

Photo by marsroverdriver

Innovation in Procurement

Strategies in Helping Innovative Solution Providers Find the Door to Austin Parks

Presentation by
Rich DePalma, Board Member
City of Austin Parks and Recreation Board

September 11, 2020

Question

Is it difficult for new or innovative materials, services and solutions to become known by the City of Austin and for our purposes, the Parks and Recreation Department?

Based on my board experience, the answer is yes.

Based on my professional experience, the answer is yes.

It is okay. It is normal for local governments but doesn't mean we shouldn't do better. Procuring innovative solutions is a way we increase efficiencies, improve sustainability, save money, and/or provide an even better experience for park users.

This is one way the 11th largest U.S. city can lead.

Examples of Possible Solutions

What are we missing?

- RFID / QR Code / Mobile Ap to engage the trail or park user.
- Augmented Reality to show the hydrology, fauna or historical figures in original spaces. i.e. Tonkawa tribe, Andrew Zilker, Elizabeth Ney, a Pleurocoelus or Barton Springs
- Innovative materials for quick set infrastructure repair.
- Sensor based security systems that can interpret human activity at night including size of the individual.



The Continuum of Innovation Procurement Opportunities



INDUSTRY DAY

.....

Exchange Information with the Vendor Community. What is PARD looking for? What does the vendor community have to offer? What is our process?



PORTAL

.....

Allow vendors a 24/7 way to introduce new concessions, solutions, materials or just concepts.



RFI

.....

Periodically release an RFI looking for new services, solutions, and materials that can be useful to the department. Make it twice a year so the vendor can be ready. The RFI route provides more structure and assurance that the information will be reviewed.



PROCUREMENT

.....

Procure the solution through a competitive contract but include interlocal clauses so that other park systems can use it. Maybe even think bigger?

INDUSTRY DAY

Learn from Each Other – Get Everyone Ready

What is Industry Day?

Great explanation by [acqnotes.com](https://www.acqnotes.com).

Industry Day is an event held by a Department of Defense (DoD) Program Management Office (PMO) to present the plans for a current or future procurement to representatives from industry.

It is usually held prior to a Request for Proposal (RFP) being released or any major changes in a program. It's an opportunity for the government to express its goals, schedule and solicit feedback about a procurement.

Industry Day can range from a few hours to three days in length. Usually during industry day there is opportunity for industry to sit down with program office personnel in a private one-on-one session to ask questions and give feedback.

Industry Day is a good opportunity for industry to get a good understanding of what the government needs.

Typical Industry Day Goals:

- To ensure synergy between the DoD program office and Industry representatives
- Incorporate Industry comments into the RFP development process
- Communicate interoperability and open standards
- Communicate program requirements and schedule
- Gain a better understanding of recent Industry developments
- Provide updates to Industry on future program developments and acquisitions

Publications Library

[Academic Engagement](#)[Border Security](#)[Citizenship and Immigration Services](#)[Civil Rights and Civil Liberties](#)[Critical Infrastructure Security](#)[Cybersecurity](#)[Disasters](#)[Economic Security](#)[Election Security](#)[Emergency Communications](#)[Homeland Security Careers](#)[Homeland Security Enterprise](#)[Human Trafficking](#)[Immigration and Customs Enforcement](#)[Intelligence and Analysis](#)

Reverse Industry Day

Reverse Industry Days (RID) provide DHS acquisition professionals with opportunities to **learn about the issues that are most important to industry when doing business with the department.** During these events, panels feature industry leaders addressing audiences of DHS acquisition professionals who learn how to enhance the DHS business environment. Reverse Industry Days are conducted under the [Acquisition Innovations in Motion \(AIM\)](#) framework. Here you will find archived information about the events, including presentation materials and event summaries.

November 7, 2019

The seventh Reverse Industry Day focused on the industry perspective on multi-step evaluation techniques, the value of kickoff meetings, and mitigating a lapse in appropriation. Held at the Washington Hilton, the acquisition workforce training event offered a mix of skits and panels, including a fireside chat featuring Chief Procurement Officer Soraya Correa.

March 26, 2019

The sixth DHS Reverse Industry Day focused on managing performance and achieving mission success. It drilled down on topics previously discussed to understand what are the drivers of protests, and to shed light on industry's decision making process when it is considering whether or not to file a protest. It also tackled new topics such as why industry values the Contracting Officer's Representative and captured key concepts and takeaways on contract transitions.

January 31, 2018

Reverse Industry Day 5 focused on **Advancing the Dialogue: Where Acquisition, Innovation, Cybersecurity, and Technology Intersect.** **Topics included the Rapid Acquisition of Cybersecurity Resources and Procurement Challenges to Technology Innovation.**

Industry Day Example

City of San Antonio and the San Antonio Economic Development Corporation

The City of San Antonio and the San Antonio Economic Development Corporation (SAEDC) are proud to host the second "Military Medical Industry Day" featuring the Navy Medical Research Unit San Antonio, the Air Force's 59th Medical Wing and the U.S. Army Institute of Surgical Research.

