



**Request for Proposal –  
Instructions to Bidders  
RFx Event No. 216473**

**2024 Power Through Solar +  
Battery Energy Storage System  
(Solar+BESS)**

**On Behalf of**

**Entergy Louisiana, LLC**

**January 03, 2024**

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## 1. INTRODUCTION

### 1.1 COMPANY BACKGROUND / REGULATED SERVICE AREA

Entergy Corporation is an integrated energy company engaged primarily in electric power production and retail distribution operations. Entergy owns and operates power plants with approximately 30,000 megawatts of electric generating capacity. Entergy via its regulated utilities delivers electricity to approximately 3 million utility customers in Arkansas, Louisiana, Mississippi and Texas. Entergy has annual revenues of approximately \$13.8 billion and more than 12,000 employees.

### 1.2 POWER THROUGH PROGRAM OVERVIEW:

Power Through (PT) is Entergy Services, LLC (ESL)'s innovative Resiliency-as-a-Service (RaaS) offering for Entergy Operating Companies' ("OpCos") respective commercial and industrial (C&I) customers that have a need for higher-than-standard service reliability. To date, PT has primarily utilized natural gas generators (gensets) sized from 100kW to 10MW that operate as either supply response (grid synchronous) or demand response (closed transition). In either configuration, the system will provide full-facility standby power to Entergy customers, allowing them to continue their normal business operations. The PT offering includes the design, procurement, installation, operation, and maintenance of the resiliency assets, which are customer-sited, but owned by the respective OpCo. The assets will be utilized for emergency standby during grid outages in addition to market purposes (such as favorable market conditions or high grid demand) and will operate up to the projected maximum possible annual runtime for a 20-year life. The program has been approved for commercialization of up to 120 MW (not including the approved pilot as further described below) in-front-of-the-meter installations for customers of Entergy Louisiana, LLC.

### 1.3 SOLAR + BATTERY ENERGY STORAGE SYSTEM PROGRAM OPTION:

In addition to the up to 120 MW program (expected to primarily consist of natural gas generators) that was approved by the Louisiana Public Service Commission (LPSC) in Docket No. U-36105, Entergy Louisiana, LLC (ELL) may also implement up to 30MW of a Solar + Battery energy storage systems (BESS) option for eligible C&I customers. The Solar + BESS option is intended to offer Entergy Louisiana, LLC's (ELL) C&I customers the alternative Power Through option of a Solar + BESS reliability as a service offering that shall similarly be utilized for emergency standby in addition to market demand support. These systems may also be from 100 kW to 10 MW (of Midcontinent Independent System Operator (MISO) accredited capacity) and operate as either supply response (grid synchronous) or demand response (closed transition). In either configuration, the Solar + BESS will provide standby power to Entergy host customers installed in front of the customer's utility meter, allowing them to continue their normal business operations or, at a minimum, provide the power to meet the needs of the customer's critical load (as determined from customer insight). Once 30MW of Solar+Storage have been fully subscribed, additional Solar +

Storage installations can be deployed against the 120MW balance for natural gas generators. In all cases the host customer will retain ownership of any associated renewable energy credits (RECs).

#### 1.4 PURPOSE OF THIS REQUEST FOR PROPOSAL (RFP)

Entergy Services, LLC (ESL), on behalf of Entergy Louisiana, LLC (ELL), cordially invites you to submit your proposal for the **2023 Request for Proposal Power Through Solar + Battery Energy Storage System (Solar+BESS) Program**. The objective of this RFP is to solicit proposals, identify, evaluate, and select highly qualified, capable, and experienced contractors that demonstrate the capability of providing Resiliency-as-a-Service (RaaS) turnkey services with high quality and safety in support of the commercialization of Entergy's Solar+BESS Program. ESL's intent is to offer the Solar+BESS product to eligible ELL C&I customers, with goals of deploying up to 30 MWs of generation in the Entergy Louisiana service area. Resiliency-as-a-Service is defined as including sales, marketing, engineering, procurement, & construction (EPC), asset management, and maintenance services in support of Entergy's Power Through program.

As a result of this RFP, one or more contractors may be selected for negotiation and award of a General Services Agreement (GSA) or contract from this RFP, subject to the reservations, rights and instructions described in section 2 herein. Upon successful award, qualified contractors will then be able to participate in future sales engagement and contracting process for individual customer projects under the Power Through Solar + BESS program.

