



---

2200 Westwood Drive, Wausau, WI 54401  
715.847.2118 | 800.283.2881 | aspirus.org

---

# Aspirus Renewable Energy System Installations

---

**RFP – Fall 2020**

---

09.01.20

---

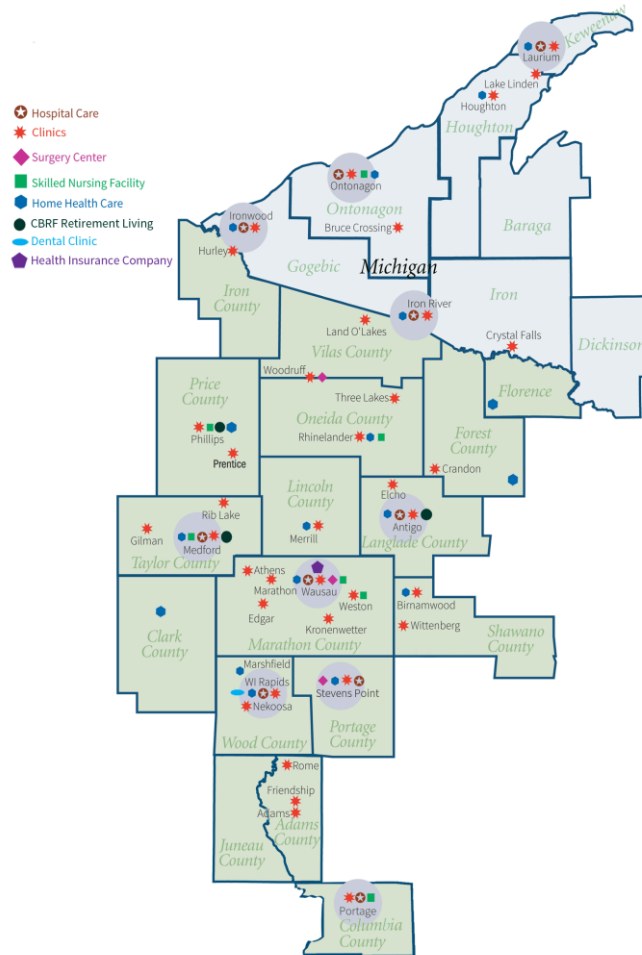
**Table of Contents**

1. Aspirus background
2. Our Sustainability Program Goals
3. Project Scope and Start date
4. Timeline – Proposal Response Due, Award and Start date and Project completion deadline
5. Vendor Eligibility
  
6. Proposal response
  - a. Scope of work Inclusions and Assumptions
  - b. Provide a site-specific cost breakdown by line item of the following
  - c. Site specific system performance
  - d. Time bound installation plan – high-level milestone details only
  - e. References – minimum of two client references of similar size and scope
  - f. Signed RFP Response Agreement (see packet page 5)

## 1. Aspirus Background

Aspirus is a 1.2 billion dollar non-profit, community-directed health system based in Wausau, Wisconsin. With more than 8,700 employees, Aspirus serves communities throughout 14 counties in northern and central Wisconsin, as well as the western Upper Peninsula of Michigan.

The integrated system includes four hospitals in Michigan and four hospitals in Wisconsin, 50 clinics, home health and hospice care, pharmacies, critical care and helicopter transport, medical goods, nursing homes, a broad network of affiliated physicians and a health insurance plan. Aspirus Service Area:



## 2. Our Sustainability Program Goals

<b>Sustainability Program Goals</b>	<b>2023</b>	<b>2025</b>	<b>2030</b>
<b>Reduce Carbon Footprint (Scope 1 &amp; 2)</b>	<b>30%</b>	<b>50%</b>	<b>80%</b>
<b>Reduce Energy Costs</b>	<b>\$2 million</b>	<b>\$3 million</b>	<b>\$4 million</b>
<b>Practice Green Health's top ranking</b>	<b>75th %</b>	<b>50th %</b>	<b>25th %</b>