For this Military Medical Industry Day, during the afternoon, attendees will be able to participate with military research and development leaders in roundtable discussions that are focused on specific medical topics related to military operations. The final list of topics is as follows:

- Burn treatment
- Bioengineering
- Hemorrhage Response
- Wound Infections
- Precision Medicine
- TBI/Diagnostics/Intervention

Directed focus
around specific
topics

23rd Annual Industry Day

December 09 - 10, 2019 Washington, D.C.

NGAUS invites industry leaders to come to the association's headquarters, learn how to work with the Guard and gain insight into Guard priorities.



Medical Countermeasures.gov

CONFERENCE HOME SCHEDULE HYBRID EVENTS LIGHTNING TALKS REFERENCES

October 15-16, 2019

BARDA INDUSTRY DAY

Catalyze Health Security **2019**



It
is
happening
everywhere!

Lightning Talks gives the vendor a quick connection and understanding.

WE ARE EXCITED TO ONCE
again offer **Lightning
Talks**, showcasing
innovative **DISCOVERIES**
and networking

[VIEW SELECTEES & SCHEDULE](#)

Whatever the Route – Great Way to Identify New Vendors

Completion Delivers Value to Our Residents

The U. S. Army Corps of Engineers (USACE), New Orleans District, is conducting a Virtual Industry Day to provide industry-specific information that focuses on active USACE projects in South Louisiana over the next 24 months

Event details:
Date: Thursday, July 30, 2020
Time: 9:00am – 12:00pm CST
Location: Via Facebook Live on the USACE New Orleans District's [Facebook Page](#)

Specific Project Info

- Comite River Diversion
- Dredging
- General Contracting Information
- East Baton Rouge
- Locks and Structures
- Mississippi River Levee
- West Shore Lake Ponchartrain

Registration Information

*
 Prefix First Middle Last Suffix

Contractor Name

Street

Badakhshan *
 City Region

Afghanistan *
 Country

Zip

*
 Email Confirm

1. A variety of NAICS codes will be used for the projects identified. Please indicate below whether your company is currently registered under any of these codes in the System for Award Management (SAM), <https://www.sam.gov/>
 NAICS 237990 Other Heavy and Civil Engineering Construction
 NAICS 561720 Janitorial Services
 NAICS 561499 All Other Business Support Services
 NAICS 722310 Food Service Contractors
 NAICS 624190 Other Individual and Family Services *

Presentation info

[Industry Day Presentation Slides](#)

2. **BUSINESS SIZE:** NAICS Code 237990 has a size standard of \$39.5M for Other Heavy and Civil Engineering Construction, and \$30.0M for Dredging and Surface Cleanup Activities. Check all of which apply to your firm:

- 8(a) Participant
- Hubzone Small Business
- Veteran Owned Small Business (VOSB)
- Service Disabled Veteran Owned Small Business (SDVOSB)
- Small Disadvantaged Business (SDB)
- Women–Owned Small Business (WOSB)
- Small Business
- Large Business

3. **Aggregate Bonding Capability?**

*

4. **Indicate which type(s) of work your company has had experience performing in the past five years:**

- Embankment
- Flood Walls
- Flood Control Structures
- Dredging
- Clearing and Snagging (Channel Improvement)
- Clearing and Grubbing (Embankment Preparation)
- Pumping Stations (Larger than 100 CFS)
- Drainage Excavation
- Highway
- Railways
- Beach Renourishment
- Channel Enlargement
- Relief Wells
- Sheet Pile Cut–Off
- Concrete Placement
- Steel Fabrication

Increasing the Vendor List for Future Projects

- Janitorial Services
- Childcare Services
- Mail Room Services
- Cafeteria Support Services
- Employee Assistance Program (EAP) Services *

5. Which of the following projects is your company interested in posting for project specific information

- Comite River Diversion
- West Shore Lake Ponchartrain
- East Baton Rouge (EBR)
- Mississippi River Levee (MRL)
- Dredging
- Locks and Structures
- Childcare Services
- Janitorial Services
- Mail Room Services
- Cafeteria Support Services
- Employee Assistance Program Services

6. Please indicate which party your company would be for the above indicated projects:

- Prime
- Subcontractor
- Joint Venture
- Other

I'm not a robot



Submit

Industry Day and RFI

U.S. Department of Energy

The U.S. Department of Energy (DOE) today issued a Request for Information (RFI)/Sources Sought for the Environmental Management (EM) Nevada Environmental Program Services (EPS) procurement at the Nevada National Security Site (NNSS).

The RFI/Sources Sought is seeking to solicit input via capability statements from interested parties with the specialized capabilities necessary to meet all or part of the element of scope for the upcoming competitive procurement(s) for the EM Nevada EPS requirement. Within these capability statements, DOE is seeking feedback from contractors and other interested parties regarding options for innovative approaches for the performance of the major Elements of Scope as well as insight into potential contracting alternatives.