## 2. RESERVATIONS, RIGHTS, AND INSTRUCTIONS

### 2.1. Confidentiality

All information pertaining to this RFP and the corresponding bid will be treated as confidential by Entergy. By receipt of confidential information supplied by Entergy herein, or subsequently made available to the bidder, the bidder agrees that such information (including this RFP and any response thereto) will be treated as confidential.

Notwithstanding the foregoing, Entergy may use the services of a third-party consultant to review the technical aspects of proposals but may also provide input on the commercial portions when requested or desired by Entergy. By submitting a proposal in response to this Bid Event, the Bidder acknowledges a third-party review by Owner's Engineer may be performed.

### 2.2. No Obligation to Award

This request does not commit Entergy to award a contract, nor pay any costs incurred by Bidder in connection with responding to this request. Bidder's participation in this solicitation process may result in its selection by Entergy for further consideration. The commencement of negotiations, however, does not signify any commitment on the part of Entergy to enter into a contract.

No contractual obligations for any portion of the scope of supply and services described in this Bid Event shall be effective until a mutually agreeable contract is executed by authorized representatives of both Entergy and the selected contractor(s). Should this request result in a contract award, the entire scope of the Bid Documents, all addenda, accepted details from the successful proposal, and negotiated terms and conditions will be incorporated into the final contract, when appropriate.

### 2.3. Acknowledgment of Receipt and Declining to Bid

To have bids considered, Bidder must access the Power Advocate online portal and identify the intent to bid via message through Power advocate **no later than five (5) working days** from the bid opening. Addenda to the bid packages will only be sent to Bidders that have made their intentions known.

### 2.4. Proposal Validity and Withdrawal

Prior to the proposal due date and Bid Event closing time, a Bidder may withdraw or change a previously submitted proposal. Bid documents uploaded by the bidder may be retracted, revised and resubmitted up to the close of the bid through Power Advocate. After the Bid Due Date and closing time, no Bidder will be permitted to withdraw its proposal until the expiration of 90 days after the proposal due date. Negligence on the part of the Bidder in preparing its proposal confers no rights for withdrawal or modification after the time set for the bid receipt.

### 2.5. Modification of Submitted Proposals

A modification of a proposal already received will be considered only if the modification is also received prior to the proposal due date. Modifications must be clearly identified as a "Proposal

Modification" and must be made in writing and executed in the same manner as the original proposal.

## 2.6. Reservation of Rights

Entergy has the right to reject any or all proposal responses from supplier or any portion thereof. Entergy also has the right to modify this request. Bidders will be notified in either case. Either before or after final selection of a successful Bidder, Entergy further reserves the right to negotiate proposed exceptions to the terms and conditions contained in the Bid Documents. Entergy further reserves the right to waive any irregularities in the proposal or failure to follow Bid Instructions. Entergy reserves the right to negotiate the final proposal submitted by the apparent preferred contractor.

## 2.7. Questions and Addenda

Should a Bidder find discrepancies or have any questions or clarifications as to the meaning of any portion of the RFP Documents, the Bidder shall submit a written request for interpretation or clarification of the Bid Documents through the Power Advocate portal messaging tab prior to submittal of the Bidder's proposal. Any interpretation or correction of the Bid Documents will be made only by addenda to be duly issued by Entergy to all Bidders invited to submit a proposal. Entergy shall not be responsible for any other explanations or interpretations of the Bid Documents. *Receipt of each addendum shall be acknowledged in the Cover Letter of Bidder's Proposal.*

## 2.8. Authorization to Submit Proposal

If a proposal is made by a partnership, it shall contain the names and addresses of each partner and shall be submitted in the firm's name and followed by the handwritten signature of a partner authorized to execute the proposal for the partnership.

If a proposal is made by a corporation or a limited liability company, it shall be submitted in the name of the corporation or company and followed by the handwritten signature of an officer or agent authorized to submit the proposal for the company, and the printed or typewritten designation of the position held in the company. The Bidder must include with the bid evidence that the person submitted the proposal has the authority to bind the company.

## 2.9. Licensing

For work that requires a Contractors' license/certificate of responsibility or other professional licenses, the Bidder must comply with all requirements of the applicable state contracting and professional engineering and architect regulations. If the Bidder has determined that the work is not of a type or bid amount that requires a license or certificate of responsibility, Bidder should so certify in its bid, **and shall include a written and signed waiver from the applicable licensing authority identifying the reason the license is not required.** Bidder should be aware that the failure of a Bidder to certify that it is licensed under applicable laws shall result in the Bidder's submittal being automatically rejected for work that is determined to be subject to

licensing requirements.

