



CleanTech Alliance™

Request for Proposals

Title:

Fusion Component Manufacturing and Incentives for Washington State

Due:

11/26/2024 no later than 11:00 AM PST

Contact:

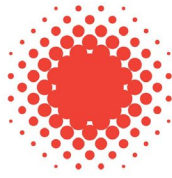
Mel Clark, President and CEO, CleanTech Alliance
mel@cleantechalliance.org



Schedule

10/15/2024	Public announcement of Request for Proposals
11/26/2024	Proposals Due no later than 11:00 a.m. PST
12/2/2024	Selection of Consultant(s) and Negotiation of Specific Terms
11/22/24	Q&A session to plan scope of work with CleanTech Alliance
Throughout December	Research Meetings with CleanTech Alliance staff and Intros to Industry as needed
1/15/25	Section 1 Preliminary Recommendation Due
1/30/25 – 2/5/25	Present Initial Findings – all sections
3/18/25 – 3/20/25	Present Interim Findings – all sections
5/13/25 – 5/15/25	Present Final Findings Draft and receive final feedback – all sections
5/27/25	Presentation of Final Report, Final written report due
5/30/25	Contract Closed Out

*NOTE: Presentation dates are best estimates for informational purposes only. Other dates may be updated and will be posted on the CleanTech Alliance website as needed until the proposal due date.



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Project Overview

The CleanTech Alliance is soliciting proposals from experienced individuals or firms (“Proposer” or “Proposers”) interested in providing Fusion Component Manufacturing and Incentives analysis for the Focus on Fusion Cluster in Washington state.

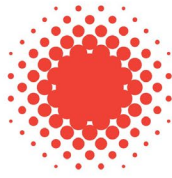
Background

The CleanTech Alliance, via its Focus on Fusion Cluster program, is soliciting proposals from contractors (hereafter referred to as “Consultant”) interested in providing an assessment and analysis of the Fusion Energy supply chain market opportunities for Washington State, measuring the potential impact of the technologies, processes and services that enable Fusion Energy.

This Fusion Component Manufacturing and Incentives analysis will serve to guide the Focus on Fusion Cluster, its Advisory Board members, and staff on high impact areas where Washington State can lead in growing component supply chains for Washington’s fusion companies and for the nation and globe.

The Focus on Fusion Cluster is focused not only on technology development, but equitable implementation to ensure diverse communities are not excluded from the benefits of Fusion Energy or participation in the sector.

The analysis will be delivered to the state Legislature and Department of Commerce to inform our state leadership and state legislature on the potential impacts of the sector in our state and help inform decision making that can enhance the state’s role in leading the fusion sector globally.



Proposal Components

The proposal has three sections, and the Alliance anticipates that multiple contractors may be selected to complete all sections. The selected contractors will provide research and analysis on specific topics that will culminate in a report to the Washington Department of Commerce for the appropriate committees of the legislature. The section for these research topics are:

1. Recommendations for promoting the development of fusion energy and the manufacturing and assembling of component parts for fusion energy in Washington state, and an evaluation of the applicability of new and existing clean energy incentives for manufacturing, facility construction, and the purchase of materials and equipment
 - a. This research should draw on lessons learned by other advanced manufacturing, energy or other similar manufacturing-based globally scaled industry that has emerged in Washington State, and should summarize existing fusion supply chain reports from the Fusion Industry Association and others to assess the components of the fusion energy supply chain that will be needed to bring the industry to maturity. Data presented should include findings on these areas at minimum:
 - i. List needed components to be manufactured
 - ii. Current manufacturing locations and size of production
 - iii. Raise awareness of raw materials needed, and the current state of their markets
 - iv. Estimate Market size for Fusion in Washington and Globally in the net 1-3 years, in 10 years, and in 20 years
 - v. Indicate what other industries can utilize or are utilizing said components
 - b. Provide data on current and future market size for components in those industries across all sectors and for the fusion sector
 - c. It should include information that can aid interested parties as policy is developed for locating power generating projects and manufacturing.
 - d. Finally, this portion of the study should create a roadmap of opportunity for communities and the state to remain at the forefront of fusion energy globally, with recommendations for actions that can be taken by the state in the next 1-3 years, and a should include a gap analysis that details additional studies, learnings, or research that should be conducted over the next 3-10 years to both rapidly scale fusion energy and create equitable economic development for Washington communities.
 - e. Contractor will deliver a memo summarizing early findings detailing the importance of this research to unlock future economic activity being studied, and any immediate steps already identified that could be taken.