An Industry Day and one-on-one information exchange sessions are scheduled for January 23- 24, 2018. The events will be held at the Frank H. Rogers Building located at 755 East Flamingo Rd in Las Vegas, NV, 89119. A Community event will also be held on January 17, 2018. The event will take place during the Nevada Site Specific Advisory Board meeting starting at 4:00pm PST at the Beatty Community Center located at 100 A Avenue South in Beatty, NV. The purpose of the events are to exchange information among interested parties, including industry participants and community stakeholders, to improve the understanding of the requirements and industry capabilities, enhance DOE's ability to obtain quality services, and increase efficiency in the procurement process.

This market research will assist DOE with identifying interested and capable sources and developing its acquisition strategy. Key market research goals include identifying and minimizing barriers to competition, evaluating small business capabilities, identifying risks, identifying potential requirements definition and contract alternatives, and identifying appropriate terms and conditions.

Additional information, including registration information for the Industry Day and Community events, is available at: <https://www.emcbc.doe.gov/SEB/EMNevadaEPS/>

PORTAL

Create the opportunity 24/7

A Simple Portal

U.S. Communities Now Omnia Partners

Submit an Innovation Solution

What if we could make it easier for government agencies nationwide by sharing proven innovative solutions?

By connecting communities to innovative solutions, *together* we can help agencies save time and money, improve customer service, and increase operational effectiveness.

Those interested in submitting an innovative solution should fill out the form below. This information submitted will be reviewed and U.S. Communities will engage the successful respondents in discussions about potentially promoting and implementing their application and solution via the U.S. Communities Solutions Cooperative Partners in Innovation Program. If you have additional questions, please contact Chris Mellis, cmellis@uscommunities.org.

Who?

Supplier / Company Name*:	<input type="text"/>
Title*:	<input type="text"/>
First Name*:	<input type="text"/>
Last Name*:	<input type="text"/>
Phone*:	<input type="text"/>
Email*:	<input type="text"/>

Agency Name*:	<input type="text"/>
Title*:	<input type="text"/>
First Name*:	<input type="text"/>
Last Name*:	<input type="text"/>
Phone*:	<input type="text"/>
Email*:	<input type="text"/>
Other Agencies Using Application / Solution?	<input type="text"/>

When?

Application in Use Since*:	<input type="text"/>
Time Required to Deploy Application / Solution:	<input type="text"/>

Always Be Searching

What?

Description of Application or Solution
in Use by Public Agency*:

Basic Requirements for Use*:

Why?

Check all that apply.*

Saves Money- Estimated Annual Savings: \$

Saves Time- Estimated Annual Personnel \$

Savings:

Improved Service

Delivery

Operational

Effectiveness

Informed/Better

Decisions

Other (Specify):

Describe:

A Portal with a Purpose

Lower Colorado River Authority

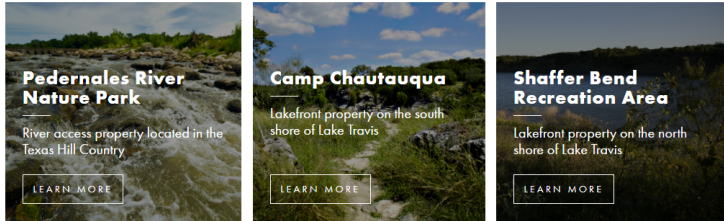
lra.org/parks/development-opportunities/



Development Opportunities

To provide our visitors diverse and unique experiences, LCRA parks is always interested in creating new alliances with [concessionaires](#) and exploring development opportunities. From food vendors to resort-style developments, a wide-range of business opportunities are available to experienced companies. Learn more on the different ways external parties may get involved with us.

APPLY NOW



LCRA offers the opportunity for qualified and experienced individuals and/or companies to submit unsolicited written proposals for development of overnight accommodations and/or recreation attractions on LCRA lands. Unsolicited proposals are not designed to address the acquisition or sale of LCRA property.

Acceptance and consideration of unsolicited proposals will encourage external development of LCRA lands. Proposals can include independent models, in which the external party delivers and operates the whole development, or collaborative models in which both LCRA and external party are involved in development.

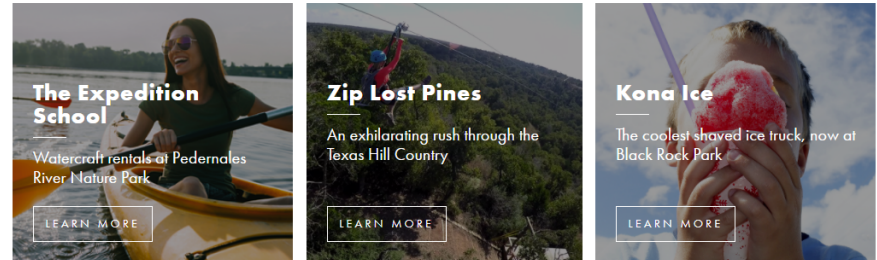
lra.org/parks/concessionaires/



Concessionaires

To provide our visitors diverse and unique experiences, LCRA parks is always interested in creating new alliances and exploring [development opportunities](#). From food vendors to resort-style developments, a wide-range of business opportunities are available to experienced companies. Learn more on the different ways external parties may get involved with us.

