



REV Campus
Challenge

Energy to Lead Competition 2017

RFP 3675

Informational Webinar

August 31, 2017



Energy to Lead Competition

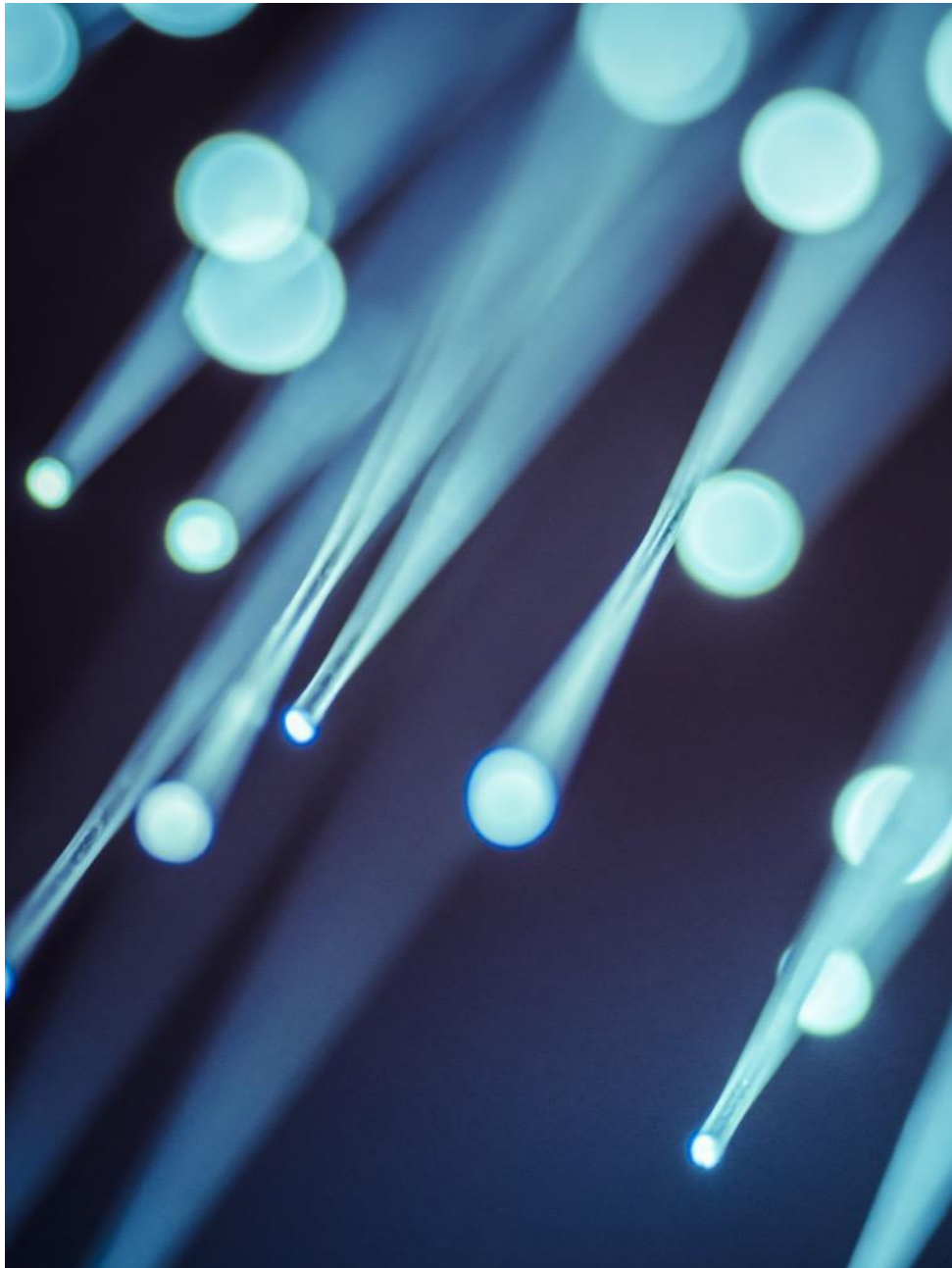
**\$3 million available
for colleges and universities in New York State:**

- Develop a engaging, effective, replicable solution to further clean energy on your campus and beyond
- **Clean energy = energy efficiency, energy conservation, and renewable energy**
- Win \$250K–\$1 million for your project

Focus Areas

- **Project Design**
- **Business Model**
- **Innovative Partnerships**
- **Curriculum Integration**

