**Solarize Toolkit**

**Solar Installer Request for Proposals (RFP) Template Overview**

Selecting a solar installer (or installers) for your campaign is one of the most important roles for your core group to play. The installer selection process is a great opportunity to shape the campaign to meet the goals of your community, and to get to know the solar installers who will be working with you to serve your neighbors. The process can also be challenging, as it involves reviewing multiple competing proposals while trying to make “apples to apples” comparisons.

As a Solarize campaign participant in the NY-Sun program, you’ll receive the following support:

 Prequalification of solar installers (see RFP for details).

 This RFP template for solar installers.

 An informational workshop/webinar about the process.

 A technical review of proposals by our technical assistance provider.

We hope this support will help you make a well-informed and confident decision. And it is *your* decision: your team is fully responsible for issuing an RFP, collecting responses, and utilizing the resources in making the best decision for your campaign. *Please note, NYSERDA cannot*

*provide legal advice or act as legal counsel to any community.*

**How the RFP Template Works**

This RFP template is meant to provide clear guidelines and expectations for solar installers interested in participating in a Solarize campaign, and to encourage responses that are detailed but easily understood. It is also meant to make the process as straightforward as possible for installers, who are investing their time and resources to respond.

Solarize is not one size fits all. This template both requires the addition of campaign-specific information (the highlighted text) and provides opportunities for your Solarize team to include your own community priorities. For example, some campaigns choose to give priority to locally based installers, or those that have an option for North American-made solar modules. You should be as clear as possible about your campaign’s selection preferences.

In addition, the overall structure of Solarize campaigns can vary depending on individual team goals and the local context. This template allows for a Solarize structure of a single selected installer and for one in which there are multiple selected installers. Some of the pros and cons of these approaches are described in the following chart.

|  |  |  |
| --- | --- | --- |
| **Pricing Structure** | **Pros** | **Cons** |
| **Single Installer**Only one installer (or installer team) will be selected as the preferred installer for the Solarize campaign.  | * Encourages participants to reach out to others to get a better deal.
* Only one installer to manage.
* Easier to understand for participants.
 | * May experience backlogs if high volume is achieved.
* Less diversity and options for participants.
 |
| **One or More Installers:**Each selected installer (or installer team) up to a maximum of three provides their services to the campaign.  | * Allows more installers to take part.
* Allows more choice for participants.
 | * Multiple installers can be more challenging to manage.
 |

Once again, the RFP template is provided for your guidance. Your team is responsible for its use, the installer selection process and decisions, and the implementation of your Solarize campaign. **Please**

**feel free to contact the NY-Sun team at** communitysolar@nyserda.ny.gov.

**Frequently Asked Questions (FAQs))**

**Can we change the RFP or use our own?**

Yes, this is your community and your campaign. This template requires you to make some changes and edits, and you can add your own community priorities.

*(continued)*

**How should we make solar installers aware of our campaign and distribute our RFP?**

NYSERDA and its partners will be providing all eligible solar installers with a list of campaigns launching this spring. However, we also recommend reaching out to installers in your area and utilizing the public list of NY-Sun installers at [www.ny-sun.ny.gov/Get-Solar/Find-A-Solar-Electric-Installer](http://www.ny-sun.ny.gov/Get-Solar/Find-A-Solar-Electric-Installer).

We recommend setting up an email address for your campaign and possibly using a file sharing service to receive proposals. If you choose to use the webpage provided by NYSERDA, a link to the RFP and contact information can be posted there.

**What if someone on our core team has a business or personal connection to an installer that is applying?**

They should not participate in the RFP development, selection process, or decision making in any way.

**Solarize \_\_\_\_\_\_**

**Request for Proposals**

**Posting Date: xx/xx/xxxx**

**Proposals Due: xx/xx/xxxx**

**Proposal submissions and all communications regarding this RFP must be directed to \_\_\_@\_\_\_\_.\_\_\_**

**Prior to submitting a proposal**

Installers must send an email to communitysolar@nyserda.ny.gov including the following information: name of company, physical address, and contractor/builder relationship, if applicable. As a service to Solarize communities and the installers, NYSERDA will be prequalifying installers before proposals are submitted. Please see *Eligibility Requirements* for more information.