APPLY NOW



LCRA parks offers the opportunity for qualified and experienced individuals and/or companies to provide a quality service via commercial operation on LCRA lands. Concessions are public/private partnerships in which LCRA provides land or space for private commercial operations that will enhance the property and/or recreational experience of visitor in exchange for payments to help attain financial sustainability. Concessions can range from food service vendors and recreation providers to overnight accommodations for visitors.

REQUEST FOR INFORMATION

How do we learn more but not make it a burden to the private and nonprofit sector?

The Request for Information

Eliminating Barriers to Providing Information on New Services, Solutions and Materials

REQUEST FOR INFORMATION (RFI) INCLUDING
DEVELOPMENT CONCEPT AND TRANSACTION STRUCTURE
FOR

*Ground Lease and/or Joint Development of approximately 80 Acres of
Land west of Buffalo Speedway and bisected by
Willowbend Boulevard, Houston, Texas*

RFI No.: 720-1930

August 22, 2019

RESPONSES TO THIS RFI ARE DUE BY 5:00 P.M. CENTRAL TIME
SEPTEMBER 13, 2019

Issued by:

The University of Texas System

Contact Information:

Kirk Tames
Executive Director of Real Estate

realestate@utsystem.edu
512-499-4333



TEXAS
Health and Human Services

Dr. Courtney N. Phillips, Executive Commissioner

Request for Information (RFI)
for
Complex Technology Project Procurement Innovations
RFI No. HHS-0000106682

Date of Release: January 9, 2019
Responses Due: January 30, 2020



REQUEST FOR INFORMATION

The Louisiana Medicaid Innovation Challenge

LOUISIANA DEPARTMENT OF HEALTH
BUREAU OF HEALTH SERVICES FINANCING (BHSF)

RFI # 3000015420
Release Date: July 6, 2020

Response Due Date/Time:
August 7 August 10, 2020 at 11:59 p.m.

The Request for Information

It Doesn't Have to Be Complicated

Cal OES Request for Information (RFI) Innovative Housing Solutions RFI- 6139-2017

December 1, 2017

To: INTERSTED PARTICIPANTS

Subject: Request for Information (RFI)-Cal OES October 2017 Wildfires
Innovative Housing Solutions

A. PURPOSE

The California Governor's Office of Emergency Services (Cal OES) is surveying the marketplace for potential vendors that can provide options for innovative housing solutions that could be utilized to support long-term housing needs following the October 2017 California Wildfires disaster.

The recent wildfires were among the deadliest and most destructive fires in California's history. In Mendocino County, the fire destroyed 529 homes and damaged an additional 40. In Sonoma County, the fires destroyed 5,098 homes and damaged an additional 396. In total, the October fires destroyed 6,511 homes and damaged 643 leaving many displaced survivors in need of housing.

Cal OES and FEMA have worked diligently to find temporary and long-term housing for individuals and families in Butte, Lake, Mendocino, Napa, Nevada, Sonoma and Yuba counties, but the need for housing exceeds the resources that are available. Traditional FEMA housing options include placing manufactured housing units (MHUs) and recreational vehicles (RVs) on commercially available spaces. However space is limited and MHUs and RVs are often intended to be only temporary in nature. Additionally, there is a need in all counties for housing solutions that are appropriate for larger households and those with access and functional needs. MHUs and RVs often do not appropriately accommodate the needs of many displaced survivors and do not help communities build a stronger, more resilient future.

As a result, CAL OES would like to invite creative, forward-thinking Respondents to submit information for innovative housing solutions that deviate from the traditional disaster housing solutions like MHUs and RVs. The innovative housing solution should incorporate the following attributes to the highest extent possible:

- Cost less than an MHU (~\$70,000/unit);
- Take less time to manufacture and install than an MHU (less than 3 months);
- Allow for scalable production to meet the housing needs;
- Be multi-hazard resistant to natural disasters;

- Maximize energy efficiency and reduce harm to the environment;
- Be viable for long-term occupancy; and
- Be able to accommodate access and functional needs and/or large families.

Potential vendors who have the ability to provide services to meet the State of California's need for innovative housing solutions, should respond to this RFI by email to Saagar.Patel@CalOES.CA.Gov by December 31, 2017. Questions or comments regarding this notice may be addressed electronically to Cal OES at housingideas@caloes.ca.gov. Phone calls will not be accepted or returned.

IMPORTANT INFORMATION- PLEASE READ BEFORE RESPONDING TO THIS RFI.

