

REQUEST FOR PROPOSAL

Advanced Metering Infrastructure



Bluebonnet

Date Issued: April 08, 2021

PROPOSALS TO BE SUBMITTED BY:

4:00 p.m. CST, Friday June 4, 2021

Advanced Metering Infrastructure

Bluebonnet Electric Cooperative, Inc. (Bluebonnet) is seeking Proposal(s) from qualified Offerors for an Advanced Metering Infrastructure (AMI) solution outlined in this Request for Proposal. Offeror response must include the necessary labor and other associated service to develop the following scope and deliverables.

Offeror shall describe the proposed system architecture, software, hardware and communication infrastructure components (collectors, data collection units, endpoints, etc.) as well as the operation of the system and its components and provide necessary diagrams to help explain the system. Offerors shall describe the various components of the solution required including, purchase of products, license of software and ancillary services. Offerors shall describe what components Bluebonnet would own, what portions Offerors would license and own and what portions are subject to maintenance agreements.

This project will be for Bluebonnet's entire service territory and a file will be provided with lat/long coordinates for substations, meters, microwave tower sites, pole locations, DA equipment, and any other pertinent data.

Bluebonnet

Proposals will be accepted until **4:00 p.m. CST on June 4, 2021**, and should be addressed to:

Bluebonnet Electric Cooperative – Advance Metering Initiative (AMI) RFP
Attn: Dax Flisowski
AMIstrategy@bluebonnet.coop

Offeror must submit electronic version in PDF format via email to: AMIstrategy@bluebonnet.coop

In order to ensure a fair and objective RFP process and evaluation, all questions and inquiries related to this RFP shall be addressed via email. **The deadline for notification of intent to bid and submission of Non-Disclosure Agreement (NDA) is May 10, 2021, at 12:00 p.m.** Contact with any Bluebonnet employee or official is prohibited without prior written consent. Offerors contacting any other employee(s) or official(s) without prior written consent risk elimination of their proposal from further consideration.

The RFP may be obtained by prospective Offerors by emailing: AMIstrategy@bluebonnet.coop.

Bluebonnet believes that the data contained in this RFP is sufficient for the preparation of a full response. Requests for additional information should follow the RFP Schedule of Important Dates. Such information will be submitted to all known Offerors simultaneously.

Schedule of Important Dates

The tentative schedule for this Request for Proposal is as follows:

<i>Release notification of RFP</i>	May 3, 2021	
<i>Deadline for intent to bid and NDA</i>	May 10, 2021	12:00 PM
<i>Deadline for Questions and Inquiries</i>	May 21, 2021	2:00 PM
<i>Proposal Submission Deadline</i>	June 4, 2021	4:00 PM

DEFINITIONS, TERMS AND CONDITIONS

Definitions

In order to simplify and clarify the language throughout this Request for Proposal, the following definitions shall apply:

BLUEBONNET – Bluebonnet Electric Cooperative, Inc., a Texas electric cooperative corporation

BLUEBONNET BOARD or BOARD – The officials elected by Bluebonnet’s membership to serve as the governing body of the cooperative.

CONTRACT- An agreement between Bluebonnet and an Offeror to furnish supplies and/or services over a designated period of time, during which purchases are made of the supplies and/or services specified.

OFFEROR – Individual or Entity submitting a response to this RFP

RFP- Request for Proposal

NISC – National Information Solutions Cooperative that will be the system of record for customer information, accounting and billing.

Milsoft – Milsoft Utility Solutions will be the Outage Management and Engineering Analysis software used

AMI – Advanced Metering Infrastructure

Proposals

The submitted proposal(s) must be received prior to the time and date specified. The mere fact that the proposal was dispatched will not be considered; Offeror must ensure that the proposal is actually delivered and received on time. Bluebonnet will confirm receipt of the proposal.

Proposals received after the date and time specified may be considered void and unacceptable.

Proposals cannot be altered or amended after the Proposal Submission Deadline. Alterations made before closing must be submitted to AMlstrategy@bluebonnet.coop. Upon submittal, Offeror agrees its proposal may not be withdrawn after 4:00 p.m. June 4, 2021.

Proposals shall remain valid for a period of one (1) year from the date submitted.