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 **Overview**

Solarize \_\_\_\_ invites proposals from solar electric (PV) installers (“Installers”) to participate in Solarize \_\_\_\_\_\_. One or more Installers may be selected (“Selected Installers”) to provide services to residential and/or commercial customers participating in Solarize \_\_\_\_\_. Proposers must be NY-Sun Incentive Residential and Small Commercial Participating Contractors and meet all eligibility requirements described in this RFP. Installers are welcome to submit joint/consortium proposals, providing responsibilities are clearly delineated.

Solarize \_\_\_\_\_ is a community campaign led by Town/School/Organization, Town/School/Organization, and Town/School/Organization (“Solarize Team”), working with a committed team of partners and volunteers. [Add short description of your Solarize campaign, including specific geographical area served].

The goals of this campaign include: (Add/adjust for additional campaign goals)

1. Bring together a critical mass of educated, engaged solar customers.
2. Reduce cost of solar installations for all solar participants.
3. Raise awareness and increase the adoption of solar energy.

Complete proposals from eligible Installers that are received by the (\_\_\_\_ deadline) will be reviewed and evaluated by the Solarize Team as described in this RFP.

Once selected, the Selected Installer(s) will collaborate with the Solarize Team to roll out a 16-week community marketing and outreach campaign, which is planned to start in XXX with the goal of securing \_\_contracts for solar installations. Solar installations will continue beyond the outreach period. All leads gained as a result of the outreach campaign will be forwarded to the Selected Installer(s), who will provide the services described in this RFP, including responsive customer service, a transparent pricing/financing structure, and turnkey designs and installation services for participating customers.

Solarize\_\_\_\_\_\_\_\_\_ is supported by the New York State Energy Research and Development Authority (NYSERDA) under the NY-Sun Initiative. This dynamic public-private partnership is driving growth of the solar industry and making solar technology more affordable for all New Yorkers. Solarize is designed to reduce customer acquisition costs and other common barriers to promote greater adoption of solar energy.

 **Solarize Campaign Summary**

This section provides a summary of campaign activities and responsibilities. The success of a campaign depends on the collaboration of the Solarize Team and its partners, the Selected Installer(s), and the participating community members (customers). Please review **Roles and Responsibilities** for more details on expectations for all participants.

Solarize Team Organization and Preparation (Winter 2016 − Spring 2017)

* The Solarize Team organized a team of partner organizations and a core group of individuals responsible for the implementation of the campaign.
* The Solarize Team successfully applied to receive support from NYSERDA (visit [www.ny-sun.ny.gov/community-solar](http://www.ny-sun.ny.gov/community-solar) for more information).
* The Solarize Team has developed an outreach plan and is preparing for widespread community education and marketing during the campaign.

Installer Selection (March 2017)

* Eligible Installers interested in participating in this Solarize campaign review this RFP, including the **Proposal Requirements** section, and submit proposals to the Solarize Team.
* The Solarize Team, with assistance from the a NYSERDA technical assistance provider, reviews and evaluates proposals. Interviews are conducted with a short list of Installers.
* The Solarize Team chooses one or more Selected Installer(s). Installers may be asked to revise their proposals before selection is finalized.

Community Marketing Campaign (May 2017 − September 2017)

* + The Solarize Team, working closely with the Selected Installer(s) to coordinate messaging and activities, will implement a community marketing and education campaign. The campaign will consist of public meetings and events, media outreach, social media, and online marketing along with other activities to encourage area residents and businesses to sign up before the **Signup Deadline**. (See **Attachment A** for a list of currently planned events and activities).
* The Solarize Team will make use of the Solarize Marketing Toolkit provided through NYSERDA. The Solarize Team and the Selected Installer(s) may also use other marketing materials and approaches.
* In all marketing and sales materials, the Selected Installer(s) must use the current utility rate for the customer class (e.g., residential) and a set escalator rate for predicted utility price and payback, and clearly state these and all other assumptions used.
* The Solarize Team and Selected Installer(s) must clearly present to potential Solarize participants that, before signing a contract with the Selected Installer(s), they are free to independently seek other offers.

Participant Signup, Site Assessments, and Contracting (May 2017 − November 2017)

* + Interested residential and business customers will be referred to a dedicated Solarize campaign webpage, which will include information about the campaign, Selected Installer(s), and solar process.
* Participants will sign up through an online form on the webpage. These leads will be accessible to the Selected Installer(s) and Solarize Team through an online platform.
* The Selected Installer(s) will provide free site assessments for all participants. Remote (desktop) assessments may be provided as a first step. Site assessments may be clustered to reduce Installer costs. Participants whose sites are not feasible for solar will be promptly informed, with explanation provided, by the Selected Installer(s).
* Participants whose sites are feasible for solar will be offered the pricing and financing options established in the Selected Installer(s)’s submitted **Profile and Pricing** form.
* The Solarize Team will encourage participants whose sites are feasible for solar installation to sign contracts with the Selected Installer(s) before the **Participant Contracting Deadline**.
* Customers with sites that are deemed feasible for a solar electric installation will have the option to contract with the Selected Installer(s) before the deadline.