- 1) This is strictly a survey and not a request for proposals. The State of California is not obligated to and will not pay for any information received from industry sources as a result of this Request for Information.
- 2) The State has no obligation to buy or issue a solicitation to any Respondent as a result of this RFI.
- 3) Information provided in response to this RFI related to any costing should be estimated pricing only, to be used by Cal OES for information and planning purposes, and understood by the Respondent and Cal OES not to be represented as a bid from Respondent.
- 4) If this RFI results in future procurement, bidders will have to agree to the following State terms and conditions and applicable contractor certifications clauses:
<http://www.dgs.ca.gov/ols/Resources/StandardContractLanguage.aspx>
- 5) The State does not request any proprietary information be submitted, nor shall it be liable for any consequential damages for proprietary information if submitted. Any information submitted in response to this Request for Information is subject to disclosure under the Freedom of Information Act, 5 USC 552 (a) and the California Public Records Act.
- 6) Cal OES may, at its sole discretion, choose to not consider or evaluate any response, or any portion of a response, received as a result of this RFI.

B. SCOPE

CAL OES requests that Respondents provide a cover page to their response that includes the following: company name, company mailing address, and point of contact information (name, telephone number, and email address). The cover page should also provide a brief description of the Respondent's technical capability to deliver the aforementioned services, describe any past experience with similar requirements along with the contract type/pricing methodology, and the vendor's ability to manage, as prime contractor, the types and magnitude of services required.

In addition to the cover page, please provide detailed and specific responses to the following questions:

- How is the proposed solution innovative?
- How is it more innovative and/or environmentally friendly than MHUs or RVs?
- How much does each unit cost?
- How long will it take to produce and install 1 unit? 10 units? 100 units?
- What is the cost of installing the associated infrastructure?
- What is your production capability? Specifically, how many units can you produce per week/month?
- What are the logistical requirements of the unit? Does it have special water, sewer, or electrical requirements? What are the dimensions of the unit and how many people can it accommodate? Is it possible to make the unit access and functional needs accessible?
- Please submit any relevant production sheets/information.

Going Right to Request for Proposal

One of My Favorites – the former U.S. Communities Cooperative Contracting Program Now Omnia Partners



COMPETITIVE SOLICITATION

BY FAIRFAX COUNTY

FOR

INNOVATIVE SOLUTIONS, APPLICATIONS, PRODUCTS
AND SERVICES

ON BEHALF OF ITSELF AND OTHER GOVERNMENT AGENCIES

AND MADE AVAILABLE THROUGH THE U.S. COMMUNITIES

GOVERNMENT PURCHASING ALLIANCE

1. SCOPE OF SERVICES:

- 1.1 The purpose of this Request for Proposal is to solicit sealed proposals to establish a cooperative contract or contracts through competitive negotiation for the provision of Innovative Solutions, Applications, Products, and Services by the County of Fairfax, Virginia as well as other Participating Public Agencies.
- 1.2 The County will be receiving proposals throughout the contract period and will be making multiple contract awards.

2. OBJECTIVES

- 2.1. Provide a comprehensive competitively solicited Master Agreement(s) offering solutions to Participating Public Agencies;
- 2.2. Establish the Master Agreement as a Supplier's primary offering to Participating Public Agencies to provide and or implement proven solutions for transforming government operations;
- 2.3. Achieve cost savings for Suppliers and Participating Public Agencies through competitive solicitation process that eliminates the need for multiple bids or proposals;
- 2.4. Combine the volumes of Participating Public Agencies to achieve cost effective pricing;
- 2.5. Provide Participating Public Agencies with proven and award winning innovations to transform government operations and services.

3. GENERAL DEFINITION OF PRODUCTS AND/OR SERVICES

- 3.1. Proposers are to propose the broadest possible selection of INNOVATIVE SOLUTIONS, APPLICATIONS, PRODUCTS, AND SERVICES they offer which can save state and local public agencies time and money, improve service delivery, increase operational effectiveness or otherwise transform operating results. The intent of this solicitation is to provide Participating Public Agencies with solutions to meet their various needs. Therefore, Proposers should be able to demonstrate experience in providing Solutions to one or more of the following categories:

a. Technology and E-government

b. Consulting and professional services

c. Public-Private Partnerships

Examples of government and education functions where solutions are needed include but are not limited to the following:

- Public Safety
- Water and Sewer Management
- Energy
- Student Housing
- Online Education
- Parking
- Traffic Management
- Facilities Management
- Transportation
- Government Administration
- Health and Social Services
- Disaster Planning
- Land Planning
- Disaster Planning
- Retirement Solutions
- Employee Healthcare and Wellness
- Landfill/Trash Disposal

Don't Forget to Advertise the RFI!

The RFI is only going to reel as far as you throw the net.

CPS Energy Seeks RFI to Identify Solar, Battery, and New Technology Solutions for FlexPOWER Bundle RFP

SAN ANTONIO, Texas – (July 27, 2020) – CPS Energy, the largest municipally owned, fully-integrated electric and gas utility in the United States, is taking a significant step to diversify its generation portfolio and meet the energy demands of one of the fastest growing regions in the country. The San Antonio, Texas based utility, is releasing a global Request for Information (RFI) that will help in the development of a future Request for Proposal (RFP) that will incorporate non- or low-emitting generation and demand-side resources consistent with the utility's *Flexible Path* vision.



