

# RFP SUPPORT SERVICES

**At a time when state and federal governments are setting massive renewable goals, and seeking large-scale projects to help meet that demand, successfully responding to competitive Requests For Proposal (RFPs) has become essential.**

**The cost of participating in an RFP far exceeds the bid fee.**

Depending on the size of the RFP, you could be spending over \$100,000 on internal and external costs to create your bid response. The costs add up quickly:

- Preliminary engineering
- Securing land contracts
- Conducting interconnection screening
- Developing budget analysis
- Resource assessment
- Invested internal time and resources

**Compass Energy Consulting's RFP Support Services act as an insurance policy on your bid response.**

- We ensure your bids are compliant so you are not disqualified over a simple oversight.
- We free up bandwidth for your internal team to focus on more important or valuable tasks.
- We provide strategy and management services to ensure you meet deadlines and secure longer lead-time items.
- We offer quality control and strategic recommendations to make certain your submission is the best it can be.

With the high costs of submitting to a major renewable RFP, and the possibility losing a bid completely, **you can't afford to skip quality control on your submission.**

**Has your company ever...**

**Constructed RFP responses at the last minute?**

Do you find yourself putting together RFP submissions at the last minute, reducing or eliminating time for proper quality control?

**Underestimated lead times?**

Have you found yourself starting long lead time items with barely enough time to complete them before the deadline?

**Missed part of a key submission item?**

Has your bid ever been disqualified because of an administrative mistake or omission?

**Answered "yes" to any of the above?**

**Compass Energy Consulting** is your ticket to RFP success.

## Compass Energy Consulting Optimizes Your RFP Submission

### Preparation

- Understand the requirements of the RFP and prepare for items with a long lead time.
- Get ahead of the potential for misinterpretation by submitting questions to the RFP team early to clarify the requirements.

### Planning

- Become an expert in the RFP guidelines allowing your company to go above and beyond the minimum threshold requirements.
- Maintain timelines and internal due dates to ensure a final draft is prepared well in advance of the RFP deadline, with ample time for review and quality control.

### Strategy

- Implement a structured approach for a successful RFP submission.
- Strategically prepare your bid response to maximize your performance specific to the RFP scoring matrix.

### Project Success

- Maintain support, guidance, and quality control through regular communication.
- Assert your company as a leader in the industry by highlighting your strengths, which we will align with the goals/requirements of the RFP.



**"Submitting competitive RFQ and RFP responses can be stressful. Having Compass on our team provides us with assurance that we avoid costly mistakes."**

—Major Winner in New York Competitive Procurement

## Why Choose Compass Energy Consulting?

OVER

**150+**

PROJECTS SUPPORTED IN  
NORTH AMERICA

SUPPORTED OVER

**5000** MW

RENEWABLE ENERGY RFP  
QUALIFICATIONS

OVER

**60** YEARS

COMBINED TEAM  
EXPERIENCE

Compass makes renewable energy a reality by providing expert and nuanced advice to decision makers, with unparalleled experience in both public and private sector, and both large and small projects across Canada and US.

**Ready to Get Started?**

**Jonathan Cheszes**  
647-234-3124  
jon@compassenergyconsulting.ca

**Doug Proska, P.Eng., CEM**  
647-812-7320  
doug@compassenergyconsulting.ca