



SUSTAINABLE ENERGY BUSINESS DISTRICTS

Enabling Clean Energy Deployment for Cities in China

REQUEST FOR INFORMATION AND QUALIFICATIONS (RFI) FOR ENERGY EFFICIENCY & RENEWABLE ENERGY (EERE) SOLUTIONS

Wujin National Hi-Tech Industrial Zone, Jiangsu Province &
Green Dragon Lake District, Beijing Municipality
in the People's Republic of China

Issued By:	Optony Inc.
Supported By:	US Department of Energy
Issue Date:	August 8, 2014
Responses Due:	September 8, 2014

Chinese version follows / 中国版本如下

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1. OVERVIEW

1.1 PURPOSE

Commercial building owners and developers (“buyers”) participating in the Sustainable Energy Business Districts (SEBIZ) program are looking for innovative technology solutions to reduce their energy consumption and operating expenses, while leveraging integrated financing solutions. The purpose of this Request for Information and Qualifications (RFI) is to connect these motivated buyers with qualified and cost-effective clean energy solution providers (“vendors”) for procurement of products and services related to commercial building energy efficiency technologies, renewable energy generating systems, and electric vehicle charging infrastructure. Information gathered from this RFI will assist buyers in making decisions to pursue commercial-scale clean energy upgrades to improve the performance and operations of new and existing buildings.

The desired outcome of this RFI is to establish relationships between buyers and vendors for current and future clean energy project development opportunities. Qualified and cost-effective vendors may have the opportunity to enter into contracts with other building owners in SEBIZ business districts and participate in future implementations of the SEBIZ model in other participating Chinese cities over the next three years. Interactions between vendors and buyers will be facilitated by the SEBIZ team in person and virtually based on the responses received via this RFI. In addition, the US Department of Commerce is supporting a trade mission in December 2014 to facilitate direct, intensive meetings for interested parties.

1.2 INTRODUCTION

The SEBIZ program is helping to address China’s rising urban energy needs and carbon emissions at the city-level by leveraging a successful public-private partnership model in targeted Chinese cities. This RFI is targeted to potentially interested Chinese and American energy efficiency and renewable energy (EERE) vendors in order to connect them with motivated buyers in China. The program is primarily funded by the United States Department of Energy under a bilateral collaboration initiative for clean energy. However, the United States Department of Energy is not responsible for any of the content contained within this document and this RFI does not represent any funding opportunities by the US Government.

The ultimate goals of this program are to help buyers reduce energy usage and associated operating costs, while supporting the achievement of environmental policy goals in China. The reduction of building level energy consumption not only reduces associated operating costs and carbon emissions, but also helps to make businesses more competitive and improve regional air quality. By establishing a successful distributed EERE deployment model, local governments can replicate the SEBIZ program to help achieve important energy and environmental policy goals, which in turn will stimulate new economic activity and improve public health conditions.

During Q4 2013 through Q2 2014, SEBIZ program staff provided buyers in Jiangsu Province with energy audits and technical assistance to identify viable EERE opportunities. SEBIZ program staff also provided clean energy planning technical assistance to a major real estate developer that is building a new business district in Beijing Municipality. These engagements formed the basis for detailed assessment of opportunities in each district that are summarized in Section 2. Buyers envision that their buildings will become some of the highest performing buildings in China. Furthermore, they want their buildings and

districts to provide a high-profile showcase for the successful implementation of retrofit and new development clean energy projects. Buyers are seeking solutions from the private market to help achieve these goals via this RFI. There is no fee for vendors to participate in this RFI process.

About Optony: Optony Inc. is a global research and consulting services firm focused on enabling government and commercial organizations to bridge the gap between clean energy goals and real-world results. Optony is implementing the SEBIZ program through grant funding from the U.S. Department of Energy. Optony's role in the SEBIZ procurement process is to provide independent technical assistance to support buyers in their evaluation of EERE project opportunities and potential clean energy solution providers.

More information about this project can be found here: www.cleanenergyroadmap.com/about/sebiz/.

1.3 TIMELINE

Below is a list of major milestone dates for the phases of this RFI process. SEBIZ staff and buyers maintain the right to adjust the schedule at their discretion.

EVENT	TARGET DATES*
RFI Issued	August 8, 2014
RFI Questions Due	August 29, 2014
RFI Responses Due	September 8, 2014
Response Evaluation Period	September 9, 2014 – September 26, 2014
Buyer/Vendor Meetings	October 2014 – November 2014
Contracting	November 2014 – January 2015
US-China Trade Mission**	December 7-13, 2014
Project Implementation	Q1 2015 – Q4 2015

*Dates are approximate and subject to change

**Trade mission website: <http://chinausealliance.org/2014mission/>

2. SCOPE


SEBIZ buyers, including commercial building owners and real estate developers, seek to pursue opportunities for increasing building energy efficiency, onsite renewable energy generation, and clean transportation with proven EERE technologies. Buyers are specifically interested in receiving detailed information on commercially available and proven clean energy technologies for retrofit and new construction applications, as well as indicative pricing and integrated financing solutions (e.g. energy savings performance contracts, shared savings models, etc.).

There are currently two business districts in the SEBIZ program that are actively seeking clean energy solutions through this RFI. The Wujin National Hi-Tech Industrial Zone, which is located in Jiangsu Province, has a portfolio of existing commercial buildings that are seeking proposals for retrofit projects. The Green Dragon Lake District, which is located in the Beijing Municipality, is a new development zone for which the project developer is seeking proposals for new construction projects.

All proposals must be focused on one or both of the two listed business districts and include at least one

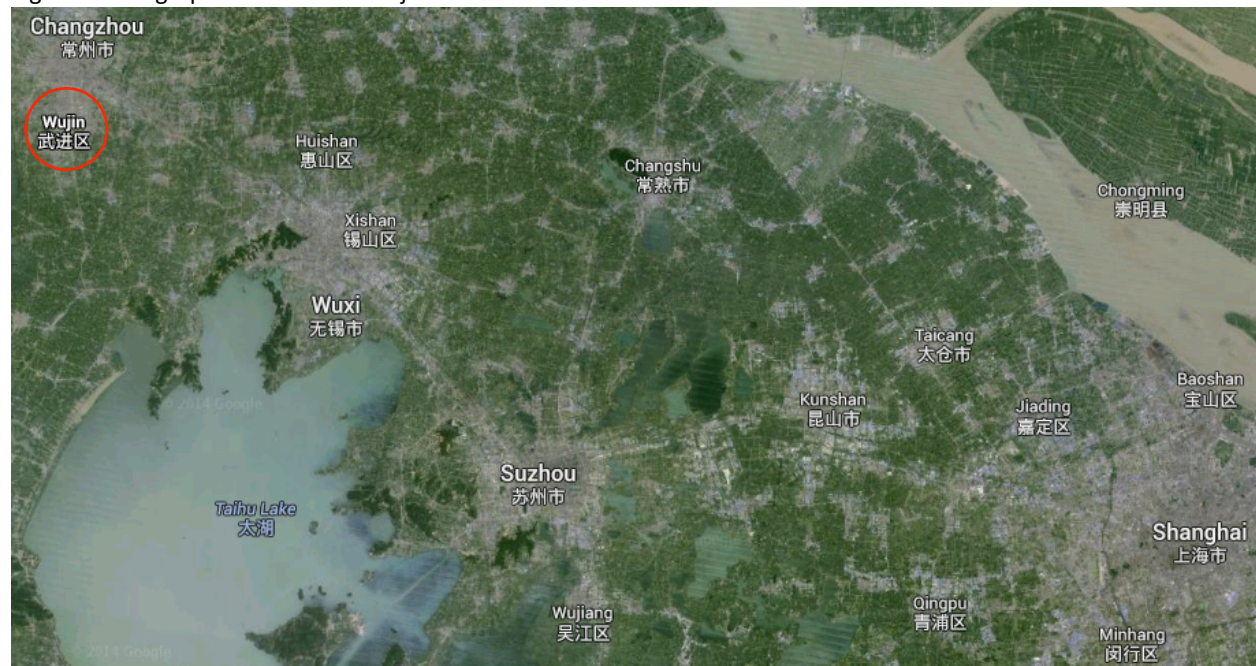
of the technology areas of interest as listed in sections 2.1.1 and 2.2.1 below. Vendors are encouraged to provide full responses for all areas and business districts that they can competitively offer solutions for the indicated needs. More information about each business district is provided below.