The RFI will inform the design of two strategic CPS Energy initiatives, the *FlexPOWER Bundle* and *FlexSTEP*. The *FlexPOWER Bundle* is the next step in CPS Energy's *Flexible Path*, the over-arching strategy to transform the utility's generation fleet to lower and non-emitting sources for decades to come.

The information obtained through the RFI process will help CPS Energy seek a partner or partners through a future request for proposal process to implement the *FlexPOWER Bundle*. The *FlexPOWER Bundle* package of cutting-edge generation and firming capacity technologies will supplement 1,700 megawatts (MW) of aging power generation capacity and be broadly designed to meet the needs of a growing metropolitan service area. The *FlexPOWER Bundle* RFP will seek to add up to 900 MW of solar, 50 MW of battery storage, and 500 MW of new technology solutions.

The RFI is also seeking information for innovative solutions and technologies for the next phase of the utility's successful energy efficiency program, the Save for Tomorrow Energy Plan (STEP). STEP was launched in 2009 and was designed to empower customers to manage their energy consumption through efforts like energy efficiency, conservation and adoption of renewable energy (i.e. rooftop solar). The goal of the program was for savings of up to 771 MW, roughly the equivalent of a power plant, over the course of 12 years. The goal was reached early – in August of 2019 – a year ahead of schedule. [Read more...](#)

Key Dates for the RFI:

Milestone	Date
RFI Issuance	July 27, 2020
Deadline for Respondent's Questions	August 5, 2020
CPS Energy Responses for Submitted Questions	August 12, 2020
Respondent Information Submittals Due	August 31, 2020

CPS Energy is open to pre-partnered proposals; it encourages respondents to engage with others to propose more creative and well-thought-out solutions.

To access the RFI, visit the [CPS Energy website](#). Shortly after receiving feedback, CPS Energy will launch the RFP for up to 900 MW of solar, 50 MW of battery storage, and 500 MW of firming capacity.

Background on CPS Energy

OVERVIEW

CPS Energy's *Flexible Path* is a strategic approach to thoughtfully discover, explore and implement new power generation and demand side solutions over the next 20 years and beyond. The *Flexible Path* is our over-arching strategy to transform our utility to lower and non-emitting energy resources. In furtherance of that strategic effort, our *FlexPOWER Bundle* is a strategic approach to thoughtfully discover, explore and implement new power generation and demand side solutions for the next 20 years and beyond.

The information obtained through this RFI process may be used to assist CPS Energy with a future Request for Proposals (RFP) for our *FlexPOWER Bundle* and *FlexSTEP* solutions, which are the next steps along our *Flexible Path*; they will help to supplement 1,700 MW of aging power generation capacity. The *FlexPOWER Bundle* and *FlexSTEP* are broadly designed to meet the needs of our growing city while reflecting the values of our customers.

We will generally assess all the submissions across CPS Energy's following enterprise **value pillars & foundation**:

- Reliability
- Customer Affordability
- Security
- Safety
- Environmental Responsibility
- Resiliency

FINANCIALLY RESPONSIBLE

"We challenge ourselves every day to think globally and act locally. We are therefore passionate about providing the most beneficial technologies to our customers. We owe it to our community to continue to maximize the assets they own, while introducing more renewable and new technologies to take us solidly into the future."