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2. Identify opportunities for state funding, including matching federal grants, to promote economic development and the creation of a fusion energy supply chain market and fusion energy production in Washington state. This topic should include findings manufacturing, supply chain, commercialization, entrepreneur education, economic and workforce development, community benefit, and more – as identified to aid an industry to emerge, scale, and mature. This can include but is not limited to:
 - a. Grants for local governments for site readiness for developing new manufacturing infrastructure.
 - b. Funding to expedite permitting or otherwise support development of manufacturing infrastructure for projects with designation of statewide significance.
 - c. Funding for public-private partnerships that advance manufacturing, detailing options for rural and urban areas.
 - d. Analysis of the success and/or gaps of these or other similar funding vehicles
3. An analysis of immediate and future steps and appurtenant funding opportunities to train the fusion and supply chain component workforce, to include:
 - a. Existing systems to be leveraged
 - b. Analysis of ideal training partners or educational institutions, and locations, to create a fusion and component manufacturing, installation, and operating workforce
 - c. Tools to ensure diversity of those entering and completing said programs.

Proposers should indicate which of the three sections they are bidding on, and if bidding on multiple sections, rank order their preference for sections they wish to be selected for and provide their cost proposal by section. Proposers may bid on any or all sections.

No contractor shall be awarded a contract that exceeds \$29,500. Section 1 is expected to be the most detailed, and most costly portion of the proposal.

The proposers should also focus their analysis on recommendations that could bring the most social and economic value to historically excluded communities and those communities that have been and will continue to be most hard hit by climate impacts.

Proposers should demonstrate their experience and expertise for each section they are bidding on. As fusion is an emerging technology, it is anticipated that the successful proposer will have experience extrapolating similar data from other energy and/or advanced manufacturing sectors.

Additionally, this assessment should provide specific areas where collaboration on challenges will elicit the most value – social, environmental, and capital to the sector in Washington state.



Desired Proposal

The CleanTech Alliance desires proposals that provide a single point of contact on a quarterly fixed-fee professional services contract. The consultant should be able to provide the services and identify an approximate number of hours of availability quarterly for the fee proposed.

The Alliance shall work closely with and support the selected contractor(s) with by facilitating introductory and ongoing meetings with fusion energy sector companies as needed. Selected contractors shall also conduct regular meetings with our project team to review findings and provide recommendations or technical support, as outlined in the dates section above.

Proposal Submittal Requirements

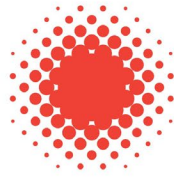
To ensure that all information provided is properly evaluated, please organize and label proposals in the structure provided below. Submittals shall not exceed ten (10) pages total including all required components. Proposer(s) will not be graded upon the length of their proposal or effort to reach the 10-page maximum. Proposer(s) are encouraged to focus on quality and brevity in their proposal. Proposals (submittals) shall include, at a minimum, the following:

Transmittal Letter with signature: A cover letter generally outlining the proposer's ability to perform the services outlined in this RFP; signed by an authorized individual representing the Proposer's firm in contractual obligations that includes proposer's minority or women-owned business status if applicable.

Proposed Rate: Proposer shall provide their desired consultant services rate, as well as an estimated total fee for their work; it is preferred that CLEANTECH ALLIANCE is invoiced in three quarterly installments. Proposal amount for an individual organization not to exceed \$29,500. Proposals more than this amount will be considered nonresponsive and will not be evaluated. Total costs for all the proposals awarded shall not exceed \$52,000. Proposals may include all the sections of the study or for a subset of the elements.

Proposed Scope of Work: Proposer shall provide a more detailed overview of the method and strategy they intend to employ in fulfilling the needs of the CleanTech Alliance as described in this RFP. Proposer must select which segment or segments of the proposal they wish to conduct, and rank their preference based on their strongest qualifications.

Licensing: Provide a current business license or copy of a complete application to do business in Washington State.



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Ability to Contract: Proposer shall have the ability to negotiate a contract with the CleanTech Alliance based on the exceptions/changes requested to the Pro-Forma Agreement. Proposer may not be debarred, suspended or otherwise ineligible to contract with the state of Washington.

Experience: List the Proposer's top three (3) business references for the type of work most relevant to the content of this RFP. Listing for each reference should provide the references business name or d.b.a., lead staff contact, staff contact phone, staff contact email, staff contact email, and a short description of the services rendered.

Legal Action: Disclose any current or recent (within the past five years) legal action in progress or taken against the firm or individuals.

Disclosure: List of all business transactions and relations within the past five years that may create or be perceived to create a conflict of interest. Any business dealings or recommendations of a product or firm that may conflict with this project shall be disclosed.