By submitting a proposal, Offeror certifies that Offeror has fully read and understands this RFP and has full knowledge of the scope, quantity, and quality of the services to be furnished and intends to adhere to the provisions described herein. Failure to do so will be at Offeror’s own risk.

Any proposal which does not contain all of the information requested in this RFP will be considered incomplete and may be rejected.

Bluebonnet by statute is exempt from State Sales Tax and Federal Excise Tax, therefore the proposal price shall not include taxes.

The Offeror shall furnish any additional information as Bluebonnet may require. Bluebonnet shall have the right to verify qualifications of the Offeror(s) as it deems appropriate.

A Proposal, when properly accepted by Bluebonnet, shall constitute a Contract equally binding between the successful Offeror and Bluebonnet.

This Request for Proposal does not commit Bluebonnet to award a Contract, to pay any cost incurred in the preparation of a proposal, or to procure or contract for services.

Disclosure

There will be no disclosure of contents of proposals to competing Offerors at any time, and all proposals will be kept confidential during the negotiation phase.

Reservations

Bluebonnet reserves the right to accept or reject any or all proposals as a result of this request, to negotiate with all qualified sources, or to cancel, in part or in its entirety, this RFP if found to be in the best interest of Bluebonnet. All proposals become the property of Bluebonnet.

Bluebonnet reserves the right to waive any informalities and technicalities and to accept the offer considered most advantageous in order to obtain the best value for Bluebonnet. Causes for rejection of a proposal may include but shall not be limited to the Offeror's previous failure to properly and timely perform the work or service or the Offeror's previous failure to properly and timely perform its obligations under a Contract with Bluebonnet. Offerors may be disqualified and rejection of proposals may be recommended for any of (but not limited to) the following causes: 1) Failure to use the proposal forms furnished by Bluebonnet; 2) Lack of signature by an authorized representative on the Certification and Authorization form; 3) Failure to properly complete the proposal; 4) Evidence of collusion among Offerors; or 5) Any alteration of the language contained within the RFP forms. Bluebonnet reserves the right to waive any minor informality or irregularity.

Submission of a proposal indicates acceptance by the Offeror of the terms and conditions contained in this RFP, unless clearly and specifically noted in the proposal submitted and confirmed in the contract between Bluebonnet and the Offeror selected.

Bluebonnet may conduct reference checks as needed to evaluate proposals. Bluebonnet may contact those listed, and inclusion of this listing in your proposal is Offeror's agreement that Bluebonnet may contact the named reference. Bluebonnet reserves the right to contact other companies or individuals for information that will assist Bluebonnet in evaluating Offeror's capabilities.

Reimbursements

There is no expressed or implied obligation for Bluebonnet to reimburse Offeror for any expenses incurred in preparing proposals in response to this RFP, including the Offeror's costs associated with contracting services to prepare such proposals, nor shall Bluebonnet pay any subsequent costs associated with any additional requested information or presentations.

Communication

Bluebonnet shall not be responsible for any verbal communication between any employee of Bluebonnet and any Offeror. All questions must be submitted in writing and will be aggregated. Responses to the questions will be provided to all Offerors as per the RFP schedule. Only written proposals will be considered.

Modification of RFP Documents

Offerors will be supplied with the original RFP documents in electronic form to aid in the preparation of proposal(s). Offeror, by accepting these electronic documents, agrees not to edit or change the language or format of these documents. Submission of a proposal by Offeror signifies full agreement with this requirement.

Negotiations

During the evaluation process, Bluebonnet reserves the right, where it may serve Bluebonnet's best interest, to request additional information or clarifications from Offeror(s). At the discretion of Bluebonnet, all Offeror(s) reasonably susceptible of being selected based on criteria set forth in this RFP may be given an opportunity to make a presentation and/or interview with the Selection Committee (see "Special Provisions"). Each proposal must designate the person(s) who will be responsible for answering technical and contractual questions. Preliminary negotiations may be conducted with responsible Offeror(s) who submit proposals that have a reasonable chance of being selected.

Term

Bluebonnet intends to execute a contract with the selected Offeror in the near future to meet Bluebonnet's needs for an AMI system; Bluebonnet reserves the right to not enter into any contract.