- Paula Gold-Williams, CPS Energy President & CEO

PROCESS AND TIMELINE

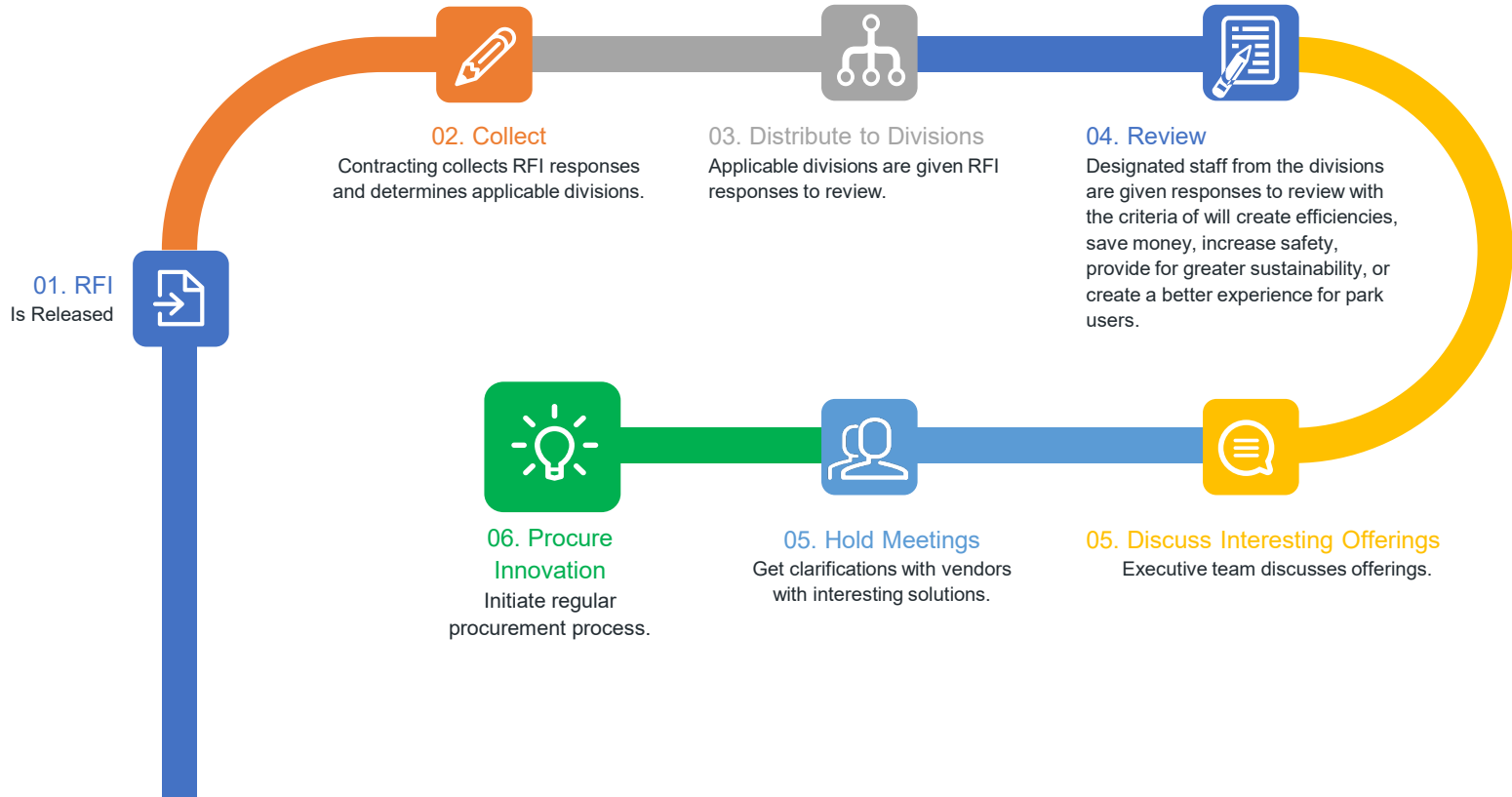
The City of San Antonio, acting by and through City Public Service Board ("CPS Energy") issues this Request for Information ("RFI") solely for information and planning purposes, related to the procurement of capacity and energy from future power supply and demand side sources. Respondents to this RFI should submit information describing power and demand source options and contracting solutions that can be considered as CPS Energy walks on its *Flexible Path*. Resources and Solutions of Interest are described in section II of this document.

Unlike a Request for Proposal ("RFP"), Request for Qualifications ("RFQ"), or an Invitation for Bid ("IFB"), this RFI does **NOT** constitute a procurement that will result in contract negotiations. In addition, this RFI does **NOT** constitute a promise to issue an RFP, RFQ, or IFB in the future.

This RFI is for the purpose of soliciting Information Submittals ("Information submittals") from companies ("Respondents") qualified and interested in providing relevant goods, software, or services as further described and defined herein. Failure to respond to this RFI does not preclude participation in any future RFP, RFQ or IFB. In the event one is issued, CPS Energy appreciates your input and participation in this process.

CPS Energy will make a concerted effort to maximize the accessibility, but cannot be held responsible for any accessibility issues based on CPS Energy's business strategy.

A Framework of the RFI Review Process



CITY OF AUSTIN COOPERATIVE CONTRACTING

Innovation and innovation in procurement starts at home.

Cooperative Contracting

City of Austin, Why Not? Example – S.A.V.E.

Just in technology alone the City of Austin during the last five fiscal years has spent over \$233M through the State of Texas Department of Information Resource Cooperative Program. DIR charges vendors up to 2% as a Cost Recovery Fee to run the program.

Most nonprofessional services, technologies and commodities can be purchased through a cooperative contracting program.

Maybe the City should lead the region on procurement and generate cost recovery.

The Strategic Alliance for Volume Expenditures (S.A.V.E.) is a consortium of local governmental agencies across the State of Arizona, who have agreements allowing other member agencies to utilize each other's contracts.

It is important to note that S.A.V.E. does not issue solicitations nor is it an organization that vendors can join. Each S.A.V.E. agency member includes cooperative language in their contracts that will allow other member agencies to purchase contracted goods and services under the same pricing, terms and conditions as the contracting agency.

The contract listing on the group site is not a complete list of contracts available to agency members. Participating governmental agencies who are interested in utilizing a contract listed should contact the issuing entity for due diligence documents. Each governmental agency member maintains a listing of current contracts on their own site as well.

Vendors who have been awarded contracts with one or more of eligible S.A.V.E. organizations have the responsibility of marketing their awarded contract to participating governmental agencies. Please note, in order for the contract to be utilized by participating S.A.V.E. agencies, the original solicitation must contain the cooperative language. Vendors should be aware that each potential participating governmental agency member reserves the right to perform a separate "due diligence" review to ensure the resultant award complies with that entities procurement rules and regulations.