In addition, Bidders shall ensure that all subcontractors that it plans to utilize is also licensed appropriately when required by the state or local agency.

#### **2.10. Subcontractors**

It is the Bidders responsibility to provide all necessary information directly to its proposed subcontractors and suppliers. Bidders should notify each of its proposed subcontractors and suppliers that direct communications to Entergy are prohibited. Questions from subcontractors and suppliers should be submitted to Entergy by the Bidder only via Power Advocate messaging system.

Contractor shall ensure that each and every subcontractor is licensed appropriately, when required by a particular state or local agency.

#### **2.11. Execution of Agreement**

It is Entergy's intent that the successful Bidder shall execute the final agreement(s) resulting from this request as soon as possible after Entergy notifies the successful Bidder of its intent to award such work.

### **3. ADMINISTRATION OF RFP – POWER ADVOCATE**

Entergy uses the PowerAdvocate platform to administer the bid event. No other method of submission is allowed. PowerAdvocate utilizes a web-based platform through which bidders can access the documents and upload their own proposal documents and information (Power Advocate Site). Instructions for accessing and using the PowerAdvocate Site can be answered by the Support Team.

Please address any technical questions regarding the use of the platform/website to the PowerAdvocate contact:

PowerAdvocate Website: [www.poweradvocate.com](http://www.poweradvocate.com)  
PowerAdvocate Contact: [support@poweradvocate.com](mailto:support@poweradvocate.com)  
857-453-5800

#### **3.1. PowerAdvocate Event Tabs**

Once Bidders access the PowerAdvocate website after registration, the user will see the event, which is composed of 5 numbered tabs and a messaging tab. Each tab can be accessed by clicking on the respective tab. Once a tab is selected, there may be multiple “sub-tabs” that require completion. An overview of the tabs follows:

##### *Tab 1 – Download Documents:*

This tab contains the bid documentation. This information is presented in standard electronic formats such as MS Word Documents, Adobe Acrobat Documents, Excel Files, .tif files, jpegs, etc. These files can either be downloaded to your computer (by

checking the download box adjacent to the file and then clicking the “download selected files” button) or viewed online (by clicking on the filename).

Tab 2 – Upload Documents:

This tab allows respondents to upload files in response to the requirements. Bidder may upload any type of electronic files (such as Word Docs, Excel files, .tif files, DWG files, etc.) in response to the request. To upload a document, fill in appropriate document type\*, issue date, and reference ID; then under “Select File” click “Browse” to locate and the file on your computer. Once the file has been selected, click “Submit Document” to upload the file into PowerAdvocate. The Bidder will be able to view/delete/upload the file(s) until the bid event closes then access is unavailable.

*\* Please carefully select the document type based on the content of the document submitted.*

It is recommended that Bidders name their files with filenames that are clearly representative of the file content; this is helpful to Entergy when evaluating the responses. It is also recommended that files be of a type that is easily readable by the Entergy such as Microsoft Office and Acrobat .pdf documents. Files that require special programs or specific versions are discouraged so that your bid can be appropriately evaluated by the Owner.

Note that all documents uploaded are only available for viewing by the Entergy project team that has requested the proposals. No other persons or bidders are able to view documents other than Bidder and Entergy.

Tabs 3 Commercial Data, 4 Technical Data, and 5 Pricing Data:

This bid event is NOT requiring online datasheets for Bidders to complete.

If a tab is grayed out, no datasheets required completion.

Messaging Tab:

Use this tab to submit questions regarding the RFP to Entergy’s project team.

### **3.2. Required Documents in Power Advocate**

Bidder shall complete the information required in documents uploaded to Tab 1 (Download Documents) and may also upload any additional clarifying documents and information of their choosing into Tab 2 of the Bid Event.

## **4. RFP OVERVIEW – PROPOSAL SUBMISSION REQUIREMENTS**

### **4.1 Response to RFP**

In response to this RFP, Entergy requests specific details as to the execution approach, technologies, services, capabilities, relevant experience, and product solutions offered by the bidders. This RFP provides insight into how Entergy expects the program to operate, thus level of detail and proven commercial viability will be a major selection criteria. Entergy will also factor into the selection the proven track record of the vendor's technology/products, reliability of equipment, relevant experience with similar sized utilities & commercial customers, vendor viability, service offerings including turnkey experience to provide full end-to-end services, and other commercial factors at Entergy's discretion as described in this RFP and associated attachments.

