



ESTAP RFI Bidders Call

DOE-Sandia Webinar

Hosted by Clean Energy States Alliance

February 29, 2012



Housekeeping

- All participants will be in listen-only mode throughout the broadcast.
- You can connect to the audio portion of the webinar using your computer's speakers or a headset. You can also connect by telephone.
- You can enter your questions by typing them into the "Question Box" on the webinar console. I will ask your questions, as time allows, following the presentations.
- This webinar is being recorded and will be made available after the call on the CESA website at:

www.cleanenergystates.org/projects/energy-storage-technology-advancement-partnership/

DOE-CESA Energy Storage Technology Advancement Partnership (ESTAP)

Purpose: Create new DOE-state energy storage partnerships and advance energy storage

Focus: Distributed electrical energy storage technologies (batteries, flywheels, supercapacitors, site-anywhere compressed air, micro pumped hydro)

Outcome: Near-term and ongoing project deployments across the U.S. with co-funding from states, project partners, and DOE

Activities:

- State and stakeholder listservs (ongoing)
- Surveys and interviews (ongoing)
- Webinars
- RFI in conjunction with Sandia National Laboratories (<http://supplier.sandia.gov/opportunities/expanded.aspx?ID=1145>)
- RFQ

<http://www.cleanenergystates.org/projects/energy-storage-technology-advancement-partnership/>

Anne Margolis, Project Director (anne@cleanegroup.org)

Today's Webinar: ESTAP RFI Bidder's Call

Presenters:

- Dr. Imre Gyuk, Manager, DOE Energy Storage Systems Program
- Dan Borneo, Engineering Project Manager, Sandia National Laboratories

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ESTAP RFI

<http://supplier.sandia.gov/opportunities/expanded.aspx?ID=1145>

- Total amount available is approximately \$1M FY12, which is expected to support multiple projects over one year. It is expected that projects will be multi-phased over FY12 and FY13.
- Applicants must be U.S. State or Territorial government entities
- States/partners must together contribute $\geq 50\%$ cost share
- Responses are due 3/8/12; 3-5 pages expected, excluding supporting documents
- RFQ may be issued on or around early April, 2012
- Hope is that this is an ongoing opportunity

ESTAP RFI – Statement of Work

- State entities are leads, but partnerships with universities, manufacturers, utilities, rural electric coops, military, renewables, end users encouraged.
- Funding will support distributed scale electrical energy storage devices; i.e. batteries, flywheels, supercapacitors, site-independent compressed air.
- Applicants should demonstrate value/application of these smaller projects to larger, grid-scale applications.
- RFI will determine general interest and potential applicants and will inform RFQ. It is non-binding.
- DOE & Sandia expect to make any awards by 8/30/12.
- Major goal is to develop new DOE-state partnerships.
- Phased approach (i.e. Using funding to support construction design/permitting now, queuing construction up for potential additional rounds later) will be considered.
- Devices must be tested at Sandia's test facility for two months at DOE's expense.
- Preference will be given to American-made devices.

ESTAP RFI – Mandatory Req's

Applicants must document:

- Ongoing commitment to & expertise with clean energy project development
- Ability to provide $\geq 50\%$ cost share, including partners
- Technical and project management leads
- Budgetary estimate
- Timeline
- Scope of project, plus importance/innovation of application or technology
- Ability of project team to complete project
- Recognition of requirement to comply with Sandia's Terms & Conditions

QUESTIONS?

Please enter your question in the Question Pane of your control panel.

Amount of Funding Available

- **Question** – How much total funds (FY 2012) available for this solicitation?
Answer – As stated in the RFI, several contracts added up to \$1M.
- **Question** - I am seeking clarification of the terms of this RFI. In one place it states: “potential grants of up to \$250k for fiscal year 2012.” Later it states: Estimated Value of Contract 1M Estimated Period of Performance 1 Year.
Answer – Potential grants – several grants will be issued with amounts added up to an estimated value of \$1M. Please see the first question asked on 2/21 regarding the Period of Performance.
- **Question** - Is the total available for all awards \$1 million or for each award? Or is each award only \$250,000?
Answer - Please see Answer to Question 1.

Timeframe

- **Question** – What is the timeframe for this project? 2012? Or 2013?

Answer – depending on the size of the project, we anticipate projects to be completed in two phases. The first phase will be funded from FY12 budget and be available immediately after award. Payments will be dependent upon a milestone schedule and successful completion of each milestone. The second phase funding will be from FY13 funds and will be dependent upon funding authorized by the US government budget process.