Installations (Summer 2017 − Winter/Spring 2018)

* The Selected Installer(s) will provide technical expertise, free site assessments, financing options/support, RP-487 real property tax exemption form, turnkey installation, and utility interconnection and commissioning services for eligible and interested participants.
* The Selected Installer(s) will provide a clear list of work to be performed and estimated schedule to all customers.
* The Selected Installer(s) may geographically cluster installation work to reduce costs, but is responsible for the timely completion of all work.
* The Selected Installer(s) will continue to communicate progress to the Solarize Team.

 **Solarize Timeline**

***Please note that dates are estimates and subject to change.***

|  |
| --- |
|  |
| RFP for Solarize Installers Released | 03/\_/16 |
| RFP Questions Due | 03/\_/16 |
| RFP Question Responses Released | 04/\_/16 |
| RFP for Solarize Installers: Proposals Due | 04/\_/16 |
| Interviews with Installer(s) | \_4/\_/16 |
| Installer(s) Selected | \_/\_/16 |
| Solarize Launch Event | Week of 5/\_/16 |
| Solarize Public Outreach & Education Events | \_/\_/16 - \_/\_/16 |
| Participant Signup Deadline | \_/\_/16  |
| Participant Contracting Deadline | \_/\_/16 |
| Solar Installations | 10/4/16 |

 **Eligibility Requirements**

To be eligible to submit a proposal, Installers must:

1. Prior to submitting a proposal, send an email to communitysolar@nyserda.ny.gov including the following information: name of company, physical address, and contractor/builder relationship if applicable. As a service to Solarize communities and the Installers, NYSERDA will be prequalifying Installers before proposals are submitted based on the following criteria. The Installers must:
	* Be a NY-Sun Participating Contractor in full compliance with all NY-Sun Residential/Small Commercial program rules. Maintain insurance of the types and in the amounts specified in Article 6 of the Selected Installer(s) Participation Agreement with NYSERDA under the NY-Sun Incentive Program.
	* Have a satisfactory average QA inspection score in the NY-Sun Program. Unsatisfactory QA scores may result in denial of participation.
2. Hold all relevant licenses and other requirements for the jurisdiction(s) served by the campaign.
3. Demonstrate at least 3 years of experience and proficiency in solar electric installations.
4. Have completed installation of a minimum of \_\_\_\_ solar electric installations in New York State and \_\_\_ solar electric installations in the geographic area served by the Solarize campaign within the last 3 years.
5. Meet other minimum eligibility requirements (having a physical office within or nearby the area covered by the Solarize campaign, or other factors).
6. Provide detailed reporting to the community on a biweekly basis using a provided reporting template. Reports should include, at minimum, name of customer, date of contact, status of lead, and all relative notes.
7. Agree that if at any time throughout the project the applicant is suspended or terminated from the NY-Sun Program by NYSERDA, all work and or services will immediately cease unless otherwise directed by NYSERDA. It is the campaign’s and NYSERDA’s discretion to determine a course of action following this removal. All leads generated through the Solarize campaign are owned by the campaign, and must be provided at time of removal.
8. Submit a complete proposal by 5:00 p.m. on \_\_\_\_\_\_\_\_\_\_\_. Proposals should be emailed to \_\_\_\_\_\_\_\_\_\_.

 **Proposal Requirements**

Please read the important confidentiality warning on page 15; it may affect your rights. Proposals must contain the following sections, clearly labeled:

1. **Cover Letter:** Include Solarize RFP Cover Letter (**Attachment B**) signed by authorized company representative on company letterhead. Submit as a PDF file.
2. **Solar Installer Profile and Pricing Form:** Installers must use the Solar Installer Profile and Pricing Form template (**Attachment C**) and submit the completed form as a Microsoft Excel file. Follow instructions within the template and fill in relevant fields in all tabs, including:
* Firm information and experience
* Certifications, licenses, and insurance
* Geographic coverage and service territory
* Capacity for site assessments and installations
* Customer references
* Standard pricing for Solarize campaign
* Price contingencies (adders)
* Financing options and partners
* Equipment specifications (manufacturers; models; and warranties for modules, inverters, racking, and other equipment)
1. **Core Proposal:** Address the key elements of the Installer’s qualifications and services to be provided through the Solarize campaign. The Core Proposal should reference, not repeat, information that is provided in the Profile and Pricing Form. The Core Proposal should not exceed six (6) pages in length and must be submitted as a single PDF document. Each page must be numbered and include the company’s name. Clearly label each of the subsections outlined below.
* **Installer Team Qualifications:** Describe the project team, including, but not limited to, partners assisting in project financing, customer service, outreach, and installations.
	+ Installers may provide a joint/consortium proposal, but one Installer must be identified as the lead company, with overall responsibility for the campaign.
	+ Highlight relevant experience, skills, and capabilities necessary to implement this campaign.
	+ Identify past experience with group purchasing programs, as well as any other Solarize campaigns for which you are applying.
* **Financial Strength and Credit Relationships:** Describe and document the state of the financial health of the company and how it will manage the financial requirements of the volume of installations the Solarize campaign is expected to produce.
	+ If your firm utilizes a line of credit or has access to other credit facilities, please describe these and provide the contact information for the lending institutions.
	+ If equipment suppliers provide your firm with trade credit, please describe these trade credit arrangements and provide contact information for the suppliers.
* **Implementation Plan:** The proposal should outline a detailed and solid strategy that should at a minimum address the following items:
* Ability to provide the full set of required services to the community throughout the Solarize campaign, including ability to provide timely customer service, site assessments, program application submissions, and installation services.
	+ Ability to begin work immediately upon selection, including providing site assessments to participants who have signed up before the official program launch.
	+ A description of a quality assurance process for the solar electric installations.
	+ An outline of the process and timeline for managing assessment, contracting, permits, installations, inspections, and the interconnection process with the local utility.

Installer’s geographic proximity to the targeted community and how this will shape the services provided.

* **Marketing Strategy:** Describe ways in which a collaborative marketing strategy between the community and the Selected Installer(s) can expand the number of solar projects within the community.
	+ If applicable, cite specific examples of marketing services that will be provided, items, or marketing materials that will be offered by the Installer.
	+ List marketing, outreach, and lead screening tasks the Solarize Team can perform as part of this plan to reduce the Installer’s soft costs.
* **Pricing Structure and Financing Options:** Provide any additional description (beyond what is included in the Profile and Pricing Form) of the proposed pricing and the financing options to be offered to Solarize participants.
	+ Include existing relationships with banks or financial institutions and any other access to financing tools and products.
	+ Alternative pricing structures or financial models will be evaluated as appropriate.
* **Sites Not Feasible for Solar Electric**: Outline the process by which the Installer team will handle leads that do not have feasible sites for solar electric. Partnerships with firms or organizations that offer services such as energy efficiency or solar hot water are encouraged.
* **Low-to-Moderate Income (LMI) Customers:** Detail your experience working with LMI customers, and specify if you have completed projects that have received the NY-Sun LMI Added Incentive.
* **Shared Solar (Community Distributed Generation):** Provide detailed information on potential shared solar offerings for participants that cannot or do not wish to install solar on their own property.
* **Special Requests:** Special requests could include requests for additional information about the Installer, indicated preference for certain qualities or services, indicated preference for specific equipment and specifications, etc.
1. **Sales Contract and Customer Proposal Samples:** Provide in a PDF file.
* Installer’s direct purchase contract and/or a lease or PPA agreement with the customer, specifying all terms and conditions for a customer under the Solarize campaign. Include a section explaining how the final price will be adjusted for all customers when the final pricing tier is determined at the end of the Solarize campaign.

Sample of typical customer proposal/estimate, showing system size, project energy production, and expected financial savings. Customer proposals must clearly state all assumptions, including utility price and utility price escalator.