Information sought through Bidder responses shall demonstrate and detail Bidders capabilities, services, experience, past performance, program execution plan, key personnel, and product/equipment offerings/specifications, for providing complete turnkey or end-to-end Solar+ BESS projects, including but not limited to sales, marketing, engineering, procurement, & construction (EPC), operations, asset monitoring, and maintenance services in support of Entergy's Power Through Solar+ BESS program in order to deliver on the benefits desired by Entergy Louisiana, LLC., and their customers & stakeholders.

Bidder's response shall also demonstrate the capabilities to comply with Entergy's program design & engineering specifications/standards attached to this RFP as well as all other required federal, state, & local design, engineering & construction codes/standards.

Detailed bidder requirements and Instructions regarding the preparation of your response are contained in these Instructions to Bidders and associated attachments.

### **4.2 Bid Documents - Preparation of Response**

For a proposal response to be considered, your response must be received by Entergy in the manner requested and must include all information and deliverables outlined herein. Failure to meet these requirements can result in the proposal being rejected. In response to this RFP,

Bidders must submit all of the required information listed below by uploading the completed templates or documents via PowerAdvocate.

Required Bid Response Documents:	Format	Name
Intent to Bid Form	Web Form	“Commercial Data” Tab in Power Advocate
Technical Proposal	PDF document	Technical Proposal Submittal
Commercial Proposal	PDF document	Commercial Proposal Submittal
Attachment B – Qualifications & Project References (Include in Technical Proposal)	Word Document	N/A
Attachment C - Supplier Clarification Log	Excel Document	BidderName.CL.xlsx

### 4.3 Question and Answer Period - Inquiries

After thoroughly reviewing the documentation, any questions, clarifications, or additional information should be submitted via the messaging system of the bid event in PowerAdvocate no later than the date specified in the RFP schedule. Bidders are encouraged to utilize the “Supplier Clarification Log” excel document to submit questions using the messaging tab either within the message itself or as an attachment to the message.

All responses to questions or clarifications will be issued via Addenda to all bidders as per section 2.7. Questions should be broken down into subcategories (commercial, technical, and pricing). Entergy will distribute the answers to all Bidders. The originator of the questions will remain anonymous.

Any communication outside of this channel will be considered a violation of the bidding / qualifications process and could result in disqualification of Bidder. Entergy Services, Inc. and its Operating Companies will not be bound by erroneous information or clarifications obtained through any other means.

#### 4.4 Schedule for Proposal Response – Bid Event Schedule

Bidder must submit its proposal via PowerAdvocate in accordance with the current schedule as listed on the website (bid event). Any response received after the time and date specified will not be considered.

Activities for this RFP response shall be in accordance with the schedule as outlined below. All times are in Central Standard Time (CST).

RFP Process Milestone	Estimated Date
<b>RFP Issued / Bid Event Opens</b>	<b>05 Jan 24</b>
<b>Pre-Bid Conference (Webinar) with Bidders (Time TBA – More Info to Follow)</b>	<b>25 Jan 24</b>
Deadline for Bidder questions (Clarification Log)	01 Feb 24
Entergy Response to Questions	08 Feb 24
<b>Bid Close / Proposal Due Date</b>	<b>29 Feb 24</b>
Evaluations Complete	Late Mar 24
Selection/Negotiations/Contract Award	TBD

*The above dates may be modified at Entergy's discretion. Review Power Advocate for updates.*

#### 4.5 Proposal / Submittal Document Requirements

The following documentation shall be submitted with the proposal / qualifications submittal:

- A. **Cover Letter** providing contact information for Company and authorized person(s) to enter into discussions, clarifications, or negotiate on company's behalf.
- B. **Technical Proposal Submittal** – the Technical submittal shall address ALL technical proposal submission requirements (technical evaluation factors) as detailed in **Attachment A - Power Through Solar+BESS Program Scope Overview and Technical Proposal Requirements**.
- C. **Commercial Proposal Submittal**– The commercial proposal shall include and address ALL commercial proposal submittal requirements as detailed in section 5 herein.

