Tribal Solar PV Implementation and RFP Process Improvement
Who We Are
Large Scale Possibilities
SunVest Solar Inc.

- Wisconsin Based Solar Project Developer
- System design, engineering, procurement, site evaluation and construction
- National Experience with Tribal PV Deployment
- Successful in Obtaining Grants for Multiple Federally Recognized Tribes
- Grant awards from DOE and HUD
- Expansive Knowledge of complex deal structure
- Successfully Installed over $5,000,000 of Solar on Tribal Lands
Solar PV Basics

Panels

Racking

Inverters

Modular and Expandable
System Details

- Modules
- Inverters
- Racking
- Engineered Design
- All necessary BOM components – conduit, disconnects, breakers, wire, etc.
- 25 year warranty on panels
- 10 year (extendable) warranty on inverters
- System design life 30 years
- Virtually no maintenance
Request for Proposals
What will help get proposers to respond?

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✓ Be clear about your goals what you will and wont consider
✓ Minimize games respondents try and play
✓ Transparency in scoring and selection
✓ Scheduled deadlines for project implementation
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Request for Proposals – 5 Key Factors

1. Tribal Leadership
2. Partner Selection
3. Project Goals
4. Implementation Timeline
5. Compartmentalize Roles
1. Tribal Leadership

• Different Tribal Departments Involved Early

• Regularly Scheduled Meetings/Calls

• Communication
2. Partner Selection

• Solar PV Developer
  • Engaged Throughout Process
  • Design Assistance
  • Economic Analysis
  • Technical Selection
  • Grant Writing
  • Vendor / Material Selection

• Solar PV Installer
  • Engineering Services
  • Installation Labor
  • O&M Services
3. Project Goals

- Clearly define the project goals
- Savings
- Reliability
- Safety
- Education
- Job creation
4. Implementation Timeline

- Timelines can impact
  - System Price
  - Overall System Size
  - State and Utility Incentives
  - Interconnection Availability
5. Compartmentalize Roles

- Select a Partner
  - Work Partner to Bid
    - Components
    - Site Prep
    - Labor
    - O&M Contracts
    - Financing
Next Steps

- Share utility data for an analysis
- Identify locations
- Optimize system for economic performance
Contact Information

**Corporate Headquarters**
SunVest Solar, Inc.
N27 W24025 Paul Ct, Suite 100
Pewaukee, WI 53072
262-547-1200
www.Sunvest.com

JohnD@sunvest.com