Governing Law and Venue

ALL RIGHTS AND OBLIGATIONS OF THE PARTIES SHALL BE CONSTRUED IN ACCORDANCE WITH, AND SHALL BE GOVERNED BY, THE LAWS OF THE STATE OF TEXAS, WITHOUT GIVING EFFECT TO THE PRINCIPLES OF CONFLICT OF LAWS THEREOF. EACH PARTY AGREES THAT VENUE FOR ANY SUIT, ACTION, PROCEEDING, CLAIM OR COUNTERCLAIM BROUGHT BY OR ON BEHALF OF ANY PARTY RELATED TO OR ARISING OUT OF THE EXECUTED CONTRACT SHALL BE BASTROP, BASTROP COUNTY TEXAS

If Proposal Results in a Contract, the Following Terms and Conditions Will Apply:

The RFP and the contents of the successful proposal will become a part of any subsequent contractual document that may arise from this RFP. In case of discrepancy between the RFP and the Offeror's proposal, the RFP will take precedence.

Bluebonnet will not accept any contract terms that require pre-payment for services, supplies or equipment. Limited exceptions may be considered for operating leases. Software maintenance and support fees may not be assessed for any system that is not installed, operational and available for use by Bluebonnet.

No oral statement of any person shall modify or otherwise change, or affect the terms, conditions, or specifications stated in the resulting contract.

Should there be a change in ownership or management, the Contract shall be cancelled at Bluebonnet's sole discretion unless a mutual agreement is reached with the new owner or manager to continue the Contract with its present provisions and prices.

All invoicing shall be submitted electronically to Bluebonnet. If invoices are subject to cash discount, discount period is to be taken from the date of completion of order or date of receipt of invoice, whichever occurs last regardless of whether or not correct discount terms appear on invoice. All invoices are to be paid in full within 30 days after satisfactory delivery of services and billing.

Information Technology Security

Offeror will need to demonstrate its ability to follow industry best practices as a means to prevent any compromise of its information systems, computer networks, or data files by unauthorized users, viruses, or malicious computer programs which could in turn be propagated via computer networks, emails, magnetic media or other means to Bluebonnet. Offeror will be expected to exhibit and agree to the following: security policies, security awareness training, notification of known security vulnerabilities to Bluebonnet Information Technology Security Staff and a business continuity plan in the event of a cyber-breach.

Insurance

As additional security for Bluebonnet and as separate obligation of Offeror not in conjunction with any other provisions of this Agreement, Offeror agrees to carry and maintain during the term of this Agreement (including all warranty periods) occurrence-based liability insurance with coverages and limits of liability not less than those shown herein. The insurance coverage requirements in this Agreement will in no way be construed as limiting the scope of indemnification herein. Each of Offeror's contractors, if any, shall also provide and maintain during the term of their respective agreements the insurance coverages specified as follows, with limits of liability determined appropriate by Offeror. In the event work is performed by a contractor, Offeror shall be primarily responsible for any liability arising directly or indirectly out of the Services performed that is not otherwise covered by any contractor's insurance. All such insurance shall be primary with respect to any other insurance or self-insurance programs afforded to or maintained by or for the benefit of Bluebonnet, and shall not require the exhaustion of any other coverage. Offeror shall promptly notify Bluebonnet when any insurance policy required is not reasonably available and shall state the reasons therefor.

Offeror shall procure at its expense, and maintain, and shall require all of its contractors, if any, to procure and maintain in full force during the full term of this contract, insurance policies, from an insurer, or insurers, licensed (admitted) to do business in the State of Texas (with an AM Best Rating of A-VII or better), each of which insurers shall be satisfactory to Bluebonnet. The policies shall provide insurance of the types and in the minimum amounts below indicated:

- a) Statutory Coverage Workers' Compensation Insurance (including Occupational Disease Coverage) in accordance with the laws of the states where the Services are to be performed.
 - b) Employer's Liability Insurance with limits of not less than \$1,000,000 Bodily Injury by Accident; and \$1,000,000 by Disease each employee; \$1,000,000 Bodily Injury by Disease Policy Limit.
 - c) Commercial General Liability Insurance under an occurrence policy form (ISO occurrence form CG 0001 12/07, or a substitute form providing equivalent coverage) insuring the indemnity agreements set forth in this Agreement with a combined single limit of not less than \$1,000,000 per occurrence and \$2,000,000 in the aggregate, including endorsements for Premises/Operations, Personal Injury Liability, Products/Completed Operations, Blanket Contractual Liability assumed in the Agreement, including indemnification liability, The policy must be endorsed to provide that aggregates limits apply.
 - d) Business Automobile Liability Insurance covering liability arising out of any auto (owned, hired and non-owned); with a combined single limit of not less than \$1,000,000. The policy must be endorsed to provide Broadened Pollution Coverage for Covered Autos using ISO form CA 99 48 03/06 (or a substitute form providing equivalent coverage).
 - e) Umbrella Insurance (Excess Liability) with minimum limits of \$10,000,000 per occurrence that will respond in excess of the underlying employer's liability, general liability and business automobile liability policies, with coverage provided at least as broad as the underlying policies. This policy must contain the right and duty to defend when the underlying insurance does not provide coverage or when the underlying insurance limits have been exhausted.
 - f) Pollution Liability Insurance, covering losses caused by pollution conditions that arise from the operations of Offeror coverage of not less than \$1,000,000 per occurrence and in the aggregate.
- A. Additional Insured.
- All policies (except for Workers' Compensation/Employers Liability, Professional Liability and Pollution Liability) will name, by policy endorsement, Bluebonnet as additional insured and must provide coverage to the maximum extent permitted by law. The General Liability Policy will be endorsed using ISO form CG 20 10 10/01 and CG 20 37 10/01 (or a substitute form providing equivalent coverage).

B. Waiver of Subrogation.

Offeror shall waive all rights of subrogation against Bluebonnet and its directors, officers, members, employees, agents and insurers, and all policies of insurance provided for above shall contain a provision and/or endorsement stating that the insurance carriers and underwriters waive all rights of subrogation in favor of Bluebonnet and its respective directors, officers, members, employees, agents and insurers. Failure of Offeror to so replace any such policy or policies shall constitute a default by it under this Agreement, and at Bluebonnet's election, this Agreement may be terminated upon ten (10) days written notice from Bluebonnet. No policy required hereunder shall exclude or limit liability within the policy limits for personal or bodily injury or damages or death of an employee of Offeror or Bluebonnet.

C. Primary & Non-Contributory.

Bluebonnet and Offeror intend that the Offeror shall ensure that all policies purchased in accordance with this section will protect Bluebonnet and Offeror, and will be primary and non-contributory with any other coverage elsewhere afforded or available to Bluebonnet, as well as provide primary coverage for all losses and damages caused by the perils covered thereby related to or arising out of the Work, and shall not require the exhaustion of any other coverages afforded or available to Bluebonnet. The General Liability Policy will be endorsed using ISO Form CG20 01 04/13 (or substitute form providing equivalent coverage).

D. Severability & Cross Liability.

The policies shall also include standard severability provisions that state each insured is provided coverage as though a separate policy had been issued to each, except with respect to limits of insurance. The policies shall not contain a cross liability or a cross-suit exclusion that prevents Bluebonnet from asserting claims against the Offeror or any other Insured under the policies.

E. Proof of Insurance.

Prior to commencement of the Services, Offeror shall furnish Bluebonnet insurance certificate(s) on a form satisfactory to Bluebonnet executed by an authorized representative of the insurer, and if requested by Bluebonnet, for each policy, a copy of the Declaration page; if not on the Declarations page, a copy of any schedule showing the limits of insurance and a list of all endorsements to the policy, together with a copy of each endorsement herein requested and certified copies of insurance policies, with endorsements, evidencing the applicable policies, coverages and limits, including those of its contractors. Bluebonnet's receipt of or failure to object to any insurance certificates or policies submitted by Offeror or its contractors does not release or diminish in any manner the liability or obligations of Offeror or its contractors or constitute a waiver of any of the insurance requirements under this Agreement. Replacement certificates of insurance evidencing continuation of such coverage shall be furnished to Bluebonnet prior to the expiration of the current policies. Should Offeror or any contractor at any time neglect, refuse to provide or cancel the insurance required herein, Bluebonnet shall have the right to terminate the Contract and/or pursue any remedy available at law.