## 5. COMMERCIAL & PREMIER UTILITY PROPOSAL SUBMISSION INSTRUCTIONS (Includes Price, Safety, Diverse/Local Subcontracting, Sustainability, & Other Commercial Factors)

### 5.1 PRICE & COMMERCIAL SUBMITTAL REQUIREMENTS

#### Instructions:

ESL is seeking to procure products and services from highly qualified, capable, and experienced contractors that demonstrate a history of quality, safe, & reliable solar + BESS program/project implementations of comparable size, scope, and complexity to the PT program, at competitive prices/rates to our customers. In addition to the technical proposal requirements, offerors shall address all of the following price & commercial requirements, at a minimum:

#### A. Proposal Submission Requirements

##### 1. Product Offering Price List / Matrix (Solar (PV) + BESS)

- Bidders shall provide a detailed firm fixed price list of the product/equipment offering consistent with details included in the technical submittal (Summary of Product Offering) that show PV Solar and BESS separated and aggregated.
  - Also shall include price list for extended warranty offerings (Ex: 5, 7, 10, 20)

##### 2. PT Sample Individual Project Price Proposals (4 Use Cases)

- Bidders shall provide detailed cost estimates for each of the respective 4 individual project use cases, based upon the bidder's geographic interest & capability to serve the designated Entergy service area (per use case). Bidders are not required to bid on all use cases, only those in the designated service area where interested & capable to perform work.
- Bidders shall refer to **Attachment A-2, PT Individual Project Sample Use Cases** for detailed Use Case background information, peak demand, site/location, assumptions, service area, pricing breakdown, and detailed technical & price submittal requirements.

##### 3. Maintenance Program Pricing

- Bidders shall provide estimated annual \$ per unit/kW program pricing based upon 20 year expected life consistent with technical submittal (Maintenance) as well as fully burdened labor rates for Call Out / Emergency services. Bidders should also provide detail as to the maintenance assumptions included in the \$ per unit/kW amount or range previously-mentioned.

#### 4. Labor Rate Sheet (Design/Engineering, Project Management/Commissioning)

- Bidders shall provide details of labor rate structure (fully burdened rates) it proposes for PT Solar + BESS project installations for design, engineering, project management, as well as proposed mark-ups to subcontracted services.

#### B. Terms & Conditions

- Identify bidder's executed General Services Agreement (GSA) number w/ Entergy of which the work shall be performed under. If bidder has no executed GSA or MSA w/ Entergy, acknowledgement that company takes no exceptions to **Attachment D - Entergy systemwide construction services stand-alone agreement** OR furnish proposed redlines to stand alone agreement

#### C. Insurance Overview – Overview of Contractor Insurance Coverages.

- Contractors supporting the Power Through program shall meet the minimum insurance coverages as outlined in **Attachment D - Entergy systemwide construction services stand-alone contract**.

#### D. Contractor Licensing by State (LA) –

- Provide a summary of your commercial/construction and/or electrical licenses in Entergy Louisiana area (LA) and proof of such pertaining to the work scope contemplated in this RFP as required per state statutes. Demonstrate your ability to comply with the mandatory state requirements outlined in section 5.3.

#### E. Financial Standing

- Bidder shall demonstrate that it is in good financial standing by submitting the most recent three (3) years' audited financial statements (including Balance Sheet, Statement of Cash Flows, Income Statement, and accompanying notes), or if audited financial statements are unavailable, unaudited financial statements shall be submitted and certified as true, correct, and accurate by the chief financial officer or treasurer of Bidder's company. There is no template or Appendix for submitting financial statements. Bidder should include its financial statements as a clearly labeled addendum to its submission on the PowerAdvocate platform.
- Entergy Services, LLC. and its Operating Companies will be the sole judge in determining the sufficiency of Bidder's financial resources and its ability to provide the service.
- Entergy Services, LLC. and its Operating Companies may also request additional information, including but not limited to: a statement from the president, owner, or financial officer on company letterhead certifying Bidder is in good financial standing and current in payment of all taxes and fees.

## 5.2 PREMIER UTILITY – SAFETY, DIVERSE & LOCAL SUPPLIER DIVERSITY TARGETS, SUSTAINABILITY PROGRAMS (Other Commercial Proposal Submission Requirements)

### Instructions:

Offerors shall address all of the following premier utility & other commercial requirements, at a minimum:

#### **F. Safety - Avetta compliance (Safety management system) Supplier Qualification –**

- Entergy requires all prime contractors and subcontractors performing on site work to be pre-qualified through its third-party provider’s website, Avetta. This qualification process is required annually. Failure to meet Entergy’s minimum safety requirements will result in disqualification from bid process.
- Bidders shall include their proposed list of core subcontractors for supplier qualification.