2.1 BUSINESS DISTRICT A: WUJIN NATIONAL HI-TECH INDUSTRIAL ZONE

NAME:	Wujin National Hi-Tech Industrial Zone	
LOCATION:	Changzhou, Jiangsu Province, China	
PROJECT TYPE:	Commercial Building Retrofit EERE Projects	

The Wujin National Hi-Tech Industrial Zone (WIZ) is a business district located 130 kilometers west of Shanghai in the City of Changzhou in Jiangsu Province that covers about 100 square kilometers. Currently, there are around 3,800 enterprises from more than 30 countries with operations in WIZ and the district has a GDP of approximately RMB 20 billion (\$3.3 billion). The leadership and stakeholders in WIZ are very supportive of the SEBIZ program and would like to see clean energy technology deployment by next year.

Figure 1: Geographic location of Wujin National Hi-Tech Industrial Zone



During Q4 2013 through Q2 2014, the SEBIZ team performed commercial building energy audits for 46 facilities across 11 sites, which covered approximately 836,000 m² (9 million ft²) of gross floor area. The goals of the energy audits were to: 1) benchmark current energy usage in order to quantify future savings; 2) identify high-potential opportunities for EERE technology deployment; and 3) find vendors to implement EERE technology solutions.

2.1.1 TECHNICAL AREAS OF INTEREST

The energy auditing phase of the project has been completed and the identified EERE project development opportunities and potential scale are shown below. These are the only projects of interest. All other technologies are not of interest at this time. Of particular interest are technologies with integrated financing solutions that do not require upfront capital expenditures.

- i. **Solar Photovoltaic Systems.** WIZ is seeking vendors that sell turn-key commercial-scale solar electric systems for generating electricity on-site. Technologies might include: solar photovoltaic panels, inverters, monitoring equipment, associated equipment, and energy storage systems. Integrated electric vehicle charging stations may be of interest for solar carport systems. The SEBIZ team has identified **9 building owners** that are interested in installing over **8 MW of rooftop and carport systems**.
- ii. **Lighting Technologies.** WIZ is seeking vendors that sell indoor LED lighting technologies that minimize the energy consumption of artificial lighting. Technologies might include: LED lighting fixtures, lamps, and controls. The SEBIZ team has identified **777,000 m² of building floor area** that are interested in being upgraded from incandescent and fluorescent fixtures and lamps.
- iii. **Energy Management Systems.** WIZ is seeking vendors that sell advanced energy management hardware and software. Technologies might include: building energy management and control systems for heating, cooling, lighting, etc. Also of interest are technologies that provide enhanced building-level and district-level monitoring capabilities for energy usage, temperatures, air quality, etc., through the use of advanced sensors. The SEBIZ team has identified 10 sites with **45 buildings** that are interested in upgrading their energy management systems.
- iv. **Electric Vehicle Charging Infrastructure.** WIZ is seeking vendors that sell advanced electric vehicle charging equipment and service platforms that allow for simple and cost-effective charging of electric vehicles. Technologies might include: Level 1, Level 2, and DC fast charging stations with proven subscriber plans, business models, and payment schemes relevant to the China market. The SEBIZ team has identified 11 sites that are interested in installing approximately **60 electric vehicle charging stations**.

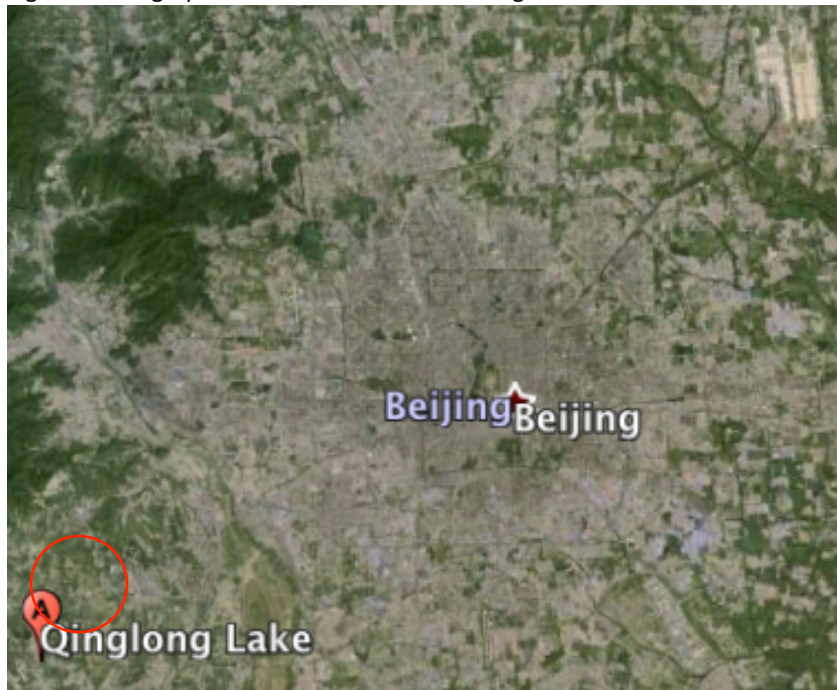
There are additional clean energy and smart grid project opportunities in Wujin, but the scope of this project focuses on technologies that are available for immediate deployment at the identified facilities and properties. If all recommendations were implemented the impact would be a 31% net reduction in electricity consumption and carbon emissions, which equates to approximately 16 GWh and 13,500 tCO₂, annually.

2.2 BUSINESS DISTRICT B: GREEN DRAGON LAKE DISTRICT

NAME:	Green Dragon Lake District	
LOCATION:	Beijing Municipality, China	
PROJECT TYPE:	New Commercial Building EERE Projects	

The Green Dragon Lake District (GDL) is a new development zone located 25 kilometers southwest of Tiananmen Square in Beijing that covers about 25 square kilometers. This district's real estate development company has affirmed their commitment to the integration of clean energy technologies into the planning and design phases of the project. When completed, the district is envisioned to become a sustainable global convention capital with domestic and international resident organizations from both the public and private sectors. The leadership and stakeholders in GDL are very supportive of the SEBIZ program and are committed to integrating specifications into their building plans over the next 1-5 years for this major new business district.

Figure 2: Geographic location of the Green Dragon Lake District



A major focus of the GDL project is to connect the real estate developer with qualified EERE vendors early in the process in order to incorporate technology into the district's planning and design phases. Through this RFI, the SEBIZ program will connect clean energy companies with the real estate developer in order to facilitate a mutually beneficial business-driven relationship to construct high-performance buildings that maximize the integration of commercially proven clean energy technologies.

2.2.1 TECHNICAL AREAS OF INTEREST

The EERE technologies of interest are shown below. GDL developers are not interested in a single EERE technology, but rather a full spectrum of solutions that can be integrated into planning and design, and

ultimately installed over the next one to three years. The specific areas of interest are listed below.

- i. **Solar Photovoltaic Systems.** GDL is seeking vendors that sell turn-key commercial-scale solar electric systems for generating electricity on-site. Technologies might include: solar photovoltaic panels, inverters, monitoring equipment, associated equipment, and energy storage systems. Integrated electric vehicle charging stations may be of interest for solar carport systems.
- ii. **Lighting Technologies.** GDL is seeking vendors that sell advanced lighting technologies that optimize the use of natural daylighting and minimize the energy consumption of artificial lighting. Technologies might include: indoor and outdoor LED lighting fixtures, lamps, and controls, as well as dynamic and/or tubular daylighting systems.
- iii. **Energy Management Systems.** GDL is seeking vendors that sell advanced energy management hardware and software. Technologies might include: building energy management and control systems for heating, cooling, lighting, etc. Also of interest are technologies that provide enhanced building-level and district-level monitoring capabilities for energy usage, temperatures, air quality, etc., through the use of advanced sensors.
- iv. **Electric Vehicle Charging Infrastructure.** GDL is seeking vendors that sell advanced electric vehicle charging equipment and service platforms that allow for simple and cost-effective charging of electric vehicles. Technologies might include: Level 1, Level 2, and DC fast charging stations with proven subscriber plans, business models, and payment schemes relevant to the China market.
- v. **Building Envelope Technologies.** GDL is seeking vendors that sell advanced building envelope technologies that provide a foundation for an energy efficient building core and shell. Technologies might include: smart (electrochromic) windows, low-e glass windows, high efficiency doors, high performance internal and external insulation, cool roofing (high reflectivity), and green roofing.
- vi. **Heating and Cooling Systems.** GDL is seeking vendors that sell advanced heating and cooling systems that maximize the efficiency of maintaining indoor temperatures. Technologies might include: ductless mini-split systems, geothermal (ground-source) heat pumps, high-performance boilers and chillers, direct current (solar) air conditioning, CCHP (combined cooling, heating and power), district energy systems, etc.
- vii. **Solar Water Heating Systems.** GDL is seeking vendors that sell commercial-scale solar water heating systems for generating building-level and district-level domestic hot water systems. Technologies might include: commercial-scale solar thermal systems with collectors, storage tanks, and integrated controls, or solar thermal district heating systems.
- viii. **Energy Storage Technologies.** GDL is seeking vendors that sell advanced, turn-key energy storage systems for building optimization and resiliency, renewable energy integration, electric vehicles, and demand-side management. Technologies might include: batteries, thermal storage, etc.
- ix. **Sustainable Urban Planning and Design Companies.** GDL is seeking urban planning and design companies that specialize in integrating sustainability planning and building processes that utilize the most effective techniques and technologies for resilient and high performance communities and buildings.

