



SCCOBA

SUSTAINABLE CONCRETE
BUYERS ALLIANCE

Supplier Webinar: April 15, 2026

A partnership between





Today's Objectives

- I. Provide suppliers with a clear understanding of the SCoBA RFP process.**
- II. Clarify eligibility requirements and key criteria.**

Agenda

- Welcome (5 minutes)
- SCoBA Overview (10 minutes)
- RFP Overview (15 minutes)
- RFP Submission Process (10 minutes)
- Q&A (20 minutes)
- Next Steps (2 minutes)

Please use the Zoom Q&A Function to submit questions throughout the webinar!

Antitrust Compliance Statement

- We assign the highest priority to full compliance with both the letter and the spirit of the antitrust laws, and it is vital that this meeting be conducted in a manner consistent with that policy.
- If at any time during the course of the meeting, we believe that a sensitive topic under the antitrust laws is being discussed, or is about to be discussed, we will so advise the meeting and halt further discussion.
- As attendees at this meeting, you should likewise not hesitate to voice any concerns you may have in this regard.
- It is important to bear in mind that those in attendance at this meeting may be your competitors.
- Any discussions of commercial matters with one's competitors may create the appearance of an antitrust violation, even though there is none.
- Therefore, such discussions should be avoided at all times before, during, and after this meeting.

Meet the SCoBA Organizers, GMA and RMI



Heather House
Principal, RMI



Ben Skinner
Manager, RMI



Chandler Randol
Senior Associate, RMI



Monet Kunz
Associate, RMI



Andrew Alcorta
Senior Director, GMA



Joan Gibbons
Program Manager, GMA



Clayton Gerber
Program Manager, GMA



Lily Root
Program Analyst, GMA

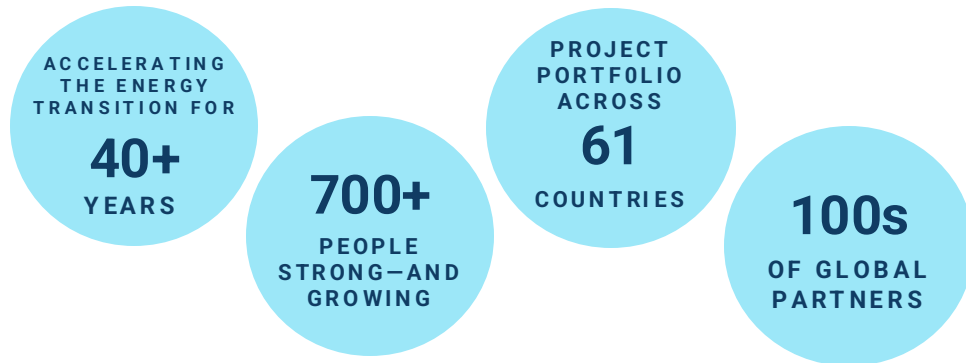


RMI and GMA combine deep sector expertise and market activation to scale low emissions solutions through SCoBA.



Cement and Concrete Initiative

RMI is an independent, non-partisan, nonprofit organization of experts **accelerating the clean energy transition**. We are transforming the global energy system to secure a clean, prosperous, zero-carbon future for all. RMI, with partners, works **to activate policy, regulation, demand signals, and innovation** needed to radically disrupt the pace of the transition of the cement and concrete sector.



The Center for Green Market Activation (GMA) is a US-based, globally focused nonprofit that leverages innovative **book and claim systems**, new and creative **procurement approaches**, and demand aggregating **buyers alliances** to catalyze decarbonization and scale critical climate technologies within hard to abate sectors.

System Design & Demand Aggregation

- Designs and implements book and claim systems for hard-to-abate sectors
- Aggregates buyer demand and aligns procurement strategies
- Executes procurement, including supplier evaluation and contracting

Spanning sectors, we turn collective demand into action for low-emissions technologies.



