, or their compatibility with the Company's project site.
- 9. All eTRU equipment and associated infrastructure installations must adhere to all applicable state and local building codes and/or applicable state or federal vehicle laws. Neither TVA, Local Power Company, nor Program Administrator are responsible for ensuring that all applicable state and local building codes and/or federal or state vehicle laws have been adhered to.
- 10. Offeror assumes all responsibilities for any tax consequences resulting from any funding payment paid to Offeror. Offeror agrees to provide a valid tax identification number to be eligible for funding.
- 11. TVA, LPC, and Program Administrator shall not be liable to Offeror or end-use customer, whether in contract, in tort (including negligence and strict liability), under any warranty, or otherwise, for any special, indirect, incidental, or consequential loss or damage in any way connected with the project. In no event shall TVA or LPC be liable to Offeror, regardless of the theory of liability and whether arising under contract, warranty, tort, or otherwise, in an amount greater than the award under this RFP.
- 12. Offeror shall release, indemnify, defend, and hold TVA and LPCs, and their Offerors, agents, and employees harmless from any claims, demands, liability, suits, actions, losses, costs (including reasonable attorney's fees), and claims of every kind and description for injuries or damages to any person or property, or in any way related to the Offeror, except with respect to the sole negligence of TVA or an LPC. Offeror shall also indemnify TVA and LPCs from any third party

claims for damage to property or injury to persons (including death) to the extent that such damage or injury is in any way associated with Offeror's or end-use customer's participation in the eTRU Program, except with respect to the sole negligence of TVA or an LPC.

13. Offeror agrees that TVA and its officers, agents and employees do not warrant the quality, quantity, or workmanship of the work done implementing the Project or equipment purchased or leased. Further, TVA hereby disclaim all implied warranties, including the implied warranty of merchantability and the implied warranty of fitness for a particular purpose. Further, Offeror agrees that TVA shall have no obligation or liability for or as a result of (a) any information furnished by TVA under this project, and (b) any verifications conducted by TVA under this project. Offeror agrees that if it elects to rely upon such information or verifications, it does so at its sole risk.
14. Offeror, end use customer, and TVA acknowledge and agree that TVA may be required by law or regulation to meet specific, or a combination of, renewable energy, energy savings, emission reduction or demand reduction goals or requirements. Offeror and TVA further acknowledge and agree that as part of the consideration for this agreement and at no additional cost to TVA, TVA shall have the sole right to use or apply a percentage (Investment Percentage) of all qualifying emissions reductions or other attributes (or credits) resulting from the Project, including the right to a comparable portion of any credits which might be issued or awarded to the Company under the aforementioned law or regulation on account of such emissions reductions that arise or accrue each year as a result of the Project against the aforementioned types of goals or requirements. The Investment Percentage shall be equal to the ratio of incentive amounts provided by TVA to the total capital investment of the Project. The Company shall be obligated to take all reasonable steps necessary to assure such use or application by TVA, including providing any necessary documentation or transferring the aforementioned amounts of credits (if they are issued or awarded to Applicant under the aforementioned law or regulation) that may be required in that regard; provided, however, it is expressly recognized that such reasonable steps shall not require the Company to incur significant expenses to quantify, measure, certify or otherwise prove the amounts of the credit to be transferred to TVA unless agreement is reached between the parties to cover such costs. This obligation will terminate at the end of the useful life of the Project or 20 years, whichever occurs first.
15. TVA entered into a Federal Facilities Compliance Agreement (FFCA), Docket No. CAA-04-2010-1760 with the Environmental Protection Agency (EPA) to address issues arising under the Clean Air Act. The FFCA requires TVA to implement certain environmental mitigation projects. The Environmental Enhancement and Mitigation (EEM) project initiative outlined in this Contract constitutes an environmental mitigation project identified in the FFCA. You may obtain a copy of the FFCA from the EPA website, (<http://www.epa.gov/compliance/resources/agreements/caa/tva-ffca.pdf>) or obtain such copy from the TVA authorized representative. Offeror will provide a copy of the FFCA to each sub-Officer utilized to perform the Work. Environmental mitigation projects and requirements relating to such projects are covered under Section V.F. and Appendix C of the FFCA.
16. Offeror shall provide TVA timely access to documents generated in the implementation of the mitigation project identified under any resultant Contract, including documents to substantiate the money expended on the project. Any such information must be available to TVA in a timely manner such that its obligations under the FFCA to provide documentation to EPA can be met.
17. TVA shall not make any payment under any resultant Contract until Offeror provides the information required under Paragraph 132 of the FFCA. Said information shall identify, in writing, Offeror's legal authority for (i) accepting TVA's funding for the project and (ii) conducting the project for which funding is provided.