3. RESPONDING TO THIS RFI

Interested parties are encouraged to respond to this RFI with the requested information and documentation in Section 3.3 by the stated response deadline. After collecting responses to this RFI, the SEIBZ team and interested buyers will evaluate the responses as described in Section 3.4 below. Additional information and vendor meetings may be requested to review and clarify the responses, at the discretion of the evaluation team. Please note that all costs associated with responding to this RFI will be borne entirely by the vendors.

3.1 RESPONSE SUBMITTAL DATE, FORMAT AND LOCATION

Questions about this RFI shall be submitted to the following e-mail address: SEBIZRFI@optony.com with a subject line that reads: "SEBIZ RFI." All questions must be received by **August 29, 2014** in order to guarantee a response. Questions will be promptly answered and posted for all vendors to read on the following webpage: <http://www.cleanenergyroadmap.com/about/sebiz/rfi2014>.

Responses to this RFI must be received no later than **September 8, 2014** by 6:00pm US Pacific Standard Time (9:00am September 9, 2014 China Standard Time). Vendors may submit a response in either Chinese or English, but bilingual responses in both languages are preferred. All responses must be submitted electronically in PDF format as an attachment to an email and sent to the following email address: SEBIZRFI@optony.com. The subject line of the email should be: "SEBIZ RFI Response." It is recommended that attachments with file sizes exceeding 10MB be compressed (i.e., zipped) to ensure message delivery. A confirmation of receipt will be provided within 1 business day. If this is NOT received, please send a separate email to request confirmation or address issues with file delivery.

3.2 TECHNICAL REQUIREMENTS

The response shall describe products and/or services being offered by vendor in order to meet the goals and areas of interest stated in this RFI. Each vendor must clearly demonstrate how their products and/or services meet relevant industry standards and requirements by providing detailed product specification materials that are in compliance with policies and installation best practices in China. Responses must include proof of all certifications including laboratory testing (i.e. UL) and internationally recognized certifications (i.e. FCC ISO, etc.) This level of information must be provided for each technical area of interest and product or service that is included in the response. Submitted indicative pricing in Attachment B must be based on these specifications.

3.3 INFORMATION TO BE SUBMITTED

Companies interested in responding to this RFI should provide responses that provide straightforward, concise information that clearly communicates the information requested below. Each response must have a complete package of information submitted that includes all relevant technical areas of interest, organized in the format described below. Responses may be written in either English or Chinese, but both are preferred. Page counts refer to one language - using both languages will only be counted for the longest of the two, not the combination of both.

COVER PAGE

Each response must include a cover page that includes "SEBIZ RFI Response", business name, primary

address, contact person, contact information, technologies included in the RFI response and table of contents, using the section numbers shown below.

SECTION I Company Background and Qualifications

Each vendor should provide a summary of no more than eight (8) pages of background information about their company. RFI responses shall include a description of vendor's capabilities in providing its goods and/or services to interested buyers as well as a brief summary of the overall. RFI responses shall also describe your firm's current or planned operations and how they might offer economic development opportunities for China and the United States. Finally, vendors must fill out the Company Qualifications Questionnaire completely, which can be found as **Attachment A** to this RFI in this section. The questionnaire does NOT count toward the 8-page limit.

SECTION II Proposed Product and/or Service Description(s)

Vendors must include the following information in their response:

- A detailed description of each proposed product and/or service that addresses one or more of the technical areas of interest listed in Section 2 of this RFI.
- Supporting information that demonstrates commercial viability of the product and/or service, such as case studies and past projects, including successful deployment in China, if applicable.
- Product technical specifications and associated warranties must be clearly listed and described.
- A technology design and deployment plan for each participating business district.
- The energy and carbon reduction benefits of the proposed product and/or service as well as the ability to help meet local energy and environmental goals, such as those outlined in China's 12th Five Year Plan.
- Description of the additional benefits of the proposed product and/or service, which may include enhanced building occupancy comfort, reduced maintenance costs, reduced environmental impacts, improved power quality and reliability, etc.

SECTION III Proposed Financing Method(s)

Financing options that are available to buyers should be described in this section with details including:

- Name of financing provider and relationship to vendor
- Contract terms and duration
- Range of financing amounts available based on project size
- Repayment methods and schedules
- Ideal customer profile(s) for financing
- Sample financing contract

Buyers are primarily interested in integrated financing options that do not require upfront expenditures. Of particular interest are "shared savings" models, such as energy savings performance contracts and others, that allow the buyer to pay for technology upgrades through avoided costs resulting from energy savings. If multiple options are available, they should be included and they will be evaluated.

SECTION IV Cost Proposal and Representative Savings

Cost estimates provided for each technical area of interest should be made based on good faith estimates of the requirements defined in this RFI and must be consistent with the specifications provided in Section II above. Vendors shall include all necessary details of specific examples or estimates of the equipment costs, fees, labor rates and service charges for all equipment purchases, installations and support services. Vendors must completely fill out the appropriate Cost Proposal Form(s) (**Attachment B** to this RFI) with indicative pricing figures in Microsoft Word format. This Attachment may be modified by proposers to best fit their particular product or service, but must at a minimum include the information items requested. Additionally, vendors are requested to submit representative cost savings calculation for a sample facility over the lifetime of the proposed technology solution, which may be based on an actual case study example. Cost information will only be shared with the evaluation committee and SEBIZ interested buyers and NOT shared publicly or with other vendors.

3.4 EVALUATION OF RESPONSES

Review of responses submitted to this RFI will be coordinated through the SEBIZ program staff on behalf of SEBIZ buyers and stakeholders. Vendors will be notified by email no later than October 15, 2014 if their response is of interest to SEBIZ buyers and stakeholders in either business district.

Responses will be reviewed based on a variety of factors, including:

- **Organizational Capabilities.** Buyers are interested in vendors who have strong organizational capabilities to serve their needs with innovative solutions and services.
- **Financing Options.** SEBIZ Buyers prefer financing options with attractive rates, terms and contracting processes that deliver the fastest returns on their energy upgrade projects.
- **Cost and Potential Savings.** Proposed technologies that are the most cost-effective (not necessarily the lowest cost) with the greatest potential to reduce businesses' operating costs will be given highest priority.
- **Commercial Availability.** This RFI is seeking information on energy efficiency, renewable energy, and electric vehicle charging infrastructure technologies that are for ready for deployment in China, are certified to meet industry safety standards and relevant code requirements, and offer other compelling warranties and service plans.
- **Technical Viability.** SEBIZ buyers are focused on technologies that have undergone previous technical performance evaluations, meet the needs and requirements of their facilities; and can significantly improve their net energy usage.
- **Applicability to Areas of Interest.** Technologies that meet the needs and areas of interest of the two Sustainable Energy Business Districts, as stated in Section 2 of this RFI, will be given the highest priority.
- **U.S.-China Economic Impact:** The SEBIZ program is focused on how EERE solutions can form a bridge for economic development opportunities for both China and the United States.
- **Non-Energy Benefits:** This may include enhanced building occupancy comfort, reduced maintenance costs, reduced environmental impacts, improved power quality and reliability, etc.

Additional Information Requests. Vendors responding to this RFI may be invited to provide additional information and/or make a presentation to the evaluation committee and commercial building owners and real estate developers to further refine their responses for evaluation.

Notifications. Based on the evaluation of proposals, vendors who are preferred by SEBIZ buyers will be notified via email and invited to begin further discussions. However, all vendors submitting responses will become part of a database that will be made available to current and future SEBIZ buyers for the next 3 years to support their efforts for deployment of EERE solutions.

Facilitated Meetings. Based on requests from SEBIZ buyers, meetings will be scheduled and organized between vendors and decision makers in person and/or remotely. The SEBIZ team will provide additional site-level detail for evaluation and refinement of proposals and will work directly with all stakeholders to facilitate the contract negotiation process with a goal of encouraging commitments by January 2015.

3.5 RFI TERMS AND CONDITIONS

This RFI is being issued for the purpose of gaining knowledge of possible products or services available and their potential for incorporation into future retrofit and new development projects and does not constitute a solicitation for products or services. This RFI is not a contract offer and should not be construed as intent, commitment or promise to acquire products or services presented by any vendor. A response to this RFI is not an offer and cannot be accepted by SEBIZ stakeholders and buyers to form a binding contract.

