SEICBP Program RFP Info Session

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DC
SUSTAINABLE ENERGY
UTILITY

Webinar Rules

Webinar

- The DCSEU will run through the webinar in its entirety
- After the presentation, DCSEU staff will address questions via the Q&A, and you will have the ability come off mute and voice your question
- Please let us know in the chat if you are having technical difficulties or difficulty hearing the presentation.

Questions

- Please put all questions in the Q&A, and we will address as many as possible
- Additional questions will be addressed and responses posted on our website www.dcseu.com/about/contracting-opportunities
- Additional questions can be sent to TrainGreen@dcseu.com
- The webinar will be posted on our website for anyone wanted to review the information discussed today.

DC
SUSTAINABLE ENERGY
UTILITY

About the DCSEU

The District of Columbia Sustainable Energy Utility (DCSEU) helps DC residents and businesses use less energy and save money. Since 2011, the DCSEU has delivered financial incentives, technical assistance, and information to tens of thousands of District residents and businesses, helping them to save millions of dollars on their energy costs. Our work is building a brighter economic, environmental, and energy future for the District.

DCSEU Goals

Combined Source Energy Savings, MMBtu

Greenhouse Gas Savings, $MTCO_2e$

Green Jobs

Local Economic Development

Low-Income Spending

Renewables with EE

Deep Energy Retrofits

DCSEU Goals

Green Jobs for DC Residents

Local Economic Development – 35% of Budget with CBEs

Train Green: The Sustainable Energy Infrastructure Capacity Build & Pipeline Program

The SEICBP program was created in response to Section 402 of the D.C. Law 22-257. Clean Energy DC Omnibus Amendment Act of 2018, whereby DOEE is under obligation with the DLSBD for at least a five-year period to provide training, credentialing, and certification to District Certified Business Enterprises (CBEs) and/or CBE-eligible firms.

The DCSEU launched this program in 2020, and it is designed to assist CBEs and CBE-eligible firms in acquiring new or enhanced skills and knowledge around energy efficiency and renewable energy design, construction, inspection, and maintenance.

Year 4 of the SEICBP Program began October 2022 (FY23).

2022 Impact

125
CBE/DC Based
firms registered with Train Green in FY22

204
DC Residents of 271 total registrants
served in FY22

22
Courses
offered through Train Green from April – September

218 of 271
Registrants
associated with a CBE or CBE-eligible

Train Green: The Sustainable Energy Infrastructure Capacity Building & Pipeline Program

Train Green Courses are available to student that meet the following Tiers of criteria:

Tier 1 - District residents at District CBE or CBE-Eligible firms

Tier 2 - District residents working outside of the District or non-residents working for District CBE or CBE-Eligible firms

Tier 3 - Non-Residents & businesses in the greater DMV metro area

DC SUSTAINABLE ENERGY UTILITY

DEPARTMENT OF ENERGY & ENVIRONMENT

WE ARE WASHINGTON DC GOVERNMENT OF THE DISTRICT OF COLUMBIA MURIEL BOWSER, MAYOR

DSLBD DEPT. OF SMALL & LOCAL BUSINESS DEVELOPMENT

Previous Courses

- Building Analyst Training & Certification
- Building Science Principles Certification
- Crew Management
- Energy Audit Certification
- Fundamentals of Energy Efficient Building Ops
- Operations & Maintenance
- Project Management
- Intro to Building Energy Benchmarking
- LEED Green Associate Training & Exams
- LEED AP BD+C Training & Exams
- LEED AP O+M Training & Exams
- Solar System Fundamentals
- Building Operators Certification
- Understanding DC Energy Codes
- Certified Energy Manager
- Building Automated Systems

Course Load/ Scope of Work

- The primary objective of this RFP is to identify industry-accredited professionals to provide high quality trainings & certifications on a variety of sustainability, energy efficiency, and renewable energy topics
- Bidders may also propose alternative trainings and/or certification programs which are not specifically listed below, but all trainings must meet the objectives outlined
- Courses now grouped in Training Pathways by level: Introductory, Basic and Advanced

