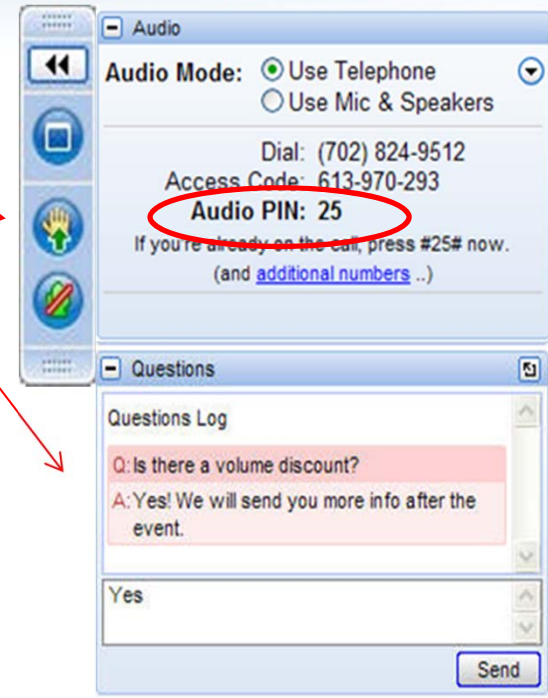




Webinar Etiquette

- Participants will be muted during this webinar.
- You may submit questions in writing by using the Q&A tool or using the 'raise hand' tool. Both are visible on the webinar toolbar.
- Audio Pin MUST be entered after you dial to allow you to speak.
- To minimize the Webinar toolbar, click the arrow button on its left side
- If you are attending in the presentation room, please be mindful of side conversations and noise within the room.



Safety Tip: July – Personal Protective Equipment – Job & Home

- ✓ **HEARING:** Use ear plugs for noise protection
- ✓ **HANDS:** Use proper gloves for each task
 - Cuts/burns: Leather, canvas, metal mesh
 - General (dirt, chafing): Coated fabric for slip resistance
 - Chemical/liquid resistant: Rubber
- ✓ **HEAD:** Use helmet or hard hat on the job and when biking, skating, etc.
- ✓ **EYES:** Wear the correct protection for the activity. Options – safety glasses, goggles, face shields, full face respirators. Be sure eye protection is adjustable



EnergyRight[®] & Renewable Solutions

Airport Ground Support Equipment RFP Pre-Bid Webinar

Brent Kent, Program Manager

EnergyRight[®] Solutions for Business/Industry

July 10, 2015

energyright[®] TVA
solutions



Background

- In April 2011, the Tennessee Valley Authority (TVA) board approved clean air agreements with the Environmental Protection Agency, four states, and three environmental groups that support TVA's vision for low-cost and cleaner energy.
- TVA chose projects to align with its vision for a cleaner energy future.
 - Non-Road Transportation Electrification and Infrastructure Applications Project



Airport Ground Support Equipment

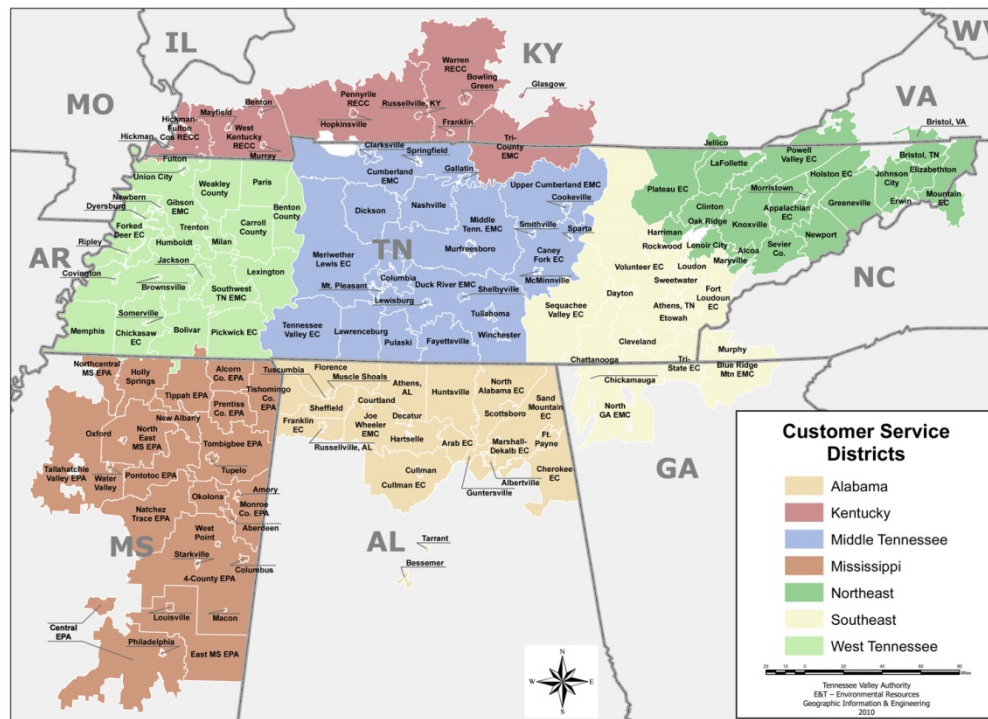
- The Airport Ground Support Equipment (GSE) Program will be delivered through a request for proposal (RFP) released June 29, 2015.
- The RFP will target airports across the TVA service territory
- The available funding for the GSE Program is \$1,170,000
- The program objective is to promote the expanded use of electrically-powered GSE for the purpose of reducing emissions
- Technologies Targeted will result in reduced fossil fuel consumption and emissions, and improved airport operations





RFP Applicants

- This RFP is open to airports, airport authorities, airlines, cargo carriers, corporate procurement offices, and other airport stakeholders, and any other businesses that operate Ground Support Equipment (“GSE”) in the TVA service area





Projects to Consider

- Electric Pushback or Electric Aircraft Tractors
- Electric Belt Loaders
- Electric Tugs and Tow Tractors
- Ground Power Units (GPUs)
- Pre-Conditioned Air Units (PCAs)
- Charging Infrastructure
- Other fossil-fueled (gas/diesel) technologies that can be replaced with electric options that support airport/airline operations

Any charging infrastructure requirements for above can be included in the response.