Information gained from responses to this RFI is intended to be used in the future development of clean energy projects and the preparation of future RFPs and contract opportunities. Response to this RFI is not a prerequisite for any future RFP or contract opportunity, but will be heavily used in consideration of future project development by SEBIZ buyers. SEBIZ program stakeholders reserve the right to discontinue or modify the RFI process at any time, and make no commitments, implied or otherwise, that this process will result in a business transaction or negotiation with one or more vendors.

Neither SEBIZ program stakeholders, including Optony Inc. and the U.S. Department of Energy, nor SEBIZ program buyers will be obligated to any vendor as a result of this RFI. SEBIZ stakeholders and buyers will not pay for any information herein requested, nor are they liable for any costs incurred by vendors. All costs associated with responding to this RFI will be borne entirely by the vendors.

ATTACHMENT A: Company Qualifications Questionnaire

Informational Item	Response
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COMPANY BACKGROUND

Company Name	
Address	
City, State/Province, Postal Code	
Other Major Location(s)	
Website	
Number of Employees (2013)	
Number of Years In Operation	
Number of Years In Operation (in China)	
Description of operations in China	
Description of operations in the US	
Primary Products/Services	
Primary Market/Customers	

COMPANY CONTACT PERSON

Office Location	
Name	
Title	
Email	
Phone	

CUSTOMERS USING PROPOSED TECHNOLOGY

Project 1

Client Name	
Technology and Project Size	
Project Location	
Project Contact Name	
Title	
Email	
Phone	

Project 2

Client Name	
Technology and Project Size	
Project Location	
Project Contact Name	
Title	
Email	
Phone	

Project 3

Client Name	
Technology and Project Size	
Project Location	
Project Contact Name	
Title	
Email	
Phone	

COMPANY CERTIFICATIONS

Certifications that the company has obtained and/or meets in China and globally.	
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FINANCING

Available financing methods (direct purchase, energy savings performance contract, shared savings model, etc.)	
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Project Financing Partner 1

Project Location	
Customer	
Technology and Project Size	
Project Financing Amount	
Financing Type	
Project Contact Name	
Project Contact Email	
Project Contact Phone	
Project Company Name	
Financing Company Name	
Financing Contact Name	
Financing Contact Email	
Financing Contact Phone	

Project Financing Partner 2

Project Location	
Customer	
Technology and Project Size	
Project Financing Amount	
Financing Type	
Project Contact Name	
Project Contact Email	
Project Contact Phone	
Project Company Name	
Financing Company Name	
Financing Contact Name	
Financing Contact Email	
Financing Contact Phone	

ATTACHMENT B: Cost Proposal Forms

The indicative pricing provided by vendors in the following Cost Proposal Forms shall include costs for all materials, equipment and associated warranties. If any costs are not included in the indicative pricing, they must be explained in the description section of the form(s) in order for buyers to estimate total installed costs. All installations are expected to be performed in accordance with local building codes and requirements for the prices set forth in the following forms. This information will only be shared with the evaluation committee and SEBIZ interested buyers and NOT shared publicly or with other vendors.

Below is a summary of the technical areas of interest by business district. Please indicate which areas you are providing cost information by checking the box in each applicable row and column.

SUMMARY OF PROJECT OPPORTUNITIES

	WIZ Business District	GDL Business District
Solar PV	9 building owners are interested in installing over 8 MW of rooftop and carport systems. <input type="checkbox"/>	Seeking vendors that sell commercial-scale solar photovoltaic systems for generating electricity on-site. <input type="checkbox"/>
Lighting	10 building owners are interested in upgrading incandescent and fluorescent fixtures and lamps to LEDs across 777,000 m ² of building floor area. <input type="checkbox"/>	Seeking vendors that sell advanced lighting technologies that optimize the use of natural daylighting and minimize the energy use of artificial lighting. <input type="checkbox"/>
Building energy management systems	10 buildings owners with 45 individual facilities are interested in upgrading energy management systems at their buildings. <input type="checkbox"/>	Seeking vendors that sell advanced energy management and automation hardware and software, such as heating, cooling and lighting controls. <input type="checkbox"/>
Electric vehicle (EV) charging infrastructure	11 building owners are interested in installing approximately 60 EV charging stations. <input type="checkbox"/>	Seeking vendors that sell EV charging equipment that allow for simple and cost-effective charging of EVs. <input type="checkbox"/>
Building envelope	---	Seeking vendors that sell advanced building envelope technologies that provide a foundation for an energy efficient building core and shell. <input type="checkbox"/>
Heating and cooling systems	---	Seeking vendors that sell advanced heating and cooling systems that maximize the efficiency of maintaining indoor air temperature and air quality. <input type="checkbox"/>
Solar water heating	---	Seeking vendors that sell commercial-scale solar water heating systems for generating building-level and district-level domestic hot water systems. <input type="checkbox"/>
Energy storage	---	Seeking vendors that sell advanced energy storage systems for building optimization and resiliency, demand-side management, EVs, etc. <input type="checkbox"/>
Sustainable urban design and planning professionals	---	Seeking companies that specialize in sustainable planning and buildings for high performance buildings. <input type="checkbox"/>

Business District: WIZ GDL

Cost Proposal Form: **Solar PV**

#	Product/Service Technology	(B) Unit Description	(C) Direct Purchase Cost per Unit	(D) Financing Available	(E) Expected Energy Offset
<i>Example</i>	<i>Monocrystalline panel solar PV system</i>	<i>Watts</i>	<i>\$ or RMB per Watt</i>	<i>Power purchase agreement</i>	<i>XX kWh generated per kW per year</i>
1					
2					
3					
4					

Explanation of Pricing and Financing Options:

Business District: WIZ GDL

Cost Proposal Form: Lighting

#	Product/Service Technology	(B) Unit Description	(C) Direct Purchase Cost per Unit	(D) Financing Available	(E) Expected Energy Offset
<i>Example</i>	<i>LED Lighting</i>	<i>T8 light tube</i>	<i>\$ or RMB per light tube</i>	<i>Shared savings for retrofits</i>	<i>XX% savings over T8 fluorescent</i>
1					
2					
3					
4					

Explanation of Pricing and Financing Options:

Business District: WIZ GDL

Cost Proposal Form: **Building Energy Management Systems**

#	Product/Service Technology	(B) Unit Description	(C) Direct Purchase Cost per Unit	(D) Financing Available	(E) Expected Energy Offset
<i>Example</i>	<i>Energy management system software</i>	<i>System for 5,000 m²</i>	<i>\$ or RMB for Complete System</i>	<i>3-year loan</i>	<i>XX% energy reduction</i>
1					
2					
3					
4					

Explanation of Pricing and Financing Options:

Business District: WIZ GDL

Cost Proposal Form: Electric Vehicle Charging Infrastructure

#	Product/Service Technology	(B) Unit Description	(C) Direct Purchase Cost per Unit	(D) Financing Available	(E) Expected Energy Offset
<i>Example</i>	<i>Level 1, Level 2, and DC fast charging stations</i>	<i>Charging Station</i>	<i>\$ or RMB per charging Station</i>	<i>X Year Loan</i>	<i>Liters of fuel saved per vehicle</i>
1					
2					
3					
4					

Explanation of Pricing and Financing Options:

Business District: WIZ GDL

Cost Proposal Form: **Building Envelope**

#	Product/Service Technology	(B) Unit Description	(C) Direct Purchase Cost per Unit	(D) Financing Available	(E) Expected Energy Offset
<i>Example</i>	<i>Electrochromic windows</i>	<i>Square Meters</i>	<i>\$ or RMB per Square Meter</i>	<i>X Year Loan</i>	<i>XX% savings over single pane windows</i>
1					
2					
3					
4					

Explanation of Pricing and Financing Options:

Business District: WIZ GDL

Cost Proposal Form: Heating and Cooling Systems

#	Product/Service Technology	(B) Unit Description	(C) Direct Purchase Cost per Unit	(D) Financing Available	(E) Expected Energy Offset
<i>Example</i>	<i>Absorption chiller</i>	<i>Tons of Cooling Power</i>	<i>\$ or RMB per Ton</i>	<i>X Year Loan</i>	<i>XX% savings over electric heat pumps</i>
1					
2					
3					
4					

Explanation of Pricing and Financing Options:

Business District: WIZ GDL

Cost Proposal Form: **Solar Water Heating Systems**

#	Product/Service Technology	(B) Unit Description	(C) Direct Purchase Cost per Unit	(D) Financing Available	(E) Expected Energy Offset
<i>Example</i>	<i>Evacuated tube solar thermal collectors</i>	<i>Square Feet of Solar Collector</i>	<i>\$ or RMB per Square Foot</i>	<i>Power Purchase Agreement</i>	<i>XX% savings over electric water heaters</i>
1					
2					
3					
4					