 **Evaluation Criteria**

All proposals must meet the RFP’s objectives and must be responsive to the relevant scope of work and proposal requirements outlined above. Proposals will be evaluated on the general criteria below:

* **Overall quality and value:** Overall quality of proposal and specified equipment.
* **Experience:** Degree of Installer’s experience and proficiency in the scope of work, including demonstrated experience in developing, designing, and installing residential solar electric systems and customer service track records.
* **Implementation and capacity:** Ability to provide timely, quality customer service and installations, and work well with the Solarize Team.
* **Adequate financial strength:** Solarize is intended to result in a very significant number of installations to the Selected Installers. Selected Installers must be able to demonstrate sufficient financial strength to successfully carry out this program (e.g., adequate trade credit and cash availability).
* **Price structure:** Purchase Price ($/kW) and/or Lease/PPA Price ($/kWh) for both a tiered and single price structure within the community for residential systems. In addition, the value offered by the proposed equipment, price adders, price escalators, and contract terms and conditions.
* **Marketing plan:** Ability of proposal to drive community adoption of solar electric projects and drive down cost of solar electric installations.
* **Local and environmental impact:** Ability to employ, and hire within the local target area will be looked upon favorably. Installers who offer or would consider offering training, certification, and employment in the field, particularly to residents within the community, using strategies that encourage linkages to experienced community-based nonprofit workforce development organizations will be looked upon favorably, as well as installers who can demonstrate business sustainability practices.
* **Other factors:** Additional consideration will be given to installers that can provide innovative business models or have options for other technologies, such as solar hot water, battery storage, and energy efficiency.

 **General Conditions**

*Please note, NYSERDA cannot provide legal advice or act as legal counsel to any community. Communities should consider incorporating provisions regarding indemnification and limitations of damages in agreements with Selected Installer(s). The following is provided for informational purposes only.*

**Indemnification**

Selected Installer(s) will protect, indemnify and hold harmless [Solarize Team Members], and their officers, directors, employees, agents, and affiliates from and against all liabilities, losses, claims, damages, judgments, penalties, causes of action, costs and expenses (including, without limitation, experts’ and attorneys’ fees and expenses) imposed upon, incurred by or asserted against [Solarize Team members], resulting from, arising out of, or relating to the PV Contractor’s work under the Solarize campaign. The obligations of the PV Contractor under this indemnity will survive the expiration or termination of the Solarize campaign, and are not limited by any insurance coverage required under this RFP.

**Limitation of Liability**

[Solarize Team Members] shall not be liable to the Selected Installer(s) for any special, indirect, incidental, consequential, punitive, or exemplary damages of any kind whatsoever, whether based on contract, warranty, tort (including negligence or statutory liability), or otherwise.

**Nondiscrimination**

The Selected Installer(s) agrees and warrants that they will not discriminate or permit discrimination against any person or group of persons in any manner prohibited by the laws of the United States or of the state of New York;

**Waiver Authority**

The Solarize Team reserves the right, at its sole discretion, to waive minor irregularities in submittal requirements, to modify the anticipated timeline, to request modifications of the application, to accept or reject any or all applications received, and/or to cancel all or part of this RFP at any time prior to Installer selection.

**Confidentiality Statement**

Proposal documents may be shared with public entities that are subject to the Freedom of Information Law. The NYS Freedom of Information Law (“FOIL”), Public Officers law, Article 6, provides for public access to information NYSERDA possesses. Therefore, proposal documents may be subject to public disclosure under FOIL. Careful consideration should thus be given before confidential information is submitted as part of your proposal.

Public Officers Law, Section 87(2)(d) provides for exceptions to disclosure for records or portions thereof that "are trade secrets or are submitted to an agency by a commercial enterprise or derived from information obtained from a commercial enterprise and which if disclosed would cause substantial injury to the competitive position of the subject enterprise." Information submitted to the Solarize Team that the proposer wishes to have treated as proprietary, and confidential trade secret information should be identified and labeled "Confidential" on each paragraph, table, or figure at the time of submission. Any such submission must include a detailed written explanation of the basis for withholding from disclosure. For further information, see Public Officers Law, Section 89(5) and the procedures set forth in 21 NYCRR Part 501 <https://www.nyserda.ny.gov/About/-/media/Files/About/Contact/NYSERDA-Regulations.ashx>. The Solarize Team and NYSERDA cannot guarantee the confidentiality of any information submitted.

**Disclaimer**

This RFP does not commit the Solarize Team to award any funds, pay any costs incurred in preparing an application, or procure or contract for services or supplies. The Solarize Team reserves the right to accept or reject any or all proposals received, negotiate with all qualified applicants, cancel or modify the RFP in part or in its entirety, or change the application guidelines, when it is in its best interests.

