



# RIVIAN

20XX Rivian Request for Proposals (RFP)  
*Sample RFP Content*



# Driving Change Through Clean Energy Procurement

## A Case Study of Rivian's Power with Purpose Procurement Model

---

### *Example RFP Materials and Narrative Questionnaire:*

*The following material is selected content from Rivian's Request for Proposal framework. This content is intended to provide an illustrative example of how an RFP (or bi-lateral) process can frame and highlight the purpose-led procurement model.*

### **Background**

#### **About Rivian and Forever**

Rivian is an American electric vehicle company founded in 2009. Rivian has facilities in Irvine, California; Plymouth, Michigan; Palo Alto, California; Carson, California; Vancouver, British Columbia and London, England. Rivian operates a manufacturing plant in Normal, Illinois and plans to construct and operate a second manufacturing plant in Georgia.

Rivian has launched three vehicles: The R1T pickup, the R1S SUV, and EDV last-mile delivery vehicle.

Rivian is on a mission to keep the world adventurous forever. We believe there is a more responsible way to explore the world and are determined to make the transition to sustainable transportation an exciting one. We designed our emissions-free Electric Adventure Vehicles to challenge what's possible.

To build the kind of future our kids and our kids' kids deserve, extraordinary steps must be taken to stop the carbonization of our atmosphere and preserve our natural ecosystems. This requires individuals and entire industries to come together in ways we never have before to transition the world toward sustainable energy.

To extend our impact beyond the products we make and the associated competition they hopefully inspire, we have established Forever. Its philanthropic mission is dedicated to addressing our planet's climate crisis and preserving the critical biodiversity needed for our planet's long-term survival. We are putting 1% of Rivian's equity into Forever, providing it with a substantial and growing financial platform to focus on high impact climate initiatives with an

emphasis on preserving and restoring wildlands, waterways and oceans. By putting 1% of Rivian's equity into Forever, the natural world will become a stakeholder in our success.

### **About The Nature Conservancy and Involvement in RFP**

The Nature Conservancy (TNC) and Rivian have strong organizational alignment and shared interests, that have enabled us to come together towards a common goal of preserving biodiversity and fighting climate change. A critical component to this work is the acceleration of clean energy that advances community, conservation, and climate priorities.

Founded in the U.S. through grassroots action in 1951, TNC is one of the most effective and wide-reaching environmental organizations in the world. Thanks to more than a million members and the dedicated efforts of our diverse staff and over 400 scientists, we impact conservation in 76 countries and territories: 37 by direct conservation impact and 39 through partners.

TNC's mission is to conserve the lands and waters on which all life depends. To achieve this, we must boldly address the biodiversity and climate crises over the next decade. By maximizing our ability to affect change between now and 2030, we can shape a brighter future for people and our planet.

TNC's sustainability program uses a science-based method for tracking annual carbon emissions, setting quantitative carbon reduction targets, and guiding emission reduction actions throughout the organization. Electricity usage is TNC's second-highest source of carbon emissions. To supplement on-site solar and energy efficiency measures, TNC aims to meet those electricity needs from off-site utility scale clean energy sources that meet the highest standards for sustainable and equitable renewable energy siting.

As part of the partnership between Rivian and TNC, TNC will participate as a potential offtaker in one or multiple projects selected through this RFP. While the contractual arrangement of TNC's offtake will be strictly between TNC and Rivian and separate from any PPA executed between Rivian and suppliers participating in this RFP, TNC will be an active partner in evaluating projects. TNC prioritizes projects built on formerly developed and/or degraded lands, such as landfills, mine lands, retired coal plants, and brownfields, and will not participate in projects that have known conflicts with TNC's Site Renewables Right data layers and other conservation designations. TNC also prioritizes projects that are consistent with the goals of the local community and will contribute to an equitable energy transition.