Explanation of Pricing and Financing Options:

Business District: WIZ GDL

Cost Proposal Form: **Energy Storage**

#	Product/Service Technology	(B) Unit Description	(C) Direct Purchase Cost per Unit	(D) Financing Available	(E) Expected Energy Offset
<i>Example</i>	<i>Lithium-ion battery storage</i>	<i>kilowatt-hour (kWh)</i>	<i>\$ or RMB per kWh</i>	<i>X Year Loan</i>	<i>None</i>
1					
2					
3					
4					

Explanation of Pricing and Financing Options:

Business District: WIZ GDL

Cost Proposal Form: Sustainable Urban Planning and Design Companies

#	Product/Service Technology	(B) Unit Description	(C) Direct Purchase Cost per Unit	(D) Financing Available	(E) Expected Energy Offset
<i>Example</i>	<i>LEED design build consultants</i>	<i>Hourly</i>	<i>\$ or RMB per Hour</i>	<i>None</i>	<i>XX% savings over typical building</i>
1					
2					
3					
4					

Explanation of Pricing and Financing Options:



可持续能源商务区

为中国城市部署清洁能源

节能与新能源 (EERE) 信息及资格征询书 (RFI)

中华人民共和国
江苏省武进国家高新技术产业开发区 &
北京市青龙湖商务区

发行单位:	普尼太阳能公司.
支持单位:	美国能源部
发行日期:	2014年8月8日
反馈截止日期:	2014年9月8日

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1. 综述

1.1 目的

参与可持续能源商务区（SEBIZ）项目的商业楼宇业主及开发商（“采购方”）正在寻找创新的技术解决方案，借助于综合财务解决方案而减少能耗及运营费用。这份信息及资格征询书（RFI）的目的是联接合格的清洁能源供应商与积极主动的SEBIZ项目采购方，以服务于采购方购买商业建筑节能技术、可再生能源发电系统及电动汽车充电基础设施等产品和服务。通过该RFI获取的信息会促使采购方大规模购买清洁能源技术，去改进新建和既有建筑的能源消耗水平。

RFI的期望目标是在现有和未来清洁能源项目机会方面促使采购方和供应商双方建立联系。符合资格要求并具有成本效益的清洁能源供应商也有机会与商务区中其他楼宇业主建立合作关系，并参与SEBIZ未来三年在中国其他城市的实施过程。SEBIZ项目组将在此RFI反馈的基础上，协调促进采购方与供应商之间的直接交流。此外，在2014年12月份美国商务部组织的大型贸易代表团访华期间，会安排并协调感兴趣的各方直接集中会面。

1.2 背景

SEBIZ项目通过在中国特定城市成功运用公私合作（公共机构和私营部门）模式，解决中国城市日益面临的能源需求和碳排放问题。此份RFI文件主要面向对此感兴趣的中美两国的节能和新能源（EERE）的供应商，意在联接清洁能源供应商和积极主动的中国采购方。该项目由美国能源部资助以促进中美两国在清洁能源方面的双边合作，但是，美国能源部对此份文件中的内容不承担任何法律责任，并且此份RFI也不代表是美国政府的资金赞助机会。

这个项目的最终目标是帮助采购方实现节能减排和减少运营成本，响应并支持地方政府的环境政策目标。降低商业楼宇级别的能耗不仅能够降低运行成本和碳排放，而且可以增强企业市场竞争力，并改善当地空气质量。通过探索建立成功的分布式EERE技术发展模式，各地政府可以迅速复制SEBIZ模式来实现当地能源环境政策目标，并刺激经济增长以及改善公共卫生状况。

从2013年第4季度到2014年第二季度期间，SEBIZ项目组成员为江苏省的许多采购方提供能源审计和技术支持，识别出很多可行的EERE项目机会。另外，SEBIZ项目组成员还为一个大地产开发商提供可持续能源规划等技术支持，帮助其在北京建造一个新的大型商务区。正是由于这样的广泛参与，为第2节的具体项目机会评估提供了良好基础。SEBIZ项目中的采购方期待他们的建筑成为中国未来最出色的建筑物代表。不仅如此，他们希望他们的建筑和所在区域可以高调展示成功实施过的节能改造和新能源项目，所以采购方通过此RFI向自由市场寻求帮助以实现这些目标。RFI的参与过程不会向供应商收取费用。

关于普尼：普尼公司是一家全球性的研究与咨询服务公司，致力于为政府部门及商业组织弥补清洁能源目标和实现瓶颈之间的鸿沟。普尼通过美国能源部提供的资金来实施SEBIZ项目，普尼在SEBIZ项目采购过程中的角色为：为SEBIZ项目采购方提供独立的技术支持，去评估节能与新能源项目机会，并帮助筛选出符合资格的清洁能源方案供应商。

更多的项目相关信息，请登陆 www.cleanenergyroadmap.com/about/sebiz/

1.3 时间表

下面是RFI各阶段的里程碑时间表。SEBIZ成员和采购方保留进一步调整进程时间表的权利。

内容	预期时间*
RFI 发行	2014 年 8 月 8 日
RFI 答疑截止日期	2014 年 8 月 29 日
RFI 反馈截止日期	2014 年 9 月 8 日
反馈评估阶段	2014 年 9 月 9 日 - 2014 年 9 月 26 日
采购方/供应商见面会	2014 年 10 月 - 2014 年 11 月
签订合同	2014 年 11 月 - 2015 年 1 月
中美贸易代表团考察**	2014 年 12 月 7 日-2014 年 12 月 13 日
项目执行	2015 年第一季度 - 2015 第四季度

*日期是估计的并有可能变更

**贸易代表团具体细节，请访问网站：<http://chinausecalliance.org/2014mission/>


2. 范围

SEBIZ项目采购方，包括商业楼宇业主和房地产开发商，正在寻求楼宇能效提高，可再生能源现场发电和清洁交通等清洁能源技术。采购方对于获取以下信息非常感兴趣：市场上成熟应用于既有建筑改造和新建建筑的清洁能源技术细节信息，以及相关标价信息和财务方案（例如：合同能源管理，节能效益分享模式等等）。

目前SEBIZ项目中有两个商业区，正通过此RFI文件积极寻求清洁能源解决方案。一个是江苏省的武进国家高新技术产业开发区，有许多现有商业楼宇希望实现节能改造。另一个是北京市的青龙湖商务区，是一个新开发的区域，开发商希望寻找绿色建筑方面的解决方案。

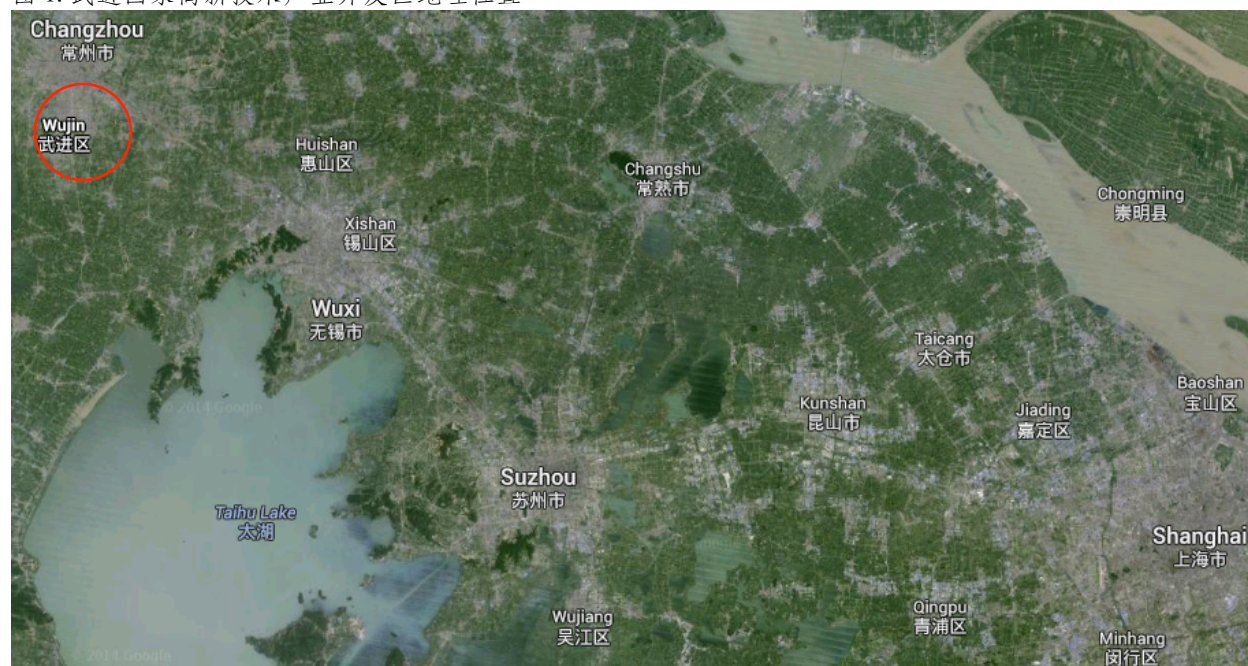
所有的反馈都需要针对这两个或其中一个商业区，并且涵盖下方2.1.1和2.1.2章节列出的至少一个以上的技术领域。非常欢迎个别供应商可以提供有竞争力的解决方案，对两个商务区需求的所有技术领域都做出响应。有关这两个商务区的详细信息，将查看下文。