#### **G. Supplier Safety Programs (Prime & Subcontractors)**

- Provide a copy and summarize your safety management & human performance programs, with focus relative to the scope of this program (including design, construction, commissioning, operations, & maintenance).
  - Also detail your organization safety leadership and roles and responsibilities.
- Bidders shall also refer to **Attachment E - Entergy Contractor Safety Standards** that shall apply in the performance of the work for individual projects. Bidders shall review the safety standards and confirm/address their ability to comply with all of the requirements.

#### **H. Supplier Diversity, Development, Spend Targets (Diverse & Local), & Sustainability Programs** (Submission Requirements are underlined & italicized below)

##### **Strategy:**

Entergy’s Supplier Diversity and Development group is proud of its involvement in the progress of helping build diverse and local suppliers. Supplier Diversity and Development continues to work with diverse and local suppliers to help them understand Entergy’s business practices, policies, and requirements. In doing so, Supplier Diversity and Development provides a necessary resource to assist diverse suppliers to align and capitalize on business opportunities and achieve their goals. The utilization of diverse and local suppliers aligns with Entergy’s mission of serving our four stakeholders and is directly related to our focus on customer centricity and diversity, inclusion and belonging.

##### **Our Mission:**

To identify, prequalify, and promote the utilization of safe, qualified and competitive diverse and local suppliers (i.e., minority, women, veterans, disabled veterans, HUB Zone, LGBT) capable of meeting Entergy’s Tier 1 and Tier 2 procurement needs.

**Key Objectives:**

- Establish positive relationships for Entergy in the diverse business community.
- Increase Entergy’s visibility in our diverse community, locally, regionally and nationally.
- Endorse and implement Entergy’s commitment to provide increased procurement opportunities with diverse and local suppliers
- Increase the awareness of Entergy’s business operations, policies and business concepts
- Conduct internal awareness programs within Entergy’s supply chain and other organizations within the company.

**Definitions:**

Diverse Supplier – A diverse supplier is a supplier that is owned, controlled and managed by one or more of the classifications below

WBE	Women Owned Business Enterprise	At least 51% owned
MBE	Minority Owned Business	At least 51% owned
VBE	Veteran Owned Business	At least 51% owned
SDVBE	Service-Disabled Veteran Owned Business	At least 51% owned
HUBZone	Small business operating in a historically underutilized business zone owned & controlled by 1 or more US Citizens	At least 35% of its employees reside in a HUBZone
LGBTQ	Lesbian, Gay Bi or Trans-sexual owned businesses	At least 51% owned

**Local Supplier:**

A supplier that has a contract entity within a state that has Entergy operations. For a purchase to qualify, the transaction must be procured from a vendor location in the same state as the work being performed.

**Local and Diverse Subcontractors:**

Supplier Diversity is an extremely important initiative for this program. Through our Supplier Diversity & Development Program, we seek to work with a diverse mix of suppliers who provide innovative ideas and a service-oriented approach. At Entergy, we want the best from the employees we hire to the partners, products, and contractors we use on each project. The partnerships we form can lead to additional opportunities and mutual success. Therefore, diversity in our sourcing process is vital to the success at Entergy.

In addition to complying with 48 CFR 52.219-8 (May 2004) (Utilization of Small Business Concerns) and 48 CFR 52.219-9 (Jan 2002) (Small Business Subcontracting Plan), we are looking for firms that understand the need and importance of including local and diverse firms. This program has a **diversity target of 20%**

**of the contracted amount for individual projects.** This program has a **local target of 20% of the contracted amount for individual projects.** *Utilization of a diverse supplier that is also local will count toward both metrics.*

Based on the services to be delivered, Entergy expects that in some instances Vendors will be able to exceed this minimum threshold. Your detailed subcontracting plan, submitted with your proposal, should communicate how you plan to achieve the target and optimize the utilization of diverse and local suppliers.

**Contract Requirements:**

The final contract executed between Entergy and the Contractor selected to provide the products and services under this RFP will contain, at minimum, these key terms:

- Inclusion of a subcontracting plan and a targeted spend, with diverse and local suppliers identified, will be a key performance indicator that will include specific corrective actions to ensure compliance.
- Periodic performance review meetings
- Requirement of quarterly reporting of diverse supplier spending through Entergy’s third-party managed registration and second tier spend reporting website, [www.poweradvocate.com](http://www.poweradvocate.com). For reporting purposes, women owned businesses shall be limited to non-minority women. As such, ethnic minority women owned businesses shall be reported as minority owned businesses and not a part of women owned business reporting.
- Inclusion of a diversity milestone payment tied to the achievement of the agreed upon target for diverse and local supplier utilization

**Maintaining Competitive Business Practices:**

Nothing contained in this document is intended to imply or to impose any obligation on the part of the Contractor to pay a premium for the utilization of diverse suppliers. Consistent with good business practices, Contractor shall fulfill these requirements while maintaining competitive prices for goods and services procured from all suppliers.