Aviation



Maritime



Trucking



Cement & Concrete



Chemicals



Steel

Low-carbon cement and concrete products face significant barriers to adoption today



Supply

Is waiting for strong demand assurance before investing in capital-intensive projects



Long, complex value chains separate downstream buyers from upstream producers

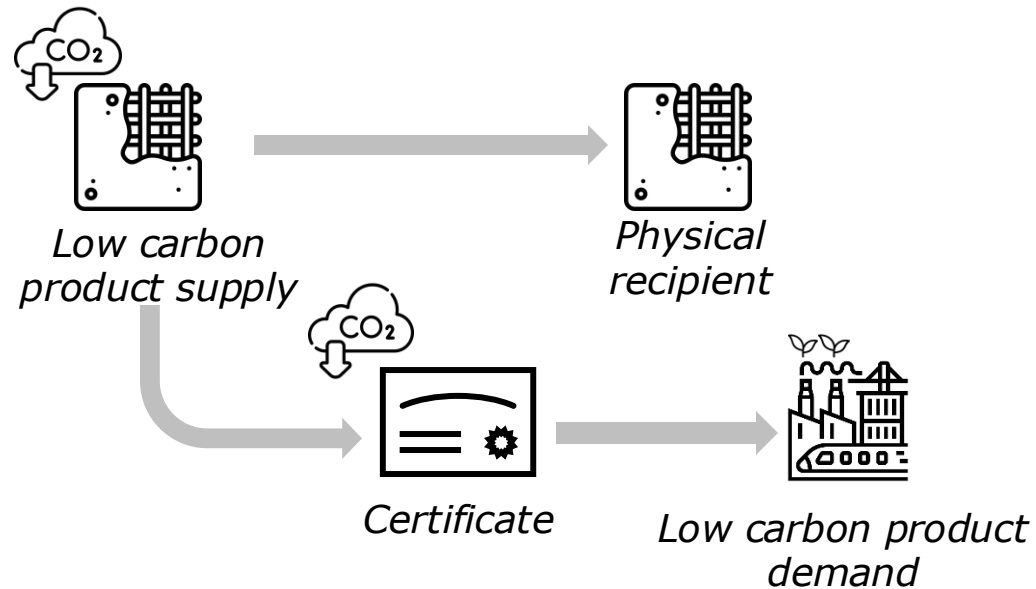
Demand

Cannot find available low carbon products where they are building

Book and claim can accelerate deployment by bridging supply and demand

Book and claim

Decouples the environmental attribute from the physical product via an Environmental Attribute Certificate (EAC)



- ✓ **Increases flexibility**
- ✓ **Enables multi-year contracts**
- ✓ **Provides demand assurance by connecting supply and demand**

Supply

Can make investments in large-scale, low-carbon production with assurance of firm revenues

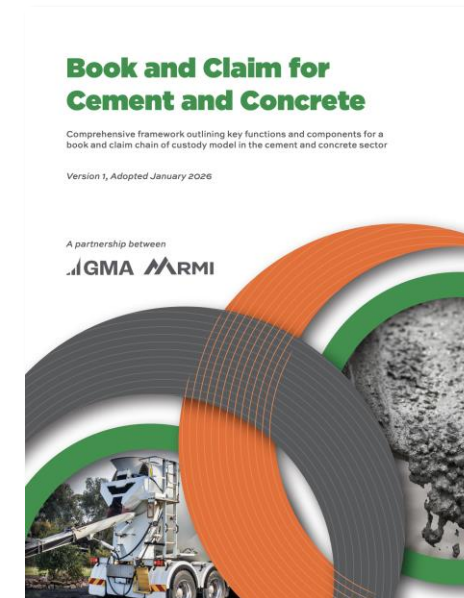
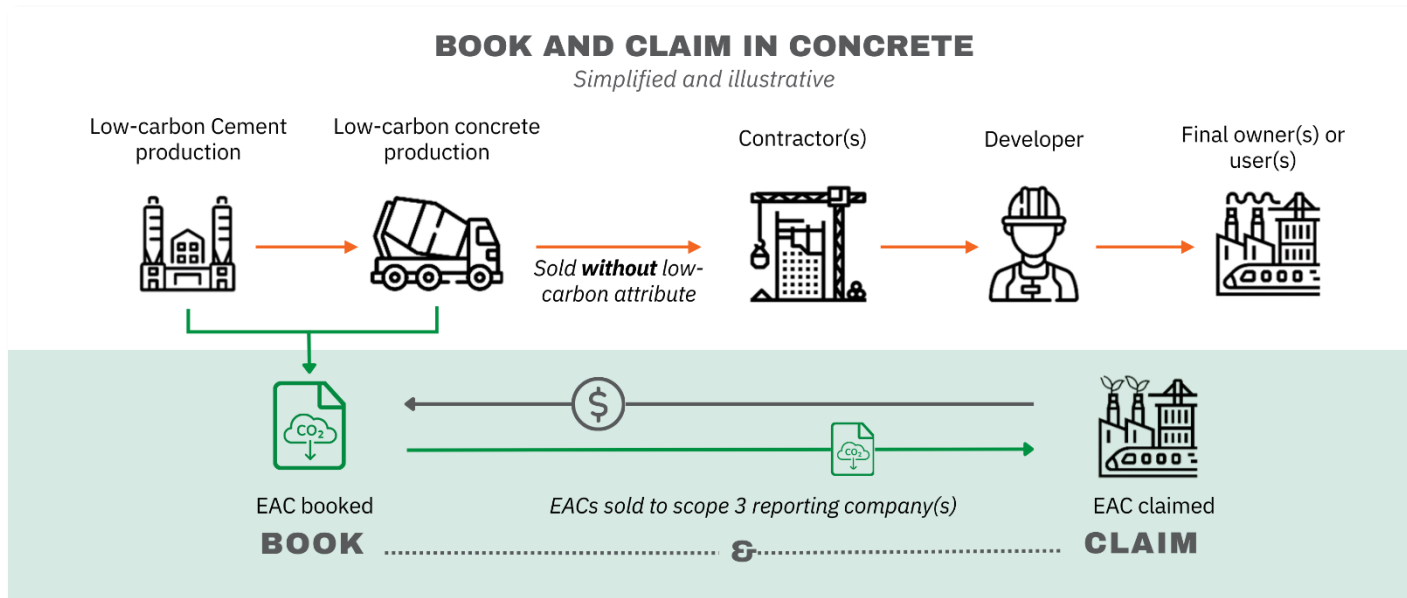
Accelerated action through standardized EACs

