# **Bid Response: Regional Microgrid Deployment RFP-00231**

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## **1. Executive Summary**

Atlas GridWorks Inc. appreciates the opportunity to respond to **RFP-00231** issued by the Northwest Energy Authority (“NEA”) for the design, procurement, and commissioning of three community-scale microgrids (total capacity 12 MW).

Our proposal leverages Atlas’s decade of distributed-energy experience and our **GridLink OS** control platform, deployed at 18 sites nationwide.  
 We commit to delivering a reliable, cyber-secure, and standards-compliant system that supports resilience and renewable integration for rural communities.

## **2. Technical Approach**

1. **System Design:**
   * Hybrid PV + storage microgrid (4 MW PV, 8 MWh LiFePO₄ storage per site).
   * N-1 redundancy for all critical loads.
   * Black-start capable via 500 kW diesel backup (Tier 4 certified).
2. **Control Architecture:**
   * Atlas GridLink OS with IEC 61850 compliance.
   * Real-time dispatch optimization using predictive load-forecast module (v3.7).
3. **Cybersecurity:**
   * Hardware-rooted trust modules; AES-256 data encryption.
   * Annual penetration testing included in maintenance plan.
4. **Local Content:** ≥ 40 % procurement from regional suppliers.

## **3. Schedule**

| **Milestone** | **Deliverable** | **Target Date** |
| --- | --- | --- |
| Notice to Proceed | Contract execution | Nov 10 2025 |
| Design & Permitting | IFC drawings, permits secured | Mar 1 2026 |
| Equipment Procurement | Major components on site | Jun 30 2026 |
| Commissioning | Functional acceptance test complete | Oct 31 2026 |
| Final Handover | O&M manual and training delivered | Nov 30 2026 |

**Total Duration:** 13 months (NEA RFP target was 12 months → slightly longer).

## **4. Commercial Proposal**

| **Cost Component** | **Amount (USD millions)** | **Notes** |
| --- | --- | --- |
| Engineering & Design | 1.8 | Includes grid-impact study |
| Procurement of Equipment | 8.6 | PV modules, inverters, storage systems |
| Construction & Commissioning | 3.2 | Labor + QA testing |
| O&M (3 yrs) | 1.2 | 24/7 monitoring + spare parts |
| Contingency (5 %) | 0.75 | — |
| **Total Bid Price** | **15.45** | Exceeds NEA budget by ~8 % |

**Payment Terms:** 30 % advance / 50 % progress milestones / 20 % on acceptance.  
 **Warranty:** 2 years equipment / 1 year system performance.

## **5. Value Additions**

* Predictive analytics dashboard included at no extra charge.
* Community training program for local technicians.
* Optional extended warranty (+3 yrs) for $0.6 M.

## **6. Compliance Summary**

| **Requirement** | **Status** | **Comment** |
| --- | --- | --- |
| NEC 2023 Electrical Code | ✅ Compliant | — |
| IEEE 1547 Interconnection | ✅ Compliant | — |
| Buy America Provision | ⚠️ Partial | Local battery vendor still pending |
| Environmental Impact Study | ✅ Complete | Filed Aug 2025 |
| Project Timeline ≤ 12 mo | ⚠️ 13 mo | Slight extension requested |

## **7. Conclusion**

Atlas GridWorks offers a proven platform, experienced EPC team, and commitment to local content.  
 While our cost is marginally above the NEA budget, we believe the reliability, analytics capabilities, and long-term support offer superior value.

We look forward to the opportunity to present this proposal in person.

**Submitted by:** Rita Morales, VP Business Development  
 **Authorized Signatory:** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Date: \_\_\_\_\_\_\_\_\_\_\_\_\_