**Sustainability:**

*Entergy's sustainability mission is to create sustainable value for our customers, employees, owners and the communities we serve through the use of sustainable business practices that integrate environmental, social, and economic objectives and concerns. More information about Entergy's sustainability efforts can be found here. <https://www.entergy.com/sustainability/>*

*Please include your response to the following questions:*

- *Does your firm have an environmental policy or program? If so, please submit a copy.*
- *Does your firm have a supplier code of conduct? If so, please share the link or document.*
- *Does your firm have any Energy/Green House Gas reduction targets? If so, please provide documentation.*

- *Does your firm have any waste reduction targets or programs, including recycling? If so, please explain or provide documentation.*
- *Please share any other information your firm would like to report around sustainability, environmental, social responsibility best practices, community engagement and support, significant achievements, awards or certifications.*

### **5.2.1 Supplier's Diversity & Local Subcontracting & Sustainability Submission:**

*At a minimum, your submission should include:*

- *Comprehensive subcontracting plan describing how you will ensure local and diverse spend; including how you will work towards achieving the 20% target as described above for **diverse** supplier and **local** supplier spending for this program*
- *A listing of the categories available for subcontracting*
- *Provide anticipated subcontracting activity and spend level by Entergy's service area (i.e., Arkansas, Louisiana, Mississippi, and Texas)*
- *Any other pertinent information about your Supplier Diversity program, including past successes*
- **Sustainability** - *A response to the sustainability questions included in the RFP*
- *This plan shall outline how Bidders will target spend with local and diverse suppliers for this program. The Subcontracting Plan Template can be used to display the diverse spend. The level of diverse supplier participation will be a key factor in the proposal evaluation process.*

### **Support and Resources:**

To aid Vendor in supporting the requests within this document, Entergy is providing the following support. At the end of this document, Entergy has provided a list of resources which can help the Vendor identify local and diverse suppliers, by geographic area. The Vendor is encouraged to use these resources as needed to support the completion of its Subcontracting Plan.

### **Diverse and Local Supplier resources**

Below are some resources for you to utilize to locate local and diverse suppliers. Additionally, Entergy's Supplier Diversity & Development team stands ready with referrals to assist. This list of resources is categorized by each of Entergy's service areas and a national listing is also included for your convenience.

### **Diverse Supplier Resources**

#### **Louisiana**

1. Southern Regions Minority Supplier Development Council  
[www.srmsdc.org](http://www.srmsdc.org)
2. Women's Business Enterprise Council South  
[www.wbecsouth.org](http://www.wbecsouth.org)

3. City of New Orleans DBE program  
Online listing  
[City of New Orleans DBE listing](#)
4. Louisiana Unified Certification Program  
Online Listing  
<http://www8.dotd.la.gov/UCP/UCPSearch.aspx>

#### **National Resources:**

1. National Minority Supplier Development Council (NMSDC)  
<http://www.nmsdc.org/>
2. Women's Business Enterprise National Council (WBENC)  
<http://wbenc.org/>
3. Edison Electric Institute (EEI) Supplier Diversity Task Force  
<http://www.eei.org/Pages/default.aspx>
4. Minority Business Development Agency (MBDA)  
<http://www.mbda.gov/>

Additional resources can be found on Entergy's website under Supplier Diversity & Development  
[http://entergy.com/operations\\_information/supplier\\_diversity/additional\\_resources.aspx](http://entergy.com/operations_information/supplier_diversity/additional_resources.aspx)

### **5.3 LICENSING / BONDING**

- 5.3.1 *For those jobs that require a contractor's license/certificate of responsibility, the Bidders MUST comply with all requirements of the State Contracting Regulations.*
- 5.3.2 **MANDATORY State Requirements** *This is information only and is being shared to provide relevant information that pertains to state bidding requirements for potential future Entergy Power Through projects. This RFP is not bidding any specific individual projects, but merely requesting proposals of interested bidders with the intent of identify and selecting qualified contractors to participate in the Power Through program.*

