



FINANCIAL ANALYSIS ON ATLANTIC ELECTRIC SYSTEM COSTS RELATED TO A TRANSITION TO A 2035 NET-ZERO GRID

Amendment 001 is raised to revise the solicitation close date and address questions received from the industry.

REVISED CLOSING DATE OF: 02:00 PM MDT on 2022-06-06.

- Q1. What does the CIB stand for?
R1. Canada Infrastructure Bank (CIB)
- Q2. M5, could you clarify whether resources require direct experience to be in all of the categories (clean electricity production, transmission and end-use demand, and Canada's electricity systems and markets)?
R2. M5 has been amended: The Bidder must provide one proposed senior resource (Financial Risk Analyst) with three (3) or more years of direct experience in at least one of the following areas: clean electricity production, transmission and end-use demand, and Canada's electricity systems and markets.
- Q3. Would you consider extending the bid closing date?
R3. The bid closing date is being extended to June 6 at 2PM.
- Q4. Would you consider allowing bidders to propose a team of resources they believe is best aligned to meet requirements of the SoW?
- R4. In order to evaluate each evaluation grid fairly, bidders are asked to provide resources as outlined in Appendix "2" – Financial Form. Bidders are free to propose the team of resources that they consider best aligned to meet the requirements of the statement of work in R3.
- Q6. For the rated criteria, would you consider amending focus from years of experience to relevant project experience?
R6. For the rated criteria, R6 has been amended: The Bidder should propose no more than three resources at the intermediate or junior level, where the resource(s) provided advice on clean energy projects.

DELETE: APPENDIX "1" – EVALUATION CRITERIA in its entirety

INSERT: APPENDIX "1" – EVALUATION CRITERIA

APPENDIX "1" - EVALUATION CRITERIA

Bidders are advised to address these criteria in the following order and in sufficient depth in their proposals to enable a thorough assessment. NRCan's assessment will be based solely on the information contained within the proposal. NRCan may confirm information or seek clarification from bidders.



Bidders are advised that only listing experience without providing any supporting data to describe responsibilities, duties and relevance to the criteria will not be considered demonstrated for the purpose of this evaluation.

The Bidder should provide complete details as to where, when (month and year) and how (through which activities/ responsibilities) the stated qualifications/experience were obtained. Experience gained during formal education shall not be considered work experience. All criteria for work experience shall be obtained in a legitimate work environment as opposed to an educational setting. Co-op terms are considered work experience provided they are related to the required services.

1. Technical Criteria

1.1 Mandatory Evaluation Criteria

- The Mandatory Criteria listed below will be evaluated on a simple pass/fail basis. Proposals, which fail to meet the mandatory criteria, will be deemed non-responsive and will not be considered for point rated evaluation.
- The Bidder must provide documented substantiation that sufficiently supports claims of compliance with each criterion. Each criterion should be addressed separately. Canada reserves the right to request references from a bidder to conduct a reference check to verify the accuracy of the information provided.
- It is requested that supporting technical documentation, be provided with the bid at solicitation close and be cross-referenced on the Compliance Matrix for each criteria to outline where in the supporting technical documentation it demonstrates compliance. It is the Bidders responsibility to ensure that the submitted supporting technical documentation provides detail to prove that the technical proposal meet the requirements of the criteria.
- If the supporting documentation referenced above has not been provided at bid closing, the Contracting Authority will notify the Bidder that they must provide supporting documentation within two (2) business days following notification. Failure to comply with the request of the Contracting Authority within that time period, will deem the bid non-responsive and the bid will be given no further consideration



Criterion ID	Mandatory Criteria	Reference to Bidder's Proposal/Proposal Page #
BIDDER EXPERIENCE		
M1	<p>The Bidder must demonstrate three (3) or more years of direct experience in conducting project due diligence through financial and risk analysis relating to clean energy projects in Canada.</p> <p>Note: Two or more projects of a minimum six months duration related to this criterion in the last five years must be provided.</p>	
M2	<p>The Bidder must demonstrate experience in providing strategic financial advice on electricity projects.</p> <p>Note: Two or more projects of a minimum six months duration related to this criteria in the last five years must be provided.</p>	
M3	<p>The Bidder must identify a detailed work plan for the entire project due diligence in its proposal, which must include each item listed under section SW4.1.1 Phase 1.</p>	
M4	<p>The Bidder must identify a detailed work plan for the Strategic Advice on Federal Financial Support, in its proposal, which must include each item listed under section SW4.1.2 Phase 2.</p>	
RESOURCE EXPERIENCE		
M5	<p>The Bidder must provide one proposed senior resource (Financial Risk Analyst) with three (3) or more years of direct experience in at least one of the following areas: clean electricity production, transmission and end-use demand, and Canada's electricity systems and markets.</p>	
M6	<p>The Bidder must provide <u>one proposed senior resource (Project Leader)</u> with three (3) or more years of direct experience for the work to be performed as outlined in the Statement of Work.</p>	



