



DEPARTMENT OF FINANCE

PROCUREMENT SERVICES

95 Rochford Street, 2nd Floor South, Shaw Building, Room 27

Charlottetown, PEI, C1A 7N8

Telephone: (902) 368-4040 or Facsimile (902) 368-5171

ADDENDUM # 1

For RFP # 6285

TO: All Bidders

FROM: Procurement Services

DATE: May 9, 2024

SUBJECT: Questions and Answers

Question 1:

What if a company offers 15,000 BTU multi-head heat pump indoor units rather than 12,000 BTU multi-head heat pump indoor units due to supplier agreements? Can these two units be interchangeable?

Answer 1:

As a result of this issue being raised, government will be adjusting requirements. The option for a 15,000 BTU multi-head heat pump indoor unit has been added to the pricing tables. Contractors will be required to provide and comply with the 12,000 BTU **OR** the 15,000 BTU multi-head heat pump indoor unit criteria. If a contractor is unable to supply or comply with the criteria for at least one of these unit types, they will be deemed to have failed pricing for Service Category 1. Please refer to the updated **Schedule C.1.1 Service Category 1 Price Table (Heat Pump Installation) for criteria outlined in D.1.4 Service Categories** below. This new pricing table supersedes that of the original RFP posting and must be part of a proponent's submission.

Service Category 1 – Heat Pump Installation, Electrical Panel Upgrades, Supplemental Heating Equipment Installation

Schedule C.1.1 Service Category 1 Price Table (Heat Pump Installation) for criteria outlined in <u>D.1.4 Service Categories</u>		
Fully Installed Mini Split (Standard Installation = 16' refrigerant copper lineset and control wiring per head 40' branch circuit wiring, including all labour) Brand, Model #'s, and AHRI #'s Must Be Supplied	Fully Installed Price (Before Tax)	Response Criteria
<p>(MANDATORY – If a contractor is unable to meet this requirement, it will result in disqualification from this RFP for Service Category 1.)</p> <p>Installed 12,000 BTU (rated heating output) mini split air source heat pump</p> <p>Brand:</p> <p>Model #'s:</p> <p>AHRI #:</p>	<p>\$4,300</p>	<p>Can your organization:</p> <ul style="list-style-type: none"> - Comply with this pricing? - Offer 10-year warranty on parts and compressor from the manufacturer? - Offer 5 year warranty on labour from manufacturer or third-party (including any diagnostic costs)? - Confirm that the proposed model is a cold climate certified air source heat pump (ccASHP) eligible as per the Federal Government's Natural Resources Canada Air Source Heat Pumps and Cold Climate Air Source Heat Pump list? - Commit to Service Delivery requirements found in Section D.1.4 <p align="center"> <input type="checkbox"/> Yes <input type="checkbox"/> No </p> <p>If a proponent wishes to change make or model, written approval from the Sustainability Division must be obtained.</p>

<p>(OPTIONAL – If a contractor is unable to meet this requirement, it will not result in disqualification from this RFP.)</p> <p>Installed 15,000 BTU (rated heating output) mini split air source heat pump</p> <p>Brand:</p> <p>Model #'s:</p> <p>AHRI #:</p>	<p>\$5,000</p>	<p>Can your organization:</p> <ul style="list-style-type: none"> - Comply with this pricing? - Offer 10-year warranty on parts and compressor from the manufacturer? - Offer 5 year warranty on labour from manufacturer or third-party (including any diagnostic costs)? - Confirm that the proposed model is a cold climate certified air source heat pump (ccASHP) eligible as per the Federal Government's Natural Resources Canada Air Source Heat Pumps and Cold Climate Air Source Heat Pump list? - Commit to Service Delivery requirements found in Section D.1.4 <p style="text-align: center;"> <input type="checkbox"/> Yes <input type="checkbox"/> No </p> <p>If a proponent wishes to change make or model, written approval from the Sustainability Division must be obtained.</p>
---	-----------------------	---

<p>(MANDATORY – If a contractor is unable to meet this requirement, it will result in disqualification from this RFP for Service Category 1.)</p> <p>Installed 18,000 BTU (rated heating output) mini split air source heat pump</p> <p>Brand:</p> <p>Model #'s:</p> <p>AHRI #:</p>	<p>\$5,300</p>	<p>Can your organization:</p> <ul style="list-style-type: none"> - Comply with this pricing? - Offer 10-year warranty on parts and compressor from the manufacturer? - Offer 5 year warranty on labour from manufacturer or third-party (including any diagnostic costs)? - Confirm that the proposed model is a cold climate certified air source heat pump (ccASHP) eligible as per the Federal Government's Natural Resources Canada Air Source Heat Pumps and Cold Climate Air Source Heat Pump list? - Commit to Service Delivery requirements found in Section D.1.4 <p style="text-align: center;"> <input type="checkbox"/> Yes <input type="checkbox"/> No </p> <p>If a proponent wishes to change make or model, written approval from the Sustainability Division must be obtained.</p>
---	-----------------------	---

