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Evaluators Comments/Committee  
Worksheet Folder (Entire Folder)

Maurice Kaya Hydrogen Fund Evaluation

Kolohala 85pts

H2ENERGY 76pts

<p><b>Quality 30pts</b> Continues to demonstrate a high degree of technical knowledge, the increasing probability of success</p> <p><b>Business potential</b> Adds depth of business aspects of proposal, including clarification of commitment to cost...</p>	<p>This proposal limits early stage investments to RE projects without direct link to hydrogen as needed criteria for returns—<u>may conflict with law.</u></p> <p>Clarification seeks 6 times growth of the fund, but does not provide detail on how this is to achieved, nor does it provide supporting infor.</p>
<p><b>Approach &amp; Capabilities 20pts</b> <i>Qualifications of the individuals and overall team</i> Top notch. Track record of Kolohala in local investment....</p>	<p>Tech &amp; invest team clearly have experience desired, but interim nature of assignments add uncertainty</p>
<p><b>Anticipated Benefits 20pts</b> <i>Past performance matter with HNEI addressed by assigning overall responsibility to Kolohala</i></p> <p><b>Expected amount of Fund Leverage</b> Significant. Skin in the game by fund manager</p> <p><b>Fostering the development of renewable energy projects and businesses in the State</b> Clearer articulation of investment focus and commitment to Hawaii demonstrated by additional responses.</p>	<p>...not necessarily with link to hydrogen. <u>May conflict with legislative intent.</u></p> <p>...amplification of approach lacking, so probability of success cannot be determined.</p> <p>...focuses on renewable energy as the preferred strategy for successful business, but again, <u>may conflict with leg. intent.</u></p>
<p><b>Cost and value of expected results 20pts</b> Much clearer articulation of money allocation and investment strategies in BAFO</p> <p><b>Resource-use efficiency</b> Detailed responses to investment strategy and why has helped understand relation of investments..</p> <p><b>Co-funding or other value-added aspects</b> Commitment from partners to put up their own funds for investment</p>	<p>...but because of the lack of track record of the specific investment firm, Sennet, it is difficult to make a comparison based on past results.</p> <p>Additional information provided, particularly on record of achievement of HiBEAM as an accelerator, but not as an investor.</p> <p>No comments entered in this category</p>

KOLOHALA 85pts

cont. Maurice Kaya

H2ENERGY 76pts

<p><b><i>Evaluator's comments, recommendations for negotiation</i></b>          ...written responses to the evaluators' questions and BAFO showed depth, knowledge, clearly articulated investment strategy and justification and strong commitment to Hawaii. Acknowledgement of the limitation of UH as an adequate hydrogen cluster was refreshing...</p>	<p>They have not identified a co-investment fund, simply articulated a target leverage without detailed substantiation.          This proposal could have been improved by providing greater detail in the response to many questions, particularly over the interim nature of the proposed principals and non-definite cost share commitments.</p>
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**John Tantlinger Hydrogen Fund Evaluation**

KOLOHALA 82pts

H2ENERGY 75.5pts

<p><i>Qualifications of the individuals and the overall team</i></p> <p>Makes no written comments in the different categories</p> <p><i>Evaluator's comments, recommendations for negotiation</i></p> <p>Recommend negotiation be initiated for contract</p>	<p>"Interim" status of key individuals on team not adequately resolved. Thus scores <u>decreased</u>.</p> <p>Competitive proposal which could be considered for contract award</p>
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**William Park Hydrogen Fund Evaluation**

KOLOHALA 89pts

H2ENERGY 83pts

<p>No written comments at all</p>	<p>No written comments at all</p>
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**EVALUATION RATING FORM**  
**RFP 07-11-SID**  
 Hydrogen Investment Capital Special Fund  
 and Hawaii Renewable Hydrogen Program Management Services

**Evaluation Committee Member Name:** (Please print)           M. Kaya          

**Date:**   7/13/07  

**Evaluation Committee Member Signature:**           *M. Kaya*          

**Proposer's Name:**                           Kolohala                          

	Criteria	Total Points	Break-down	Initial Score	BAFP Score	Comments
<b>1.</b>	<b>Quality</b>	<b>30</b>		<b>24</b>	<b>26</b>	
	a. Technical potential to successfully achieve the strategic energy needs of the State, private sector development, and use of advanced energy technologies. Includes responses to questions concerning Project Technical Considerations		15	12	13	Amplified information continues to demonstrate a high degree of technical knowledge, the increasing probability of success
	b. Business potential to successfully achieve the strategic energy needs of the State, private sector development, and use of advanced energy technologies. Includes responses to questions concerning Project Selection/Criteria		15	12	13	Amplification and justification of investment strategy adds to depth of business aspects of proposal, including clarification of commitment to cost share without review of prime.
<b>2.</b>	<b>Approach and Capabilities</b>	<b>30</b>		<b>25</b>	<b>27</b>	
	a. Realism of program approach and methods proposed for attaining desired objectives and expected results including milestones. Should a respondent's proposal include separate entities for management of the Program and Fund, the State prefers an integrated approach whereby organization and management structure maximize		10	7	8	Timeliness question addressed, including amplified information of resources and staff devoted to project by HNEI.