Evaluation Criteria

Criteria	Value
Transmittal Letter with Original Signature	5%
Proposed Rate	25%
Proposed Scope of Work	30%
Licensing (Does the business have applicable licenses?)	Y or N
Ability to Contract (Is the proposer and their business able to contract?)	Y or N
Experience	40%
Legal Action (Does a legal action exist?)	Y or N
Disclosure (Does a conflict exist?)	Y or N



Submittal Instructions

Electronic submittal: Submit one (1) electronic proposal and any required attachments, the Submittal Packet-first page shall be digitally signed by an authorized representative of the proposer's firm. For easy identification, please list "Fusion Component Manufacturing and Incentives analysis" in the subject line of the email. Electronic submittals shall be sent to Mel Clark at mel@cleantechalliance.org and must be received by proposals due date referenced above.

Proposals shall contain all required information as defined herein and be submitted to the Clean Tech Alliance electronically no later than the date, time, and place as stated on the cover page of this RFP or as amended. Proposals will not be accepted in any format other than as required above. Late proposals will not be accepted and will be returned to the proposers unopened.

Proposers shall be fully responsible for all costs incurred in the preparation and submittal of their proposals.

Proposal Evaluation

The CleanTech Alliance may choose to invite one or more of the proposers to demonstrate their experience and/or interview with the CleanTech Alliance.

The CleanTech Alliance reserves the right to award a contract(s) with the highest rated proposers without preceding interviews or demonstrations and may choose a mix of proposers to fulfill all elements and segments of the proposal and meet the project budget.

Ownership of all data, materials, and documentation originated and prepared for the CleanTech Alliance pursuant to the RFP shall belong exclusively to the CleanTech Alliance and be subject to public inspection after report delivery to the state of Washington in accordance with the Washington State Public Records Act (RCW 42.56).

Trade secrets or proprietary information submitted by the Respondent shall not be subject to public disclosure under the Public Records Act, unless otherwise required by law or court. However, the Proposer must invoke the protection of the Public Records Act, in writing, either before or at the time the data or other material is submitted.

The written notice must SPECIFICALLY identify the data or materials to be protected and state the reason why protection is necessary. The proprietary or trade secret material submitted must be identified by some distinct method such as highlighting or underlining and must indicate only the specific words, figures, or paragraphs that constitute trade secret or proprietary information.



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The classification of an entire proposal document, line-item prices, and/or total proposal prices as proprietary, or trade secrets, is NOT ACCEPTABLE and may result in REJECTION of the proposal.

By submitting a proposal, the proposer agrees to and hereby waive any and all claims it has or may have against the Washington Department of Commerce and the State of Washington, and its director's, persons, officers, commissioner's, committee's, employees, or agents arising out of or in connection with (1) the administration, evaluation, or recommendation of any response; (2) any requirements under the solicitation, the RFP, or related documents; (3) the rejection of any response or any part of any response; (4) waiver by the CleanTech Alliance of any technicalities in the RFP package or any response; (5) waiver or change in any non-material provision of the RFP solicitation package or materials that do not adversely and specifically affect the previously submitted response; and/or (6) the award of a contract, if any.

The CleanTech Alliance reserves the right to reject any or all responses, to waive any irregularities and/or technicalities in response received or not awarded.

The CleanTech Alliance, in its sole discretion, will determine whether any or all the responses are responsive and reserves the right to decide as to whether any one or more proposals are qualified.

The submission of a response to this RFP is an offer by the Proposer to contract only and does not constitute a contract. There will be no contractual obligations on the part of the CleanTech Alliance to any Proposer, nor will any Proposer have any property interest or other right in the contract unless and until all terms of the contract have been agreed upon by the CleanTech Alliance, including, without limitation, all provisions of the contract have been negotiated to the satisfaction of the CleanTech Alliance; the contract is unconditionally signed by the CleanTech Alliance and the selected Proposer the contract is delivered by all parties; and all conditions to be fulfilled by the Proposer prior to contracting have either been fulfilled by the Proposer or waived in the writing by the CleanTech Alliance.



RFP Questions and Clarifications

Questions shall be submitted to the CleanTech Alliance by email to: Mel Clark at mel@cleantechalliance.org not later than the date and time referenced in the Schedule on the title page. Please reference the “Fusion Component Manufacturing and Incentives” in the subject line when submitting questions via email.

Oral questions will not be answered. Questions must be in written form, by email. To the extent any oral questions are answered, those answers will be considered non-binding. An addendum to this RFP may be issued by the CleanTech Alliance as a result of the questions generated under this competitive solicitation to all plan holders.

Addenda

If at any time, the CleanTech Alliance changes, revises, deletes, clarifies, increases, or otherwise modifies the RFP, the CleanTech Alliance will issue a written addendum to the RFP. The proposer must register for this RFP to be notified of addendum and new documents on this RFP. It is the Proposer’s responsibility to check for addenda and other new documents on-line.