***Must incorporate at least one (1) Focus Area into proposed project**



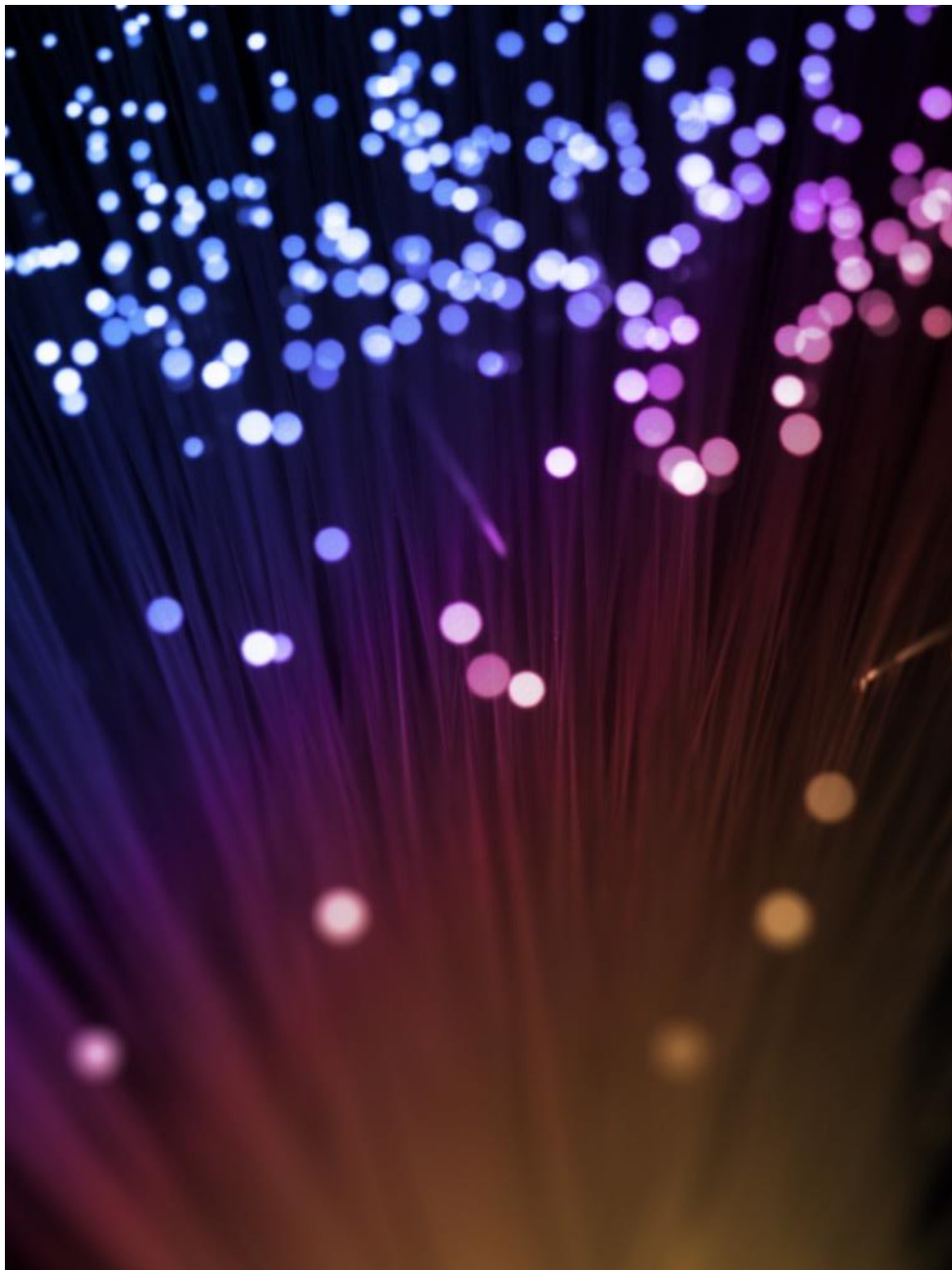
Eligibility

- **REV Campus Challenge Members Only**
 - Any two- or four-year higher education institution in New York State can join
 - [Become a member:](#)
Visit www.nyserda.ny.gov/rev-campus-challenge and click Get Started
- NO SBC requirement
- Proposals must be submitted by staff/faculty currently employed by the institution



Proposal Teams

- Must include at least one student
- May be a group of institutions
- May include external, third-party consultants, service providers, or other entities



Proposed Projects

- Must include a clean energy investment on a NYS campus
- Should utilize commercially viable technology
- Can include one or more specific projects

Proposal Requirements

(RFP Section III)



Proposal Requirements

- Read the RFP!
- Proposals [submitted online](#)
 - Online account
 - Online required questions
 - Proposal Narrative
 - Statement of Work
 - Contract Pricing Proposal Form (CPPF) – budget



Attachment A: Proposal Narrative

- Outline for proposal
- Q&A to describe project
- Adhere to outline structure
- Statement of Work is inserted as part of the Proposal Narrative



Attachment B: Statement of Work Template

- Describes Task and Deliverable structure that must be followed for the SOW
- No word count max



Attachment C: Contract Pricing Proposal Form (CPPF)

