



## **LOS ANGELES CLEANTECH INCUBATOR REQUEST FOR QUOTES (RFQ)**

### **STARTUP PITCH DECK CURRICULUM AND 90-MINUTE PRESENTATION**

**RESPONSES DUE: MAY 15TH, 2020**

#### **INTRODUCTION**

Los Angeles Cleantech Incubator (LACI)'s mission is to create an inclusive green economy by unlocking innovation, transforming markets, and enhancing community. LACI aims to build a regional innovation ecosystem that supports the discovery and commercialization of clean technologies by creating new companies, de-risking the cleantech commercialization process, and helping companies successfully deliver market-ready cleantech solutions along with accompanying jobs. Founded by the City of Los Angeles and its Department of Water & Power (LADWP) in 2011, LACI is a nonprofit organization focused on energy, transportation, and sustainable cities. LACI was formed as an economic development initiative to transform a traditional blue collar industrial area into a thriving cleantech corridor. The organization utilizes a unique and integrated approach to spur the green economy to reduce statewide greenhouse gas emissions, improve air quality, create jobs, and generate local economic impact. LACI serves entrepreneurs, students, and job seekers around the world, but primarily in the greater Los Angeles region throughout LA County, with a focus on sustainable solutions for underserved communities. We also support initiatives in Santa Barbara, Orange and Ventura counties.

#### **BACKGROUND**

LACI is the recipient of a California Energy Commission (CEC) Electric Program Investment Charge (EPIC) grant to lead the Los Angeles Regional Energy Innovation Cluster (REIC) covering Los Angeles County, Orange County, Ventura County and Santa Barbara County. As a component of this REIC grant, LACI leads a program for clean technology startups and innovators called the Innovators Program which includes topical training workshops. This RFQ

is a competitive solicitation to lead content development and delivery for one of these topical training workshops.

## **SCOPE OF WORK**

It is the intent of LACI to solicit quotes/proposals from Respondents that have expertise in the provision of professional services that they are able to provide at the direction of LACI including:

1) By early August 2020, prepare a toolkit that LACI has a non-exclusive free license to use internally following the curriculum session. This time frame is subject to change.

2) In September 2020, deliver a (PPT) presentation to a cohort of LACI cleantech startups and LACI staff (e.g. 30 founders, 10 LACI staff or mentors, duration of 60-90 minutes). This time frame is subject to change. Topics for discussion should cover the following, where Respondents are invited to submit a comparable scope of work consistent with these:

- Pitch deck models.
- Strong and weak pitch deck examples.
- Review the various types of investors - angels, corporate strategics, impact investors, family offices, and how to engage with them through pitch decks.
- Storytelling.
- Executive Summary.
- Pitching the Investment, including Exit Strategy (with Comparables).

## **BID RESPONSE REQUIREMENTS**

Respondents are required to provide the following information in a proposal/quote, at their sole cost and expense:

1. Letter of interest that contains the name, address and telephone number of the firm or contractor submitting letters of interest and resumes, including the name of the key contact person.
2. The number of years of experience the respondent has in the professional service area must be included in either the letter of interest or resume.
3. At least two (2) letters of recommendation and/or contact information from previous clients and one (1) sample workshop agenda from within the last three (3) years.
4. A fixed-price offer for Respondent's proposed scope for this contract, showing price build-up based upon Respondent's rate structure.

5. Describe the services that Respondent would perform directly.

## **EVALUATION OF QUOTES/PROPOSALS**

For all quotations/proposals, the following criteria will be used in the evaluation:

- Positive reference checks
- Competitive pricing
- Demonstration of successful client use of methods/training and results achieved by clients
- Customer Service and workshop facilitation experience.
- LACI is committed to building a more inclusive ecosystem in the cleantech sector, qualified Respondents/Business Owners who are members of underrepresented groups such as women or people of color are strongly encouraged to submit quotes. Please indicate in your submission if you are a minority or women owned business.

**Please submit all quotes to Shannon Wright via email [swright@lincubator.org](mailto:swright@lincubator.org).**