	<u>Note:</u> Bidder is requested to provide the name of the resource and their projects (s) to demonstrate experience/qualifications to indicate compliance.	
M7	The Bidder must provide <u>one proposed intermediate/junior resource</u> for the work to be performed as outlined in the Statement of Work. <u>Note:</u> Bidder is requested to provide the name of the resource and their projects (s) to demonstrate experience/qualifications to indicate compliance.	

1.2 Evaluation of rated criteria

The criteria contained herein will be used by NRCan to evaluate each proposal that has met all of the mandatory criteria.

Proposals must achieve the stated minimum points required overall for the rated criteria to be assessed as responsive under the point rated technical criteria section; proposals not meeting the minimum required points will be deemed non-responsive.

Please note:

- Simply providing project examples from previous work experience that are not directly related to the required task will result in point loss.
- When referencing the company's or companies' previous experience, as part of the Mandatory Requirements or point-rated evaluation criteria, the bid must specifically demonstrate how previous projects relate to renewable energy deployment policies, in general, and to renewable energy procurement mechanisms and required electricity markets regulatory measures, in particular.
- When referencing team member's previous experience, as part of the Mandatory Requirements or point-rated evaluation criteria, the bid must specifically demonstrate how individual team member's previous experience relates to renewable energy deployment policies, in general, and to renewable energy procurement mechanisms and required electricity markets regulatory measures, in particular.
- The month(s) of experience listed for a study /project whose period overlaps that of another referenced project will only be counted once. For example: study one time frame is July 2001 to December 2001; study two time frame is October 2001 to January 2002; the total months of experience for these two studies references is seven (7) months
- A Bidder with mixed number of years experience will be treated the same as exact number of requested years of experience. Example: A bidder with nine (9) years of experience would be awarded eighteen (18) points and a bidder with nine and a half (9.5) years of experience would also be awarded eighteen (18) points.
- It is requested that supporting technical documentation, be provided with the bid at solicitation close and be cross-referenced on the Compliance Matrix for each criteria to outline where in the supporting technical documentation it demonstrates compliance. It is the Bidders



responsibility to ensure that the submitted supporting technical documentation provides detail to prove that the technical proposal meet the requirements of the criteria.

- If the supporting documentation referenced above has not been provided at bid closing, the Contracting Authority will notify the Bidder that they must provide supporting documentation within two (2) business days following notification. Failure to comply with the request of the Contracting Authority within that time period, will deem the bid non-responsive and the bid will be given no further consideration



All of the study summaries are to be summarized in a table with the following information:

- The criteria under which the project summaries are being evaluated;
- The name of the study;
- The name of the client organization;
- Month/year and duration of the study;
- The dollar value of the study
- A brief description of the contract including scope, objective, methodology and results
- The page in the proposal where the study summary can be located;
- The name of the resources involved;
- The non-overlapping experience gained by each resource for this scoring category.

Proposals will be evaluated based on the following criteria:

Criterion ID	Point Rated Technical Criteria	Points Breakdown	Maximum Points	Illustrated Compliance / Proposal Page #
BIDDER EXPERIENCE				
R1	<p>The Bidder should demonstrate experience in conducting due diligence on comparative system costs.</p> <p>Points will be awarded to the Bidder with previous project experience related to due diligence on comparative system costs in the following categories:</p> <ol style="list-style-type: none"> 1. Comparative jurisdictional electricity system costs. 2. New electricity transmission projects 3. Assessments and cost benefit 	<p>(Maximum 5 point per study up to a maximum of 25 points). Maximum 25 points = 5 or more studies. Maximum 20 points = 4 studies. Maximum 15 points = 3 studies. 0 point = 2 studies or less.</p>	25	