- **Question** – The RFI says that potential grants will be available of up to \$250k for FY 2012. It also says that the estimated period of performance is 1 year. What are you considering FY2012? Will the project have to be complete within 1 year of FY2012 ending? Or within 1 year of the funding being awarded?

Answer – FY12 ends September 30, 2012. Any money awarded this fiscal year will need to be spent within one year of award. Due to the possibility that funding and projects being allocated and funded over more than one fiscal year, projects may be implemented by phases, with phase one being awarded by the end of FY 2012, if not sooner. In this case phase one work will need to be completed within one year of award. Funding for any additional phases and time allocation to spend additional phases' funding will be determined at a later date.

Eligible Applicants

- **Question** – Can a foreign company apply for this project? Or a foreign company's US subsidiary ?

Answer – A project can have a foreign supplier. However, the project needs to be built in the US or one of its territories.

- **Question** - Will a quasi-state economic development agency (non-profit private, but at least partially funded through the State) be eligible to submit for these funds? What about a municipality or other local governmental agency?

- **Answer** – No, lead applicants must be states. But these other entities could partner with any state agency or office, with the former entities writing the application, bringing match to the table, hosting the project, etc. The state would still be involved to some extent and would be seeing the value of an in-state project.

- **Question** – Can the State support more than one project proposal? (i.e., apply for more than one project?)

- **Answer** – Yes, although it should be clearly evident if and how the State intends to pursue both projects should both be selected for funding.

Match Requirement

- **Question** - If the product itself is an energy storage device, can its value be used as a source in kind match of funds (e.g. would a \$250k battery system qualify)? Or is the in kind match only attributable to other equipment, engineering services, etc.?

Answer – Yes, a product used in the project would be considered an in-kind match.

- **Question** – Do you see cash match being as or more important as in kind match? If so why? Or, are in kind match viewed as just as valuable?

Answer – In kind is acceptable, but should be measurable, i.e., equipment, engineering services, etc.

Response Length

- **Questions** – Some of the information requested in the RFI seems more akin to an RFP; such as that requesting the budgetary estimate of the project broken down by general line items and that requesting a project timeline with milestones and budget allocation over the life of the project. Exactly how broken down do you expect the budget to be and how detailed do you expect the project timeline to be?

Answer – For this RFI we are not expecting a detailed project management plan. However, we would expect an outline of the project, within the 3-5 pages of suggested response length (not including supplementary and backup documents)]. In addition to showing interest in the funding opportunity, the outline should show what you are thinking of doing, and how you will accomplish it.

Technology Testing Requirement

- **Questions** - The RFI requires that “all technologies be tested at SNL’s test facility for at least 2 months prior to final deployment.” In previous discussions you have said that already commercial technologies could be considered as part of the project proposals. If one of these projects were to be chosen, would that technology still be required to test at SNL's test facility for at least 2 months prior to final deployment?

Answer – At this point in time assume that we will require testing at SNL for all electrical energy storage technologies, assuming of course that they can be readily transported. If an awardees’ technology is not readily suitable to test at SNL, accommodations will most likely be given.

- **Question** – If a demonstration is already being planned at a university test site, could that be allowable as a test site that Sandia could oversee?
- **Answer** - Yes, Possibly.

Other

- **Question** – Is Sandia going to submit a letter of interest for the new DOE FOA that is currently on the street, DOE-FOA-0000559

Answer – DOE-FOA-0000559 is not associated with this RFI.

- **Question** – Does the technology that interacts with the grid to take variable loads from residential loads as well as renewable energy loads to reduce fluctuation and manage energy loads more easily, apply to the this application?

Answer – This project would not be appropriate for this funding.

New Questions?

- Are you open to demonstration projects at a micro-grid level that can be aggregated up to full Utility Scale capability? ie 2kw/household x 500 households = 1MMW capability
- Are you interested in integrating Electric Car Battery Storage into micro-grid Storage?
- Are you interested in Distributed Demand Response?
- Are you interested in providing Power Factor Correction?
- This distributed technology is also capable of Grid Support via remote SCADA via the internet.



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*Please enter your questions in the
Question Pane of your control panel*

NOTE: Some questions may require additional research. Please make sure you are on the Sandia bidders list if you want to receive the accumulated Q&As (email Suzette Howey: sbhowey@sandia.gov).

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