The certificate of insurance and all notices shall be sent to:

**Office of General Counsel
Bluebonnet Electric Cooperative
PO Box 729
Bastrop, TX 78602
Emailed to: debra.phillips@bluebonnet.coop**

Failure of Bluebonnet to demand evidence of full compliance with these insurance requirements or

failure of Bluebonnet to identify a deficiency shall not be construed as a waiver of Offeror's obligation to maintain such insurance.

Cyber Liability insurance coverage in an amount sufficient to cover the full replacement value of damage to, alteration of, loss of, or destruction of electronic data and/or information property including confidential information of Bluebonnet and or its members that will be in the care, custody, or control of contractor/vendor.

The Insurance obligations under this agreement shall be the greater of 1—all the Insurance coverage and limits carried by or available to the Contractor/Vendor; or 2—the minimum Insurance requirements of at least \$5,000,000 each claim and \$5,000,000 in the aggregate. Any insurance proceeds in excess of the specified limits and coverage required, which are applicable to a given loss, shall be available to bluebonnet. No representation is made that the minimum Insurance requirements of this agreement are sufficient to cover the indemnity or other obligations of the contractor/Vendor under this agreement.

Coverage should include but not limited to the following:

- a. The failure to prevent a Privacy Breach; the failure to destroy Confidential Information; a violation of law, when alleged in connection with 1 or 2; the failure to provide Notification required by law; the failure to comply with a Privacy Policy; the unauthorized, unlawful, or wrongful collection of Confidential Information; or the failure to prevent a Security Breach, directly resulting in the:
- b. Alteration or deletion of Confidential Information; transmission of a Virus into a computer or network system that is not a Computer System; participation in a denial-of-service attack directed against a computer or network system that is not a Computer System; or failure to provide an authorized user with access to a Computer System.
- c. Cyber Extortion
- d. Data Restoration
- e. Public Relations
- f. Business Interruption

Additional Insured: All Cyber policies will name, by policy endorsement, bluebonnet as additional insured and must provide coverage to the maximum extent permitted by law, to the extent commercially available.

Value Added Services

All submissions should provide identified areas of service(s) or product(s) that the Offeror will provide, at no additional cost, that may be considered added value to Bluebonnet or considered unique to the industry.

Addenda

In the event of a needed change in the published RFP documents, it is understood that all the foregoing terms and conditions and all performance requirements will apply to any published addendum. All published addenda shall be signed and included with your response package as acknowledgement of the addendum. Offerors are responsible for obtaining all published addenda from Bluebonnet. Bluebonnet assumes no responsibility for an Offeror's failure to obtain or properly submit any addendum. Failure to acknowledge and submit any addendum may be cause for rejection of the Proposal. Bluebonnet's decision

to accept or reject any particular proposal due to a failure to acknowledge and submit addenda shall be final.

GENERAL INFORMATION

Background

Bluebonnet was established in 1939 as a distribution electric cooperative that serves members in central Texas. Bluebonnet maintains over 11,000 miles of distribution and transmission line with more than 110,000 meters spread across all or parts of 14 counties. Bluebonnet is managed by a board of directors, which is elected by the membership and entrusted with the management and control of Bluebonnet. Bluebonnet business activities include the transmission and distribution of electric power, along with construction of the infrastructure to conduct such business activities.

Bluebonnet is currently evaluating a variety of technologies and vendors with an ultimate goal of implementing a sustainable AMI system. These components include advanced/smart meters, communication infrastructure equipment and platforms, various elements of network management software, and member technologies that can scale and support future progression of market and technology trends, which may yet be undefined.

INTENT AND SCOPE OF WORK

The purpose of the RFP is:

- to determine hardware and all software needed for a headend system that is capable of automatically identifying endpoints upon installation and passing pertinent data to other Bluebonnet systems. Hardware and software such as the routers and collectors/data collection units required for building out the network infrastructure to support bi-directional communication and on demand data retrieval with all endpoints on the system.
- to include the detailed infrastructure requirements and layouts for the Bluebonnet territory and any special installation requirements or training that Bluebonnet should be aware of
- to recommend/propose a plan to change out the existing residential and commercial meters, approximately 110k meters.
- to identify implementation training, project management and operational and maintenance services needed to support the above.