18. Offeror shall preserve all records and documents that relate to implementation of the mitigation project under this Contract (including records and documents in electronic form) in its possession and/or control until six years after the completion of the project.
19. Offeror's failure to comply with the terms and conditions of resultant Contract may result in fees or fines being assessed by the EPA. Offeror will reimburse or pay any such fees or fines, but only to the extent caused by Offeror's failure to comply with the terms and conditions of this Contract.

**ENCLOSURE I – PROPOSAL STATEMENT FORM**

Offeror hereby provides written acknowledgment of the following:

- 1) To the best of Offeror's belief, all cost and pricing data and any attachments or addendums submitted under this proposal are accurate, complete, and current as of this date.
  
- 2) Offeror agrees to fully cooperate with TVA during the course of the pre-award survey and audit, if required, of Offeror's proposal and to provide records or documentation to TVA's satisfaction that fully substantiates all elements of Offeror's proposal. Offeror further agrees and understands that TVA at its sole option may, for any reason, elect to award all or any portion of the RFP work to other offeror(s) or to not award the work at all, and that TVA assumes no liability to pay any Offeror direct or indirect costs incurred in the development and submission of its proposal.
  
- 3) Proposal submitted under this solicitation addresses the following exceptions to the draft contract terms and conditions:

**NO EXCEPTIONS** \_\_\_\_\_

**SEE ATTACHED EXCEPTIONS** \_\_\_\_\_

(If Offeror has exceptions please note clause number and explanation)

(Note: Offeror understands that TVA reserves the sole right to determine if Offer's exceptions constitute an unacceptable proposal.)

\_\_\_\_\_  
Company (Offeror)

\_\_\_\_\_  
Signature of Authorized Representative

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date

Remit by email to: [brwagner0@tva.gov](mailto:brwagner0@tva.gov) .

**ENCLOSURE II – PROPOSAL RESPONSE FORM**

Complete this proposal response form and return along with your proposal package.

<b>1. Respondent Contact Information</b>			
Company Name:		Contact Person:	
Address 1:		Day Phone:	
Address 2:		Cell Phone:	
City:	State:	Zip Code:	Email:

<b>2. Project Participant Information</b>
Site Name:
Site Location:
Vendors Utilized:
Additional Information:

<b>3. Local Power Company (LPC) Information</b>
Local Power Company:
Account Number:
Rate Classification:

#### 4. Project Scope

Describe your project to the best of your ability. At a minimum, respond to the following bullets:

***For eTRU Conversions – please summarize your proposed eTRU conversion project using attached Excel spreadsheet:***

- **eTRU Specifications** – TVA encourages offerors to promote more than one size of eTRU or hybrid unit through the Program. Keeping in mind however that emission reduction is the ultimate purpose of the Program and that the diesel engines used to power various sized eTRUs or hybrids also vary in emissions they generate, TVA will need to know the following information for **each** eTRU or Hybrid proposed:
  - Make and Model
  - Retail Price
  - Proposed Unit Rebate (or Discount)
  - Size of Diesel engine powering the eTRU or Hybrid
  - Emissions (Tons CO<sub>2</sub>/Hr of Operation) for **both**
    - \* The proposed eTRU or Hybrid; and
    - \* A similarly sized diesel engine powering a comparable dTRU.

