



**Request for Qualifications**  
**From Building Decarbonization Solution Providers**  
**For Inclusion in Sustainable Westchester’s Preferred Vendor List**

Sustainable Westchester’s (SW) Building Decarbonization: Commercial Properties and Networks Program seeks qualified companies to meet the overwhelming market demand for building decarbonization. Our goal is to develop a vetted list of preferred solution providers (approx. 3-5 providers per technology where applicable) to whom we will send our clients’ RFPs. As a preferred provider, you will receive RFPs from our clients seeking services to evaluate the feasibility of, design, and implement building decarbonization solutions.

We welcome qualifications from providers who offer the following solutions:

- Thermal Energy Networks
- Geothermal
- VRF
- Air Source Heat Pumps
- Building Envelope
- Thermal Storage
- Waste Heat Recovery
- Heat Pump Hot Water Heaters/Desuperheaters
- Induction Stovetops
- Overcladding
- Building Controls/EMS

We welcome qualifications from the following technical providers:

- NYSERDA FlexTech, NYSERDA Primary Energy Consultant, NYSERDA Multifamily solution provider network
- Engineers, architects, designers, installers/contractors, etc

We welcome qualifications from the following financing providers:

- Heat-As-A-Service
- CDFIs
- Public funders
- Private funders

**Timeline**

Below is a list of major milestone dates for this RFQ process. Sustainable Westchester maintains the right to adjust the schedule at its discretion.

<b>Event</b>	<b>Dates</b>
RFQ Issued	April 25, 2023
Written RFQ Questions Due No Later Than	May 5, 2023
Answers to RFQ Questions Made Public	May 12, 2023
RFQ Responses Due	May 26, 2023
Response Evaluation Period (Interviews)	4-8 weeks
Decision Announcement	July 31, 2023

## Benefits of Being a Sustainable Westchester Preferred Building Decarbonization Solution Provider

- Receive RFPs from our clients
- Introductions to clients who forgo RFP process
- Invitation to the Clean Energy Accelerator: Career Working Group hosted in partnership with the Westchester County Office of Economic Development
- Preferred provider logo featured on Sustainable Westchester website
- Opportunity to participate in events, webinars, and podcasts

## SW's Building Decarbonization: Commercial Properties and Networks Program

Sustainable Westchester is a nonprofit consortium of Westchester County local governments that accelerates the just transition to a clean energy economy through innovative market-based services. Currently serving 45 municipalities including the county itself, Sustainable Westchester is the leading non-profit sustainability organization in the county with deep ties to key stakeholders including NYS, local municipalities, utilities, developers, businesses, and homeowners. Spurred by the Con Ed gas moratorium in 2019 and compounded by the Climate Act, IRA, and BIL, there has been accelerated market demand for renewable heating and cooling technologies. To facilitate the local market transformation, we developed the Commercial Clean Heating and Cooling campaign with support from NYSEERDA. Key activities included educational webinars and making critical connections between customers, providers, and decision makers.

Sustainable Westchester is now proud to launch our 2.0 version, the **Building Decarbonization: Commercial Properties and Networks program**. In this iteration, we identify project opportunities and serve as building owners representatives to support large building decarbonization projects from conception to energy generation. Our services include:

- **Expert Guidance:** As a building owner's representative we lead clients through opportunities from conception to permitting to implementation
- **Technical Assistance:** Leverage resources to strengthen the project, support RFP development, review RFP responses
- **Access to Vetted Solution Providers:** Send RFPs to a vetted list of engineers, architects, and thermal energy network designers
- **Workforce Opportunities:** In partnership with the Westchester County Office of Economic Development, support local labor force to enter the clean energy industry
- **Education/Shared Experiences:** Access to practical learning, case studies, and lessons learned

Types of clients we serve:

- |                           |              |
|---------------------------|--------------|
| ● Affordable Housing      | ● Commercial |
| ● Market Rate Multifamily | ● Mixed-Use  |
| ● Municipal               | ● Healthcare |
| ● Non-Profit              | ● Education  |

Sustainable Westchester's existing clients include but are not limited to: The Children's Village, Edge-on-Hudson, Village of Hastings-on-Hudson, Village of Port Chester. Since 2020 we have worked with more than 125 building owners/managers/developers.