Requirements:

1. The system shall be self-recovering and have triple redundancy on 95% of devices in the field to allow for communication when part of the field network system fails.
2. Daily retrieval of all electric meter data with at least 99.99 % of all meters successfully read each day without estimation. This includes all interval data and midnight reads.
3. The system shall support real-time, on-demand meter reading requests and shall have an average response time of 30 seconds or less at least 90% of the time.
4. The system real-time control of field devices and shall have an average response time (confirmation of device operation) of 30 seconds or less at least 90% of the time.
5. The AMI system shall operate on a licensed frequency spectrum.

6. The backhaul system shall have the ability to utilize multiple frequencies, including but not limited to, 6 GHz, 5 GHz, 11GHz, AT&T FirstNet Band 14, and private LTE, in coordination with any P2P or P2MP solution Bluebonnet may standup.
7. Ability for Bluebonnet to do remote disconnect/reconnect from NISC and not have to be in the head end software for the AMI.
8. Ability to do remote disconnect/reconnect from head end.
9. Ability for headend software and devices in the field to coordinate with the SCADA system in advanced smart load shedding schemas. This should include the on-demand grouping of meters as well as broad scale pre-determined load shedding sequences.
10. The system shall support a hybrid split architecture of both PLC and RF meters.
11. Dashboard of system health with instant indication of endpoint status, collector alerts, endpoint alerts, deployment status, validation threshold alerts and not logging alerts.
12. All alarms including power failure and tamper alerts shall be reported from the end devices via an unsolicited event message.
13. The ability to determine system phase of connected meters.
14. The communication system shall enable remote reprogramming of all endpoints.
15. The communication system shall enable remote firmware upgrades to all electric endpoints and meters without a field visit.
16. Role based access controls within the head end enabling the utility to restrict operational and data access on a granular basis to both users and systems with an explicit need.
17. Interfaces to the AMI System shall utilize a web-based Portal where bluebonnet can access each included sub-system using a Single Sign-on methodology with password authentication and integrated to Bluebonnet's active directory system.
18. Offerors shall provide integration to Bluebonnet's NISC iVue and MDM systems as well as Milsoft OMS and Survalent (SCADA).
19. Prefer AMI vendor to be compatible with at least two electric vendors to allow for meter choice. Provide a listing of meter manufacturers and meter model numbers with which your AMI modules are compatible.
20. Tools to test and troubleshoot endpoints in the field and in the shop
21. Offerors will provide a single point of contact for communicating all issues by providing a toll free number that can be used for reporting issues, as well as the ability to enter service request directly via email or web portal into a help desk site where resolutions are logged within the site
22. Offeror shall provide detailed presentation of security measures used across the AMI solution.

Offerors may submit multiple proposals or options within a proposal that they feel Bluebonnet should evaluate in its selection process.

Propagation Study

1. Upon contract award, respondents must provide an official Radio Wave Propagation study from a licensed RF engineer or engineering firm that displays exact location and height of data collection equipment and coverage patterns.
2. The Offeror shall then be contractually obligated to provide any additional data collection equipment (routers, collectors) required after endpoint deployment to achieve the coverage depicted in the propagation study.

SPECIAL PROVISIONS

Selection Process

A Selection Committee will be designated to review and evaluate all proposals.

Oral Presentations

After all proposals have been evaluated, the Selection Committee may require representatives of one or more of the Offerors to make presentations to the Selection Committee for the purpose of making a final evaluation and recommendation for contract award. However, Bluebonnet may, at its sole discretion, award a contract without presentations, based solely on information supplied in the proposal responses.

Site Visit and Demonstration

Offerors may be required to provide a remote presentation of their AMI Solution to the Selection Committee. Bluebonnet anticipates that it will host remote presentations during June 2021. Bluebonnet and Offeror will schedule these remote presentations at a mutually agreed upon date and time. Offerors will be informed about details of the remote presentation and given sufficient time to prepare. Costs for attending and preparing for the remote presentations are entirely the responsibility of the Offeror and shall not be chargeable to Bluebonnet.