 **Roles and Responsibilities**

|  |  |  |  |
| --- | --- | --- | --- |
|  | **Solarize Team**  | **Selected Installer(s)** | **Customer** |
| **Organize Solarize Campaign** | * Gather a community team of volunteers, including a lead contact and a Selected Installer(s) selection committee
* Evaluate Installer proposals and select Installer(s)
* Find hosts for solar open houses and events
* Build partnerships among various community leaders/organizations to help with outreach
 | * Submit accurate and complete proposal
 |  |
| **Reduce Costs** | * Lead community outreach to help the Solarize campaign reach target goals
* Help community participants understand Solarize approach and set expectations
 | * Provide competitive, transparent pricing
* Give free site assessments
* Help customers understand and apply for available incentives
* Assist customers in assessing purchase/ financing options
 | * Provide all necessary information
* Be responsive to scheduling requests
 |
| **Marketing/Outreach** | * Organize/mobilize community networks and utilize a broad range of tactics to get the word out
* Host outreach events and table at existing community events
* Send regular Solarize updates to community contacts
* Manage customer expectations
 | * Participate in outreach planning
* Participate in community outreach events where appropriate
* Manage customer expectations
* Optional: supplement community outreach (direct mail, yard signs, etc.)
 | * Promote Solarize through social media and networking circles
* Consider volunteering to help with the campaign
 |
| **Education** | * Answer community questions about the Solarize campaign
* Answer basic solar energy questions and direct residents to available resources
 | * Present at the Solarize launch event and workshops
* Answer technical questions from volunteers/residents
 | * Attend educational events and ask questions
 |
| **Web and Media** | * Assist in providing content (including photos and stories) for Solarize web pages and media outreach
* Encourage and cooperate in local media coverage (print, radio, TV)
* Submit “letters to the editor” to local newspapers
 | * Cooperate with Solarize Team to provide content (e.g., photos, stories) and accommodate reporters
 | * Consider participating in media coverage
 |
| **Customer Service** | * Provide participants with information about the Solarize campaign and process
* Respond to inquiries and forward to the Installer(s) as appropriate
 | * Follow up promptly to participant signups and inquiries
* Have a dedicated contact for Solarize customers
* Provide explanation for all adders
 | * Be responsive to Installer communications
 |

 **Attachment A: Planned Events and Activities**

*List and describe any currently planned events and activities that would be helpful for proposing installers to be aware of. Indicate whether Installer(s) participation is required for each event or activity.*

 **Attachment B: Solar Installer Cover Letter**

**Attachment B: Solar Installer Cover Letter**

**Solarize \_\_\_\_\_\_\_\_**

The undersigned is the duly authorized representative of the company or entity identified below (the “Company”), with full authority to sign this document and to submit the Company’s proposal pursuant to the Solarize \_\_\_\_ Request for Proposals (the “RFP”).

I hereby certify:

* The Company is duly organized and in good standing under the laws of the jurisdiction in which it is organized. The financial statements are true, correct, and complete and fairly present the financial condition of the Company as of their date. Since the date of the most recent financial statements, there has been no material adverse change in the Company’s financial condition. All tax returns required to be filed in any jurisdiction have been duly filed, and all taxes due in respect of the Company have been duly paid.
* The Company has read the RFP, understands it and is familiar with its requirements.
* The information contained in this proposal, and any correspondence or other documentation relating to this proposal, are all true, correct and complete. The information disclosed by the Company in this proposal relating to corporate partnerships, affiliations, and other relationships is true, correct, and complete.
* The Company understands and acknowledges that, until a final selection is made under the RFP, the Solarize Team may enter into discussions with the Company to negotiate the terms of its proposal in an effort to reach the most favorable arrangement for the relevant community. Moreover, the Solarize Team reserves the right (i) to reject any or all proposals; (ii) to waive defects or irregularities in any proposal; (iii) to discontinue discussions at any time and for any reason; (iv) to correct inaccurate awards; (v) to change the timing or sequence of activities related to Solarize \_\_\_\_; (vi) to modify, suspend or cancel Solarize \_\_\_\_\_; and (vii) to condition, modify or otherwise limit the mandate pursuant to the RFP.
* By submitting this proposal, the Company represents and warrants that, if it is selected under this RFP, it will comply with the terms of the RFP and will perform all of the duties and obligations of the “Selected Installer” under the RFP.

Installer: ­­­­­­­­­­­­\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

  *(Printed Name of Installer Organization)*

By: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Title: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

*(Printed Name of Authorized Representative)*

Signature: ­­­­­­­­­­­­­\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_