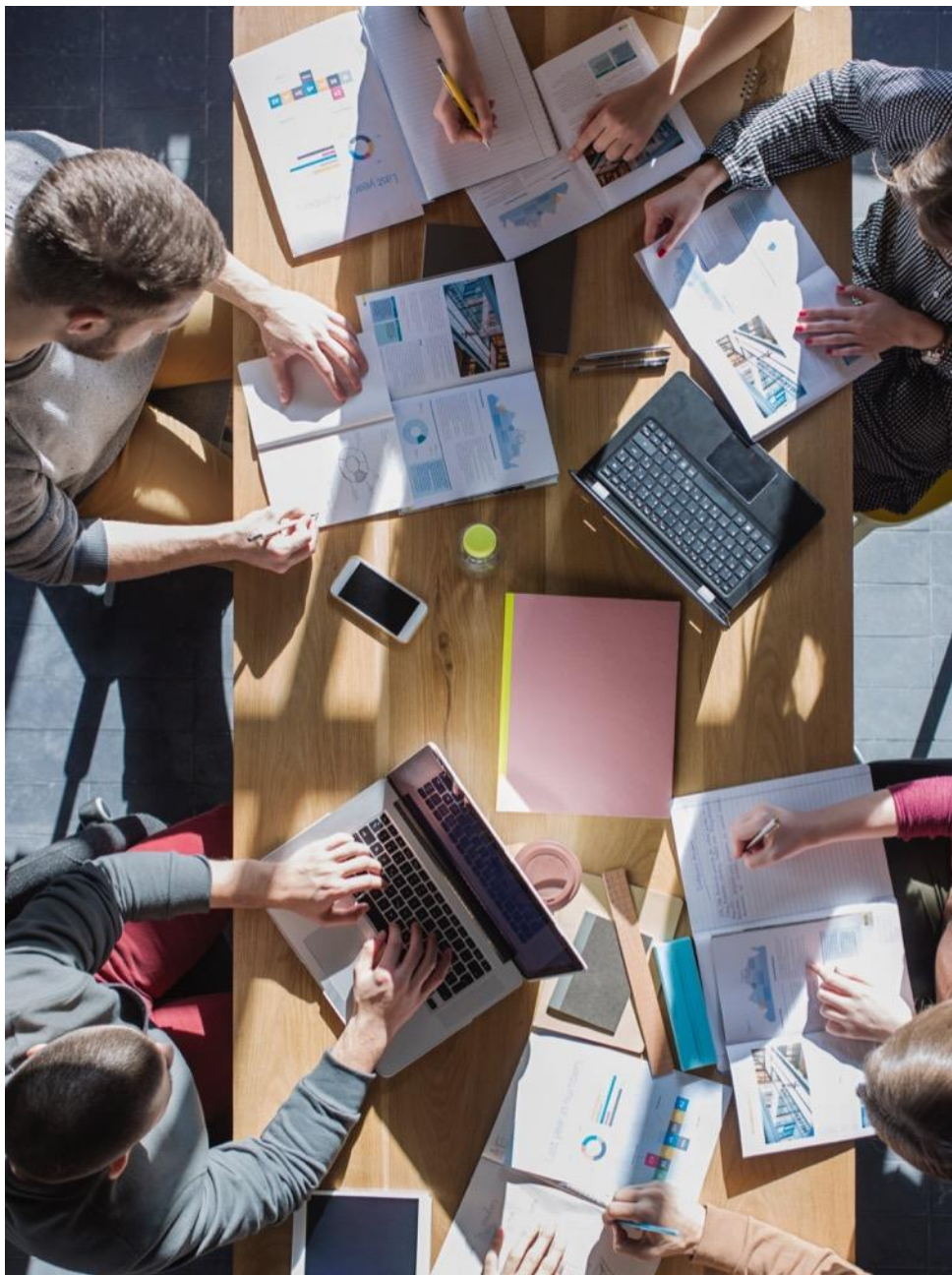
- Required budget form
- May submit secondary budget to more clearly demonstrate how funding will be distributed among SOW tasks

Proposal Evaluation

(RFP Section IV)

Evaluation Criteria

- Overall Proposal
- Project Impact and Benefits
- Project Replicability
- Project Scope of Work
- Project Team and Stakeholder Commitment
- Project Value



Project Scope

- Does the project clearly define its objective, incorporate at least one Focus Area, and demonstrate a unique approach to furthering clean energy?

Project Impact and Benefits

- Does the project provide a clear estimate of annual energy savings and greenhouse gas reductions?



Project Replicability

- Does the project have potential for wide-scale replication?
- How will it measure success?

Project Scope of Work (SOW)

- Does the SOW have well-defined tasks and deliverables that cover all activities needed to complete the proposed project?



Project Team and Stakeholder Commitment

- Does the project team include at least one student? Does the team have the relevant experience to ensure project success?

Project Value

- Is the budget clearly identified, justified, and between \$250K and \$1 million?

Reminders

- **Read entire RFP carefully**
 - Other required prompts, documentation
- **No guarantee of funding**
- **Be clear, concise, thoughtful in responses**

Important Dates

- **Informational webinars:**
 - August 31, 2017
 - October 31, 2017
 - December 6, 2017
- **Optional In-Person Feedback Sessions,
State of NY Sustainability Conference:
November 16, 2017**
- **Proposal deadline:
January 29, 2018**

Q&A

Link to Energy to Lead 2017 Website

- Link to RFP3675
- Link to additional webinars

Link to REV Campus Challenge Website

- Become REV Campus Challenge Member

Additional questions? Email:
REVCampusChallenge@nyserda.ny.gov

Does your school have what it takes to advance clean energy?

Time to get started.