**ANNEX B: QUESTIONNAIRE**

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| **ORGANIZATION INFO** |
| Company Name: |
| Parent Company Name (if any): |
| Company address: |
| City: | State/Province: | Postal Code: |
| Country: |
| Contact Name: | Contact Title: |
| Contact Phone: | Contact Email: |
| Website: |

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| **ORGANIZATION DETAILS** | **Responses** |
| Type of business:*(i.e. Corporation, LLC, sole proprietorship, partnership)* |  |
| Date of formation/incorporation |  |
| State and country of incorporation |  |
| Parent company date of formation/incorporation |  |
| Parent company state and country of incorporation |  |
| Countries in which prior energy business has been conducted |  |
| Has your company been involved in any acquisitions, mergers, or changed names in the past five (5) years? If so, please explain: |

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| **TEAM** |
| Total size of solar PV team: |
| Project team details*(Include personnel who will be involved in the project only)* |
|  |
| Name |  |
| Title |  |
| Years at the company |  |
| Years in the industry |  |
| Relevant areas of expertise: |
|  |
| Name |  |
| Title |  |
| Years at the company |  |
| Years in the industry |  |
| Relevant areas of expertise: |
|  |
| Name |  |
| Title |  |
| Years at the company |  |
| Years in the industry |  |
| Relevant areas of expertise: |
|  |
| Name |  |
| Title |  |
| Years at the company |  |
| Years in the industry |  |
| Relevant areas of expertise: |
|  |
| Name |  |
| Title |  |
| Years at the company |  |
| Years in the industry |  |
| Relevant areas of expertise: |

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| **PROJECT REFERENCES***Below list the most relevant, verifiable Solar PV projects undertaken by your company (either project financing or engineering/procurement/construction or both)* |
|  |  |
| **Solar PV Project 1** |  |
| Contract type (EPC, IPP/PPA, Lease, BOOT, etc.) |  |
| Project name |  |
| Project location |  |
| Construction dates (or projected completion date) |  |
| Contract amount/PPA price (USD) |  |
| No. of years operating |  |
| EPC contractor information |  |
| Percent owned by respondent |  |
| PV Capacity (MWDC) |  |
| System description and component details: |  |
| **Solar PV Project 2** |  |
| Contract type (EPC, IPP/PPA, Lease, BOOT, etc.) |  |
| Project name |  |
| Project location |  |
| Construction dates (or projected completion date) |  |
| Contract amount/PPA price (USD) |  |
| No. of years operating |  |
| EPC contractor information |  |
| Percent owned by respondent |  |
| PV Capacity (MWDC) |  |
| System description and component details: |  |
| **Solar PV Project 3** |  |
| Contract type (EPC, IPP/PPA, Lease, BOOT, etc.) |  |
| Project name |  |
| Project location |  |
| Construction dates (or projected completion date) |  |
| Contract amount/PPA price (USD) |  |
| No. of years operating |  |
| EPC contractor information |  |
| Percent owned by respondent |  |
| PV Capacity (MWDC) |  |
| System description and component details: |  |
| **PROJECT INFORMATION** |
| **Please provide your budgetary estimates for the following applications in US$** *(NOTE: any budget pricing will be used for fiscal budget planning purposes only and will not be used to evaluate, elevate, or eliminate any interested bidder from a future tender)*

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| ***Equipment & Cost Component Definitions*** |
| ***Solar PV Panels*** | *Module Supply only* |
| ***Racking/Mounting Systems*** | *Racking equipment including all accessories to meet Cat 5 Hurricane Specifications* |
| ***Power Conversion System (PCS)*** | *Inverter, Protection (DC/AC Switches, Breakers, etc.), Energy Management System (EMS) or Controller, Container* |
| ***Engineering & Construction (EPC)*** | *Engineering, Foundation/Mounting, Construction, Commissioning, Project Management* |

* *Figures provided should be total turnkey estimates for shipped to and constructed in Bermuda, excluding local unknowns such as permitting, VAT, custom duties, etc.*

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|  | **Distributed Roof Top – In Aggregation (# of locations)** |
| **Solar PV Panels (DC)** | **2MW (15)** | **4MW (30)** | **6MW (40)** | **8MW (50)** |
| Solar PV Panels | $ | $ | $ | $ |
| Racking/Mounting Systems | $ | $ | $ | $ |
| Power Conversion System (PCS) | $ | $ | $ | $ |
| Engineering & Construction (EPC) | $ | $ | $ | $ |
| Other (Please Specify) | $ | $ | $ | $ |
| **TOTAL (EPC)** | **$** | **$** | **$** | **$** |
| OPTIONAL: Estimated Power Purchase Price (PPA) | $ | $ | $ | $ |
| OPTIONAL: Estimated Equipment Lease per year 10, 15, and 20-year terms |  |  |  |  |

 |
| **If any “Other” costs are indicated above, and not included in the main components (BSM, PCS, BOS, or EPC), please specify:** |
| **Part A: General Information**  |
| 1. **Please describe your typical payment terms for an EPC contract**
 |
| 1. **Describe your solar project financing history and ownership approach for these types of projects**

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| 1. **Describe your ability to manage multiple project sites (approximately 40) across 40 Km Sq.**
 |
| 1. **Describe your typical power purchase terms and conditions (duration, escalator, off-taker’s credit rating requirements, other financial assurances etc.)**
 |
| 1. **Describe any other financing options you can offer such as equipment leases, financial leases, term loans, etc.)**
 |
| 1. **When developing a multisite-distributed-solar renewable energy project, what are potential**

**fatal flaws associated with project development?** |
| 1. **What recommendations do you have for Bermuda to best prepare for this aggregated solar renewable energy project development?**
 |
| 1. **What recommendations do you have on how Bermuda may reduce its cost? e.g volume discounts, seasonal/timing of procurement &/or construction, etc.**
 |
| 1. **In order to respond accurately to a future request for proposal (RFP), what site information would you require?** (e.g., site load requirements, electrical and/or structural plans, shading, site visit)
 |
| 1. **Please describe the indicative timeline (in months) for system delivery including equipment procurement lead time through on-site work and commissioning.**
 |
| 1. **Please describe your company’s approach to responding to a tender in Bermuda. What data and information would you require to provide a successful response?**
 |
| 1. **Please describe any other considerations for Bermuda as they begin planning for this project:**
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| **Part B: Technical Information and Services** |
| 1. **Please indicate the efficiency of your proposed technology.**
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| 1. **Description of Module composition (bankability rating of the PV module supplier, materials used for all parts including the frame).**
 |
| 1. **Resistance to Salt Mist according to IEC 61701 including grade (1 to 6).**
 |
| 1. **Please describe the resilience characteristics of your equipment, structural design and plant considering risk of hurricanes, high salinity and other factors.**
 |
| 1. **Other available certifications and standards (both company owned and product specific).**
 |
| 1. **Information on testing performed on modules.**
 |
| 1. **Cell and glass anti-reflective coating for installation near airports.**
 |
| 1. **Module degradation (percentage of power loss per year) over the longest period available (include on-field studies).**
 |
| 1. **Shading effects on power output (graph of power versus degree of shading).**
 |
| 1. **Performance at low irradiance (lower than standard).**
 |
| 1. **Requirements for racking systems for ground or rooftop installation (material compatibility issues)**
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| 1. **Performance and product warranty available.**
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| 1. **Installation and commissioning procedures, schedule, and requirements.**
 |
| 1. **Do you offer long-term operation and maintenance services post commissioning?**
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