Selected Service Provider

Bluebonnet expects to name the selected Offeror in 2021. Bluebonnet reserves the right to reject all proposals and not select any Offeror.

News Releases/Publicity

News releases, publicity releases, or advertisements relating to this engagement or the tasks or projects associated with this engagement shall not be made without prior written Bluebonnet approval.

FORMAT REQUIREMENT

Requirements

The following instructions describe the form in which proposals must be submitted.

Responses to the following items will be used for proposal evaluation. Proposals which do not contain responses to each of the requirement items will be considered incomplete and may be rejected by Bluebonnet.

Proposal documents should provide a straightforward, concise description of the Offeror's capabilities to satisfy the requirements of this RFP. Emphasis should be on completeness, clarity of content, and conveyance of the information requested by Bluebonnet.

The requirements stated do not preclude Offerors herein from providing additional reports, functions, and costs as deemed appropriate.

Qualifications and experience

1. List other resources, including total number of employees, number and location of offices, number and types of equipment available to support this project.
2. If Offeror is proposing as a team or joint venture or has included sub-contractors, describe the rationale for selecting the team and the extent to which the team, joint ventures' and/or sub-contractors have worked together in the past.
3. Identify the number of professional qualifications (to include licenses, certifications, associations) of staff to be assigned to the project and relevant experience on projects of similar size and scope.
4. State the primary work assignment and the percentage of time key personnel will devote to the project if awarded the contract.

5. Additional Information. Identify any additional skills, experiences, qualifications, and/or other relevant information about the Offeror's qualifications.
6. Has the Offeror been an AMI provider for at least ten years?
7. Has the current solution been commercially available for a minimum of five years?
8. Has the Offeror had a minimum of five deployments of 75,000 + AMI endpoints?
9. Is Offeror's solution capable of handling DA? If so please explain DA options?

References

1. Describe Offeror's experience relevant to the Scope of Services requested by this RFP. List and describe relevant projects of similar size and scope performed over the last four years. Identify associated results or impacts of the project/work performed.
2. Describe Offeror's specific experience with utility clients, especially electric utilities. If Offeror has provided services for Bluebonnet in the past, identify the name of the project and the department for which Offeror provided those services.

Financial Stability & Litigations

Provide audited financial statements such as balance sheets, statements of income, and statements of cash flow for each of the three most recently completed fiscal years, including notes to the financial statements, independent accountants' reports and annual reports.

Offeror shall include in its proposal a complete disclosure of any material civil or criminal litigation or pending investigation which involves the Offeror or in which the Offeror has been subject to any charge or penalty.

EVALUATION FACTORS

Format Requirement

Bluebonnet will review all proposals to determine compliance with the requirements as specified in the RFP. Only proposals which, in the opinion of the Selection Committee, meet the requirements of the RFP will be further evaluated.

Proposals that pass the preliminary review will be evaluated on how well the proposal meets the needs of Bluebonnet as described in the Offeror's response to each requirement listed in the RFP. The Selection Committee will review all written proposals that meet the requirements and will select - the top proposals for further review. It is important that the responses be clear and complete so that the Selection Committee can adequately understand all aspects of the proposals.

Evaluation Factors

After receipt of proposals, Bluebonnet will use the following criteria in the selection process:

Ability to provide desired functionality

Implementation and support

Service provider strength, capabilities and cost

References

Certification and Authorization

The undersigned certifies that he has fully read and understands this Request for Proposal and has full knowledge of the scope, quantity, and quality of the services to be furnished and intends to adhere to the provisions described herein. The undersigned also affirms that they are duly authorized to submit this proposal, that this proposal has not been prepared in collusion with any other Offeror, and that the contents of this proposal have not been communicated to any other Offeror prior to the official opening of this proposal.

Representative's Name: _____
(Please print or type)

Representative's Title: _____

Offeror's Company Name: _____

Phone Number: _____ Fax Number: _____

Email Address: _____

Offeror Name and Address: _____

Representative's Signature: _____

Date: _____