

## CONTRACT OPPORTUNITY ANNOUNCEMENT

**Contract Type:**

- Professional Service Contract
- Construction Contract
- Service Contract
- Material Requirement
- Other

**Opportunity Summary:**

Contract Opportunity Title: Resiliency solutions for DC Fast Charging

Request For: Information (RFI)

Estimated Contract Value: N/A

Work Location: Across the PG&E Territory

Response Due Date: Respond with your interest no later than February 8<sup>th</sup> by 3 pm. PST  
Information Submissions must be uploaded in Power Advocate by February 15<sup>th</sup> 3pm PST

**Opportunity Description:**

(see below)

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**Background:**

Pacific Gas and Electric Company ([www.pge.com](http://www.pge.com)), a subsidiary of PG&E Corporation, is one of the largest combined natural gas and electric energy companies in the United States. Based in San Francisco with more than 23,000 employees, the company is the primary natural gas and electric service provider for Northern and Central California. The company's 70,000-square-mile service area stretches from Eureka to the north to Bakersfield in the south and from the Pacific Ocean in the west to the Sierra Nevada in the east. PG&E delivers some of the nation's cleanest energy to 16 million people.

**Information Request Description:**

In compliance with California Public Utilities Commission (CPUC) Decision 20-05-051, by the 2021 Wildfire Season, PG&E will develop pilot projects (with an initial cost cap of \$4M per project/\$10M total) to investigate feasibility of mobile and deployable electric vehicle (EV) Level 3 fast charging for areas affected by de-energization events. PG&E is issuing this Request for Information (RFI) to (1) gauge general market and vendor interest and (2) better understand the available technologies to implement a solution that is safe, reliable, affordable, and scalable while balancing environmental impacts.

Proposed Solution Components

PG&E is interested in the following types of resiliency solutions for EV customers:

1. Focus on enhancing customer communication by identifying, analyzing, and incentivizing EV charging **in advance of** de-energization events.
2. Focus on incorporating backup generation at Level 3 charging sites **in advance of** de-energization events.
3. Focus on providing mobile Level 3 charging services **during** de-energization events.

Given the nascency of this problem space, the RFI is split to identify interested vendors specializing across the various solution pathways.

**Supply Chain Responsibility Considerations:**

The selected supplier is encouraged to align with PG&E's Supply Chain Responsibility policies and procedures. The supplier will be asked to provide a detailed description of their internal, specific supply chain responsibility program and practices related to supplier diversity, environmental sustainability and ethical business conduct.

**Conduct Requirements:**

Suppliers, as well as their employees, subcontractors and sub-suppliers, must adhere to the principles and standards outlined in our Supplier Code of Conduct as they provide goods and services to PG&E. Review Code and understand its obligations here:

<http://www.pgecorp.com/corp/about-us/compliance-ethics/program/third-party-code-conduct.page>

**How to Respond:**

Suppliers interested in participating in this Contract Opportunity must:

- Express interest by registering for the PowerAdvocate event, by February 5<sup>th</sup>, 2021 at: <https://www.poweradvocate.com/pR.do?okey=112116&pubEvent=true>.
- PG&E will issue the RFI through PowerAdvocate for suppliers to formally respond to the bid. Reply to the invite email from PowerAdvocate once received.
- Information submissions due date is February 15<sup>th</sup>, 2021 at 3 pm PST.
- Submissions should indicate which solution component is being addressed and answer the questions in the attached appendix. If you have an integrated solution that addresses multiple components, please indicate as such.
- Information must be submitted in word or pdf format with a limit of no more than 10 pages.

**If Additional Questions, Contact:**

Rita Manzana, Sourcing Rfx Coordinator

## Appendix

1. **Customer communication in advance of event:** Solutions that focus on enhancing customer communication by identifying, analyzing, and incentivizing EV charging in advance of de-energization events.

Please describe the proposed solution and ensure you address the following questions. Mark N/A for questions that do not apply to your proposed solution.

- What hardware and/or software is required to enable this solution?
- Please describe required data sources (e.g. vehicle telemetry, charger utilization, utility meter data, etc.).
- Please describe how access to required data is enabled.
- What communications protocol is required for ongoing O&M (e.g. WIFI, cellular, Zigbee, Z-Wave, etc.)?
- How does your solution incent customers to charge their EVs prior to an event (e.g. customer opt-in to direct control, indirect through time differentiated price signals, etc)?
- What is the estimated all-in cost of your solution per 100 EVs? Please provide a breakout of costs by categories your solution deems relevant (e.g. hardware, software development and integration, networking fees, customer acquisition, program management, general O&M, etc.).
- Would PG&E operate this technology solution or would your company or another third party provide ongoing operations?
- Please provide details on any deployments using the proposed technology solution. How many customers does this example serve? How long has this example been operational?
- Please list any other information required to understand the proposed solution (e.g. best practices around customer data privacy, cybersecurity, etc.)

2. **Backup generation in advance of event.** Solutions that focus on incorporating backup generation at Level 3 charging sites in advance of de-energization events. Please note, this pathway is looking for static on- and off-grid solutions. If your solution is deployable in real-time, please see next section.

Please describe the proposed solution and ensure you address the following questions. Mark N/A for questions that do not apply to your proposed solution.

- Is your solution off-grid or on-grid? How does your solution support an event that stretches multiple days?
- What generation type(s) are included in your proposal (e.g. diesel, natural gas, battery storage, fuel cell, solar, etc.)?
- How many vehicles can be serviced in a 24 hour period? Please detail any assumptions including maximum output per charger, minimum charge provided to each customer.
- What is the estimated per kw/site/location cost of deploying the solution? Please provide a breakout of costs by categories deemed relevant (e.g. hardware, software development and integration, networking fees, site selection, program management, general O&M, etc.).
- Please describe any methodologies used to identifying the right locations to deploy this solution.
- What is the recommended operational structure?
  - Vendor owned/operated?
  - Integrated with PG&E PSPS operations (e.g. PG&E owned and operated)?
  - Third party-operated? If so, who?
- How can/does your solution maximize:
  - Utilization (e.g. during wildfire off-peak season)
  - Cost effectiveness (e.g. shared asset investment across partners)?
  - Safety
- Please provide details on any deployments using the proposed technology solution. How many customers does this example serve? How long has this example been operational?
- Please list any other assumptions that are not explicitly stated.

3. **Mobile charging during event:** Focus on providing mobile Level 3 charging services during de-energization events. Please note, this pathway requires a mobile solution deployable in real-time to de-energized locations.

Please describe the proposed solution and ensure you address all questions from section 2 and those identified below. Mark N/A for questions that do not apply to your proposed solution.

- Provide any relevant information around real-time solution deployment (e.g. requirements and details around transportation, lead time, on-site space, certified/trained personnel, etc.)
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