

RESPONSES TO PROPONENT QUERIES

Title: Barriers to Commercialization Study

RE: RFP Posted to ERA Website

1. Would you be able to provide a range for the expected budget?
 - We have intentionally not set out an explicit budget for this RFP as we are looking for proposals that will outline a reasonable budget that matches our anticipated outcomes, activities, and timeline of the project.
 - We will be reviewing all RFP's based on the weighed evaluation criteria on p.10.
2. Is ERA able to extend the deadline for the RFP?
 - Unfortunately, we are not able to extend the deadline for submitting an RFP.
3. Can you provide clarity about the type of proponent ERA is looking for? I.e. is this targeted toward government or academic institutions, or would a consulting company with research and GHG emissions expertise be considered?
 - ERA is looking for a proponent that will effectively deliver the study, adhering to the criteria outlined between pages 4 and 6 of the RFP. A proponent can be based anywhere but should have knowledge about the Alberta landscape, including major sectors, challenges to scale-up and commercialization, and knowledge of the various companies who are looking to scale their GHG-reducing technologies. We encourage all types of service providers to apply and are looking for a product that will be useful and provide tangible recommendations
4. The RFP indicates that the proposal must not exceed 20 pages, and that Appendices are not included in this page count. Can Bios/CVs be included as an Appendix in addition to Appendices A and B, or must they be included in the 20 page count?
 - Yes, Bios/CVs can be included as an Appendix, in addition to appendices A and B.
5. On page 5 of the RFP, you say "Define the organizational structure and competition of the team." Can you confirm you intended to say "Define the organization structure and composition of the team."?
 - Yes, that was a type in the RFP. It should say "Define the organization structure and composition of the team."
6. On page 11 of the RFP, you say "Proponents must provide three (3) client references (including contact name and email addresses) than can speak to each proposed resource." Do you require 3 references per resource, or is it sufficient that the 3

resources can collectively speak to the resources proposed? Note that 3 references per resource will tend to use up more of the 20 page limit.

- The three references provided can be provided in a separate appendix. References should be distinct and should be able to speak to the services provided by the proponent, similar to services requested in the RFP.