Demand

Can directly support low-emissions projects and achieve Scope 3 goals in a streamlined way

GMA and RMI have developed a book and claim framework to increase demand and accelerate production of nascent solutions

Book-and-claim systems **disaggregate emissions attributes** from the physical delivery of the product, allowing the attribute purchaser to cover the green premium and claim the benefits for their climate ambitions.



DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

The book and claim framework is intended to inform and complement the revisions from SBTi and GHGP and the recent release of the AIM Platform Standard and Guidance.

The book and claim framework complements existing standards by adding sector-specific guidance for cement and concrete.

Landscape and roles of standards





SCoBA

SUSTAINABLE CONCRETE
BUYERS ALLIANCE

is a platform that aggregates demand from end-users of cement and concrete in the form of an RFP. This demand will be channeled into a low-carbon project through firm offtake agreements to give producers the confidence and revenue certainty needed to invest in low-carbon production at scale.



SCoBA is a nonprofit initiative led in partnership by GMA and RMI, with combined expertise in market-based decarbonization and clean energy systems.

GMA and RMI have experience operating similar initiatives, proving market-based, demand side measures can drive impact

AVIATION



Launched in 2021

35+ members

50M gallons SAF

\$200M private investment mobilized

(Round 3) Dual procurement system launching Q1 2025

Run in partnership with RMI, EDF and GMA



TRUCKING | TRUCKING

Launched in 2023

11+ members

100 potential ZE trucks on the road

Round 1 RFP launched in Q4 2024

Launched and run by GMA in partnership with Smart Freight Center

MARITIME



Launched in 2023

40+ members

17 contracts signed

82K mtCO2e avoided

Round 2 RFP launched Q1 2025

Aspen Institute is the secretariat, technical support from GMA & RMI



STEEL



Launched in 2023

9+ members

RFP 1 recently closed

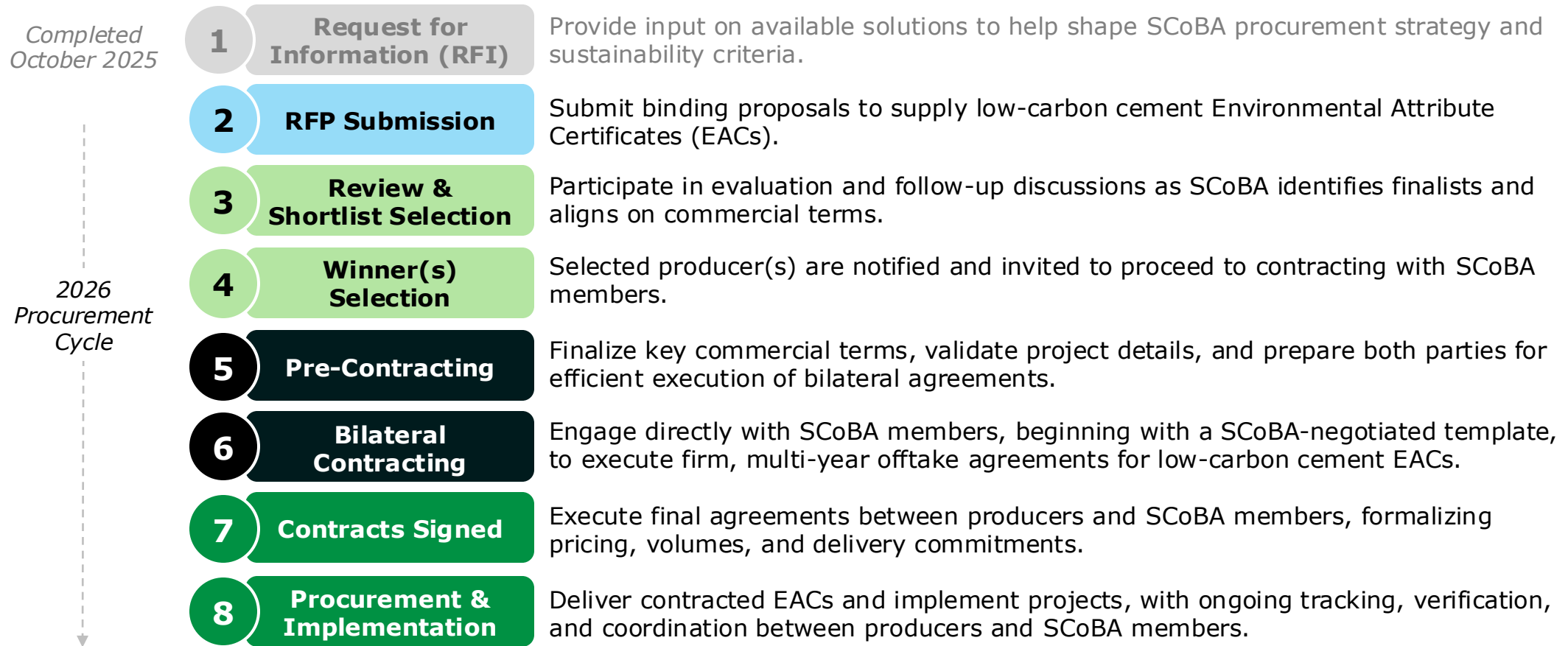
Sought bids for **>1M tons of near zero steel** by 2028

Launched and run by RMI

An aerial, high-angle photograph of a construction site. The ground is a mix of concrete and dirt. Several workers wearing high-visibility yellow safety vests and hard hats are visible. One worker is in the upper right corner, another is in the center, and a third is on the left side. The overall scene is brightly lit, suggesting a clear day.

