



**Request for Proposals**

# **Cost and Market Intelligence Platform**

## **Q19-6861JH**

January 14, 2020

# 1. INTRODUCTION

The New York Power Authority (“NYPA” or “Authority”) is a corporate municipal instrumentality of New York State engaged in the generation and transmission of electricity for the benefit of the people of New York State. The Authority’s installed generating capacity is close to 6,000MW, of which 4,400MW is hydroelectric, including pumped storage. The Authority also owns and operates 1,400 circuit-miles of transmission lines across NY State.

Following a 3-year transformation the NYPA’s Strategic Supply Management Department (“SSM”) has recently converted from an outmoded order taking procurement function to a modernized category management approach.

Within NYPA our Category Management team's core function is to provide in-depth market knowledge and expertise in the identification, sourcing, access and management of the external resources NYPA needs (or may need) to fulfill its mission to power the economic growth and competitiveness of New York State by providing customers with low-cost, clean, reliable power and the innovative energy infrastructure and services they value.

External resources include construction and engineering services, mechanical and electrical equipment, innovative technologies, professional services, as well as the enabling capabilities, support and training needed to develop our most vital asset, our human capital.

Category Management strives to continuously add value by advising and partnering with our internal customers to fully realize and leverage synergies across the full lifecycle of our external resources from cradle to grave.

Through this Request for Proposals (“RFP”), NYPA is soliciting proposals from responsible and qualified bidders for the provision of cost and market intelligence and tools to be used, and leveraged, by NYPA’s Category Management team to successfully deliver upon its mission and strategic priorities as highlighted below:

<b>NYPA's Mission</b>		<b>SSM's Mission</b>	
Power the economic growth and competitiveness of New York State by providing customers with low cost, clean, reliable power and innovative energy infrastructure services they value		The Strategic Supply Management team will enable NYPA to achieve its goals by becoming a strategic partner to our business stakeholders, developing deep market knowledge aligning with NYPA's major spend categories, and leading in capability and technology to sustainably develop local economics and utilize diverse suppliers.	
<b>NYPA's Strategic Targets</b>			
<b>Customer Success</b>	Making customer success our success		
<b>Cost Leadership</b>	NYPA will continue to manage the risk of electricity price volatility for our customers by ensuring that they enjoy the best value energy bill		
<b>Innovation</b>	NYPA will lead the state in accelerating and innovating new technologies and business models that help create value for NYPA and our customers		
<b>SSM's Strategic Targets and KPIs</b>			
<b>Strategic Targets:</b>		<b>KPIs:</b>	
<ul style="list-style-type: none"> <li>For our internal customers, continuously improve the ease and efficiency to procure the goods and services we need</li> <li>Grow the local economy and strategically drive opportunities for diverse supplier spend</li> </ul>		<ul style="list-style-type: none"> <li>Cycle time reduction</li> <li>Diversity spend</li> </ul>	
<b>Strategic Targets:</b>		<b>KPIs:</b>	
<ul style="list-style-type: none"> <li>Continuously increase the total cost of ownership of NYPA's external spending</li> <li>Invest in our ability to add more value by attracting, retaining and developing procurement talent</li> </ul>		<ul style="list-style-type: none"> <li>Savings</li> </ul>	
<b>Strategic Targets:</b>		<b>KPIs:</b>	
<ul style="list-style-type: none"> <li>Build strategic relationships with strategic suppliers and align them with our business units to spur new value and innovation</li> </ul>		<ul style="list-style-type: none"> <li>Supplier Performance</li> </ul>	

## 2. SCOPE OF SERVICES

NYPA is seeking an industry-specific cost and market intelligence (data and insights) platform to inform and drive improved results, both strategic and tactical, in how NYPA identifies, sources, procures and manages the external resources (equipment, materials and services) it needs or may need to fulfill its mission. Such intelligence and insights may include, but not be limited to, the following:

- General industry market and analyst reports
- Historical and forecast market trends and indices
- Category-specific procurement reports
  - Price drivers
  - Pricing/Cost models
  - Should-cost models
  - Total cost of ownership structure
  - Supply chain dynamics and risks
  - Competitive environment
  - Switching costs
- Pre-built standard and easily configurable custom cost modeling
- Custom research and reporting, analyst engagement

The intelligence should be extensive but utility industry specific and must cover a wide range of the equipment and services NYPA procures and which is summarized below (“NYPA Purchasing Sub-Categories”):

- **Architectural, Engineering and Technical Services**
  - Permitting, Siting and Licensing services
  - Project/Construction Management Services
  - QA/QC, Expediting, Inspection and Testing Services
  - Surveying, Engineering, Architectural and Design Services
  - Underwater Diving Operations Services
- **Construction and Outage Services**
  - Building Construction and MEP Services
  - Civil Construction Services
  - Environmental Remediation Services
  - General Contractor Construction Services
  - Mechanical and Electrical Contractor Services
  - Operations, Maintenance and Repair Services
  - Outage Management and Support Services
  - Transmission Line Construction Services
  - Vegetation Management Services
- **Energy and Commodities**
  - Power Purchase Agreements (PPAs)
  - Utilities (Gas, Electric, Water, etc.)
- **Facilities Maintenance and Operations**
  - Building Janitorial and Waste Removal
  - Building Repair and Maintenance
  - Concrete, Asphalt and Landscaping Material
  - Fleet