2.1 商务区 A: 武进国家高新技术产业开发区

名称:	武进国家高新技术产业开发区	
地理位置:	中国江苏省常州市	
项目类型:	既有商业建筑EERE节能改造	

武进国家高新技术产业开发区（WIZ）是中国江苏省常州市一个占地大约 100 平方公里的商业区，距离上海大约 130 公里。目前，该商务区中拥有来自 30 多个国家的大约 3800 家企业，该地区的 GDP 大约 200 亿元（33 亿美元）。该区域的商务楼宇业主和领导层对 SEBIZ 项目非常支持，希望能够在明年看到清洁能源技术在该地区的成功部署。

图 1: 武进国家高新技术产业开发区地理位置



从2013年第四季度到2014年第二季度期间，SEBIZ项目组成员为该区域11个地点的46座商业楼宇进行了能源审计，覆盖了大约836,000 m² (9 million ft²)的建筑面积。能源审计的目标是：1) 基准化楼宇当前能耗数据以量化未来节能效益；2) 识别可行的能效提高和可再生能源项目机会；3) 寻找供应商来帮助实施EERE技术方案。

2.1.1 感兴趣的技术领域

项目的能源审计阶段已经结束，识别出的EERE项目机会在下面部分呈现。这次只涵盖了感兴趣的相关技术，其他技术没有包含在内。对于不需要前期资本投入并能够提供综合财务解决方案的清洁能源技术，SEBIZ项目会特别关注。

- i. **太阳能光伏发电系统.** WIZ 正在寻找现场发电的成套商业化太阳能发电系统的供应商。技术大概包括：太阳能光伏电池板、逆变器、监控设备、辅助设备和能源存储系统。集成的电动汽车充电站可能会与太阳能车棚系统耦合。SEBIZ 项目组织识别出 **9** 个楼宇户主有兴趣安装总共 **8MW** 的**屋顶光伏和车棚光伏系统**。
- ii. **照明技术.** WIZ 正在寻找销售室内 LED 照明设备的供应商，从而降低人工照明的能耗。技术大概包括：LED 灯具，灯管和控制系统。SEBIZ 项目组织识别出大约有 **777,000 m²** 的**商业楼宇建筑面积**可以将现有的白炽灯和荧光灯具进行更新换代。
- iii. **能源管理系统.** WIZ 正在寻找销售先进能源管理系统（硬件和软件）的供应商。技术大概包括：对于加热、制冷以及照明系统等监控的楼宇能源管理和控制系统。同时也包括使用先进传感器可以对楼宇和区域的能耗、温度和空气质量等进行监控的能源管理技术。SEBIZ 专家组织识别出 10 个地方的 **45 座楼宇**有兴趣对他们的能源管理系统进行升级改造。
- iv. **电动汽车充电设施.** WIZ 正在寻找销售简易、高效及低成本的先进电动汽车充电设备和服务站的供应商。技术大概包括：针对中国市场的经过验证的订户计划、商业模式以及付费模式的一级、二级和直流快速充电站。SEBIZ 项目组织识别出 11 个地区有兴趣安装近 **60** 个**电动汽车充电站**。

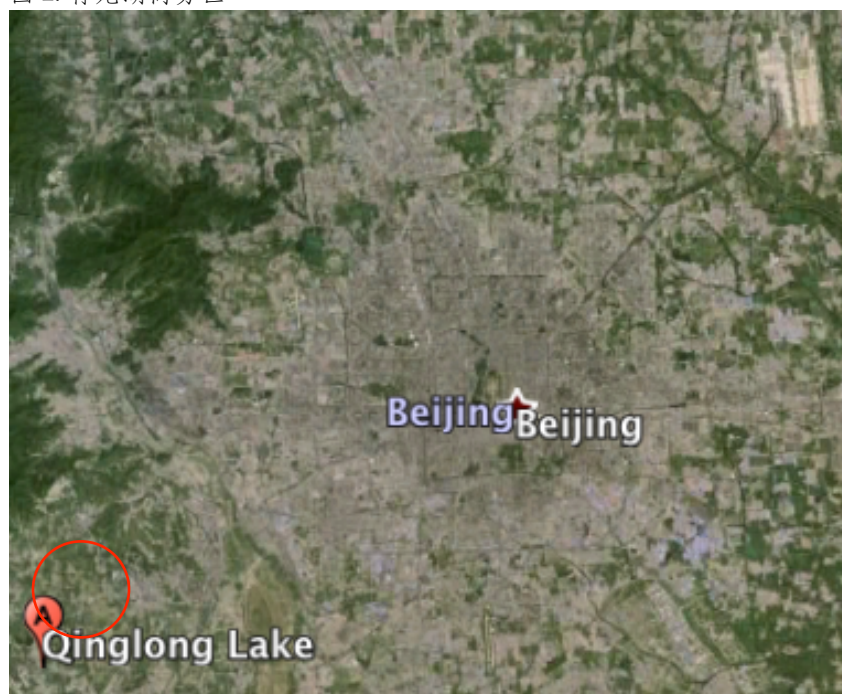
武进地区还有实施其它清洁能源和智能电网项目的机会，但SEBIZ项目侧重于市场应用成熟并且可以立即部署实施的清洁技术。如果所有建议的项目都被采纳实施的话，可以降低31%的电力消耗和二氧化碳减排量，相当于每年大约减少16 GWh的电耗量和降低13,500 tCO₂排放量。

2.2 商业区 B: 青龙湖商务区

名称:	青龙湖商务区	
地理位置:	中国, 北京市	
项目类型:	新建商业楼宇EERE技术应用	

青龙湖商务区 (GDL) 是一个位于北京天安门广场西南25公里, 占地面积约25平方公里的新开发区域。该地区的房地产开发商已经明确承诺在项目规划和设计过程中要融入大量清洁能源技术。该地区意在打造成为可持续国际文化会都, 并成为国内外政府机构和私营部门的美丽家园。青龙湖商务区的领导层和利益相关方非常支持SEBIZ项目的实施, 并承诺在未来1-5年将清洁能源技术集成融入到该新建商业区建设规划中。

图 2: 青龙湖商务区



GDL项目的重点是在项目实施初期将房地产开发商和合格的EERE供应商联系起来, 更好地将EERE技术融入到该商务区的规划设计阶段。通过该RFI, SEBIZ项目组有效地将房地产开发商和清洁能源公司联系起来, 促进建立互惠性商业伙伴关系, 以使在建造高性能楼宇过程中最大化融入清洁能源技术。

2.2.1 感兴趣的技术领域

此商务区感兴趣的相关EERE技术在下面阐述。GDL开发商对EERE方案的个体部分不感兴趣, 更关心的是如何将一整套清洁能源技术系统地融入到建筑的规划和设计当中, 并在接下来的一年到三年内能够最终施工建造。感兴趣的领域如下。

- i. **太阳能光伏发电系统.** WIZ 正在寻找现场发电的成套商业化太阳能发电系统的供应商。技术大概包括：太阳能光伏电池板、逆变器、监控设备、辅助设备和能源存储系统。集成的电动汽车充电站可能会与太阳能车棚系统耦合。
- ii. **照明技术.** GDL 正在寻找可以充分利用自然光并且最大程度降低人工照明能耗的先进的照明设备的供应商。技术大概包括：室内外 LED 灯具、灯管和控制系统，也包括动态（及/或）管式自然采光系统。
- iii. **能源管理系统.** GDL 正在寻找销售先进能源管理系统（硬件和软件）的供应商。技术大概包括：对于供暖、制冷以及照明系统等监控的楼宇能源管理和控制系统。同时也包括使用先进传感器可以对楼宇和区域的能耗、温度和空气质量等进行监控的能源管理技术。
- iv. **电动汽车充电设施.** GDL 正在寻找销售简易、高效及低成本的先进电动汽车充电设备和服务站的供应商。技术大概包括：针对中国市场的经过验证的订户计划、商业模式以及付费模式的一级、二级和直流快速充电站。
- v. **建筑外围技术.** GDL 正在寻找先进的建筑外围相关技术的供应商。技术大概包括：智能（电致变色）窗户，low-e 窗户，高能窗门，墙体保温（内部及外部），冷色屋顶（高反射率）和绿色屋顶。
- vi. **供热和制冷系统.** GDL 正在寻找可以高效维持室温的先进的加热和制冷系统的供应商。技术大概包括：无导管微型分体系统，地源热泵，高性能的锅炉和制冷机，直流（太阳能）空调，CCHP(热电冷联产系统)，区域能源系统等。
- vii. **太阳能热水系统.** GDL 正在寻找利用太阳能热水系统为楼宇和区域提供规模化室内热水的供应商。技术大概包括：商业规模的太阳能热水器系统，储存罐，集成控制以及太阳能区域热水系统。
- viii. **能源储存技术.** GDL 正在寻找涵盖销售可再生能源集成、电动汽车以及需求侧管理的先进的整套能源储存系统的供应商。技术大概包括：电池、热存储等。
- ix. **可持续的城市规划和设计公司.** GDL 正在寻找可持续城市规划和设计的合作伙伴，其专长于在规划设计阶段融合高性能的清洁技术，打造可持续的高性能商业楼宇和社区。