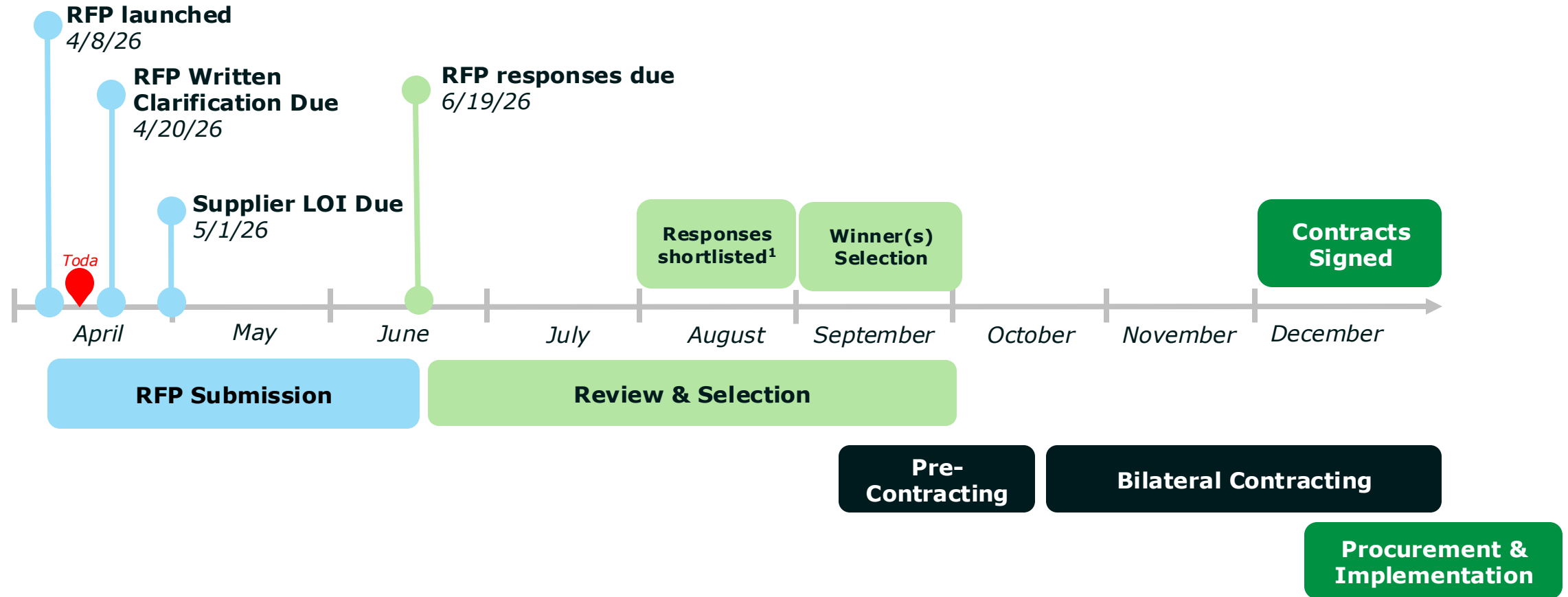
RFP Overview

Producers move through a staged RFP process designed to identify, select, and contract quality low carbon cement solutions



2026 RFP #1 Timeline

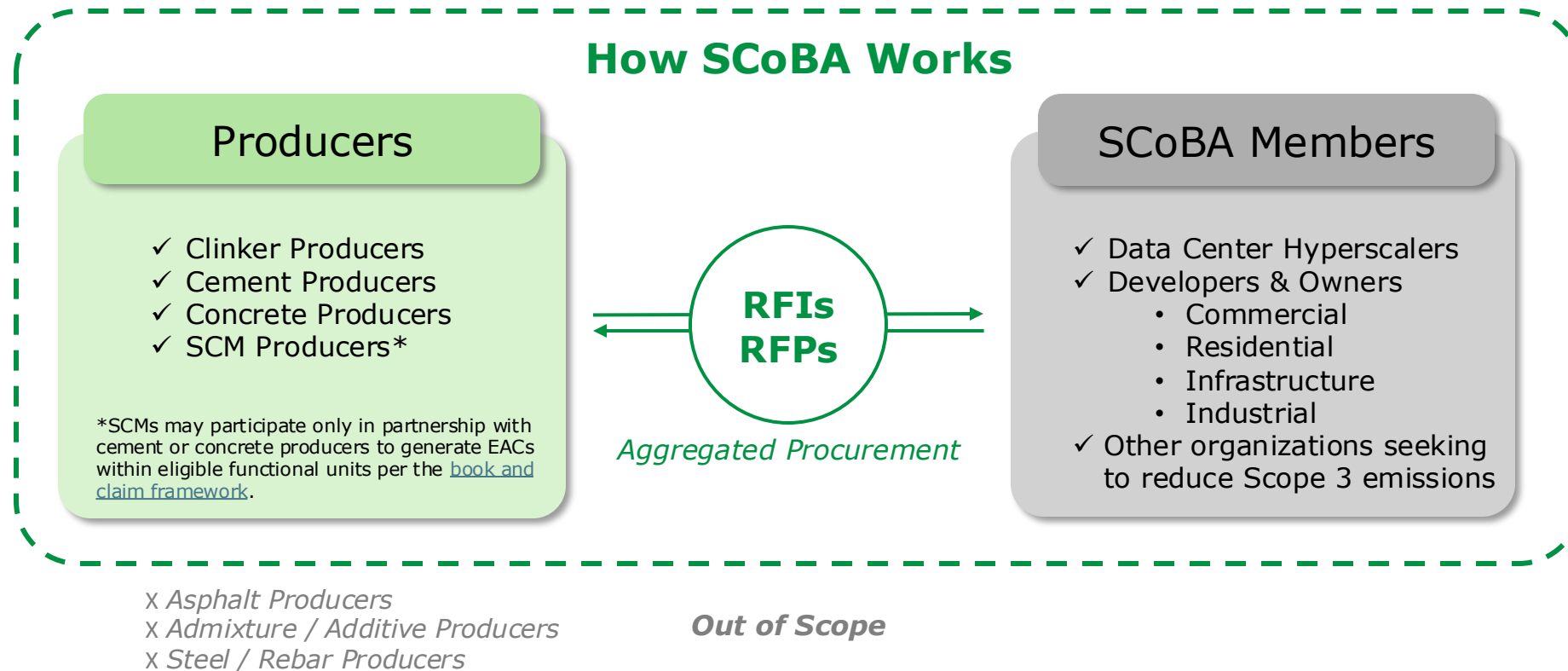
Dates beyond July 1st are tentative and subject to change.