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	efficiency for and accountability to the State. Includes responses to questions concerning Team/Management and Overall Objectives					
	b. Qualifications of the individuals and the overall team.		8	7	8	Top notch. Track record of Kolohala in local investments, and emphasis on clean tech sound. Proposed proj mgr exhibited lack of experience in interview.
	c. Proposed management organization . Integration of all elements preferred.		8	7	7	Additional clarity provided
	d. Utilization of professional contacts and networks to achieve desired objectives and expected results.		4	4	4	
<b>3.</b>	<b>Anticipated Benefits</b>	<b>20</b>		<b>14</b>	<b>16</b>	
	a. Potential for achievement of renewable hydrogen technology development and application in a timely manner		5	3	3	Past performance matter with HNEI addressed by assigning overall responsibility to Kolohala.
	b. Expected amount of Fund leverage from other capital sources. Includes responses to questions concerning Leverage.		5	3	4	Significant. Skin in the game by fund manager, parallel investment focusing on clean tech described.
	c. Residual value to the STATE.		5	4	4	Lingering question (minor) remains on contingency fee and return of contingency fund to state.
	d. Fostering the development of renewable energy projects and businesses in the STATE.		5	4	5	Clearer articulation of investment focus and commitment to Hawaii demonstrated by additional responses.

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4.	<b>Cost and Budget</b>	<b>20</b>		13	16	
	a. Cost and value of expected results. Includes responses to questions concerning Allocation of funds.		10	7	8	Much clearer articulation of money allocation and investment strategies in BAFO.
	b. Resource-use efficiency. Includes responses to questions concerning Financial/Investment issues.		5	3	4	Detailed responses to investment strategy and why has helped understand relation of investments and financial returns with the targeted fund approach.
	c. Co-funding or other value-added aspects.		5	3	4	Commitment from partners to put up their own funds for investment.
	<b>TOTAL POSSIBLE POINTS:</b>	<b>100</b>		76	85	

**Note: Proposer presentations may have impacted initial scores in all categories.**

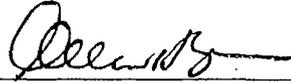
**Evaluator's comments, recommendations for negotiation:**

The major issue with a potential conflict of interest has been addressed in the BAFO. During the interview this team did not portray itself well—the proposed project manager did not convey a sense of confidence and appeared inexperienced. Principals from the investment walked in and out of the interview. The proposed fund manager was not present. However the written responses to the evaluators' questions and BAFO showed depth, knowledge, clearly articulated investment strategy and justification, and strong commitment to Hawaii. Acknowledgement of the limitation of UH as an adequate hydrogen cluster was refreshing, while simultaneously expanding on the vision to achieve greater success and the tie of UH research and business development.

**EVALUATION RATING FORM**  
**RFP 07-11-SID**  
 Hydrogen Investment Capital Special Fund  
 and Hawaii Renewable Hydrogen Program Management Services

Evaluation Committee Member Name: (Please print) M. Kaya

Date: 7/13/07

Evaluation Committee Member Signature: 

Proposer's Name: HiBEAM

	Criteria	Total Points	Break-down	Initial Score	BAFP Score	Comments
1.	<b>Quality</b>	30		19	22	
	a. Technical potential to successfully achieve the strategic energy needs of the State, private sector development, and use of advanced energy technologies. Includes responses to questions concerning Project Technical Considerations		15	10	12	Additional amplifying info provided on approach, but this proposal limits early stage investment to RE projects without direct link to hydrogen as needed criteria for returns—may conflict with law
	b. Business potential to successfully achieve the strategic energy needs of the State, private sector development, and use of advanced energy technologies. Includes responses to questions concerning Project Selection/Criteria		15	9	10	Clarification seeks 6 times growth of the fund, but does not provide detail on how this is to achieved, nor does it provide supporting information.
2.	<b>Approach and Capabilities</b>	30		26	26	
	a. Realism of program approach and methods proposed for attaining desired objectives and expected results including milestones. Should a respondent's proposal include separate entities for management of the Program and Fund, the State prefers an integrated approach whereby organization and management structure maximize		10	8	8	Additional clarity provided regarding program approach but does not materially add substance to that originally in the written proposal.