**3. Project Scope and Start date**

- a. Design, Procure, Install and commission a complete Solar PV system starting as early as September 11<sup>th</sup>, 2020 at each site:
  - i. 120 KW Aspirus Langlade Hospital –110 E. 5th Avenue Antigo, WI 54409
  - ii. 140 KW Aspirus Wausau Hospital –333 Pine Ridge Boulevard Wausau, WI 54401

**4. Timeline – Proposal Response Due, Award and Start date and Project completion deadline**

- a. Project RFP release – September 1<sup>st</sup>, 2020
- b. Any RFP clarifications (managed by email), will be shared back with bidders by – Sept 4<sup>th</sup> 1pm
- c. Proposal submission due – September 8<sup>th</sup>, 2020 at 2pm CST

**Send responses to Attn: Ali Wolf – System Director of Sustainability = [ali.wolf@aspirus.org](mailto:ali.wolf@aspirus.org)**

- d. Proposal award & start date – September 11<sup>th</sup>, 2020 by 1pm CST
- e. Project completion(s) deadline – November 20<sup>th</sup>, 2020

**5. Vendor Eligibility**

- a. Has demonstrated success with renewable energy system installations for campus level owner sites that have yielded the expected performance and maintenance outcomes
- b. Has achieved industry recognition

**6. Proposal response**

- a. Scope of work Inclusions and Assumptions -
  - i. System design
  - ii. Roofing structural capacity – up to 5 lb/sqft
  - iii. Solar PV modules
  - iv. Inverters
  - v. Associated/ required mounting, racking, electrical components/equipment
  - vi. System monitoring (BACnet compatible) – production and consumption
  - vii. Crane or Pettibone for equipment hoisting
    1. AWH – 3 story
    2. ALH – 2 story
  - viii. Tie in done on a live panel, 100 feet from system array
  - ix. Labor for installation
  - x. Installed in accordance with all local, state and national codes (including the disconnect)
  - xi. Permits ( city and utility )
  - xii. System commissioning

*Proposal Response Continued*

- b. Provide a site-specific cost breakdown by line item of the following:
  - i. Equipment –
    - 1. PV modules
    - 2. Inverters
  - ii. Racking
  - iii. Labor
  - iv. Design, Procurement and Commissioning
  - v. Miscellaneous costs
- c. Site specific system performance
  - i. Annual system generated (kwh)
  - ii. Average monthly peak demand offset (KW)
  - iii. Total system size (KW)
  - iv. Invertor size (KW)
- d. Time bound installation plan – high-level milestone details only
- e. References – minimum of two client references of similar size and scope
  - i. Client name, location and contact information (email and phone).
- f. Signed RFP Response Agreement (see packet page 5)

**RFP RESPONSE AGREEMENT (SIGN AND RETURN WITH PROPOSAL)**

In consideration of this RFP, \_\_\_\_\_ agrees that:  
(Name of Vendor)

1. The vendor understands the objectives of Aspirus, Inc. members and the intent of this RFP.
2. The vendor’s response will become the property of Aspirus, Inc. members.
3. The vendor’s response or any portion thereof, may at the option of Aspirus, Inc. members, become part of any final contract.
4. The RFP document is to be kept confidential; information contained therein may not be used for any purpose other than the preparation of a response submitted to Aspirus, Inc.
5. All vendor pre-sales costs, including but not limited to response preparation and presentation, documentation, site visits, system demonstrations, negotiation meetings, and other related costs are entirely the responsibility of the vendor and shall not be chargeable in any manner to Aspirus, Inc.
6. Any and all portions of the vendor response containing confidential information must be clearly marked “CONFIDENTIAL.”

\_\_\_\_\_  
Name and Title of Corporate Official

\_\_\_\_\_  
Signature of Corporate Official

\_\_\_\_\_  
Date