

# Exhibit B

## RFP Scope

### I. RFP Objective

██████████ and affiliates (██████████) are conducting an RFP to select one vendor to partner with to install an energy management system (EnMS) for all of the stores and DC's in the ██████████ network. We believe implementing an EnMS will help identify opportunities to adopt and improve energy-saving technologies, including those that do not necessarily require high capital investment. The ██████████ team is open to options that allow us to absorb capex costs through annual energy savings. The partner that we choose will help with developing and implementing energy policies, setting achievable targets for energy use, and designing action plans to help reduce utility costs, HVAC maintenance, and CO2 emissions

#### Our Focus:

- Energy benchmarking
  - o Track energy consumption
  - o Identify performance of all locations
  - o Set energy standards/metrics based off site location
  - o Monitor Progress and verify improvements
  - o Ability to extract the following reports: scope 2 emission, CO2 Emissions, and ESG
- Monitoring and verification of energy flows
  - o Centralize HVAC and electrical monitoring
  - o Integration capabilities with ██████████ systems
  - o Utilize existing monitoring equipment when applicable
  - o Collect energy use information and document data over time
  - o Compare the energy performance to available utility data of ██████████ facilities to each other, and competitors, and prioritize which facilities to focus on for improvements. System must have integration flexibility enabling us to export data within our internal system or third party energy aggregator
  - o Provide concise, comprehensive reports to understand energy use patterns and trends
  - o Evaluate the operating performance of facility systems and equipment to determine improvement potential or notify if maintenance is required. Be sure to include if your business solution has the capability of troubleshooting remotely to minimize the need for service truck dispatch
- Training and Communication
  - o Assist ██████████ with network wide rollout of energy management training and information on how to improve energy performance
- Carbon Footprint Reduction
  - o Provide suggestions on how to reduce carbon footprint/scope to emissions network wide
- New Technologies and Best Practices

- Utilize Design of Experiments (DOE) software tools to analyze equipment efficiency
- Utilize ASHRAE and department of energy standards to maximize HVAC optimization and energy compliance
- Seek out state/federal incentives for energy efficiency/renewable projects
- Share additional best practices that you believe would be a good fit for [REDACTED] energy goals

### **EXPERTISE, QUALITY OF SOLUTION and COST**

For each Respondent who submits a response to this RFP, [REDACTED] will evaluate Respondent's:

- Ability to meet all defined requirements
- Ability to demonstrate a road map of innovation
- Overall customer support that can be provided by the company
- Competitive differentiators
- Reputation and track record for success
- Ability to offer products and services at a competitive cost

## **II. RFP Supporting Documents**

Please find a summary of key information and supporting documents to the RFP. All documents can be found in Workday Strategic Sourcing RFP.

- **Exhibit A** – RFP Timeline
- **Exhibit B** – RFP Scope
- **Exhibit C** – Bid Proposal Presentation Key Highlights
- **Exhibit D** – Bid Worksheet (for pricing proposal)

## **III. RFP Timeline and Process**

Please refer to Exhibit B for an estimated RFP timeline.

### **Q&A Discovery Call**

Each RFP Participant will be allotted a 60 minute Q&A discovery call with the [REDACTED] team. Please reach out to Antoine Tillman ASAP to reserve your time slot. Time slots are on a first come, first serve basis.

June 26... 9:00 am – 10:00 am EST  
June 26... 10:00 am – 11:00 am EST  
June 26... 11:00 am – 12:00 pm EST  
June 26... 3:00 pm – 4:00 pm EST  
June 27... 9:00 am – 10:00 am EST  
June 29... 11:00 am – 12:00 pm EST

June 29... 2:00 pm – 3:00 pm EST

June 29... 3:00 pm – 4:00 pm EST

### Round 1: Proposal Presentation

Your proposals are due August 11, 2023 and must be submitted in the Workday Strategic Sourcing RFP program.

**Schedule:** **Please reach out to Antoine ASAP for your team's requested time slot.**

Reservations are first come, first serve and the schedule is not flexible. Please note that times below are in EST.

August 14... 8:00 am – 9:30 am EST

August 14... 9:30 am – 11:00 am EST

August 14... 1:00 pm – 2:30 pm EST

August 14... 2:30 pm – 4:00 pm EST

August 15... 8:00 am – 9:30 am EST

August 15... 11:00 am – 12:30 pm EST

August 15... 2:30 pm – 4:00 pm EST

August 16... 10:00 am – 11:30 am EST

**Outline:** Each RFP Respondent will be allotted 90 minutes. The suggested outline below allows for the most productive use of time and allows the RFP Respondent to “show us what you got!”

Note: A list of [REDACTED] attendees will be provided to each RFP Respondent prior to the presentation. RFP Respondents are encouraged to provide a list of attendees to [REDACTED] as well

- We do want to know your company, and your history, but please no more than 5 minutes. We will have the written information in advance, and we would rather spend time seeing your solution
- Existing customers / 2-3 references
- Support structure/number of regional offices/franchise?
- Additional items Respondent feels is relevant to RFP

## IV. Geographical Scope

*All stores in network (+4800). Rollout plan will be discussed in collaboration with award winner*