<p>Installed Multi-Head (Standard Installation = 16' refrigerant copper lineset and control wiring per head 40' branch circuit wiring, including all labour)</p> <p>INDOOR HEAD UNITS ONLY (Excluding Outdoor Condenser Units): Brand and Model #'s Must Be Supplied</p>	<p>Installed Price (Before Tax)</p>	<p>Response Criteria</p>
<p>(MANDATORY – If a contractor is unable to meet this requirement, it will result in disqualification from this RFP for Service Category 1.)</p> <p>Installed 9,000 BTU (rated heating output) indoor head unit only</p> <p>Brand:</p> <p>Model #'s:</p>	<p>\$1,200</p>	<p>Can your organization:</p> <ul style="list-style-type: none"> - Comply with this pricing? - Offer 10-year warranty on parts and compressor from the manufacturer? - Offer 5 year warranty on labour from manufacturer or third-party (including any diagnostic costs)? - Confirm that the proposed model is a cold climate certified air source heat pump (ccASHP) eligible as per the Federal Government's Natural Resources Canada Air Source Heat Pumps and Cold Climate Air Source Heat Pump list? - Commit to Service Delivery requirements found in Section D.1.4 <p style="text-align: center;"> <input type="checkbox"/> Yes <input type="checkbox"/> No </p> <p>If a proponent wishes to change make or model, written approval from the Sustainability Division must be obtained.</p>

<p>MANDATORY - A contractor must be able to meet the requirements for either a 12,000 BTU <u>OR</u> 15,000 BTU indoor head unit.</p> <p>If a contractor is unable to supply or comply with the requirements for a 12,000 BTU indoor head unit, they must be able to supply and comply with the requirements for a 15,000 BTU indoor head unit. If a contractor is unable to meet the requirements for at least one of these units, they will be disqualified from Service Category 1.</p> <p>Installed 12,000 BTU (rated heating output) indoor head unit only</p> <p>Brand:</p> <p>Model #'s:</p>	<p>\$1,300</p>	<p>Can your organization:</p> <ul style="list-style-type: none"> - Comply with this pricing? - Offer 10-year warranty on parts and compressor from the manufacturer? - Offer 5 year warranty on labour from manufacturer or third-party (including any diagnostic costs)? - Confirm that the proposed model is a cold climate certified air source heat pump (ccASHP) eligible as per the Federal Government's Natural Resources Canada Air Source Heat Pumps and Cold Climate Air Source Heat Pump list? - Commit to Service Delivery requirements found in Section D.1.4 <p style="text-align: center;"> <input type="checkbox"/> Yes <input type="checkbox"/> No </p> <p>If a proponent wishes to change make or model, written approval from the Sustainability Division must be obtained.</p>
---	-----------------------	---

<p>MANDATORY - A contractor must be able to meet the requirements for either a 12,000 BTU <u>OR</u> 15,000 BTU indoor head unit.</p> <p>If a contractor is unable to supply or comply with the requirements for a 15,000 BTU indoor head unit, they must be able to supply and comply with the requirements for a 12,000 BTU indoor head unit. If a contractor is unable to meet the requirements for at least one of these units, they will be disqualified from Service Category 1.</p> <p>Installed 15,000 BTU (rated heating output) indoor head unit only</p> <p>Brand:</p> <p>Model #'s:</p>	<p>\$1,350</p>	<p>Can your organization:</p> <ul style="list-style-type: none"> - Comply with this pricing? - Offer 10-year warranty on parts and compressor from the manufacturer? - Offer 5 year warranty on labour from manufacturer or third-party (including any diagnostic costs)? - Confirm that the proposed model is a cold climate certified air source heat pump (ccASHP) eligible as per the Federal Government's Natural Resources Canada Air Source Heat Pumps and Cold Climate Air Source Heat Pump list? - Commit to Service Delivery requirements found in Section D.1.4 <p style="text-align: center;"> <input type="checkbox"/> Yes <input type="checkbox"/> No </p> <p>If a proponent wishes to change make or model, written approval from the Sustainability Division must be obtained.</p>
---	-----------------------	---

