



Introduction to Prospective Bidders

Napa County Office of Education

Administration Building & Camille Creek Battery Energy Storage System (BESS) Project

The Napa County Office of Education (NCOE) is committed to investing in resilient, sustainable infrastructure that enhances the reliability, efficiency, and long-term performance of its educational facilities. As part of this commitment, NCOE is soliciting competitive bids from qualified contractors for the installation and commissioning of Battery Energy Storage Systems (BESS) at the Administration Building and Camille Creek campuses.

To preserve flexibility in project delivery and financing, NCOE has negotiated pricing for the Battery Energy Storage System (BESS) equipment directly with the manufacturer. Under the Base Bid, the BESS equipment will be furnished by NCOE, while the successful bidder will be responsible for receiving, handling, storage, and security of the equipment, along with providing all labor, materials, supervision, equipment, coordination, DSA compliance, testing, commissioning, and related construction services necessary to complete the project in accordance with the Contract Documents.

NCOE reserves the right, at its sole discretion, to finance the project through a third-party financing arrangement. Should NCOE elect to utilize third-party financing, the financing entity may become the contracting party with the selected contractor for the construction agreement, including any operations and maintenance services, if applicable. In such event, NCOE intends that the contract be awarded to the bidder selected through this solicitation, and the successful bidder will be required to execute a construction agreement with the designated financing entity under substantially the same terms, conditions, and pricing established through this procurement. Submission of a bid constitutes the bidder's acknowledgment and acceptance of this potential contracting structure.

Additive Alternate No. 1 – BESS Equipment Procurement

As Additive Alternate No. 1, bidders shall identify the percentage mark-up they would apply if requested to procure the District-selected BESS equipment on behalf of NCOE or a designated third-party financing entity. The equipment pricing established by NCOE shall remain unchanged; the bidder's proposed mark-up shall apply solely to the negotiated equipment cost

and shall compensate the contractor for procurement services, including purchasing, logistics, warranty administration, coordination, insurance, and associated project management responsibilities. Receiving, handling, storage, and security of the equipment should be included in the base bid price.

NCOE reserves the right, but is under no obligation, to exercise this Additive Alternate if doing so best supports the selected project financing or delivery method.

Additive Alternate No. 2 – Five-Year Operations and Maintenance (O&M) Services

As Additive Alternate No. 2, bidders shall provide a lump sum price for furnishing a five (5) year Operations and Maintenance (O&M) Services Agreement for the Battery Energy Storage System (BESS), commencing upon Final Completion and acceptance of the Project by NCOE.

Details of the O&M requirements are listed in the bid documents.

NCOE reserves the right, but is under no obligation, to award Additive Alternate No. 2. NCOE may elect to award the O&M Services Agreement at the time of contract award or at another time permitted by the Contract Documents.

Basis of Award

The successful bidder shall be the responsive, responsible bidder whose total evaluated bid is the lowest, based on the Base Bid together with one, both, or none of the Additive Alternates, as determined by NCOE in accordance with the Bid Documents.

Napa County Office of Education appreciates your interest in this project and looks forward to receiving competitive bids from qualified contractors capable of delivering a safe, reliable, and high-quality Battery Energy Storage System installation that supports the NCOE's long-term energy resilience and sustainability objectives.