## QUALIFICATIONS FORM TO BE COMPLETED BY APPLICANT

Please complete all information in this attachment where applicable. If necessary, you may provide additional information or attach additional materials to supplement this attachment.

### Solution Provider Information

<b>Company Name</b>	
<b>Company Website</b>	
<b>Headquarters Address</b>	
<b>Additional locations with proximity to Westchester region</b>	
<b>Service Territory</b>	
<b>Services Provided (feasibility, design drawings, etc)</b>	
<b>Technologies Offered (of those listed on page 1)</b>	
<b>Do you have experience working in Disadvantaged Communities? Please describe.</b>	
<b>Is your firm a Minority or Women-Owned Business Enterprise? (y/n)</b>	
<b>Do you hire staff from priority populations? (y/n)</b>	

<b>Does your firm typically employ union tradespeople? If not, please describe how the firm procures contractors and labor.</b>	
<b>Does your firm, through its procurement practices, meet the domestic manufacturing requirements outlined in the US Inflation Reduction Act (IRA)?</b>	
<b>NYSERDA Flextech? (y/n)</b>	
<b>NYSERDA Multifamily solution provider network? (y/n)</b>	
<b>NYSERDA Primary Energy Consultants?</b>	
<b>NYSERDA Green Jobs – Green New York?</b>	
<b>Finance: Equity offerings? (y/n)</b>	
<b>Finance: Tax Equity offerings? (y/n)</b>	
<b>Finance: As-A-Service offerings? (y/n)</b>	

**Solution Provider Team**

<b>Primary Point of Contact</b>	
<b>Contact Title</b>	
<b>Contact Phone</b>	
<b>Contact Email</b>	
<b>Total number of full-time employees*</b>	
<b>Total number of part-time employees*</b>	

\*Please include resumes of key staff members

<b>Please provide the names and contact information of any subcontractors</b>	
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<b>(e.g. engineers, designers, electricians, plumbers) who would support projects.</b>	
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**Company Experience**

<b>Number of years in operation</b>	
<b>Number of projects in Northeast in past 12 months</b>	
<b>Number of projects in New York State in past 12 months</b>	
<b>Number of projects in Westchester in past 12 months</b>	
<b>Please provide references for three (3) projects completed within the last three (3) years.**</b>	
<b>Describe the financial health of your company and how you will manage the financial requirements related to the volume of projects we expect to produce. Include your Lines of Credit total and currently available.</b>	
<b>If applicable, provide detailed information about your financing/loan offerings including terms length, interest rate, forgiveness, etc.</b>	

\*\*In addition to the references, please feel free to provide any case studies that demonstrate your efficacy.

**Technology Information**

<b>Technology type (indicate all that apply: building envelope, controls, cooling solution, domestic hot water solution, energy distribution, financing, heating solution, heat pump, power storage, power generation, thermal storage, other)</b>	
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<b>Technology readiness level (scale of 1-10)</b>	
<b>Building system type (indicate all the broad building systems that the technology would be applied to: building structure, controls, cooling, domestic hot water, electrical, energy management, financing, heating, ventilation, other)</b>	
<b>Subsystem type (indicate all the specific subsystems that the tech is applicable to within broader building system category: hydronic system, steam system, chiller plant, condenser loop, heat rejection, boiler plant, steam radiators, air handling unit, make-up outside air system, plug load, power generation, power storage, thermal storage, terminal units, other)</b>	
<b>Building Types Served (Affordable Housing, Market Rate Multifamily, Municipal, Non-Profit, Commercial, Mixed-Use, Healthcare, Education, Industrial)</b>	
<b>Please note any critical prerequisite conditions for implementing the solution in a building (component, layout, or other condition that must be in the building in order for the tech to be used)</b>	
<b>Climate impact potential (range based estimate of % GHG reduction for applicable building type based upon current carbon factor calculations)</b>	

### License and Insurance Information

<b>New York State license number(s):</b>	
<b>Westchester County license number(s):</b>	
<b>Liability insurer, coverage, and policy number</b>	
<b>Worker's compensation insurer, coverage, and policy number</b>	

RFQ submissions should be emailed as a .pdf to Rachel Carpitella, Program Director, Sustainable Westchester, [rachel@sustainablewestchester.org](mailto:rachel@sustainablewestchester.org). Questions will be made public anonymously, RFQ submissions will not be made public.