**NOTE:** for each set of emission numbers provided, the Offeror will cite the source data, assumptions and calculation methodology used.

**NOTE:** TVA realizes that the above information can vary widely in actual practice and that estimating this data may be difficult. TVA asks only for Offerors to provide good-faith estimates. On the other hand, TVA is generally familiar with reasonable values for each of these data points. We strongly urge Offerors not to deliberately exaggerate data values in order to inflate the perceived value of their bid. TVA reserves the right to amend any and all Offeror-supplied project data without notice and to evaluate Offerors' bid based on those amendments.

- **Operational Plan** – explain in detail your comprehensive operational plan for this project including:
  - Wholesale Procurement - how is your proposed eTRU equipment procured from equipment manufacturer or distributor;
  - Project Evaluation and Recommendation – describe how your typical customer is identified and how their eTRU needs are evaluated (i.e. – appropriately sized eTRU model to replace their existing dTRU).
  - Sales Process – describe how a recommended conversion project is presented to a customer and the process involved in finalizing a sale.
  - Installation Process – describe how the eTRU unit will be installed. Explain if your company handles installation directly or if that task is assigned to a sub-contractor (if the latter please identify the company or companies that will be performing eTRU conversion

installations through this program).

- Warranties – please explain any warranties associated with the eTRU equipment and the conversion installation. Explain who is responsible for delivering the terms of these warranties – you or another organization involved with the project (i.e. – manufacturer, distributor, installation contractor, etc).
- **Marketing Plan** – explain in detail how you intend to market the proposed equipment in order to achieve your projected results. Include a description of your targeted customer base. You may also include annual sales figures for each eTRU unit proposed (nationwide data is acceptable but specific data pertaining to the TVA service territory is preferable).

***TVA is particularly interested in what Offeror will do to maximize:***

- Program-related sales to customers who spend a high a percentage of their operating hours within the TVA service territory; and
- Percentage of non-driving time customers will be plugged into an electrical outlet to power their new eTRU or Hybrid.

***For Dock Power Stations – please summarize your proposed Dock Power Station Installation project using Table 4.2 (see attached Excel spreadsheet):***

- **Project Specifications**
  - Bill of Materials for proposed solution (attach applicable specification sheets)<sup>1</sup>
  - Total Installation Cost Per Station
  - Rebate / Discount Amount Per Station
  - Total Cost to Customer Per Station
  - Total Number of docks where Power Stations will be Installed
  - Average Number of Stalls Electrified Per Station
  - Total Stalls Providing Electrification Service
  - Average annual hours of usage per stall
  - Total project electrification hours
- **Operational Plan** – explain in detail your comprehensive operational plan including:
  - Wholesale Procurement - how your proposed eTRU equipment is procured from equipment manufacturer or distributor;
  - Project Evaluation and Recommendation – describe how your typical customer is identified and how their power station needs evaluated (i.e. – number of stalls per power station,

---

<sup>1</sup> TVA recognizes that the configurations and equipment specifications of various Power Stations installed at individual warehouses can vary widely. We ask Offerors, in providing a Bill of Material for a Warehouse Power Station, to include the assumptions used about the Warehouse for which the Power Station is being installed.

transformer addition / expansion, etc.).

- Sales Process – describe how a recommended dock power station project is presented to a customer and the process involved in finalizing a sale.
  - Installation Process – describe how the dock power station will be installed. Explain if your company handles installation directly or if that task is assigned to a sub-contractor (if the latter please identify the company or companies that will be performing power station installations through this program).
  - Warranties – please explain any warranties associated with the power station equipment and the installation. Explain who is responsible for delivering the terms of these warranties – you or another organization involved with the project (i.e. – manufacturer, distributor, installation contractor, etc).
- **Marketing Plan** – explain in detail how you intend to market the proposed equipment in order to achieve your projected results. Include a description of your targeted customer base. You may also include annual sales figures for each proposed equipment (nationwide data is OK but specific data pertaining to the TVA service territory is preferable).

