



THE DETROIT EDISON COMPANY

**REQUEST FOR SOLAR PREQUALIFICATION
2010 SOLAR PILOT PROGRAM**

Issued October 23, 2009



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1.0 Introduction

The Detroit Edison Company (DECo), a DTE Energy Company, is preparing to implement a 15MW utility owned and operated, multi-year solar pilot program in compliance with the Michigan Clean, Renewable, and Efficient Energy Act (PA 295). DECo proposes to install grid-connected photovoltaic solar systems on institutional, commercial, and/or industrial rooftops or ground mounts in various locations throughout the DECo service territory. DECo's preliminary plan includes 2MW of solar at multiple sites to be installed in 2010. The proposed work will be completed through an Engineering, Procurement, and Construction Management (EPC) contract. Installed systems must qualify as a Renewable Energy System as defined by Public Act 295 of 2008.

2.0 Project Overview

DECo has released this **Request for Solar Prequalification** ("Event") to identify qualified Respondents to participate in DECo's planned Request for Proposal(s) "RFP" which will be issued at the conclusion of this Event. Respondents will be considered for inclusion in the planned 2010 RFP(s) solar build based on demonstrated experience, assigned personnel, qualifications in this field, safety, rates, quality and completeness of the responses and acceptance of DECo's Terms and Conditions (found on the PowerAdvocate website). Firms should provide (in PDF or MS Word format) answers to the questions below which include their experience in the design and/or construction management of solar projects.

DECo is required under Section 33 of 2008 PA 295 to utilize a competitive bidding process for RFP's leading to contracts for engineering, procurement and construction management (EPC) services associated with the Company's Renewable Energy Plan.

Respondents must submit a response to this Event in order to be considered for an invitation to the planned RFP(s) for the 2010 solar build. DECo is seeking Respondents who have significant experience in the engineering, development and installation of 50kW and above solar systems. This Event is for information and planning purposes only and should not be construed as a solicitation or obligation on the part of DECo.



3.0 Required Responses

In all responses, Respondents must follow the sequence of questions, in the same order as they are listed below.

3.1 General Company Information

3.1.1 Respondent Name(s)/Business Address(s):

3.1.2 Telephone Number(s):

3.1.3 State the year(s) in which the Respondent(s) business was/were established:

3.1.4 State the name, title, email address, and telephone number of the contact person:

3.2 Relevant Experience: Provide 3-5 examples of previous or current projects with grid-connected solar installations. For each project, Respondents shall include the following:

3.2.1 Customer name or description of project

3.2.2 Location of project (city & state)

3.2.3 Nameplate capacity in kW(dc), capacity factor and total acreage or roof space utilized

3.2.4 Provide details of the steps your firm followed to evaluate potential sites for these solar installations.

3.2.5 Provide details of the process your firm followed to properly identify the appropriate technology (manufacturer, tracking system, etc.) for the lowest Total Cost of Ownership.

3.2.6 List Module and Inverter Selected (type and manufacturer)

3.2.7 Type of mounting? Tracking?

3.2.8 All subcontractors utilized and their roles in the process

3.2.9 Describe the warranty provided

3.2.10 Did you include a plan for operation and maintenance? If not, what is the arrangement for O&M?

3.2.11 Commercial operation date

3.3 Proposing Entity - Structure

3.3.1 Please describe any subcontracting agreements that may be utilized for any potential solar installation RFP's for DECo?



- 3.3.2 Describe the number and types of projects completed with the parties identified (if sub-contractors are utilized)
- 3.3.3 If work is being self performed, how many FTE's do you currently have on-staff (Engineers, installers, electricians, etc.) that have solar experience? Provide resumes
- 3.3.4 Describe how you would propose utilizing Michigan labor and Michigan materials as applicable.

3.4 Safety Information

What is your OSHA recordable rate? If subcontracting arrangements are in place, please provide the OSHA recordable rate for the subcontractor as well.

3.5 Rate Information

Please provide hourly rates for the following job classifications only. Rates supplied outside these classifications will not be considered in the evaluation:

Electrician, Civil/Structural Engineer, Electrical Engineer, Project Manager, Installer, Field Foreman

3.6 Certifications

- 3.6.1 How many NABCEP Certified installers are currently working for you or your subcontractor?
- 3.6.2 Do you possess any other solar installation certifications?

3.7 Technical or Other Information for an RFP

What technical information or other relevant information would be needed to respond to an RFP that requests a firm bid project on DECo property?

3.8 Solar Equipment Manufacturers

Please list previous experience with solar technology manufacturers. Please list various certifications you have obtained from manufacturers.

3.9 Financial Information Required



- 3.9.1 Annual report for fiscal years 2007 and 2008 and financial statements for the most recent quarter of credit support provider (if annual report is not available, a listing of assets, liabilities, profit and loss, and cash flow must be provided)
- 3.9.2 Respondent's DUNS number
- 3.9.3 Credit support mechanisms available to the firm, for example, letters of credit or escrow accounts
- 3.9.4 Name of the bank which provides Respondent's letters of credit

3.10 Insurance Requirements

Does your current insurance meet the requirements as set forth in DTE's Appendix A (located on PowerAdvocate website)?

3.11 Additional Information

- 3.11.1 State any exceptions to DECO's terms and conditions "DTE Terms and Conditions for Services Form number 963-5367" or state Respondent acceptance of Terms and Conditions.
- 3.11.2 Submit any additional supportive information, not addressed in this Event that may be important for DECo to consider in evaluating your firm/team.
- 3.11.3 How many grid-connected projects over 50kW has your firm designed/installed?
- 3.11.4 Provide industry best practice evaluation criteria Respondent has been involved in during an RFP process for similar renewable projects
- 3.11.5 Is your firm a certified women or minority owned business?
- 3.11.6 How did you find out about this Event?

4.0 Evaluation Criteria

The evaluation criteria include the following:

- A. Hourly rates
- B. Experience
- C. Safety – OSHA Rate (including any/all subcontractors)
- D. Quality and completeness of proposal
- E. Exceptions to DECo Terms and Conditions
- F. Minority / women owned business (bonus)



5.0 Obtaining Access to the Event Platform and Other Instructions

5.1 Access to PowerAdvocate Bid Platform

Respondents that meet the qualification as set forth in this solar Prequalification document may elect to participate in this Event by registering on the Power Advocate website: www.poweradvocate.com.

The Event name is: 20459 - DTE Solar RFP Prequalification

Once registration is complete, Respondent will gain access to the Event and all applicable documentation.

Questions regarding the PowerAdvocate website must be submitted to DECo's contact: Lori Taylor-Wallace.

DECo Contact: Lori Taylor-Wallace, 313-235-8532
renewsuppliers@dteenergy.com

5.2 Question and answer:

Respondents shall utilize the "messaging" tab of the PowerAdvocate website to ask questions. DECo will create a spreadsheet entitled "question and answer" and will be posted under the "addendum" section on the PowerAdvocate website.

6.0 Timing and Schedule

The schedule is as follow:

Issue Prequalification Event:	10/23/2009
Respondent Questions Due:	11/4/2009
Prequalification Event Responses Due:	11/16/2009
Complete Prequalification Evaluation	11/20/2009
Invite Successful Candidates from Event to Participate in initial RFP	11/23/2009

Event Response Deadline- All responses must be uploaded to the website by 11/16/2009, 3:00 PM EDT. Information will not be considered unless it is submitted via the PowerAdvocate web-



site. Any exceptions to the response date will be accepted at DECo's discretion. DECo reserves the right, in its sole discretion, to extend the due date for all Event Respondents.

In addition to the upload, Respondents must submit one (1) hardcopy response via overnight express mail by 11/17/09 to:

Lori Taylor-Wallace – Room 428GO
The Detroit Edison Company
One Energy Plaza
Detroit, MI 48226

7.0 Additional Event Guidelines and Terms

Please carefully review the following guidelines and terms that apply to this Event. Submission of the Intent to Respond Field will be interpreted as an understanding and acceptance of these guidelines and terms:

1. **Disclaimer** - This is not a contract offer by DECo; a Event respondent's response to this Event does not bind DECo in any way. DECo reserves the right to discontinue or modify the Event process at any time, and makes no commitments, implied or otherwise, that this process will result in a business transaction or negotiation with one or more suppliers. All costs incurred by a supplier in preparing a response to this Event and in providing or obtaining additional information to or from DECo shall be borne by the supplier.
2. **Right of Rejection / Acceptance** - DECo reserves the right to reject any or all responses, to accept any response or to select any combination of responses. DECo reserves the right to waive any irregularity contained in any response.
3. **Right of Withdrawal** - Response may be withdrawn at any time prior to the Event Due Date. Any request to withdraw a response must be sent via e-mail to Lori Taylor-Wallace at taylorlc@dteenergy.com
4. **Documents** - DECo makes no representations or warranties regarding the accuracy or completeness of the information contained in this Event, including the attachments. The supplier is responsible for making its own evaluation of information and data contained in this Event and in preparing and submitting responses to this Event.
5. **Confidentiality** - All proposals submitted in response to this Event are the property of DECo upon submittal. DECo will take reasonable precautions and use reasonable efforts to maintain the confidentiality of all responses submitted and will disclose such responses to its agents, employees, or consultants who have a need to know as is necessary for that agent, employee, or consultant to perform his/her function relating to the Project. Further, information that is received in response to this Event will be properly maintained in accordance with the Company's Code of Conduct which was issued pursuant to the October 29, 2001 Rehearing Order in MPSC Case No. U-12134. Respondents should



clearly identify each page of information considered to be confidential or proprietary. Regardless of the confidentiality claimed, all such information may be subject to review by the appropriate state authority, or any other governmental authority or judicial body with jurisdiction relating to these matters and may be subject to discovery. Under such circumstances, DECo will use reasonable efforts to protect Respondent's confidential information