



## Clarifying Questions re: SCoBA RFP for Low-Emission Cement – April 2026

### 1. Future Engagement

#### **1.1. How can producers continue to be involved in SCoBA?**

The Organizers encourage producers to continue to engage with SCoBA through future Requests for Information (RFIs) and Requests for Proposals (RFPs). Future RFP timing will depend on member demand, market readiness, and lessons learned from this initial procurement.

#### **1.2. How can producers with projects coming online after December 31, 2028 stay involved?**

To be eligible for this RFP, respondents must demonstrate a credible pathway to first EAC delivery by December 31, 2028. Producers with longer timelines are encouraged to remain engaged through future SCoBA RFIs and RFPs, as subsequent procurements may reflect different delivery windows based on member demand.

#### **1.3. Will shortlisted or non-winning respondents also receive individualized feedback on their proposals to support participation in future procurement rounds?**

Where feasible, shortlisted respondents may receive limited, high-level feedback to support participation in future procurements, though detailed individualized reviews are not guaranteed.

#### **1.4. Do the SCoBA Organizers facilitate introductions to buyers?**

At this time, SCoBA Organizers are not facilitating introductions between producers and individual buyers. SCoBA Organizers will remain agnostic to any individual producers and allow buyers to identify the technologies and producers that best meet their needs.

For questions about this document, please email [info@buildscoba.org](mailto:info@buildscoba.org).

## 2. Public Procurement

### 2.1. Do you see this RFP supporting public procurement requirements for cement in any way?

This RFP is designed to support voluntary, market-based procurement of low-emissions cement EACs. While the outcomes of this procurement may help inform broader market development and support increased supply of low-emissions cement, SCoBA does not make representations regarding compliance with specific public procurement requirements.

## 3. Registry Development

### 3.1. Will a registry rulebook be developed by SCoBA Organizers? How can the winning respondent expect to interact with the registry?

Ownership, tracking, and retirement of EACs will be managed consistent with the [Book and Claim Framework](#) and [AIM Standard and Guidance](#). Registries are considered best practice for long-term scalability and transparency of book and claim systems, and SCoBA intends to develop a centralized registry to support issuance, tracking, and retirement of EACs beginning in the second half of 2026.

If an interim tracking mechanism is used, contractual terms will recognize the interim mechanism to ensure EAC integrity and enforceability. For more on this, please see Section 2.3 of the Introductory Materials. Internal supplier registries do not meet SCoBA's registry requirements for this RFP. For this RFP, the selected Respondent(s) is/are required to work with SCoBA Organizers to ensure that the environmental attributes procured as a result of this RFP are registered appropriately at the time of cement EAC delivery and for subsequent retirement.

## 4. RFP Eligibility

### 4.1. What functional units are eligible for this procurement? Does this differ than the Book and Claim Framework?

This RFP is focused exclusively on the cement functional unit. The [Book and Claim Framework](#) outlines issuance criteria for concrete and clinker functional units in addition to cement. However, this procurement intentionally has a more limited scope. Future SCoBA procurements may focus on other functional units.

### 4.2. Are SCM producers eligible to respond to this RFP?

SCoBA Organizers welcome SCM producers to respond to this RFP in partnership with a cement producer. As this procurement focuses on the cement functional unit, SCM technologies are eligible only when incorporated into a cement product that meets the RFP's criteria including the emissions threshold. Section 2.1 of the [Book and Claim Framework](#) articulates the current approach to SCMs and describes a separate ongoing exploration into the potential for direct EAC issuance for SCM producers.

## 4. RFP Eligibility (continued 2 of 4)

### 4.3. In a partnership model, how are EACs generated and allocated?

EACs are generated after the physical cement product is produced and shipped and are issued by the cement producer whose facility produces the blended cement product. EACs attach solely to the cement producer's output; any allocation of value, revenue, or compensation between partners is managed through private commercial agreements and not through separately issued SCM EACs.

### 4.4. What type of EPD is required? How is this requirement managed for novel products?

Respondents must provide a third-party verified, product-specific Type III Environmental Product Declaration (EPD) for the cement product generating EACs, issued within five years of EAC issuance. For novel products that do not yet have a published EPD, respondents may submit a third-party verified LCA or preliminary EPD at the time of RFP submission; however, a compliant Type III EPD will be required at the time EACs are issued, consistent with the [Book and Claim Framework](#).

### 4.5. Define primary decarbonization lever. How is this calculated and when does this apply?

The primary decarbonization lever refers to the main mechanism driving the emissions reductions of the cement product generating EACs. While fossil-dependent materials or byproducts may be used, they must not be the dominant or sole source of emissions reductions. For the purposes of this RFP, fossil-based materials are defined as byproducts of fossil-fuel combustion or fossil-fuel-dependent industrial processes, including but not limited to:

- Byproducts of coal combustion (Fly Ash, Bottom Ash, Boiler Slag, Harvested or Beneficiated Fly Ash)
- Petroleum and oil refining byproducts (Pet coke Ash, Fluid Catalytic Cracking Residue) and
- Steel and ironmaking byproducts from fossil-fuel based production methods (Ground Granulated Blast Furnace Slag, Basic Oxygen Furnace Slag).