- Landscaping
- Office Furniture and Supplies
- Plumbing, HVAC and Low-voltage Electric Services
- Security and Safety
- **Major Equipment**
  - Circuit Breakers, Switchgear
  - Communication Cable and Related Equipment
  - Equipment Maintenance Services (non-Outage)
  - Generators
  - Heat Exchangers
  - HV Transmission Cable and Hardware
  - Instrumentation and Controls
  - Marine Equipment
  - Pumps, Motors and Other Mechanical Equipment
  - Solar Generation Equipment and Auxiliaries
  - Testing, Diagnostic and Survey Equipment
  - Transformers
  - Transmission Towers
  - Turbine Generator Parts and Components
  - Utility-Grade Battery Storage Equipment and Systems
- **MRO and Inventory**
  - Consumable Chemicals, Fluids and Fuels
  - Lighting
  - Logistics, 3PL and Freight Services
  - Personal Protective Equipment
  - Pipes, Valves and Fittings
  - Plumbing, HVAC and Building Electric Materials
  - Rental Equipment and Tools
  - Small Pumps and Motors
  - Tools and Small Parts
  - Uniforms
- **Research & Development**
  - Emergent Technologies
  - Innovation
- **People-Related**
  - Employee Benefits
  - Knowledge and Training
  - Permanent Staffing Services
- **Professional Services**
  - Energy Consulting
  - Environmental, Health and Safety Services
  - Finance and Insurance
  - IT Consulting
  - Legal
  - Managed Services
  - Marketing and Advertising
  - Meeting and Event Venues
  - Non-IT Consulting
  - Contingent Labor /Temporary Staffing (Professional)

- Temporary Staffing (Technical, Engineering, etc.)
- Travel
- **Technology**
  - IT Hardware
  - IT Services
  - IT Software
  - Network
  - Operations Technology
  - Telecommunications

The cost and market intelligence platform shall comply with the following technical requirements:

- Multi-tenancy SaaS-based delivery architecture
- Regular, delivered, vendor-managed updates and patches
- Standalone application without third-party integration (except allow for integration with NYPA’s selected SSO solution)
- Business-driven configurability
- Data center and security compliant with NYPA standards (see attached Appendix P and SaaS Questionnaire) as well as ISO 27001
- Mutually agreeable system availability/performance service-levels
- Predictable, scalable subscription-based user licensing model with a minimum of five (5) users

### 3. RFP TIMETABLE

Event	Time & Date
RFP Issued	Tuesday, January 14, 2020
Deadline to submit questions, requests for modifications including bid extension and clarifications	Wednesday, January 22, 2020
Responses to supplier questions	Friday, January 24, 2020
Bid Due Date	Wednesday, February 5, 2020
Planned Award Date	End of February
Planned Implementation Date (Financial Planning)	2Q20

Please use the “Messaging” function in Ariba for the submission of all questions by the date listed above.

As part of the evaluation process NYPA may conduct a workshop with qualified bidders and NYPA subject matter experts. The workshop will include a demonstration of the features indicated in supplier’s response to Requirements. NYPA may also, at its discretion, request additional information, including bidder presentation for bid clarification. Upon notification from NYPA, qualifying vendors must be prepared to demonstrate their system to NYPA within two weeks of the close of the RFP submission.

### 4. SELECTION CRITERIA

Vendors will be selected based on their ability to meet the following criteria (listed in descending order of importance):

1. **Ability to Deliver Value**

2. **User Experience / Ease of Use**
3. **Domain Expertise and Track Record**
4. **Pricing**

## **5. SUBMITTAL CONTENT REQUIREMENTS**

To be considered for inclusion on the shortlist of pre-qualified firms that will proceed to the Demonstration and Presentation stage (see Section 10), all suppliers must submit the following:

- Attachment 1 “Vendor Capabilities Response Form”, fill in all tabs.
- Attachment 2 “SaaS Question and Cost Proposal”, fill in all tabs.
- All required questions and Appendices as indicated in the Ariba tool.

**In order to be given access to the attachments listed above, all suppliers must register in the NYPA Ariba network. Please see instructions on [www.NYPA.gov/procurement](http://www.NYPA.gov/procurement) for further information.**

All responses should be submitted via Ariba using the provided Attachments in the section indicated. Additional relevant information may be submitted, limited to no more than ten (10) pages including the cover letter, but not including any supporting documentation related to case studies, project examples, appendix, or project references, and insight into proposed business models, service offerings, or other considerations.