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	efficiency for and accountability to the State. Includes responses to questions concerning Team/Management and Overall Objectives					
	b. Qualifications of the individuals and the overall team.		8	7	7	Tech and invest team clearly have experience desired, but interim nature of assignments add uncertainty. No additional commitments offered except for project manager Ogdjie.
	c. Proposed management organization . Integration of all elements preferred.		8	7	7	
	d. Utilization of professional contacts and networks to achieve desired objectives and expected results.		4	4	4	
<b>3.</b>	<b>Anticipated Benefits</b>	<b>20</b>		<b>12</b>	<b>14</b>	
	a. Potential for achievement of renewable hydrogen technology development and application in a timely manner		5	3	3	This team confirms that early stage investments will be made in RE tech, not necessarily with a link to hydrogen. May conflict with legislative intent.
	b. Expected amount of Fund leverage from other capital sources. Includes responses to questions concerning Leverage.		5	2	3	Target 6x fund leverage disclosed, but amplication of approach lacking, so probability of success cannot be determined.
	c. Residual value to the STATE.		5	3	3	
	d. Fostering the development of renewable energy projects and businesses in the STATE.		5	4	5	On a strict basis, this proposal focuses on renewable energy as the preferred strategy for successful business, but again, may conflict with leg intent.

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4.	<b>Cost and Budget</b>	20		11	14	
	a. Cost and value of expected results. Includes responses to questions concerning Allocation of funds.		10	5	7	More information provided on pro bono value of contribution of advisors, but because of the lack of track record of the specific investment firm, Sennet, it is difficult to make a comparison based on past results.
	b. Resource-use efficiency. Includes responses to questions concerning Financial/Investment issues.		5	3	4	Additional information provided, particularly on record of achievement of HiBEAM as an accelerator, but not as an investor.
	c. Co-funding or other value-added aspects.		5	3	3	
	<b>TOTAL POSSIBLE POINTS:</b>	<b>100</b>		<b>68</b>	<b>76</b>	

**Note: Proposer presentations may have impacted initial scores in all categories.**

**Evaluator's comments, recommendations for negotiation:**

This proposer's interview and response to questions in the BAFO provided additional clarity of their approach and of the tenure of the project manager. They have not identified a co-investment fund, simply articulated a target leverage without detailed substantiation. During the interviews, principals (except for the fund manager) appeared, including the program management lead, who came from the mainland. This proposal could have been improved by providing greater detail in the response to many questions, particularly over the interim nature of the proposed principals and non-definite cost share commitments.

**EVALUATION RATING FORM**  
**RFP 07-11-SID**  
 Hydrogen Investment Capital Special Fund  
 and Hawaii Renewable Hydrogen Program Management Services

Evaluation Committee Member Name: (Please print) John Tantlinger

Date: 7/13/07

Evaluation Committee Member Signature: 

Proposer's Name: Kolohala Holdings LLP, and UH-Hawaii Natural Energy Institute (HNEI)

	Criteria	Total Points	Break-down	Initial Score	BAFP Score	Comments
1.	<b>Quality</b>	30		25	25.5	
	a. Technical potential to successfully achieve the strategic energy needs of the State, private sector development, and use of advanced energy technologies. Includes responses to questions concerning Project Technical Considerations		15	12	12.5	
	b. Business potential to successfully achieve the strategic energy needs of the State, private sector development, and use of advanced energy technologies. Includes responses to questions concerning Project Selection/Criteria		15	13	13	
2.	<b>Approach and Capabilities</b>	30		24.5	26	
	a. Realism of program approach and methods proposed for attaining desired objectives and expected results including milestones. Should a respondent's proposal include separate entities for management of the Program and Fund, the State prefers an integrated approach whereby		10	7	8	

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	organization and management structure maximize efficiency for and accountability to the State. Includes responses to questions concerning Team/Management and Overall Objectives					
	b. Qualifications of the individuals and the overall team.		8	8	8	
	c. Proposed management organization . Integration of all elements preferred.		8	6	6.5	
	d. Utilization of professional contacts and networks to achieve desired objectives and expected results.		4	3.5	3.5	
<b>3.</b>	<b>Anticipated Benefits</b>	<b>20</b>		<b>14</b>	<b>14.5</b>	
	a. Potential for achievement of renewable hydrogen technology development and application in a timely manner		5	4	4	
	b. Expected amount of Fund leverage from other capital sources. Includes responses to questions concerning Leverage.		5	3.5	3.5	
	c. Residual value to the STATE.		5	3.5	3.5	
	d. Fostering the development of renewable energy projects and businesses in the STATE.		5	3	3.5	