Eligibility is assessed based on the overall decarbonization pathway and emissions performance of the final cement product, relative to a conventional baseline. As part of the RFP, respondents are asked to report cradle-to-gate global warming potential (GWP) by LCA stage (A1–A3), including a breakdown of fossil-based and non-fossil-based inputs. This information is used to evaluate whether fossil-based materials constitute the primary decarbonization lever.

## 4. RFP Eligibility (continued 3 of 4)

### **4.6. Is the use of Renewable Fuel or Energy Certificates allowed within the RFP criteria?**

Electrification and fuel switching can drive important emissions reductions and therefore, the use of Renewable Fuel or Energy Certificates are not inherently disallowed from this RFP. SCoBA Organizers expect that the use of either or both of these levers are fully accounted for in the product EPD according to the measurement guidance included in Section 4 of the [Book and Claim Framework](#) and reported within the submission template to allow for proper evaluation of fossil and non-fossil inputs.

### **4.7. Can you provide guidance on how to reconcile net GWP in the GCCA Scales and gross GWP reported in North American EPDs when determining the GCCA Band of the product?**

The [Book and Claim Framework](#) leverages the GCCA GWP rating system, which notes that *“if a country has different EPD customs and practice, GCCA has already, or will, work with the national association to develop nationally adapted ratings. Manufacturers can then calculate GWP using the country EPD custom and practice.”* SCoBA Organizers are awaiting specific guidance for national adaptations for North America and have requested that this be developed as soon as possible. In the interim, and for the purposes of this RFP, respondents should apply the GCCA Bands as currently defined using the gross GWP values reported in North American Type III EPDs.

### **4.8. How is the threshold calculated when an SCM producer is responding in partnership with a cement producer?**

For joint submissions, the GCCA Band threshold is applied to the final blended cement product, not to the SCM alone. Eligibility is determined based on the emissions intensity of the cement produced at the cement facility generating the EACs.

### **4.9. Are there geographic requirements for where a producer should be located or where products will be delivered?**

This RFP does not impose geographic restrictions on where eligible producers are located or where the physical cement is delivered, provided all RFP eligibility requirements are met and delivery timelines are achievable.

## 4. RFP Eligibility (continued 4 of 4)

### **4.10. How does physical delivery fit into the context of EAC delivery? How can physical offtakers get involved in SCoBA?**

EACs are generated at the point of sale, after the physical cement product is produced and shipped, at which point the environmental attributes are decoupled and transferred separately to EAC purchasers. Physical offtakers receive the cement through conventional supply chains. To avoid risk of double counting, the physical product recipient is limited to qualitative claims as outlined in Section 2.5.4 of the Introductory Materials. For more information on physical claims, please review Section 8 of the [Book and Claim Framework](#). SCoBA procurements may incorporate a physical purchase opportunity where relevant and feasible.

### **4.11. If a project timeline falls outside of the 3-5 year contract duration, either due to a shorter preferred contract, or delivery beyond the 3-5 window, can a bid still be submitted?**

Respondents should demonstrate a credible pathway to both physical cement production and EAC issuance beginning in 2027 or 2028, as EACs are only generated when physical shipment occurs. Proposals with differing durations may be considered if they deliver meaningful volumes and align with member preferences, but respondents should clearly explain how delivery timelines, volumes, and any multi-party arrangements would function in practice. For more information regarding how timelines may impact total valuation, please see Section 3.1 of the Introductory Materials. Please work to accurately reflect preferred contract length, impacts to pricing and volumes, and applicable facility information in the RFP submission template.

### **4.12. Are measures expected beyond standard regulatory requirements for an environmental impact assessment?**

No additional environmental impact assessment requirements are imposed beyond applicable regulatory obligations. However, respondents should clearly disclose any material environmental permitting considerations, risks, or dependencies that could affect project readiness or delivery timelines.

### **4.13 Are there any regulations that exclude producers from eligibility for this RFP?**

SCoBA Organizers are not currently aware of any regulations that would conflict with the RFP's regulatory surplus requirements. Regulations without a specific product or facility-level emissions threshold or reduction requirement effective at the time of bid and/or EAC generation do not conflict with the RFP's regulatory surplus requirement, including EU ETS and CA SB596.

SCoBA's approach to regulatory surplus is informed by the [AIM Standard and Guidance](#). Please see section 5.6 for more information on assessment and measuring of regulatory surplus.