Course Levels

- **Introductory level courses** provide a starting point for those new to the field with a solid foundation of general education areas of energy efficiency, building science and renewable energy to prepare students for participation and basic and advanced courses.
  - Recommended for participants without prior educational background or experience in buildings and energy.
- **Basic level courses** may have prerequisites other than the ability to read and speak English OR Spanish (applications accepted for Spanish language courses and strongly encouraged) and perform basic calculations, but a recommended level of knowledge can also be referenced in course description.
  - Basic courses and credentials/certifications are designed to provide students with a level of knowledge that can prepare them for entry level work. Basic courses provide a Credential, Certification, or Certificate of Completion for attendees completing the course.
- **Advanced level courses** generally have prerequisites found in the prior Basic category and can serve as an endpoint for a Pathway.
  - Advanced courses are designed to bring students with an existing knowledge base and/or experience to a higher level of competency. Advanced courses provide a Credential, Certification, or Certificate of Completion for attendees completing the course.

Introductory Courses

Introductory level courses provide a starting point for those new to the field with a solid foundation of general education areas of energy efficiency, building science and renewable energy to prepare students for participation and basic and advanced courses. Recommended for participants without prior educational background or experience in buildings and energy.

Introductory courses should have no pre-requisites other than the ability to read and speak English OR Spanish (*applications for Spanish language content accepted and encouraged*). Basic courses provide a Certificate of Completion for attendees completing the course.

Sample Introductory Course Titles for Bid Consideration:

- Green Building 101
- Introduction to Energy Efficiency
- Introduction to Building Science
- Introduction to Renewables

Choose A Training Pathway

Once introductory courses are completed, students choose a specialization pathway that will enable them to reach an advanced level of knowledge through the Train Green program. Each Pathway contains both Basic and Advanced courses.

Energy Efficiency

This pathway includes courses that focus on growing knowledge of auditing, benchmarking, modeling, and optimizing energy use within commercial and residential buildings.

Sustainability & Health

Courses will examine Leadership in Energy and Environmental Design (LEED) rating systems and other building standards that focus on how the built environment impacts human health and wellbeing.

Building Operations

Topics will explore best practices for whole building automatization, maintenance, operations, and green property management.

Heating, Ventilation, & Air Conditioning (HVAC)

This pathway will specifically focus on HVAC system automation, operation, and maintenance.

Renewables + Solar

Courses will cover solar safety, installation and maintenance of battery/grid based solar systems.

Train Green SEICBP Recommended Pathways & Sample Course Titles

+ Ready to Work – Intro building crash course

OR

+ Intro to Clean Energy in the Built Environment:

- Green Building 101
- Intro to Building Science
- Intro to Renewables
- Intro to Energy Efficiency

Basic EE

+ Building Re-tuning
+ Benchmarking + Building Energy Performance Standards
+ Energy Audit Certification
+ BPI Science Principles Certification

Advanced EE

+ BPI Single Family
+ BPI Multifamily
+ Certified Energy Manager
+ Energy Modeling

Basic Sustainability and Health

+ LEED GA
+ Fitwel Ambassador

Advanced Sustainability and Health

+ LEED AP BD+C
+ LEED AP O + M
+ WELL AP

Basic Building Operations:

+ Building Operator Certification Level 1
+ Credential for Green Property Management

Advanced Building Operations

+ Building Operator Certification Level 2
+ Crew Management
+ Whole Building Automation Systems/EMIS Applications and Practices

Basic HVAC

+ HVAC Operations & Maintenance

Advanced HVAC

+ Building Automation Systems
+ Refrigerant Management + Leak Repair
+Natural refrigeration

Basic Solar

+ PV101
+ Solar Safety 101

Advanced Solar

+ PV201
+ Solar Financing

Seeking New Courses for FY23

- Single Family and Commercial Net Zero Energy (NZE) Design and/or Operation and Maintenance
- Passive House Certification
- Community level Net Zero (NZE) Design and Operation
- Commercial and Residential Building Decarbonization Design, Implementation and Maintenance
- Building Envelope Design and Installation
- Electrification of Lawn and Garden Operations

RFP Posts Next Week

- Posted Date: 10/17/2022
- Webinar: 11/02/2022
- Questions Due: 11/09/2022
- Proposals Due: 11/18/2022 5:00pm – First Round
- PLEASE NOTE: Submissions after 11/18/2022 will be evaluated on a rolling basis

Our Reporting Requirements/ What we report to DOEE

- Attendance rates for each registered individual
- Certification/Credential verification and grade received (if applicable),OR
- Certificate of completion (required if no certification/credential is provided) and grade received (if applicable)
- Reports from any online student engagement tools and approaches to enhance the virtual learning environment
- Reports from any surveys conducted by the potential provider

Registration & Attendance

Virtual Meeting Platforms

- Selected providers will use DCSEU-provided virtual platform. Any exceptions will be evaluated on a case-by-case basis. Self-paced and in-person trainings are not subject to this requirement.
- Technical support will be provided by our IT Department in a separate orientation and for 10-15min at the beginning of the first session per course.
- Instructors will be given access to DCSEU meeting platform for each session they provide, and all attendance reports will be promptly shared with designated parties.