Airport Ground Support Equipment

Key Dates

MILESTONE	DATE
Solicitation Release Date	June 29, 2015
Q&A Webinar Session for Potential Offerors	July 10, 2015
Intent to Bid/Not Responding Due	July 15, 2015
Questions Due	July 17, 2015
Responses to Questions	July 24, 2015
Proposals Due	August 21, 2015
Evaluation Period (estimated)	August 21 - September 21, 2015
Award Contract (estimated)	October 19, 2015
Project Implementation Begins	October 20, 2015
Project Completion and Issue Incentive Payment(s) upon completion of project(s)	No Later Than September 30, 2017



Acceptable Proposals

- Proposals must contain the information requested and shall be in sufficient form and detail to enable a comprehensive understanding and analysis.
- Prior to evaluation, the Contracting Officer may review proposals to determine compliance with preparation instructions, terms and conditions, and other administrative conditions.
- Failure to comply with the requirements of this solicitation may cause a proposal to be rejected without further consideration.



Proposal Response Form

1. Respondent Contact Information

2. Project Participant Information

- a) Airport
- b) Airlines
- c) GSE Operators
- d) Vendors
- e) Additional Information

3. Local Power Company

- a) Account Number



Proposal Response Form

4. Project Scope

- a) Quantity and type of GSE being converted or replaced with electric
- b) Description of how project will improve airport operations
- c) Emission reduction potential
- d) Project Implementation Plan
- e) Project Cost
- f) Funding amount requested
- g) Proposed Incentive Payment Schedule
- h) Proposed Project Schedule

5. GSE Unit Worksheet



Emissions Reduction Potential

Proposal emissions reduction potential will be calculated by TVA in concurrence with the standardized methodology published by the U.S. Environmental Protection Agency (EPA.)

Symbol	Emission Type
HC	Hydrocarbons
CO	Carbon Monoxide
NO _x	Nitrogen Oxides
PM	Particulate Matter
CO ₂	Carbon Dioxide
SO ₂	Sulfur Dioxide

Calculations and assumptions will follow the guidance provided by EPA in the *Technical Support for Development of Airport Ground Support Equipment Emission Reductions* publication available on the EPA website. The following equation will be used to calculate GSE emission reduction potential:

$$\frac{\text{GSE Emission Reduction Potential}}{\text{Year}} = \text{Emissions Factor} \left(\frac{\text{g}}{\text{bhp} \times \text{hr}} \right) \times \text{Rated hp} \times \frac{\text{Hours of Operation}}{\text{Year}} \times \text{Load Factor}$$



Emissions Reduction Potential

GSE Unit Worksheet a Microsoft Excel spreadsheet with a table for the required information. Offerors are required to complete and return the required data. Failure to submit a proposal pursuant to the requirements of this solicitation may result in disqualification of the proposal from consideration of an award hereunder.

Proposal responses must include the following basic information about each GSE being replaced by equivalent electric equipment:

- GSE Type (Technologies listed above)
- Quantity
- Model Year (1960-2015)
- Fuel Type (Diesel, CNG (Natural Gas), Gasoline/Ethanol (E-85), LPG/Propane)
- Motor Size (hp)*
- Hour Meter Display*
- * Leave blank if unknown and minimum default values will be used



Evaluation Process

- TVA will evaluate the proposals using numeric scoring and a total score will be computed for each proposal. Using these scores, TVA will establish a competitive range.
- TVA may, at its discretion, request clarifications or conduct discussions with any or all Offerors, or only those Offerors in the competitive range.



Evaluation Factors

Evaluation criteria to be considered by TVA in determining which proposal is most advantageous to TVA will include total cost of ownership to TVA. Evaluation criteria considered may also include:

1. Abilities of Offeror to Perform the Work described in Attachment A
2. Estimated Number of Electric GSE Installations
3. Emissions Reduction Potential
4. Percentage of Awarded Funds to Total Project Costs
5. Project Timing
6. Location- TVA is seeking performance of work in environmentally challenged areas. Consideration will be given to locations within non-attainment areas, but shall not be the determining factor in awarded funds.
7. Completeness of Proposal
8. Acceptance of TVA's Terms and Conditions
9. Financial Capability



Next Steps

- Submit Intent to Bid Form – **July 15, 2015**
- Submit Questions – **July 17, 2015**
- Complete Proposal – **Due August 21, 2015**
 - ENCLOSURE I – PROPOSAL STATEMENT FORM
 - ENCLOSURE II – PROPOSAL RESPONSE FORM
 - ENCLOSURE III – INTENT TO BID FORM
 - ENCLOSURE IV – VENDOR INFORMATION DATA
 - ENCLOSURE V – SMALL BUSINESS SUBCONTRACTING PLAN
- Submit to Brad Wagner with TVA at brwagner0@tva.gov



Airport Ground Support Equipment RFP

Questions?

Please send ALL clarifying questions in writing to
Brad Wagner, at brwagner0@tva.gov
no later than
5:00PM ET on July 14, 2015.

Slide 16

AG4

Somewhere in here you should note that participants should not contact anyone at TVA to discuss or question this RFP

Angela Gordon, 6/21/2015