## 5. RFP Submissions

### 5.1. May the Binding Terms be adjusted?

Modifications to the binding terms may be submitted to [info@buildscoba.org](mailto:info@buildscoba.org) for consideration but are not guaranteed to be accepted.

### 5.2. How can we ensure that proprietary information is protected when sharing price?

All proposals are treated as confidential and are subject to the binding confidentiality provisions of the RFP. Proposal information is reviewed by SCoBA Organizers and shared with members only in accordance with antitrust and confidentiality safeguards. Pricing information is required to enable effective evaluation across proposals. Respondents may request an NDA if needed beyond the binding terms outlined in Tab 1 of the Submission Template.

### 5.3. When submitting pricing information, should the price reflect EACs or physical cement prices?

The primary price requested is the Environmental Attribute Certificate (EAC) price offered to SCoBA members, reported in \$/tCO<sub>2</sub>e and \$/ton cement, and representing the “green premium” associated with the low-emissions cement product. Rows 20–21 of the submission template should reflect physical production costs and conventional per-ton pricing; these inputs are used to auto-populate the expected EAC price in Row 19 (\$/ton cement).

### 5.4. How should respondents handle subsidies or incentives that are uncertain or not yet confirmed at the time of submission and likely to impact pricing?

Potential incentives or subsidies with a high degree of uncertainty should be clearly disclosed. Respondents may submit alternate proposals with and without incentives using Section 3a.3.1 (Variable Case 1) of the submission template. All assumptions related to incentives and their impact on pricing should be transparently disclosed in Tab 3.a, Rows 37–39.

### 5.5. Will there be an opportunity to negotiate pricing before rejection?

The review phase will screen for and narrow the respondent pool based on information provided in the submission. Proposals will be selected for the shortlist, and ultimately, to move forward to contracting as a finalist based on the pricing information that is submitted in the proposal. Upon moving forward to the shortlisting phase, SCoBA may request clarifications or additional detail on pricing and commercial terms from shortlisted respondents as part of evaluation and due diligence, as outlined in the Introductory Materials.

### 5.6. Is there an opportunity to supply additional volumes, and how will volumes be allocated across SCoBA members?

Multiple SCoBA members may contract with the same project to achieve aggregated demand. There is no minimum volume commitment per individual member, and final volumes will be contracted bilaterally. Total contracted volumes may exceed the anticipated 35,000–85,000 tCO<sub>2</sub>e range if sufficient supply is available and demand can be met.

## 5. RFP Submissions (continued)

### **5.7. How are different types of facilities treated and reflected in submissions?**

A facility refers to a specific, identifiable production site where cement is manufactured and from which EAC-eligible cement is produced. For this RFP, the relevant facility is the cement plant producing the cement product that generates EACs, regardless of upstream SCM sourcing or downstream delivery. Respondents are required to disclose facility status and other pertinent details in Tab 5 of the RFP Submission Template.

If a respondent has multiple facilities producing the same product, please provide information for the facility that will generate EACs. If products differ between facilities and a respondent would like to submit products from multiple sites, separate submissions should be provided to ensure project-specific details are accurately captured. Facility type and maturity will be evaluated as part of delivery confidence and risk, particularly with respect to achieving first EAC delivery by December 31, 2028.

### **5.8. How will bids be evaluated?**

SCoBA Organizers will evaluate proposals using a least-cost, best-fit approach, as outlined in Section 3.1 of the RFP Introductory Materials. Proposals will first be screened for eligibility. Eligible proposals will then be assessed holistically based on price and volumes offered, sustainability and emissions impact, and delivery certainty, including project readiness and timelines. This assessment will be used to identify a shortlist of proposals aligned with member demand and RFP objectives, and then the Organizers will select one or more finalist(s) from the shortlist based on further evaluation and due diligence. Final contracting decisions will be made independently by SCoBA member companies.

### **5.9. How are existing commercial contracts incorporated into evaluation?**

Existing commercial agreements or offtake arrangements are not required for eligibility; however, they may strengthen a proposal by demonstrating delivery certainty, project maturity, and commercial traction. As part of the evaluation and due-diligence process, SCoBA Organizers may consider evidence that supports the respondent's ability to credibly deliver EACs in line with the proposed timeline.

### **5.10. Is there a template contract provided by SCoBA Organizers?**

SCoBA Organizers will provide a standardized contracting template to selected respondents during the contracting phase to support efficient bilateral agreements between producers and SCoBA members.

### **5.11. Is there an LOI template provided by SCoBA Organizers?**

There is no prescribed Letter of Intent (LOI) template. LOIs should identify the respondent(s), relevant facility, approximate anticipated volumes and delivery timeframe. Pricing is not required at the LOI stage. Proposal content requirements for each stage can be found in Section 3 of the Introductory Materials.