

GreenLight Solar System and Battery Storage Bulk Buy Expression of Interest (EOI) For Project Delivery Partner 2020/21

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GreenLight is the Social Enterprise of [Geelong Sustainability Inc.](#)

GreenLight offers professional sustainability services to the Geelong South West region of Victoria. Any financial surplus generated goes to support and enable the work of Geelong Sustainability - which is a registered environmental organisation, registered charity and not for profit organisation with Deductible Gift Recipient (DGR) status.

Context and Background

Geelong Sustainability Group Inc. (GS) and its new social enterprise, GreenLight (GL) intend to run a collaborative and coordinated solar system and battery bulk buy program at scale across the G21 region in the 2020-21 financial year. We are seeking expressions of interest (EOI) from experienced and exemplar renewable energy companies who are interested in being our delivery partner.

In 2018, GS in partnership with Shinehub and the Barwon Region Alliance for Community Energy (BRACE) coordinated a community bulk-buy program in Geelong and neighbouring regions, resulting in 1.4MW of solar and 1.5MW of battery storage being installed. Building on this success, GreenLight now has plans to deliver another extensive solar system and battery bulk buy program in 2020-21 across the G21 region (Geelong, Surf Coast, Colac Otway, Golden Plains and Queenscliffe).

GS has declared a target of 50% renewables by 2030 and net zero emissions by 2040 for our region. The current solar PV uptake data shows a huge gap with municipalities ranging from 15.5% (Colac Otway) to 30.6% (Golden Plains) and Geelong at only 18.1%. We want this bulk buy to **Build Resilience Through Renewables**. All five councils have committed in-principle to support the 2021 G21 Solar Bulk Buy program and we have considerable support through our community and professional network.

There is strong community support for renewable energy in our region and we are well serviced by accredited solar retailers. We estimate that about 1,200 people would attend 10 or more public information sessions; and that over 250 households could go on to purchase a solar and/or battery system. This is anticipated to add 1.5-2.0MW of rooftop solar and battery storage to the G21 region.

A post-install customer survey following the 2018 bulk buy program showed 85% of participants paid upfront for their system. There were hundreds of people wanting to get solar who couldn't afford the upfront costs or who had their application for bank financing rejected. To overcome this barrier, this bulk buy will provide practical assistance to guide people through Solar Victoria's rebate and/or loan application processes. Our community service partners, St Vincent de Paul, Norlane Community Initiatives will also assist people to access no interest loans (NILS).

GS has a New Energy Jobs Fund (NEJF Round 5) application lodged with The Victorian Government to provide support for implementation of this project. The results of this funding application are anticipated to be known in September, 2020 (pending).

- If successful, most of the grant funds will be allocated to provide subsidised solar systems for up to 100 households experiencing financial disadvantage. GS, in collaboration with partnering councils and social service community organisations, will establish a protocol to identify and select households eligible for the subsidies.
- The size of the family unit/energy usage will inform whether a 3kW or 5kW system is more appropriate. Most households will be asked to combine the subsidy with a no interest loan. However, no additional upfront contribution will be expected from this group.
- The bulk buy program will engage accredited local installers to support green jobs and local economic growth, accelerate progress towards emissions reduction targets, and create substantial ongoing energy cost savings for households.

Another innovative component of this bulk buy program will include a pilot of Environmental Upgrade Agreements (EUAs) which have now been legislated for residential properties via the Local Government Act.

- Should the NEJF Round 5 funding application be unsuccessful, a 2020-21 bulk buy program will progress without subsidies supporting low income households; however, low or no interest loans will still be made available.

Calling for Expressions of Interest (EOI)

Geelong Sustainability Inc. (GS) and its new social enterprise GreenLight (GL), are seeking expressions of interest (EOI) from suitably experienced and exemplar renewable energy companies to be our delivery partner.

- Based on responses to this EOI, GS and GL will select a lead project implementation partner (Delivery Partner) to facilitate market engagement activities, equipment supply and delivery.

It is noted that COVID-19 has had a significant impact on the operating environment for all businesses; and as a result, market engagement activities, equipment supply and delivery will all need to be adjusted accordingly to meet official health and safety requirements - evidenced by COVID-Safe business plans.