Submittal Effective Date

The submittals shall remain in effect for 90 days after the RFP due date, unless extended by mutual agreement between the CleanTech Alliance and the applicable proposers.

Debrief Procedures

After the award, submitters may contact the CleanTech Alliance to request a phone debrief conference.



Insurance Requirements and Indemnification

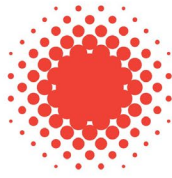
Evidence of financial stability and credit worthiness; ability to meet the CleanTech Alliance 's insurance requirements is mandatory. The chosen Consultants shall provide the CleanTech Alliance with certificates of Fidelity Insurance as described in the Washington State Department of Commerce Services Contract with the CleanTech Alliance for Innovation Cluster Accelerator Program (hereafter referred to as the "ICAP Agreement") for commercial public liability insurance policy with limits of coverage of at least \$1,000,000.

1. The amount of fidelity coverage secured pursuant to this Contract shall be \$100,000 or the highest of planned reimbursement for the Contract period, whichever is lowest. Fidelity insurance secured pursuant to this paragraph shall name COMMERCE as beneficiary.

2. Subcontractors that receive \$10,000 or more per year in funding through this Contract shall secure fidelity insurance as noted above. Fidelity insurance secured by Subcontractors pursuant to this paragraph shall name the Contractor as beneficiary.

If the contractor includes driving to attend in person meetings with the CleanTech Alliance in their scope of work, automobile liability insurance policy with limits of coverage of at least \$1,000,000 in the aggregate. Consultant agrees that it is responsible for any and all of its deductibles. The CleanTech Alliance shall be named as a beneficiary. Insurance and contract terms will be discussed in additional detail during contract negotiations.

To the fullest extent permitted by law, the Contractor shall indemnify, defend, and hold harmless the CleanTech Alliance, its employees, Board, and Volunteers, and the state of Washington, COMMERCE, agencies of the state and all officials, agents and employees of the state, from and against all claims for injuries or death arising out of or resulting from the performance of the contract. "Claim" as used in this contract, means any financial loss, claim, suit, action, damage, or expense, including but not limited to attorney's fees, attributable for bodily injury, sickness, disease, or death, or injury to or the destruction of tangible property including loss of use resulting therefrom. COMMERCE and the State of Washington are not liable for claims or damages arising from a Subcontractor's performance of the subcontract.



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Title V1 (Federal) Non-Discrimination

The CleanTech Alliance assures that no person shall on the grounds of race, color, national origin, or sex as provided by Title VI of the Civil Rights Act of 1964, as amended, and the Civil Rights Restoration Act 1987 (P.L. 100.259), be excluded from participation in, be denied the benefits of, or be otherwise subjected to discrimination under any CleanTech Alliance sponsored program or activity. The CleanTech Alliance further assures every effort will be made to ensure nondiscrimination in all its programs and activities, whether those programs and activities are federally funded or not.

CleanTech Alliance Non-Discrimination

By signing and submitting a response to this RFP, the proposer (firm or individual) certifies that, in the event it is awarded a contract under this competitive solicitation (i.e., becomes the “successful proposer”), and as of the date of contract award, it shall comply with the “Anti-Discrimination Clause” provided below:

Non-discrimination. The CleanTech Alliance complies with applicable federal civil rights and Washington state civil rights laws and does not discriminate on the basis of race, color, national origin, religion, sex, families with children, marital status, honorably-discharged veteran or military status, sexual orientation, age, or the presence of any sensory, mental, or physical disability or the use of a trained dog guide or service animal by a person with a disability, in the administration of its programs and activities.

The Vendor shall comply with the substantive requirements of RCW 49.60, which are incorporated herein by this reference. Execution of this Agreement constitutes a certification by the Vendor of the Vendor's compliance with the requirements of Chapter RCW 49.60. If the Vendor is found to have violated this provision, or to have furnished false or misleading information in an investigation or proceeding conducted pursuant to this Agreement or Chapter RCW 49.60, this Agreement may be subject to a declaration of default and termination at the CleanTech Alliance's discretion. This provision shall not affect the Vendor's obligations under other federal, state, or local laws against discrimination.

Other Public Agency Orders

The Washington State Interlocal Cooperative Act, RCW 39.34, provides that other governmental agencies may purchase goods or services on this RFP or contract in accordance with the terms and prices indicated herein if all parties agree. The CleanTech Alliance does not accept any responsibility or involvement in the purchase orders or contracts issued by other public agencies.