This valuable tool helps support **S.A.V.E.** members with great advice from subject matter experts and provides access to incredible resources, tools, documents and best practices.

Members will have easy access to peers to ask questions, receive and share needed documents, conduct research for projects and much more. Members will increase their knowledge, save time and have one-stop access to documents and member feedback. Members know they are receiving guidance from other peers which will help instill confidence and assist them in performing their job responsibilities

Cooperative Contracting

The City has the Authority

GOVERNMENT CODE

TITLE 7. INTERGOVERNMENTAL RELATIONS

CHAPTER 791. INTERLOCAL COOPERATION CONTRACTS

SUBCHAPTER A. GENERAL PROVISIONS

Sec. 791.001. PURPOSE. The purpose of this chapter is to increase the efficiency and effectiveness of local governments by authorizing them to contract, to the greatest possible extent, with one another and with agencies of the state.

Sec. 791.011. CONTRACTING AUTHORITY; TERMS. (a) A local government may contract or agree with another local government or a federally recognized Indian tribe, as listed by the United States secretary of the interior under 25 U.S.C. Section 479a-1, whose reservation is located within the boundaries of this state to perform governmental functions and services in accordance with this chapter.

(b) A party to an interlocal contract may contract with a:

- (1) state agency, as that term is defined by Section 771.002; or
- (2) similar agency of another state.

(b-1) A local government that is authorized to enter into an interlocal contract under this section may not contract with an Indian tribe that is not federally recognized or whose reservation is not located within the boundaries of this state.

(c) An interlocal contract may be to:

- (1) study the feasibility of the performance of a governmental function or service by an interlocal contract; or
- (2) provide a governmental function or service that each party to the contract is authorized to perform individually.

(d) An interlocal contract must:

(1) be authorized by the governing body of each party to the contract unless a party to the contract is a municipally owned electric utility, in which event the governing body may establish procedures for entering into interlocal contracts that do not exceed \$100,000 without requiring the approval of the governing body;

(2) state the purpose, terms, rights, and duties of the contracting parties; and

(3) specify that each party paying for the performance of governmental functions or services must make those payments from current revenues available to the paying party.

(e) An interlocal contractual payment must be in an amount that fairly compensates the performing party for the services or functions performed under the contract.

(f) An interlocal contract may be renewed.

(g) A governmental entity of this state or another state that makes purchases or provides purchasing services under an interlocal contract for a state agency, as that term is defined by Section 771.002, must comply with Chapter 2161 in making the purchases or providing the services.

(h) An interlocal contract between a governmental entity and a purchasing cooperative may not be used to purchase engineering or architectural services.

(i) Notwithstanding Subsection (d), an interlocal contract may have a specified term of years.

(j) For the purposes of this subsection, the term "purchasing cooperative" means a group purchasing organization that governmental entities join as members and the managing entity of which receives fees from members or vendors. A local government may not enter into a contract to purchase construction-related goods or services through a purchasing cooperative under this chapter in an amount greater than \$50,000 unless a person designated by the local government certifies in writing that:

(1) the project for which the construction-related goods or services are being procured does not require the preparation of plans and specifications under Chapter 1001 or 1051, Occupations Code; or

Sec. 791.013. CONTRACT SUPERVISION AND ADMINISTRATION. (a) To supervise the performance of an interlocal contract, the parties to the contract may:

- (1) create an administrative agency;
- (2) designate an existing local government; or
- (3) contract with an organization that qualifies for exemption from federal income tax under Section 501(c), Internal Revenue Code of 1986, as amended, that provides services on behalf of political subdivisions or combinations of political subdivisions and derives more than 50 percent of its gross revenues from grants, funding, or other income from political subdivisions or combinations of subdivisions.

(b) The agency, designated local government, or organization described by Subsection (a)(3) may employ personnel, perform administrative activities, and provide administrative services necessary to perform the interlocal contract.

(c) All property that is held and used for a public purpose by the administrative agency or designated local government is exempt from or subject to taxation in the same manner as if the property were held and used by the participating political subdivisions.

(d) An administrative agency created under this section may acquire, apply for, register, secure, hold, protect, and renew under the laws of this state, another state, the United States, or any other nation:

- (1) a patent for the invention or discovery of:
 - (A) any new and useful process, machine, manufacture, composition of matter, art, or method;
 - (B) any new use of a known process, machine, manufacture, composition of matter, art, or method; or
 - (C) any new and useful improvement on a known process, machine, manufacture, composition of matter, art, or method;
- (2) a copyright of an original work of authorship fixed in any tangible medium of expression, now known or later developed, from which the work may be perceived, reproduced, or otherwise communicated, either directly or with the aid of a machine or device;
- (3) a trademark, service mark, collective mark, or certification mark for a word, name, symbol, device, or slogan that the agency uses to identify and distinguish the agency's goods and services from other goods and services; and
- (4) other evidence of protection of exclusivity issued for intellectual property.