- **Your EOI to be our Delivery Partner can be made by completing and successfully lodging the following submission by email to info@geelongsustainability.org.au no later than 9am on Thursday 1 October, 2020.**
- **Your EOI Submission will remain commercial in confidence for consideration by the Selection Panel and Geelong Sustainability Committee only.**

For enquiries, please contact:

David Spear
Executive Officer - GreenLight
e. dspear@greenlight.org.au
m. 0427 524 215

Expression of Interest (EOI) - Submissions

Business, Contact, Insurance and WHS Details

[Responses may be prepared separately and provided as an attachment]

- Business Name:
- Registered Address:
- ABN / ACN:

- Name of person completing this EOI submission:
- Your position within the organisation:
- Your phone number:
- Your email address:

You will be required to demonstrate proof of relevant professional indemnity and public liability insurance; will you be able to meet this requirement?
(Please indicate your answers)

- Public Liability Insurance - Yes / No
- Professional Indemnity Insurance - Yes / No

As a partner and/or subcontractor working with GS and GL you will need to demonstrate that your organisation has a Safe Work System (SWS) consisting of appropriate Safe Work Method Statements, a COVID-Safe Business Plan, Work Health and Safety (WHS) Policies and Procedures, and an exceptional safety record. (Please indicate your answers)

Will you be able to meet this obligation?

Yes / No

Is there any information we should know about your safety record upfront?

Yes / No

If yes, please provide a summary to inform possible further discussion:

If you are shortlisted as a potential Delivery Partner, we will complete due diligence to assess your business' financial viability. For this initial EOI process, can you please indicate how many years your business has been operating?

Can you please also tell us what your business is doing to reduce carbon emissions and become sustainable?

Selection Criteria

[Responses may be prepared separately and provided as an attachment]

GS and GL are seeking a lead project implementation partner (Delivery Partner) to facilitate market engagement activities, equipment supply and delivery.

1. Please outline your **relevant experience** leading project implementation, market engagement, equipment supply and delivery initiatives at a regional scale
2. Please outline the **relevant capabilities** of your key people to be involved

Reflecting on the context and background included in this EOI application, please outline:

3. How you will work with us in the role of Delivery Partner to...
 - a. **project manage** implementation
 - b. deliver **market engagement** activities leading to sales
4. Please outline the **equipment** you propose to present to customers for sale, including any relevant headline technical specifications and warranties etc.
5. Please tell us how you will **present and differentiate your product offerings** to customers to simplify their purchasing decisions?

For example, will you be offering a Premium Package (premium inverter with online communications, battery ready etc and solar modules); Standard Package (standard inverter and solar module); Battery Storage Option (small for low usage or large sizes for families) etc.; Other...?

Please outline your proposed offerings:

6. How will you manage **supply and distribution arrangements** to ensure customer orders are placed and fulfilled in a timely manner that meets or exceeds expectations?
7. Are there any **other factors** you would like to bring to our attention that you believe make your bid to be our project Delivery Partner compelling?

Commercial Expectations

[Responses may be prepared separately and provided as an attachment]

Please outline your commercial expectations in response to the following questions. If you are successfully selected as our Delivery Partner...

8. what **resources** will you be able to contribute to support project implementation?
 - a. Cash; (please define proposed purpose and amount)
 - b. Value In-kind; (please define proposed purpose and amount)

9. what **pricing** structure do you propose for customers, and why?
 - a. Proposed pricing structure:
 - b. Why have you proposed this pricing structure?

10. what **discounts** or other value-adding benefits might you provide to customers?
 - a. Discounts proposed:
 - b. Other value added benefits to be provided:

11. what **commercial value and benefits** do you propose you will be providing back to Geelong Sustainability Inc. (GS) and GreenLight (GL) as the project owner?

Declaration and Submission Information

Please sign and return to lodge your Expression of Interest (EOI).

I, the undersigned am authorised and approved to lodge this EOI:

Name:

Position:

Organisation:

Signed:

Dated:

- Please return this signed EOI documentation and any associated attachments you may have prepared to info@geelong sustainability.org.au no later than 9am on Thursday 1 October 2020.

Thank you for your expression of interest. We appreciate the time and consideration required to complete this information to the best of your ability, and will do our very best to keep you informed of progress and the status of your application.

REFEREES

Please provide contact details of three (3) referees we can use to validate your application:

Referee 1

Name:

Contact:

Business relationship/context:

Referee 2:

Name:

Contact:

Business relationship/context:

Referee 3:

Name:

Contact:

Business relationship/context:

END