Registration

- DCSEU will handle all registration for courses and the following information will be captured from each registrant:
  - Full Name
  - Email
  - Company Name
  - Registrant Address
  - Company Address
  - Job Title
  - CBE Status

SEICBP Scoring Criteria

Scoring Criteria	Notes	Points
Experience	Bidders should include in proposals a narrative description of prior experience including: • Years of experience providing trainings and/or certification programs; • Description of prior trainings and/or certification programs delivered within the past five (5) years; • Resume, curriculum vitae or detailed description to demonstrate bidder's team's knowledge, experience and ability to deliver the Scope of Work	**Up to 25 points**
References	Bidder should include a minimum of three (3) customer references or testimonials for similar work performed within the past five (5) years. DCSEU reserves the right to contact Bidder's references to validate information about past performance. Include for reach reference: customer name, contact information and any other relevant information.	**Up to 5 points**
Training and/or Certification Design and Materials	Bidder shall include in their proposal: ○ A list of proposed trainings and/or certifications programs (see Section IV Scope of Work) including: ○ Course level ○ Any pre-requisites or prior experience required for the participant to be successful; ○ The number of hours to complete each training and/or certification program including any tests or exams; ○ A sample course schedule. ○ A detailed description or samples of the training materials for each training and/or certification program and the status of the materials (e.g., developed, in development, concept only).	**Up to 30 points**
Technology	All trainings and/or certifications that are offered virtually will be delivered using a virtual video medium selected by the DCSEU. Selected providers will use the DCSEU-provided Zoom platform. Any exceptions will be evaluated on a case-by-case basis. Self-paced and in- person trainings are not subject to this requirement.	**Up to 18 points**
Certified Business Entities	Categories for Certified Business Enterprises (CBE) in the District, based on certification by the Department of Small and Local Business Development (DSLBD)	**Up to 12 points**
Budget	Detailed budget for each training and/or certification with line-item expenses. The budget shall include any and all costs to deliver the training (e.g., exam fees, training materials).	Up to 10 points
Participant Evaluation	Measures used to track participant engagement, satisfaction, and application of knowledge	Up to 5 points
Total Points		105

Expected Insurance Requirements

Type	Limits
Commercial General Liability Insurance	$1,000,000 per occurrence; $2,000,000 aggregate
Cyber Liability Insurance	$2,000,000 per occurrence; $2,000,000 aggregate
Workers' Compensation Insurance	Shall carry and comply with statutory mandates of District of Columbia and any other jurisdiction in which subcontract is performed
Employer's Liability Insurance	$500,000 per accident for injury; $500,000 per employee for disease; and $500,000 for policy disease limit
Professional Liability Insurance (Errors and Omissions).	$1,000,000 per occurrence for each wrongful act and $2,000,000 annual aggregate
Umbrella or Excess Liability Insurance	$1,000,000 per occurrence

Submitting Bids on the Web Portal

All Bidders

- The DCSEU welcomes all qualified bidders to respond to this RFP.
- All responses must be submitted through the DCSEU Contractor Web Portal (https://portal.dcseu.com) by the deadline specified above.
- Bidders may request a copy of the DCSEU's Solicitation Guide for the Contractor Web Portal by emailing proposals@dcseu.com.

New & Returning Bidders

- New bidders must request an account by completing the username account request form available at http://www.dcseu.com/about/rfq-profile-request-form.
- The DCSEU will process the request within two business days or sooner, when possible.
- Returning bidders may use their existing account. If you have forgot your username, please contact WebPortalHelp@DCSEU.com.

Responses

- Responses that are not in the required format, incomplete or not submitted by the response deadline may be disqualified.

Sign up for Training and Contractor Updates

- dcseu.com/contractorupdates

Ask a Train Green Question

- TrainGreen@dcseu.com

Questions?

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Thank You!

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