#### **5.3.2.1 Louisiana**

*Bidders are required to have a Louisiana Contractors Licenses for all jobs that are estimated to be greater than \$10,000 (or possibly \$50,000.00 depending upon scope). The bidder **must** certify that he is licensed under R.S. 37:2150-2164 and place his license number in the e-mail when submitting the bid. If this request is not complied with, Entergy **must**, by Louisiana Contractor's Regulation, reply to the email with "REJECTED" within the return e-mail; therefore, rejecting that bidder's proposal.*

*If hard copies are submitted, the license number must be on the outside of the envelope when submitted the bid. Likewise, if the envelope doesn't have the license number written on the outside of it, Entergy must write "REJECTED" on the envelope and return to the bidder.*

## 6. PROGRAM OVERVIEW & SCOPE OF SERVICES

6.1 The focus and emphasis of this RFP is to identify contractors that can provide full turnkey Solar+ BESS solution(s) that will help Entergy deploy a commercial resiliency program totaling up to 30 MWs of solar + BESS generation in Entergy Louisiana service area. Resiliency-as-a-Service includes sales, marketing, engineering, procurement, & construction (EPC), operations (monitoring, control, & dispatch), asset management, and maintenance services in support of Entergy's Power Through program.

**Bidders shall review Attachment A for the Power Through Solar+BESS Program Scope of Services Overview and Technical Proposal Requirements.**

### 6.2 Site Locations

Projects may be performed at various qualified C&I customer sites throughout Entergy Louisiana's service area in Louisiana, subject to executed agreements with host customers.

## 7. ENCLOSURES

Enclosed are the following bid documents which make up the RFP package:

- 001-RFP Overview - Instructions to Bidders
- 002-Attachment A- Program Scope of Work and Technical Submittal Requirements
  - Attachment A-2 – Solar+BESS Individual Project Sample Use Cases
  - Attachment A-3 – Solar+BESS Engineering & Construction Standards / Specs
- 003-Attachment B – Qualifications & Project References (Template to be Furnished)
- 004-Attachment C – Supplier Clarification Log
- 005-Attachment D (Entergy systemwide construction services - General Services Agreement)
- 006-Attachment E (Entergy Contractor Safety Standards)
- 007- Suppliers Code of Conduct
- 008-Supplier\_Sourcing\_QuickStart
- 009-Terms\_of\_Use\_For\_PowerAdvocate

## 8. SELECTION CRITERIA & AWARD PROCESS

Among other factors, the following criteria will be used to evaluate, and select highly qualified, capable, and experienced contractors to support the commercialization of the Power Through Solar +Battery Energy Storage System program (Solar+BESS). It is intended that one or more contractors may be selected for negotiation and award of a GSA/contract from this RFP, subject to the reservations, rights and instructions described in section 2 herein. Upon successful award, qualified contractor(s) will then be able to participate in the future sales engagement/contracting process for individual customer projects under the ELL Power Through program.

See Attachment A for detailed Technical Submittal requirements.

### Technical:

- **Relevant Experience & Capabilities of Firm** – Bidder/Prime and its proposed subcontractors' demonstrated experience, capabilities, and execution approach to complete the full turnkey program scope of services required by Entergy as evidenced by past experience & technical merit of the submittal including, but not necessarily limited to:
  - I. Bidder's (GC) and Subcontractors' demonstrated experience and qualifications with relevant / similar work
  - II. Demonstrated relevant Engineering/Design experience
  - III. Considers all quality, safety, and code requirements
  - IV. Capability of completing project independently with minimal Owner support
- **Product Offering / Solutions (Quality, Reliability, Configuration, Capabilities)**
  - Warranties
- **Maintenance**
- **Sales & Marketing**
- **Company Geographic Work Areas / Footprint in Louisiana (Resource Capabilities within ELL area)**

### Commercial including Safety & Supplier Diversity

- **Price**
- **Safety Programs including Safety Record (Avetta)**
- **Supplier Diversity - Local & Diversity Subcontracting Plans**
- **Sustainability Programs**
- **Financial Standing**
- **Licensing and Insurance**
- **Terms and Conditions**

## 9. ENTERGY'S COMMERCIAL CONTACT

Adam Jones  
(504) 258-1838 cell  
[ajone16@entergy.com](mailto:ajone16@entergy.com)

**Any and all communication regarding this Bid Event, including technical and/or commercial questions, shall be submitted to the above-named commercial contact. Contact with anyone else during the bid process will disqualify your company from competing in the bid event.**