3. RFI 的反馈

请感兴趣的供应商在截止日期之前，按照3.3部分的要求提供相关问题的信息正式回应这份RFI。在收集相关的反馈意见后，SEBIZ项目组与相关采购方会如章节3.4所述，进行反馈评估。项目评估小组基于自身判断，可能会要求提供额外信息或者组织供应商见面会。请注意：回复RFI的相关费用需要由供应商自行承担。

3.1 反馈的截止日期、格式和地址

对于该RFI如有任何疑问，请提交到下面的邮箱中：SEBIZRFI@optony.com，主题标注为“SEBIZ RFI.” 为了保证能够及时回复疑问，请务必在2014年8月29日之前提交相关问题。所有问题都会得到及时的答复，并且会在以下网址上发布：
<http://www.cleanenergyroadmap.com/about/sebiz/rfi2014>.

对于RFI的正式反馈将于美国太平洋标准时间2014年9月8日下午6点（中国标准时间2014年9月9日上午9点）截止。供应商可以用英文或中文提交，双语更好。所有反馈请使用PDF格式的文件并以

附件形式发送到SEBIZRFI@optony.com，主题标注为“SEBIZ RFI Response”。附件如果大于10MB的，请使用压缩包以保证文件的顺利传递。收到邮件后，一封确认回执将会在一个工作日内提供。如果没有收到回执，请单独寄送一封邮件以确认或咨询文件是否顺利到达。

3.2 技术要求

供应商需要描述拟提供产品或服务的细节，提供详尽的产品技术资料以证明拟提供的产品及/或服务符合中国相关的行业标准和政策要求。反馈文件中请提供相关实验室测试证明（如美国 UL 认证文件）和国际认证证书（如 FCC 认证）。每一个反馈里所涉及到的产品或服务领域都应该分别附带提供以上相关认证信息。供应商在附件 B 中所提交的价格信息必须符合这些规定。

3.3 提交的信息

有意向对RFI进行反馈的公司，请按以下要求提供直接的、简洁的反馈信息。所有反馈文件必须包含一整套完整信息，包括涉及的感兴趣的相关技术领域，并按照如下的格式整理。反馈文件使用英语或中文皆可，推荐用双语。页数只按其中一种语言计算 - 双语文件中以篇幅最长的语言来计页数，而不是两种语言的总页数。

封面页

反馈文件必须包括一张封面页，标注如下信息：“SEBIZ RFI 反馈”，企业名称、主要地址，联系人，联系方式，RFI反馈中涉及的相关技术名称，大纲目录，并按如下章节顺序来撰写。

I 公司背景和资质

每个供应商请提供一份不超过 8 页的公司背景介绍。RFI 反馈中请介绍自己在拟提供产品或服务方面的专业能力以及相关技术概要。同时，RFI 反馈中还需要简单描述贵公司当前或未来运营情况（计划），以及如何为中美两国的经济发展提供机遇。最后，供应商必须完整填写 RFI 的附件 A-公司资质问卷。此问卷不会被计算在 8 页的限制内。

II 拟提供产品和服务的描述

供应商需要在反馈中包含以下信息：

- 拟提供产品或服务的细节描述，可以选择 RFI 第 2 部分中一个或者多个感兴趣的技术领域。
- 展示产品或服务经济可行性的支持文件，例如成功案例或在中国实施过的项目分析。
- 请明确描述产品的技术规范及其担保条款。
- 对于每个 SEBIZ 商务区的清洁能源设计方案和实施计划。

- 拟提供产品或服务的节能减排收益，以及如何帮助地方政府达到能源和环境政策目标，例如中国“十二五计划”中的内容。
- 拟提供产品或服务的其它效益，例如：改善楼宇的入住舒适度，减少维护费用，降低环境影响，增强电能的质量与可靠性。

III 推荐的财务方案

对采购方可行的所有财务方案，请在此节阐述，并包括以下内容：

- 资金提供方及其与供货商的关系
- 合同的条款与期限
- 依据项目大小可提供的资金范围
- 还款方式及时间安排
- 理想的融资方案
- 成功融资方案示例

采购方对于无需前期支付的综合财务方案非常感兴趣，尤其是节能效益分享模式，例如合同能源管理等，可以让采购方通过节能收益来支付技术升级费用。各供应商请列出所有可行的财务方案，并附上相关条款和条件。如果可以提供多种方案，请把它们一起包含在文件中。

IV 费用提案和节能效益

供应商所提供对感兴趣的技术领域的报价信息，请秉承诚意原则并请保持与第 2 章节部分的一致性，供应商需要提供设备购买、安装和售后服务涉及的设备成本、税费、劳务费和服务费等详细信息。供应商请用 Microsoft word 格式完整填写费用提案表（见附件 B）并附上价格信息。供应商可以根据需要修改附件 B 格式，但请涵盖表中要求提供的信息。另外，供应商需要提交一份所推荐的技术（解决方案）的全寿命周期节能效益分析，可以结合真实案例模拟。成本信息只会在项目评估委员会和采购方之间传递，不会公开发布或者分享给其它供应商。

3.4 供应商评估

SEBIZ项目成员代表SEBIZ采购方和相关利益相关方来综合评定供应商提供的反馈信息。如果SEBIZ采购方和利益相关方对供应商提供的信息感兴趣的话，将会不迟于2014年10月15日通过邮件方式通知。

反馈基于下面多种因素来评定，包括：

- **组织能力：** 采购方对具有较强组织协调能力的供应商感兴趣，以满足他们对创新的清洁能源解决方案的需求。
- **财务方案：** SEBIZ 采购方青睐于可以提供有吸引力的价格、条例以及简单流程的财务方案，并能快速带来节能回报。**成本和潜在节省效益：**具备价格竞争力（并不必须是最低价的）并且节能效益最大的相关技术将会优先考虑。
- **商业可行性：** RFI 寻求的是市场成熟，可以迅速部署使用的节能、新能源和电动汽车等技术，这些技术经过认证满足行业安全标准和其它相关规范，并且可以提供其它商业服务，比如质量保障和售后计划。

- **技术可行性:** SEBIZ 采购方对于有过技术使用效果评估的, 并可以显著改善能效销量的成熟技术很感兴趣。
- **感兴趣领域:** 满足两个可持续能源商务区的相关需求和感兴趣领域的技术(详见第 2 部分), 将会被优先考虑。
- **中美两国经济影响:** SEBIZ 项目致力于利用 EERE 解决方案为中美两国经济发展创造新的市场机遇。
- **非能源效益:** 包括提高楼宇入住舒适度、降低维护费用、减少环境影响以及提高供电质量和可靠性等。

额外信息征询: 反馈此 RFI 的供应商有可能被邀请提供额外的信息以及(或者)向评估委员会和商用楼宇业主及房地产开发商做展示, 以进一步完善反馈。

告知: 基于提案的评估, SEBIZ 采购方感兴趣的供应商将会收到邮件通知并被邀请开展进一步的讨论。所有提供反馈的供应商信息都会被录入到 SEBIZ 数据库, 未来三年内不断加入的 SEBIZ 采购方将会优先选择这些供应商来推进他们的 EERE 项目。

会议: 基于 SEBIZ 采购方的要求, 会议将会以面对面或者远程会议的形式在供应商和决策者之间进行。SEBIZ 项目组将会结合项目现场的实际情况去评估和优化提案, 并会与各个利益方直接协作, 来促进合同的商谈过程, 期待 2015 年 1 月份之前有项目落地实施。

