Tender Submission Q&As

06/03/2024

Q1.
Do you have a pricing schedule/ pricing matrix/pricing format you would like us to use for the pricing submission?

A.
Our preferred pricing format is as follows:

Please be as 'open book' as possible on breakdown of costs per typical installation. We are looking for an 'all in' cost per typical installation with a contingency budget for any unforeseen additional works.

We expect a range of kWp to be installed, based on household occupancy and additional costs for east - west facing roofs. We currently use the range of Solis inverters, and both Orsis & ASL monitoring systems.

Please give pricing on 1.6kWp, 2.4kWp, 2.8kwp, 3.2kWp & 3.6kWp. For the overall pricing cost please use 2.8kWp as the average system size to be installed.

For example - Average installation per home 2.8kWp:

- All in price for 2.8kWp installations £2,800
- Cost for 1000 homes @ 2.8kWp = £2,800,000
- Based on scaffold and kit (metering, panels, inverter, wiring, consumables)
- Labour
- Certification

Q2.
Do you have a preference for monitoring?

A.
We would look to use Orsis: Orsis | AMR and Sub Metering solutions made simple
We are familiar with ORSIS & ASL monitoring systems. Monitoring systems which are metered and rely on SIM cards are acceptable. We will be receiving Smart Export Guarantee payments as a third party organisation and therefore need to be able to collect export readings.

Q3.
Could you clarify the set up with the electricians from Berneslai Homes? Are they being free-issued? Are they available for full-time use by us etc?

A.
The electricians are from a contract partner (Wates) to Berneslai Homes (BH). There may be capacity to use within the installation phase at normal market pricing (not free-issued), however this cannot be guaranteed.

Whilst there is no option currently for BH Construction Services apprentice electricians to become involved in the project, the social value offer included as part of your submission could consider delivering potential benefits to youth employment and apprenticeship opportunities from both the local and wider community.

Q4.
What are the EPC ratings of the properties?

A.
The properties range from E to B. The most common is D.

Q5.
Do we assume there is a spare in the fuse box or should we cost in to quote?

A.
Cost it in to the quote - there will be a mix of properties with a spare way and others without. Please be as open book as possible so that as the build phase continues we can both agree on differences in installations and pricing

Q6.
Is there a roof condition report for all the properties?
in the example of addresses given we have included roof type, installation date and roof replacement date. Please expect this level of condition report for all properties

Q7.
Can you confirm the % split of East/West facing roofs?

A.
We don't yet knowthe % split. This set of solar installations can go ahead on roofs which were not suitable when the FiT subsidy was available i.e. no south facing roof. We would like to include east-west facing roofs as solar self-consumption levels are higher for our tenants, there is less 'spill to the local grid' which is good for our DSO Northern Powergrid, and it means that these tenants are included for the 'just transition' to the low carbon local energy market. As part of the project, we are undertaking 'de-looping' some of the homes so that solar PV can be installed - another metric to make sure these homes are part of the 'just transition.'

We are keen for contractors to show the additional costs (scaffold & inverter) for east/west facing roofs. We have asked tenants to commit to having a smart meter as part of the solar installation opt in agreement to be arranged and signed by Energise Barnsley & Berneslai Homes.

Q8.
Under Section 3 there is a declaration asking for a bid submission total cost. We do not know the full details of the properties in terms of occupancy or type as we have only been given a sample, so how can we give an accurate bid submission price?

A. If you assumed that the average kWp installation across the project for 1000 homes was 2.8kWp (or close to that figure if you are using 450-watt panels) and price for that given the usual criteria which goes into a home solar installation 'all in' price we will then be able to compare bids at a very top level, with the other criteria. At the same time please provide for a series of other kWp installation sizes and prices. Please show separate scaffolding costs/inverter costs for East-West facing roofs.

At the short-listed interview stage we can examine your pricing matrix and price scenarios for example where we end up with 650 homes at 2.8kWp, 200 at 3.2kWp and 150 at 1.8kWp, with 30% overall being East West facing roofs. Each quarter when invoices are paid we will be able to refer back to your pricing matrix and any contingency fund to reconcile the amounts requested.

Q9.
Can you confirm % split of Slate roof installations?

A.
We will not be able to confirm specific % split of slate roof installations. As a rule of thumb less than 20% of properties are slate roof installations with natural slate a small amount (<10%) and artificial slate making up the remainder.

Of the initial selected 1600 homes sent to the DNO for connection request 49% concrete tiles, 23% clay tiles, 11% natural slate, 7% metal sheet & 4% artificial slate. There was no data on 6%.

Q10:
As 410W panels are now the industry standard, can you please confirm if these are allowed as a substitute for 380W panels?

A:
Yes 410W panels are permitted with an 8 panel standard installation 3.28kWp

Q11:
Can you please confirm if a bird guard is required on installations?

A:
A bird guard is not required on each installation

Q12:
As the existing systems are all monitored, please can you confirm if there a preferred inverter manufacturer so that all monitoring can be synchronized on one platform?

A:
We have had good experience of the Solis range of inverters with extended warranties. For online monitoring we are familiar with Orsis & ASL.

Q13:

We note that the RFQ, section 6.1, requires three case studies, scored on a pass/fail basis. The guidance states that “All projects MUST meet all of the criteria over the 3 examples provided”. Can you please clarify:

A:
Each case study may meet one (or more) of the criteria, as long as all three are demonstrated at least once

Q14:
We note that the RFQ, section 6.1, allows for section (b) to be completed where a bidder cannot evidence relevant case studies. Can you confirm that if a bidder responds to 6.1(b), this will not be considered a fail for the purposes of the evaluation?

A:
We can confirm that if the bidder responds to 6.1 (b) this will not be considered a fail for the purposes of the evaluation

Q15:
Can you please confirm if the employed electricians currently hold any solar qualifications or have previous experience in solar?

A:
Only suitable electricians with the pre-requisite qualification and relevant experience in solar would be provided.

Q16:
Please can you advise what transport the above-mentioned electricians currently have and can this be used to transport materials if a unit was rented by the contractor?

A:
Transport for the electricians would be responsibility of appointed contractor.

Q17:
The spec’ references being able to monitor export for the export tariff but that would entail replacing the main import meter with a SMETS2 import/export smart meter. Is the expectation that the chosen installer will also be responsible for replacing the main meter on the property or will that be left to the tenants energy supplier for when the export tariff scheme is signed up for?

A:
For this project it is the tenants responsibility to arrange for a SMETS 2 meter to be fitted. Recent projects suggest a 50% penetration rate of smart meters. The tenants know that part of the opt in process is to arrange for a SMETS2 to be fitted. The tenant will retain choice of electricity supplier throughout the programme of works, and after. The smart export revenue will be owned by Energise Barnsley.