	<p>analyses of energy markets</p> <p>4. Bulk imports via HVDC infrastructure</p> <p>5. Evaluation and comparison of revenue requirements for utilities.</p> <p>Note: Points will be allocated based on number of recent studies. Bidder is requested to demonstrate how each example relates to specific category. The examples can be in any combination of the above categories, i.e. 5 examples of experience with new High Voltage Direct Current (HVDC) transmission projects, or 3 examples of cost benefit analyses and 2 examples of bulk imports via HVDC infrastructure would both receive the full 25 points **Recent is defined as within the last ten (10) years.</p>			
R2	<p>The Bidder should demonstrate experience in providing Strategic Advice on Financial investment and clean energy. Points will be awarded to the Bidder's with previous project</p>	<p>(Maximum 6 point per example experience up to a maximum of 30 points). Maximum 30 points = 5 or more examples. Maximum 24 points = 4 examples.</p>	30	



	<p>experience related to offering strategic advice to clients on financial investment in clean energy projects. *Recent is defined as within the last ten years. Note: Points will be allocated based on number of project examples. Bidder is requested to demonstrate how each example relates to the above criteria.</p>	<p>Maximum 18 points = 3 examples. 0 point = 2 examples or less.</p>		
<p>R3</p>	<p><u>Work plan</u> The Bidder should outline in its detailed work plan, specific steps in accomplishing the Statement of Work in this Request for Proposal (RFP) within the timelines indicated. Points will be awarded for a detailed work plan that demonstrates sufficient background knowledge of, and familiarity with, the issues surrounding the project content such that an estimate of the Contractor's likely success with the project can be formed. Note: Bidder is requested to identify the work plan address all aspects and tasks of the work; the schedule</p>	<p>a) Ensure the project meets the purpose & objectives = 3 points b) key milestones = 3 points c) Identify the role(s) of team members against each task = 3 points d) Identify risk management and contingencies = 3 points e) Identify project control and management = 3 points f) Identify reporting requirements = 3 points g) Use <u>(Financial Risk Analyst) at the senior level</u> as appropriate = 4 points h) Use <u>(Project Leader) at the senior level</u> as appropriate = 4 points i) Use <u>(Intermediate/Junior) resource as appropriate = 4 points</u></p>	<p>30</p>	



	<u>and respect all the deadlines.</u>			
RESOURCES' EXPERIENCE				
R4	<p>Bidders proposed <u>senior resource (Financial Risk Analyst)</u> that should have experience in conducting financial analysis on electricity transmission projects. <u>Note:</u> Points will be allocated based on number of years of experience. Bidder is requested to provide the name of the resource, their projects (s) and identify the number of years of experience to demonstrate experience/qualification to indicate compliance.</p>	<p>(Maximum 2 point per year up to a maximum of 20 points). Maximum 20 points = Ten (10) or more years of experience. Maximum 18 points = Nine (9) years of experience. Maximum 16 points = Eight (8) years of experience. Maximum 14 points = Seven (7) years of experience. Maximum 12 points = Six (6) years of experience. Maximum 10 points = Five (5) years of experience. Maximum 5 points = four (4) years of experience. 0 point = Less than five (5) years of experience.</p>	20	
R5	<p>Bidders proposed <u>senior resource (Project Leader)</u> should have experience in prioritizing or advising on potential federal support scenarios related to electricity transmission projects. <u>Note:</u> Points will be allocated based on number of years of experience. Bidder is requested to provide the name of the resource and their projects (s) to demonstrate</p>	<p>(Maximum 2 point per year up to a maximum of 20 points). Maximum 20 points = Ten (10) or more years of experience. Maximum 18 points = Nine (9) years of experience. Maximum 16 points = Eight (8) years of experience. Maximum 14 points = Seven (7) years of experience. Maximum 12 points = Six (6) years of experience. Maximum 10 points = Five (5) years of experience.</p>	20	



	experience/qualification to indicate compliance.	Maximum 5 points = four (4) years of experience 0 point = Less than five (5) years of experience.		
R6	<p>The Bidder should propose no more than three resources at the intermediate or junior level, where resource (s) provided advice on clean energy projects.</p> <p>Note: Combined experience example: Resource 1 – 18 months Resource 2 - 8 months Resource 3 – 10 months Total combined experience = 36 months (3 years)</p>	<p>(Maximum 5 point per year up to a maximum of 20 points).</p> <ol style="list-style-type: none"> 1. Maximum 20 points = Four (4) years of combined experience. 2. Maximum 15 points = Three (3) years of combined experience. 3. Maximum 10 points = Two (2) years of combined experience. 4. Maximum 5 points = One (1) year of combined experience. 5. 0 points = Less than three (3) years of combined experience. 	20	
Total Points Available			145	
Total Points needed to be Considered Compliant (70%)			101.5	

ALL OTHER TERMS AND CONDITIONS REMAIN THE SAME AND IN FULL EFFECT.