### **RFP Overview and Goals**

This RFP supports Rivian's mission to decarbonize the energy and transportation sector by procuring renewable energy from high impact and high value projects. Supply from this RFP will support Rivian's commitment to achieve carbon neutrality and to match every mile driven by a Rivian vehicle with renewable energy. Rivian prioritizes the following in its procurement efforts:

- **Impact:** Impact will be measured broadly across three criteria: Climate, Conservation, and Communities with additional consideration given to corporate commitments and practices. Within those categories the following goals are key Rivian criteria for an impactful project.
  - **Climate:** Additionality, emissionality
  - **Conservation:** Environmental impact, siting and land-use, biodiversity, mitigation
  - **Communities:** Social benefits, equity, community engagement, workforce
  - **Corporate:** code of conduct, DEI, mission alignment
- **Value:** Cost competitiveness across standard regional benchmarks and when compared to other regional projects
- **Region:** Regionally matched renewables to drive decarbonization in the communities we operate.

Rivian views all engagement with suppliers as an opportunity to come together towards long-term partnership with consistent contracting approaches to support our growing load. Rivian's goal is to develop long-term energy partners with a pipeline of clean energy projects to support our growing near and long-term renewable needs, help Rivian catalyze renewable energy deployment, develop high impact renewable matching solutions, and drive materially impactful decarbonization solutions for Rivian, the community, and the planet.

### **Supplier Code of Conduct**

At Rivian, our mission is to deliver exciting products that are built with passion, high ethical standards, and a commitment to sustainability. We have an obligation to a broad range of stakeholders to ensure fair and transparent business practices, and our suppliers play an integral part in living up to those obligations. We count on our global network of suppliers and business partners to commit to and uphold our values, high standards of integrity and operating principles. The Supplier Code of Conduct included as part of the RFP bidder package outlines Rivian's expectations of suppliers regarding ethical standards and business conduct, as well as their practices, particularly in the areas of labor rights, human rights, and the environment. We expect all our suppliers to help hold their suppliers accountable to equivalent ethical standards and business conduct, including in the areas of labor rights, human rights, and environmental impact.

Rivian aims to build long-term partnerships with suppliers. Suppliers who can demonstrate commitment or an ability to rise to this Code of Conduct are highly preferred.

### **Submission Package**

Offer Form(s)

The excel file data template is the primary source of data for evaluating submissions. Proposals must complete the appropriate sheets within the data template for the category of project being submitted. Instructions are found in the first tab of the Offer Form.

## Offer Narrative

Bidders should submit a brief narrative of the proposed project and Bidder qualifications. The narrative provides a fuller picture of the Bidder and project not captured in the Offer Form.

**The offer narrative should be submitted as a .pdf document that includes the following sections in the order listed below:**

1. Developer Overview
  - a. Describe developer company, parent company affiliation, operational footprint, and other relevant overview information.
2. Project summary
  - a. Brief summary of project including location, sizing, and any relevant high-level details. Please include total acres of the project footprint.
  - b. Please describe project financing structure if submitting for PPA consideration.
3. Project details summary table
  - a. Project name, project/offer type, location, capacity, annual expected generation, COD, pricing.
4. Technology Description
5. Site description
  - a. Detailed description of the current land use of the project footprint, including a detailed site map that includes new roads (temporary and permanent), staging areas, new powerlines, security fencing, and turbine or photovoltaic structure locations.
  - b. Describe all environmental reviews and consultations performed to date, including any biodiversity or cultural heritage site reviews. Bidder should be prepared to provide documentation if requested.
  - c. Describe any planned, completed, or in progress mitigation actions.
6. Interconnection
  - a. Describe the project's proposed interconnection including proximity to transmission interconnection and any new interconnection facilities that would need to be built.
7. Decommissioning
  - a. Describe the project's decommissioning plans including any decommissioning requirements.
8. Project Risk:
  - a. Provide a brief overview of project risks, particularly related to status of:
    - i. Project interconnection
    - ii. Site control