<p>(MANDATORY – If a contractor is unable to meet this requirement, it will result in disqualification from this RFP for Service Category 1.)</p> <p>Installed 18,000 BTU (rated heating output) indoor head unit only</p> <p>Brand:</p> <p>Model #'s:</p>	<p>\$1,400</p>	<p>Can your organization:</p> <ul style="list-style-type: none"> - Comply with this pricing? - Offer 10-year warranty on parts and compressor from the manufacturer? - Offer 5 year warranty on labour from manufacturer or third-party (including any diagnostic costs)? - Confirm that the proposed model is a cold climate certified air source heat pump (ccASHP) eligible as per the Federal Government's Natural Resources Canada Air Source Heat Pumps and Cold Climate Air Source Heat Pump list? - Commit to Service Delivery requirements found in Section D.1.4 <p style="text-align: center;"> <input type="checkbox"/> Yes <input type="checkbox"/> No </p> <p>If a proponent wishes to change make or model, written approval from the Sustainability Division must be obtained.</p>
--	-----------------------	---

<p>Installed Multi-Head (Standard Installation = 16' refrigerant copper lineset and control wiring per head 40' branch circuit wiring, including all labour)</p> <p>OUTDOOR CONDENSER UNITS ONLY (Excluding Indoor Head Units): Brand and Model #'s Must Be Supplied</p>	<p>Installed Price (Before Tax)</p>	<p>Response Criteria</p>
<p>(MANDATORY – If a contractor is unable to meet this requirement, it will result in disqualification from this RFP for Service Category 1.)</p> <p>Installed 18,000 BTU (rated heating output) outdoor condenser unit only</p> <p>Brand:</p> <p>Model #'s:</p>	<p>\$5,100</p>	<p>Can your organization:</p> <ul style="list-style-type: none"> - Comply with this pricing? - Offer 10-year warranty on parts and compressor from the manufacturer? - Offer 5 year warranty on labour from manufacturer or third-party (including any diagnostic costs)? - Confirm that the proposed model is a cold climate certified air source heat pump (ccASHP) eligible as per the Federal Government's Natural Resources Canada Air Source Heat Pumps and Cold Climate Air Source Heat Pump list? - Commit to Service Delivery requirements found in Section D.1.4 <p style="text-align: center;"> <input type="checkbox"/> Yes <input type="checkbox"/> No </p> <p>If a proponent wishes to change make or model, written approval from the Sustainability Division must be obtained.</p>

<p>(MANDATORY – If a contractor is unable to meet this requirement, it will result in disqualification from this RFP for Service Category 1.)</p> <p>Installed:</p> <p><input type="checkbox"/> 24,000 BTU (rated heating output) outdoor condenser unit only</p> <p>OR</p> <p><input type="checkbox"/> 28,000 BTU (rated heating output) outdoor condenser unit only</p> <p>Brand:</p> <p>Model #'s:</p>	<p>\$5,900</p>	<p>Can your organization:</p> <ul style="list-style-type: none"> - Comply with this pricing? - Offer 10-year warranty on parts and compressor from the manufacturer? - Offer 5 year warranty on labour from manufacturer or third-party (including any diagnostic costs)? - Confirm that the proposed model is a cold climate certified air source heat pump (ccASHP) eligible as per the Federal Government's Natural Resources Canada Air Source Heat Pumps and Cold Climate Air Source Heat Pump list? - Commit to Service Delivery requirements found in Section D.1.4 <p style="text-align: center;"> <input type="checkbox"/> Yes <input type="checkbox"/> No </p> <p>If a proponent wishes to change make or model, written approval from the Sustainability Division must be obtained.</p>
--	-----------------------	---

<p>(MANDATORY – If a contractor is unable to meet this requirement, it will result in disqualification from this RFP for Service Category 1.)</p> <p>Installed 36,000 BTU (rated heating output) outdoor condenser unit only</p> <p>Brand:</p> <p>Model #'s:</p>	<p>\$7,200</p>	<p>Can your organization:</p> <ul style="list-style-type: none"> - Comply with this pricing? - Offer 10-year warranty on parts and compressor from the manufacturer? - Offer 5 year warranty on labour from manufacturer or third-party (including any diagnostic costs)? - Confirm that the proposed model is a cold climate certified air source heat pump (ccASHP) eligible as per the Federal Government's Natural Resources Canada Air Source Heat Pumps and Cold Climate Air Source Heat Pump list? - Commit to Service Delivery requirements found in Section D.1.4 <p style="text-align: center;"> <input type="checkbox"/> Yes <input type="checkbox"/> No </p> <p>If a proponent wishes to change make or model, written approval from the Sustainability Division must be obtained.</p>
<p>Capacity Estimate</p>	<p style="text-align: center;">Quantity</p>	
<p># of heat pump installs/month proponent is able to complete under this Service Category</p>	<p>Mini-split:</p> <p>Multi-Head:</p>	

END OF ADDENDUM.

Please return this sheet with your formal bid proposal.