***TVA is particularly interested in how Offeror intends to insure that all properly-equipped trucks parked at customer’s Facility utilize the docking stations whenever possible.***

Table 4.1 eTRU Conversion Project Summary								
		Unit #1	Unit #2	Unit #3	Unit #4	Unit #5	Unit #6	Unit #7
<b>eTRU Data</b>								
a	Gross Retail Price	\$4,000	\$0	\$0	\$0	\$0	\$0	\$0
b	Rebate / Discount Amount	\$500	\$0	\$0	\$0	\$0	\$0	\$0
c = a - b	Net Retail Price	\$3,500	\$0	\$0	\$0	\$0	\$0	\$0
d	Number of Units Sold	25	0	0	0	0	0	0
e = b x d	Total TVA Funding Requested	\$12,500	\$0	\$0	\$0	\$0	\$0	\$0
<b>Emissions Data (estimated)</b>								
Emissions (Tons CO2 Per Operating Hour)*								
f	eTRU or Hybrid	0.4	0	0	0	0	0	0
g	Comparable diesel-powered TRU	0.5	0	0	0	0	0	0

\* - On a separate document or spreadsheet attachment Offeror will provide for each eTRU or hybrid proposed above: (1) make and model of comparable diesel-powered TRU and; (2) source data, assumptions and calculations used to derive the proffered emissions data provided for both the eTRU or Hybrid and diesel powered TRU.

eTRU / Hybrid Description(s) - for each unit described below please include applicable specification documentation with bid		
	Make	Model
Unit #1		
Unit #2		
Unit #3		
Unit #4		
Unit #5		
Unit #6		
Unit #7		

Offeror-supplied Data  
 Calculated Field

Table 4. 2 Docking Station Installation Project Summary		
a	Project Total Number of Warehouses Receiving Power Station Installations	5
b	Average Number of Power Stations Per Warehouse	3
c = a x b	Total Power Stations Installed	15
d	Average Number of Warehouse Stalls Electrified Per Station Installed	4
e = c x d	Project Total Number of Stalls Electrified	60
f	Average Annual Hours of Electrification Per Stall (i.e. - number of hours trucks are "plugged in")	1,000
<b>g = e x f</b>	<b>Project Total Annual Hours of Electrification</b>	<b>60,000</b>
h	Total Gross Price Per Power Station Installed	\$5,000.00
i	Customer Rebate / Discount Amount	\$1,000.00
j = h - i	Total Net Price Per Power Station Installed	\$4,000.00
<b>k = c x i</b>	<b>Total TVA Funding Requested</b>	<b>\$15,000.00</b>
l	Emission Reduction (Tons of CO <sub>2</sub> ) Per Hour Per Electrified Stall (from TVA calculator)	0.5
m = g * l	Project Total Emission Reduction (Tons of CO <sub>2</sub> )	30,000.00
<b>n = k ÷ m</b>	<b>TVA Cost - \$ Per Ton of CO<sub>2</sub> Reduced</b>	<b>\$0.500</b>
	Offer-supplied Data	
	Calculated Field	

**ENCLOSURE III – INTENT TO BID FORM**

**INTENT TO BID FORM**

\_\_\_\_\_ (Company/Organization) intends to submit a response to the  
**TENNESSEE VALLEY AUTHORITY SOLICIATION for Non-Road Transportation Electrification And  
Infrastructure Application Truck Stop Electrification Equipment Program**

\_\_\_\_\_  
Corporation/Company Name

\_\_\_\_\_  
Legal Signatory for Corporation/Company (print name)

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Contact Telephone Number

\_\_\_\_\_  
Contact Email Address

Remit by February 23, 2016 via email to [brwagner0@tva.gov](mailto:brwagner0@tva.gov) .

## ENCLOSURE IV – VENDOR INFORMATION DATA

Please complete and return these forms with your proposal.



Vendor Information  
Form.docx