- iii. Environmental zoning, studies, and permitting (including description of the permitting lead agency and achieved and outstanding milestones)
    - iv. Financing
    - v. Supply chain, including efforts to avoid sourcing from regions known to utilize forced labor
  - b. Please disclose any additional project offtakers (if applicable & disclose-able).
  - c. Please disclose if offer is currently bid into other RFPs, shortlisted, or in contract negotiations (active or pending).
  - d. Please list any potential conflicts of interest (real or perceived).
- 9. Community experience
  - a. Describe the community engagement process from early through current development phases and plans through the remainder of project development.
  - b. Where and when was the first public event (official or unofficial) about the project?
  - c. Which community groups were engaged, and which methods were used to solicit feedback from a diverse subset of community members?
  - d. Describe the perspectives of the host community, both favorable and unfavorable.
  - e. Describe what benefits the project provides the community in which it is located, including any community benefit agreements or funds donated to local groups.
  - f. Describe the project's intended workforce development efforts including estimates of jobs created and how many may be sourced from the local community.
  - g. Please include two contact names from community groups that might serve as reference for the developer's community engagement practices. Or provide evidence in the form of letters of support or other indication of such practices.
- 10. Developer experience
  - a. Brief description of developer experience, particularly related to previously completed projects of a similar scope and scale.
  - b. Please describe any known or planned partners involved in the project. For example, independent engineers, tax equity or debt partners, legal, EPC or others.
  - c. Please describe your approach to safety, including data and safety metric collection from contractors and subcontractors.
- 11. Supplier Code of Conduct
  - a. Describe your commitment to Rivian's Supplier Code of Conduct and existing practices and protocols that support that commitment. Describe existing codes of conduct in place at your company and applicable to this offer, and, as applicable, your approach to holding your suppliers accountable to that code of conduct. If you have any objection to the Supplier Code of Conduct, please describe.

Shapefiles of Project Site

Please provide geospatial vector data (as shapefiles) for the project site. Include available detail for renewable energy infrastructure associated with the project (e.g., delineation of turbine pads, solar arrays, and aboveground powerlines), as well as other infrastructure and disturbance features associated with the project (e.g., improved roads, trenched powerlines, high impact staging areas, and permanent fencing).

## **Evaluation and Selection Criteria**

### **Quantitative Evaluation**

Rivian will assess market performance against the applicable settlement point utilizing the bidder-provided 15-year forecast of hourly generation data provided in the Offer Form.

### **Qualitative Evaluation Criteria**

Rivian will consider a common set of qualitative criteria. All criteria are founded on the core principle of creating the greatest positive impact to the grid, our communities, and the planet. Rivian will also assess the development risk of projects. Note this list may be revised at Rivian's sole discretion.

#### **Climate:**

- **Additionality:** Rivian seeks to create material impact toward decarbonizing the grid. Generally, with some exceptions, new build projects have the greatest contribution to this goal, followed by re-powers and then existing projects.
- **Location:** As much as possible, Rivian seeks to align a contracted project's generation to the same grid as the relevant load.
- **Emissionality:** Rivian seeks to contract with projects that create the greatest carbon emissions reduction possible.

#### **Conservation:**

- **Environmental footprint:** Each project has a site footprint that impacts the environment. Projects that are likely to cause significant adverse impacts to wildlife and habitat will score low on this criterion, such as projects that have known conflicts with [The Nature Conservancy's Site Renewables Right](#) data layers or other equivalent conservation designations. Projects built on formerly developed and/or degraded lands, such as landfills, mine lands, and brownfields, will be given priority. Rivian also seeks to contract from projects that maximize environmental benefits, such as employing minimization technology or including features that provide water quality or habitat benefits.

#### **Community:**

- **Community Impact:** Each project will have a unique impact on its surrounding communities. Rivian seeks to accelerate an equitable energy transition by creating positive impact in the communities we serve. Projects that have clear community

engagement plans, evidence of community support, and demonstrable financial and other community benefits will be scored higher on this criterion.

- **Workforce and Labor Impact:** Rivian seeks expand the clean energy workforce using fair wages, working conditions, and long-term job creation. Projects that demonstrate alignment with this commitment are preferred.

Corporate:

- **Company commitments and practices:** Rivian seeks to partner with counterparties that champion ESG goals, actively create diverse and inclusive work environments, and are aligned with Rivian’s mission.

**THANK YOU.**

**Rivian offers sincere thanks and gratitude for participating in our National RFP and we look forward to reviewing your offer.**