3.5 RFI 条款和条件

该 RFI 的目的是为了获得相关产品和服务的信息, 以及评估应用到节能改造和新建项目中的潜力, 并不是对产品或服务的推销。此 RFI 不是合同, 不应被解读为意图、承诺取得拟售产品或服务的订单。对 RFI 的响应, 不意味着与 SEBIZ 相关利益方和采购方缔结了有约束力的合同。

从该 RFI 响应中获得的信息会作为未来清洁能源项目的开发和未来 RFPs 和合同机会的参考。对该 RFI 的响应不是未来参与 RFP 和赢得合同机会的前提条件, 但是所提供的信息会被 SEBIZ 采购方在未来项目中重点考虑。SEBIZ 项目利益相关方有权随时终止或修改 RFI 进程, 不承诺或者暗示会与各供应商达成商业合同。

无论是 SEBIZ 项目利益相关方(包括普尼太阳能公司和美国能源部), 还是 SEBIZ 项目采购方, 对于各供应商都没有义务保证取得合同。SEBIZ 采购方和利益相关方对于反馈获得的任何信息不付费, 也不承担任何由供应商产生的相关费用。任何有关回复 RFI 产生的费用都由供应商自行承担。

附件 A: 公司资质调查表

信息项	回答
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公司背景

公司名称	
地址	
城市, 省份, 邮编	
其他主要地址	
网站	
员工数(2013)	
营运时间	
营运时间 (在中国)	
在中国的运营情况说明	
在美国的运营情况说明	
主要产品/服务	
主要市场/客户	

公司联系人

办公地址	
姓名	
职称	
邮箱	
电话	

推荐客户使用的技术

项目 1

客户名称	
技术及项目规模	
项目地址	
项目联系人	
职称	
邮箱	
电话	

项目 2

客户名称	
技术及项目规模	
项目地址	
项目联系人	
职称	
邮箱	
电话	

项目 3

客户名称	
技术及项目规模	
项目地址	
项目联系人	
职称	
邮箱	
电话	

公司认证

公司获得的相关认证 (中国或国际)	
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财务方案

可行的财务方案 (直接购买, 合同能源管理, 节能效益分享模式等)	
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项目融资合作伙伴 1

项目地点	
客户	
技术和项目规模	
融资类型	
项目联系人姓名	
项目联系人邮箱	
项目联系人电话	
项目公司名称	
融资公司名称	
融资公司联系人姓名	
融资公司邮件	
融资公司电话	

项目融资合作伙伴 2

项目地点	
客户	
技术和项目规模	
融资类型	
项目联系人姓名	
项目联系人邮箱	
项目联系人电话	
项目公司名称	
融资公司名称	
融资公司联系人姓名	
融资公司邮件	
融资公司电话	

附件 B：费用提案表

供应商在以下费用提案表中提供的报价，需要包括相关材料、设备及保修的费用。如果任何费用没有包含在上述报价中，请将他们在提案表中另外阐述，以方便采购方预估全部成本。所有的安装应该符合地建筑规范和相关要求，并按照表格中的参考价格。此信息将仅供评估委员会以及 SEBIZ 相关采购方内部分享，不会公开或与其他供应商分享。

以下是一份商业区相关技术领域总结。请在适用的行列中勾选方框，以注明您将提供报价信息涉及的领域。

项目机会总结：

	商务区 A (WIZ)	商务区 B (GDL)
太阳能光伏	9 个楼宇户主有兴趣安装总共 8MW 的屋顶光伏和车棚光伏系统。 <input type="checkbox"/>	正在寻找现场发电的成套商业化太阳能发电系统的供应商。 <input type="checkbox"/>
照明技术	10 个楼宇户主、大约有 777,000 m ² 的楼宇面积可以将现有的白炽灯和荧光灯具进行 LEDs 更新换代。 <input type="checkbox"/>	正在寻找可以充分利用自然光并且最大程度降低人工照明能耗的先进的照明设备的供应商。 <input type="checkbox"/>
能源管理系统	10 个地方的 45 座楼宇 有兴趣对他们的能源管理系统进行升级改造。 <input type="checkbox"/>	正在寻找销售先进能源管理系统（硬件和软件）的供应商。如供暖、制冷以及照明系统等 <input type="checkbox"/>
电动汽车充电设施	11 个地区有兴趣安装近 60 个电动汽车 充电站。 <input type="checkbox"/>	正在寻找销售简易并且高效、低成本的先进电动汽车充电设备和服务站的供应商。 <input type="checkbox"/>
建筑外围技术	---	正在寻找先进的建筑外围相关技术的供应商以提供楼宇外壳和内核节能的基础。 <input type="checkbox"/>
供热和制冷系统	---	正在寻找可以高效维持室温和空气质量的先进的加热和制冷系统的供应商 <input type="checkbox"/>
太阳能热水系统	---	正在寻找利用太阳能热水系统为楼宇和区域提供规模化室内热水的供应商。 <input type="checkbox"/>
储能系统	---	正在寻找销售涵盖可再生能源集成、电网操控、电动汽车以及需求侧管理的先进的整套能源储存系统的供应商 <input type="checkbox"/>
可持续的城市规划和设计公司.	---	正在寻找专注于可持续性设计并建造高效楼宇的供应商 <input type="checkbox"/>

商务区: WIZ GDL

费用提案表: 太阳能光伏

#	产品 / 服务 技术名称	(B) 单位	(C) 直购费用 / 单 位	(D) 可用财务方案	(E) 预计节能量
例	单晶太阳能板 太阳能系统	Watts	\$ 或 RMB/Watt	购电协议	kWh/ kW每 年
1					
2					
3					
4					

报价与融资方案的描述:

商务区： [] WIZ [] GDL

费用提案表： 照明

#	产品 / 服务 技术名称	(B) 单位	(C) 直购费用 / 单 位	(D) 可用财务方案	(E) 预计节能量
例	LED 照明	T8 灯管	每个灯管\$ 或 RMB	改造项目-节能 效益分享模式	比T8日光灯 节能XX%
1					
2					
3					
4					

报价与融资方案的描述:

商务区： [] WIZ [] GDL

费用提案表： 建筑能源管理系统

#	产品 / 服务 技术名称	(B) 单位	(C) 直购费用 / 单 位	(D) 可用财务方案	(E) 预计节能量
例	能源管理系统软件	完整系统	每个完整系统 \$ 或 RMB	3年贷款	减少能耗 XX%
1					
2					
3					
4					

报价与融资方案的描述:

商务区： [] WIZ [] GDL

费用提案表： 电动汽车充电设施

#	产品 / 服务 技术名称	(B) 单位	(C) 直购费用 / 单 位	(D) 可用财务方案	(E) 预计节能量
例	一级、二级、 以及直流快速充电站	充电站	\$ 或 RMB / 充 电站	X年期贷款	每辆车节省 燃料X升
1					
2					
3					
4					

报价与融资方案的描述:

商务区： [] WIZ [] GDL

费用提案表： 建筑围护结构

#	产品 / 服务 技术名称	(B) 单位	(C) 直购费用 / 单 位	(D) 可用财务方案	(E) 预计节能量
例	电致色变窗户	每平方米	\$或 RMB/平方 米	X 年期贷款	比单层玻璃 窗节能XX%
1					
2					
3					
4					

报价与融资方案的描述:

商务区： WIZ GDL

费用提案表： 供热及制冷系统

#	产品 / 服务 技术名称	(B) 单位	(C) 直购费用 / 单 位	(D) 可用财务方案	(E) 预计节能量
例	吸收式制冷机	吨冷能	\$ 或 RMB/吨	X年期贷款	比普通空调 节能30%
1					
2					
3					
4					

报价与融资方案的描述:

商务区： [] WIZ [] GDL

费用提案表： 太阳能热水系统

#	产品 / 服务 技术名称	(B) 单位	(C) 直购费用 / 单 位	(D) 可用财务方 案	(E) 预计节能量
例	真空管太阳能集热器	平方米太阳 能集热器	\$ 或 RMB / 平 方米	购电协议	比电热水器 节能50%
1					
2					
3					
4					

报价与融资方案的描述:

商务区： WIZ GDL

费用提案表： 储能

#	产品 /服务 技术名称	(B) 单位	(C) 直购费用/单 位	(D) 可用财务方 案	(E) 预计节能量
例	锂离子电池	<i>kilowatt-hour (kWh)</i>	<i>\$ 或 RMB/kWh</i>	<i>X 年期贷款</i>	<i>无</i>
1					
2					
3					
4					

报价与融资方案的描述:

商务区： [] WIZ [] GDL

费用提案表： 可持续城市规划与设计公司

#	产品 / 服务 技术名称	(B) 单位	(C) 直购费用 / 单 位	(D) 可用财务方案	(E) 预计节能量
例	LEED 设计与建筑咨询	小时	\$ 或 RMB / 小 时	无	比常规建筑 节能50%
1					
2					
3					
4					

报价与融资方案的描述: