



**Detroit Edison**

*A DTE Energy Company*

**THE DETROIT EDISON COMPANY**

**Wind Turbine Generator  
Request for Pre-qualification**

**Issued July 26, 2010**



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## 1. **Definitions and Abbreviations**

Capitalized terms and abbreviations used in this Request for Pre-qualification are defined below:

“DECo” shall mean The Detroit Edison Company, a Michigan corporation and operating electric public utility, and any successor entity thereto, subject to the applicable rules of the MPSC and the FERC.

“Respondent” shall mean a Wind Turbine Generator manufacturer that responds to this Event by submitting a response in accordance with the requirements herein.

“Event” shall mean this request for wind turbine generator manufacturer pre-qualification.

“Wind Turbine Generator or WTG” shall mean an individual wind turbine unit, including but not limited to a tower, nacelle, hub, blades, gearbox, generator, step up transformer (if applicable), converter, controller, control panels, motors, hydraulic systems, and meteorological equipment as further described in this specification.

## 2. **Corporate Introduction**

DECo, a wholly owned subsidiary of the DTE Energy Company, generates, distributes and sells electricity to approximately 2.1 million customers in southeastern Michigan. DECo uses coal, coke oven gas, nuclear fuel, oil, natural gas and hydroelectric pumped storage to generate its electrical output. Founded in 1903, DECo is the largest electric utility in Michigan and one of the largest in the nation. Additional information can be found at [www.dteenergy.com](http://www.dteenergy.com).

## 3. **Request for Prequalification Purpose and Scope**

This EVENT has been issued to pre-qualify and shortlist WTG manufacturers who will be invited to participate in a Request for Proposal (RFP). The RFP is expected to be issued by DECo within the next 6-12 months. DECo intends to procure WTG’s for one or more wind farms within the state of Michigan with a total generating capacity of approximately 100-200 MW by the end of 2014. Qualified Respondents shall demonstrate manufacturing capability with an industry proven performance of utility size WTG’s (1.5MW or above).



DECo is required under Section 33 of 2008 PA 295 to utilize a competitive bidding process for engineering, procurement or construction services associated with the DECo’s Renewable Energy Plan. A Respondent must participate in this EVENT in order to be considered for the WTG RFP(s) planned to be issued within the next 6-12 months.

**4. Instructions to Respondents**

In order to access the Event website, Respondents need to register their company information on the PowerAdvocate website ([www.PowerAdvocate.com](http://www.PowerAdvocate.com)).

The Event number is: 23131 DTE Energy Wind Turbine Generator Pre-qualification.

If Respondent has participated in previous RFP/RFI events (either for DTE or others) utilizing the PowerAdvocate website and has a user ID and password, please e-mail Lori Taylor-Wallace (e-mail below) and you will be connected to the event (new registration is not required).

Respondent must submit their response to the PowerAdvocate event website. Detailed instructions are available on the website in the “Supplier Quick Start Guide” posted on the website under the above event number. Additionally, “Supplier Frequently Asked Questions” is posted if you have questions relative to the website.

Please address any questions regarding the process or use of the PowerAdvocate website to the following:

DECo Contact:                   Lori Taylor-Wallace  
  Manager, Strategic Category  
  Supply Chain  
  [taylorlc@dteenergy.com](mailto:taylorlc@dteenergy.com)  
  313-235-8532

**5. Timing and Schedule**

Issue EVENT:	July 26, 2010
Respondent Questions Due	August 23, 2010
Event responses Due	September 3, 2010

Responses must be received by September 3, 2010, 12:00 PM EPT. Responses will not be considered unless submitted via the PowerAdvocate website. Any exceptions to the response



date or manner of submission will be accepted at DECo's sole discretion. DECo reserves the right to extend the Event due date.

## 6. Response Format Requirements

Responses shall be provided in MS Word format and address the following items in the order listed below which shall be numbered with the appropriate article A through G. Items not specifically related to this Event (e.g. promotional brochures, marketing material, etc.) will not be considered in the evaluation.

Respondents **must** also supply ONE hardcopy response mailed to:

Lori Taylor-Wallace, 531GO  
DTE Energy  
One Energy Plaza Drive  
Detroit, MI 48226-1221

### Article A: Profile of the Respondent & Response Summary

Respondent shall include a brief description of the Respondent's business and its corporate organization structure, including the names of all affiliates, commercial interests in wind energy industry, subcontractors, history and future plans.

Describe the highlights, key features and distinguishing points of the response. Include a list of contacts for the Event and how to communicate with them. Please limit this section to a maximum of three (3) pages.

### Article B: Qualifications/Experience of the Respondent

Respondent shall provide a brief description of the Respondent's qualifications and previous experience worldwide, in the USA and in the Great Lakes Region. Include a summary of the project and the contact information of clients to be contacted for references. Respondent shall also include the total number of WTGs installed and in operation (In the U.S.A. and in total) as of 4/1/2010.

### Article C: Technical Information

Respondent shall provide technical product information which includes but is not limited to the following data. Please note, if Respondent would consider more than one model as an optimal choice for DTE, separate information shall be provided for each model and clearly marked as such in the response.



1. Applicable WTG models, include description of process for determining and recommending final WTG sizing, design and specification
2. Confirmation that equipment is in compliance with all sections of IEC 61400 SER as well as proof of the following:
  - a. Current and valid third-party Statement of Compliance to IEC 61400-1 standards
  - b. Number of historical operating hours for proposed WTG
  - c. Number of WTG in operation including the layout conditions (i.e. 3x7, 4x8, etc.) and topography (i.e. flat, hills, etc.)
  - d. Cumulative operation time of fleet of WTG including the layout conditions (i.e. 3x7, 4x8, etc.) and topography (ie. flat, hills, etc.)
3. Unique balance of plant equipment that Respondent's WTG will require
4. Key metrics and distinguishing characteristics of the equipment
5. Wind Turbine Generator power curves, ( $C_p$  and  $C_t$  curves) and thrust curves (tabular form, no graphs)
6. Wind Turbine Generator noise emissions, including rated A-weighted, C-weighted, and one-third-octave-band sound pressure levels versus wind speed measured in accordance with IEC 61400-14
7. Estimated annual capacity factor (include production guarantees) based on an IEC IIB wind class
8. WTG availability/reliability and guarantees
9. A description of Respondent's Supervisory Control and Data Acquisitions (SCADA) System and related instrumentation, including hardware and software. This shall include "standard" packages as well as any options offered. Include condition based monitoring and capability with Pi historian
10. A description of recommended cold weather packages for this project climate
11. Availability of climb assist and options
12. Any unique benefits or value associated with (or other relevant information about) the proposed technology as opposed to other technologies in its class (i.e. var support, MW boost, black start capability, etc.)
13. Performance history of the equipment (i.e. technical bulletins)
14. Quality management program documentation, including all applicable quality control procedures, ISO certifications, checklists, manufacturing inspection and test plan
15. Index of all technical specification documents
16. Example of construction drawings



Article D: Operation and Maintenance

Respondents shall provide a comprehensive operations and maintenance plan for the proposed WTG's. This shall include but not limited to:

1. Complete operations and maintenance manual
2. Recommended maintenance intervals (include maintenance downtime)
3. Maintenance checklist
4. Suggested initial inventory levels and cost as well as annual inventory quantities and cost

Article E: Commercial Information

For applicable WTG models, Respondent shall provide:

1. Current manufacturing lead time upon receipt of signed contract
2. Estimated timeframe to execute turbine supply agreement based on experience working with public utility companies
3. Specific information regarding Respondent's major component supply chain status (i.e. shortages, backlog orders, stock overages, etc.)
4. Current or planned use of Michigan material content – provide supplier name and description of parts
5. Sample contract form agreement
6. Desired duration of form agreement
7. List of expected vendors of: tower, gearbox, blades
8. Standard warranty information and extended warranty options (including cost and term lengths)
9. A description of the training provided by Respondent to utility (or utility designated) employees
10. Location where the WTG components would be manufactured and assembled, include other primary equipment as well (gearbox, tower, etc.)
11. Shipping/transportation/logistics experience in the Midwest region (include Michigan data if applicable). If no experience, provide examples of shipping/transportation/logistics experience within the USA.
12. Locations of US operations centers. Locations of US Service Centers for major components including gearboxes, generators
13. Other pertinent information Respondent would require from DECo in order to participate in an RFP.



Article F: Price

Contractor shall supply pricing as requested on Attachment A.

Article G: Financial Information Requirements

Respondent must be able to demonstrate its financial wherewithal to perform under a potential contract and shall provide the following:

1. Annual report and 10K for fiscal years 2008 and 2009 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 prepared by a certified auditor must be provided)
2. Respondent's DUNS number.
3. Senior unsecured debt credit rating (e.g., long-term senior unsecured debt not enhanced by third party credit support) as assessed by Standard & Poor's, Moody's Investor Services and/or Fitch Ratings.
4. Credit support mechanisms available to the firm, for example letters of credit or escrow accounts.
5. Describe existing amounts of working capital lines available, including facility size, bank names, and facility termination date.

**7. Review and Selection Criteria**

7.1 Evaluation Process

The evaluation process will include a comprehensive review of the responses provided. Respondents will be assessed through a due diligence process that will gauge the relative risks and benefits of the Respondent. Responses will be evaluated using the below multi-step process.

7.2 Step 1: DECo seeks to perform a fair, comprehensive review of all Respondents. The first step in the evaluation process will be based on the completeness of information provided in response to Section 6, articles A-G above. Failure to provide requested information may result in Respondents being immediately disqualified without further consideration.

7.3 Step 2: Respondents not eliminated based on above screening criteria will be evaluated on the following, in no particular order:

7.3.1 Thoroughness of Quality Assurance/Quality Control Program

7.3.2 Equipment Availability



- 7.3.3 Price (total cost of ownership)
- 7.3.4 Design/Performance
- 7.3.5 Experience
- 7.3.6 Financial Strength
- 7.3.7 Michigan Material Content

## 8. **Additional Guidelines and Terms**

Please carefully review the following guidelines and terms that apply to this Event.

**8.1 Disclaimer** - This is not a contract offer by DECo; a response to this Event does not bind Detroit Edison 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 Respondents. All costs incurred by a Respondent in preparing a response to this Event and in providing or obtaining additional information to or from DECo shall be borne by the Respondent.

**8.2 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.

**8.3 Documents** - DECo makes no representations or warranties regarding the accuracy or completeness of the information contained in this Event, including the attachments. The Respondent is responsible for making its own evaluation of information and data contained in this Event and in preparing and submitting a response to this Event.

**8.4 Confidentiality** - All information 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 this Event. 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



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may be subject to discovery. Under such circumstances, DECo will use reasonable efforts to protect Respondent's confidential information.