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4.	<b>Cost and Budget</b>	20		15.5	15.5
	a. Cost and value of expected results. Includes responses to questions concerning Allocation of funds.		10	8	8
	b. Resource-use efficiency. Includes responses to questions concerning Financial/Investment issues.		5	3	3.5
	c. Co-funding or other value-added aspects.		5	4.5	4.5
	<b>TOTAL POSSIBLE POINTS:</b>	100		79	81

**Note:** Proposer presentations may have impacted initial scores in all categories.

**Evaluator's comments, recommendations for negotiation:**

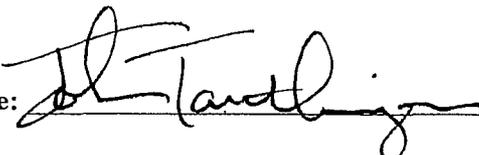
Comments and BAFP scores above based on overall eval, including responses to questions provided, and presentation in 6/28/07 meeting.

Responses to seminal points of concern / need for clarity within eval committee questions demonstrated flexibility, without "surrendering" the potential need for greater definition / mutual agreement via negotiation (i.e., investment criteria\*). In addition, responsiveness re-structured management / dec-making to avoid potential conflict identified in initial review / eval. Recommend negotiation be initiated for contract award, and among other provisions, \*investment criteria be defined WRT RE/H2.

**EVALUATION RATING FORM**  
**RFP 07-11-SID**  
 Hydrogen Investment Capital Special Fund  
 and Hawaii Renewable Hydrogen Program Management Services

Evaluation Committee Member Name: (Please print) John Tantlinger

Date: 7/13/07

Evaluation Committee Member Signature: 

Proposer's Name: H2 Energy, LLC (HiBeam, and Sennet w/Sentech as SubContractor)

	Criteria	Total Points	Break-down	Initial Score	BAFP Score	Comments
1.	<b>Quality</b>	30		22	24	
	a. Technical potential to successfully achieve the strategic energy needs of the State, private sector development, and use of advanced energy technologies. Includes responses to questions concerning Project Technical Considerations		15	11	11.5	
	b. Business potential to successfully achieve the strategic energy needs of the State, private sector development, and use of advanced energy technologies. Includes responses to questions concerning Project Selection/Criteria		15	11	12.5	
2.	<b>Approach and Capabilities</b>	30		23	22.5	
	a. Realism of program approach and methods proposed for attaining desired objectives and expected results including milestones. Should a respondent's proposal include separate entities for management of the Program and Fund, the State prefers an integrated approach whereby		10	7.5	7.5	

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	organization and management structure maximize efficiency for and accountability to the State. Includes responses to questions concerning Team/Management and Overall Objectives					
	b. Qualifications of the individuals and the overall team.		8	6.5	6	<i>"Interim" structure of key individuals ok</i> <i>Team not adequately reviewed. This needs decreased.</i>
	c. Proposed management organization . Integration of all elements preferred.		8	6	5.5	
	d. Utilization of professional contacts and networks to achieve desired objectives and expected results.		4	3	3.5	
<b>3.</b>	<b>Anticipated Benefits</b>	<b>20</b>		<b>13.5</b>	<b>14</b>	
	a. Potential for achievement of renewable hydrogen technology development and application in a timely manner		5	3.5	4	
	b. Expected amount of Fund leverage from other capital sources. Includes responses to questions concerning Leverage.		5	4	4	
	c. Residual value to the STATE.		5	2.5	2.5	
	d. Fostering the development of renewable energy projects and businesses in the STATE.		5	3.5	3.5	

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4.	<b>Cost and Budget</b>	20		15	15	
	a. Cost and value of expected results. Includes responses to questions concerning Allocation of funds.		10	8	8	
	b. Resource-use efficiency. Includes responses to questions concerning Financial/Investment issues.		5	3	3	
	c. Co-funding or other value-added aspects.		5	4	4	
	<b>TOTAL POSSIBLE POINTS:</b>	100		73.5	75.5	

**Note: Proposer presentations may have impacted initial scores in all categories.**

**Evaluator's comments, recommendations for negotiation:**

Comments and BAFP scores above based on overall eval, including responses to questions provided, and presentation in 6/26/07 meeting.

Office appears capable. Additionally, interim status of assignments of key team roles has been explained and acknowledged & partially resolved in favor of solidifying in advance. Thus, competitive proposal which could be considered for contract award - assessed as credible/qualified.