



RESPONSE TO QUESTIONS RELATED TO RFQL 2501

July 8, 2025

HARC is providing the following responses to questions related to the Request for Qualifications “RFQL” For Residential-Serving Solar and Battery Storage and Related Programs (RFQL 2501).

CATEGORY B

- ◆ Can you clarify whether HARC is looking for vendors (preferably CDFIs in Texas, we understand) that will provide loans themselves, or whether the following bullet points are asking for vendors to support HARC as it provides the loans (i.e. with designing and administering financial products)? In particular, we are hoping to clarify the bullet points that start with: "Development of low-interest loan products and programs," "Provide short-term “bridge loans,” and "Additional renewable energy financing products or programs."
 - ⇒ Entities providing financial products or designing and administering financial products in partnership with one or more financial institutions could apply to this RFQL. This includes designing or administering low-interest loan products, bridge loans, or renewable energy financing or programs.

CATEGORY F

- ◆ To understand what HARC's current systems architecture looks like, can you share whether you have existing software with which vendor software might integrate? This can include an application/intake portal, a CRM (e.g. Salesforce), a Virtual Data Room (e.g. Google Drive), an Accounting System (e.g. NetSuite), or others.
 - ⇒ HARC has a CRM, virtual data room, and accounting system. We may seek an application intake portal in a subsequent RFP.



- ◆ Can you share how HARC currently plans to collect data from various coalition members to aggregate into the EPA-required reports? What does that sub-awardee reporting process look like, or is that yet to be defined?
 - ⇒ HARC currently collects information from coalition members through forms tailored to the EPA reporting documents and updates provided in team check-ins.
- ◆ Can you share how many individuals throughout the coalition might be regularly using any software that helps with the following areas, as mentioned in the RFQL? How many users would need full access (not view only) to conduct the following work?
 - ⇒ Compliance: Approximately 5-10 individuals
 - ⇒ Administrative Services: Approximately 10-15 individuals
 - ⇒ Reporting: Approximately 5 individuals
- ◆ What type of "Administrative Services" does HARC envision procuring software or services for?
 - ⇒ HARC may procure project tracking services to support application collection and project data and transaction reporting.
- ◆ Would you be open to receiving pricing that is more conducive to software procurement for systems support to help with the above activities? i.e. per license per year rather than hourly rate of personnel
 - ⇒ Pricing per license would be helpful. However, either form is acceptable. An estimate for the expected total amount is most preferred.
- ◆ Does HARC already have systems in place for application/intake, diligence and underwriting, and portfolio/grant management?
 - ⇒ HARC has systems in place for grant management. HARC is not undertaking underwriting directly. HARC may procure project tracking services to support application collection and intake.
- ◆ Will the Sample Agreement (Attachment C) template be provided by HARC?
 - ⇒ HARC has updated the RFQL with a sample agreement with HARC's terms. Please provide an agreement with your organization's terms.

