# **Comprehensive Compliance Report**

### **△ AI-Suggested Executive Summary**

"Apex Power & Light (APL) aims to secure a turnkey EPC solution for the Desert Ridge Energy Center, a 50MWac Solar PV and 20MW/80MWh BESS project. Their objectives include providing dispatchable renewable energy during peak demand and ensuring strict adherence to performance and timeline requirements.

Helios Energy Systems presents a robust solution leveraging Tier 1 Bifacial Modules and a Liquid-Cooled LFP BESS, demonstrating expertise from over 2 GW of installed solar capacity and 500 MWh of storage deployments in similar environments. Helios ensures the project meets the June 1, 2026 COD and achieves the 99% Availability Guarantee."

**Compliance Score** 

93.8%

View detailed score breakdown by requirement below.

↑ Persuasion Score
 32/100

TONE: CONFIDENT

Based on confidence, active voice, and clarity.

• Weak words detected: pleased, understand, ensuring

## Proposal Winning Proposition

- Sexceeds PR and BESS RTE requirements.
- Strong safety record (EMR 0.72).
- Optailed schedule with key milestones.

#### Proposal Potential Flaws

- △ Limited detail on SCADA/NERC-CIP compliance beyond PPC.
- A Reliance on Tesla Megapack; limits BESS vendor options.
- △ Vague contingency plan (\$1.5M). No description.

## >> Legal Risk Detected

- Ensure flow-down of Tesla's warranty terms and conditions for the BESS.
- Verify Hitachi Energy's transformer delivery guarantees to mitigate LD exposure.
- Confirm Nor-Cal Controls' NERC/CIP pre-certification covers the specific project requirements.

## **Detailed Findings**

#1

COMPLIANT (1)

**RFQ Requirement Extracted:** 

Commercial Operation Date (COD): The facility must be fully operational and delivering power by June 1, 2026

**Bidder's Response Summary:** 

Helios confirms adherence to the June 1, 2026 COD.

Solar Performance Ratio (PR): Guaranteed Weather-Adjusted PR of ≥ 88 % for Year 1, measured at the POI. **Bidder's Response Summary:** Helios guarantees 88.5% PR, exceeding the 88% requirement. #3 COMPLIANT (1) **RFQ** Requirement Extracted: BESS Round Trip Efficiency (RTE): Minimum 85 % AC-to-AC efficiency guaranteed for the first 10 years. **Bidder's Response Summary:** Helios guarantees 86% AC-to-AC RTE, exceeding the 85% requirement. #4 COMPLIANT (1) **RFQ** Requirement Extracted: Availability: Plant Availability Guarantee of 99.0 % per annum. **Bidder's Response Summary:** Helios confirms 99.0% plant availability. #5 COMPLIANT (1) **RFQ** Requirement Extracted: EMR: Contractor must have an Experience Modification Rate (EMR) of 0.80 or lower. **Bidder's Response Summary:** Helios states they have an EMR of 0.72. #6 COMPLIANT (1) **RFQ** Requirement Extracted: ISO: Contractor must be ISO 9001:2015 certified. **Bidder's Response Summary:** Helios confirms ISO 9001:2015 certification. #7 COMPLIANT (1) **RFQ** Requirement Extracted: BESS: 10-Year Capacity Guarantee (augmentation allowed).

**RFQ Requirement Extracted:** 

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Helios offers a 15-Year BESS performance guarantee.

#8 PARTIAL (0.5)

#### **RFQ** Requirement Extracted:

NERC/CIP: The SCADA system must be fully compliant with NERC CIP-002 through CIP-011 standards.

#### **Bidder's Response Summary:**

Helios will deploy the Power Plant Controller (PPC) from Nor-Cal Controls. This system is pre-certified for NERC/CIP compliance and has successfully passed CAISO/FERC interconnection tests on 15 previous projects.

#### **Recommended Negotiation Stance:**

While the proposal mentions a pre-certified PPC system, the RFQ mandates full compliance with NERC CIP-002 through CIP-011 standards. Pivot to System Security: To ensure Apex Power & Light's grid security and reliability, we propose a comprehensive NERC/CIP compliance audit, performed by an independent cybersecurity firm, at our expense. This demonstrates our commitment to exceeding compliance requirements and safeguarding critical infrastructure. Script: "Apex Power, we recognize the critical importance of NERC/CIP compliance for grid security. While our PPC is pre-certified, we want to provide an extra layer of assurance. Therefore, we propose a complimentary, independent NERC/CIP audit to demonstrate our unwavering commitment to the highest security standards."

Commercial Proposal (Vol 2)

Identified Required Attachment/Appendices From RFQ

P6 Schedule (Appendix A)

Technical Proposal (Vol 1)