



**Cooperative Purchasing Program
2024 Pricing Amendment
Invitation No: SP07-20
February 01, 2024**

Pricing Summary - Introduction

Our response to the Invitation can be split into two distinct offerings:

- i. Turnkey solar installation option
- ii. Component supply only option

While supplying pricing for the component supply option is relatively simple, the turnkey option has many more potential variables given the differing conditions of each potential project site.

In the turnkey pricing contained on the subsequent pages, we have attempted to provide a pricing matrix to cover the vast majority of potential project solutions required. Should a particular project arise which does not neatly fit into the pricing matrix, we would be happy to provide an additional proposal to meet a particular member's needs.

The most important part of any upcoming solar projects is the direct collaboration between us and the Member in question where we work to prepared a specific layout and pricing proposal tailored to meet their individual requirements.

In the pricing included in the coming pages, we distill everything down to a metric of \$/Watt. This equates to the price per Nameplate DC Watt installed. So, for example a 200kW system priced at \$1.55 per Watt would have a total price tag of \$310,000.

The list below outlines the services included in each turnkey solar installation

Scope of Services

- Initial consultation and preliminary solar design
- Provide detailed project pricing details and financial return evaluation
- On-site building assessment to review site specific conditions
- Final engineered design and permit pack
- Completion and submission of permit and interconnection applications for all required local jurisdictions.
- Procurement and delivery of all solar components
- Material, labor and equipment to install solar components required for system operation.
- Material, labor and equipment to install string level monitoring system(s), interconnected at data outlet.
- Wire, conduit, junction boxes, connectors, couplings, arrestors, and lugs to complete the installation and termination of the above equipment to local/internal codes and regulations.
- Installation review, system testing, commissioning and operational performance validation
- Installation of monitoring.
- Provision of detailed close-out and commissioning of system
- Walkthrough and training of facilities management personnel and provision of system manual

Turnkey Pricing. – Effective Date: March 6th 2024

As mentioned on the previous page, determining a one size fits all pricing model for a turnkey solar solution is extremely difficult. Below, we outline a variety of project size ranges and a price per DC Watt for each system size. We also include adders where these might be appropriate in accordance with certain on site conditions.

The pricing for standard systems includes full turnkey installation of Tier 1 commercial panels, Solar Edge 3 phase Inverters with Power Optimizers, and Ironridge racking solution for standard rooftop mounting. Any variation from this base structure will constitute and adder as outlined below.

System Size (kW DC)	Install Price in \$/Watt DC
<10kW	\$3.99/W
10.1 – 30kW	\$2.80/W
30.1 – 70kW	\$2.21/W
70.1kW – 150kW	\$1.97/W
150kW – 300kW	\$1.85/W
> 300kW	Price upon request. Typically <\$1.80/W

Each solar project will require different project criteria. For those not covered within the base price or the Adder section, we will be happy to discuss on a case by case basis with the Members.

Adder Description	Adder Price \$/W
Groundmount System	\$0.35/W
Ballast System for flat roof	\$0.10/W
High Wind Zone	\$Dependent on local jurisdiction requirements for engineering solution
Union Labor	\$TBD
Specialist Roof (i.e. non-TPO, modified bitumen, metal or Comp Shingle)	\$TBD
Different Panels or Inverter	Cost (+ or -) to be passed through to member.

Turnkey Pricing – Inclusions & Exclusions.

General Inclusions

- 1.5% HGAC adder
- Tier 1 Commercial 72 Cell modules
- Solar Edge 3 Phase Inverters and Power optimizers
- Standard rooftop mounted array using Ironridge Racking
- Provision of structural calculations, stamped by a licensed professional engineer.
- All equipment to meet criteria as specified in RFP documentation requirements.
- Storage containers, Fall Protection, Debris haul off and equipment rental as needed.
- Any required Site security and safety plan (to be delivered during construction planning phase).
- Standard manufacturer's material warranties unless specifically noted otherwise.
- General Liability & Workman Comp. Insurance.
- All system commissioning and inspection requirements.
- Contractor, owner, owner's rep, design team, vendor and subcontractor coordination.

Exclusions

- Sales Tax
- Structural work, framing or any structural work not specifically related to the PV scope.
- AC Electrical work not related to the PV scope outlined here.
- Modifications to or replacement of any electrical equipment not directly related to the PV array and DC/AC array distribution power system.
- Additional site specific electrical equipment upgrades or interconnection equipment required by utility.
- Any items not specifically listed herein, or required by our specified scope of work.
- Hazardous material testing, remediation or removal of any kind.
- Demolition or remediation not related to the PV Scope.
- Unknown surface conditions. GPR survey to be conducted prior to final design and installation.
- Additional site specific safety requirements imposed by Member or representatives.
- Price does not include local sales tax.
- Prevailing Wage Requirements
- Non-Texas Based work subject to price adder