¹Shortlisted respondents will be notified







Producers interact with SCoBA through Requests for Information (RFIs) and Requests for Proposals (RFPs)

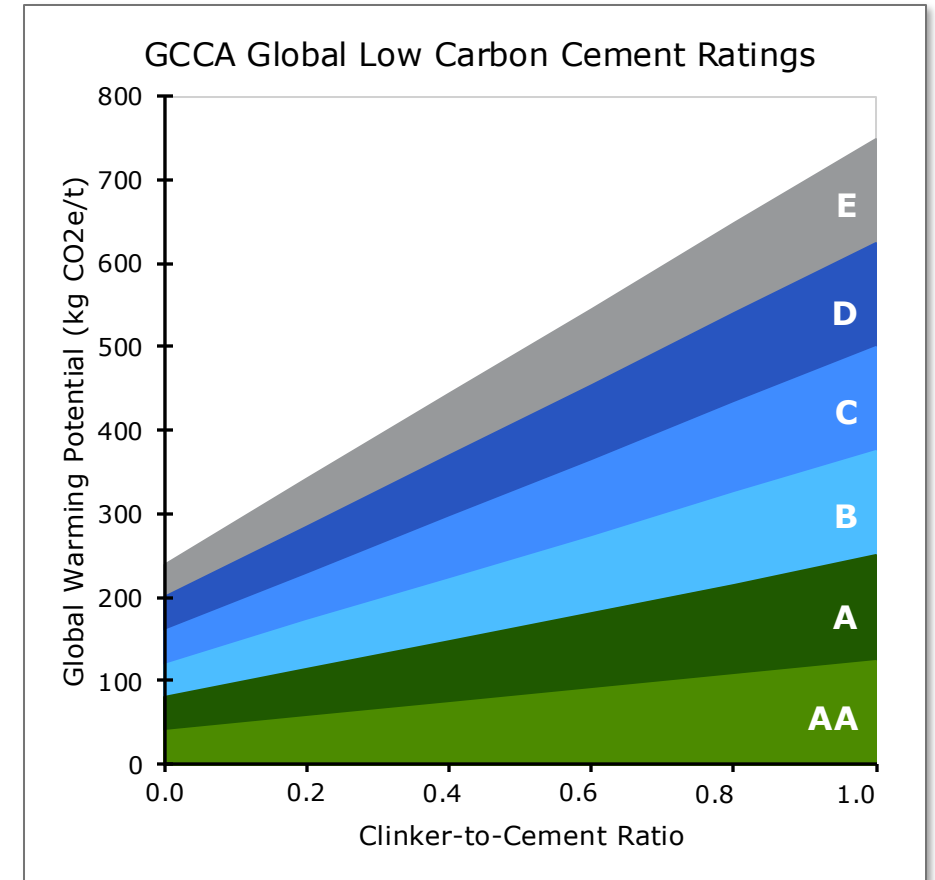
Producers can participate by responding to SCoBA RFIs and subsequent RFPs issued by RMI and GMA, which define specific emission reduction goals, production quantities, contract length, or other criteria for EAC procurement. Eligible producers are invited to submit bids.



SCoBA members set the 2026 RFP EAC eligibility criteria, which exceed the Framework requirements in some cases

This procurement is designed to accelerate first-of-a-kind and scaled low-emissions cement by pairing higher eligibility standards with near-term market testing.

Criteria	RFP #1 Requirement
 Emissions Threshold	GCCA Band "B" rating or better
 Timing	Year 1 EAC Delivery by December 31, 2028
 Eligible Producers	Cement producers
 Catalytic Impact	Products where the primary intervention is fossil-based or dependent are not eligible for this RFP
 Additionality	EACs must represent emissions benefits that exceed regulatory compliance obligations
 Certification	Producers must provide relevant documentation of social and environmental safeguards as outlined



Submissions will be evaluated across price, scale, delivery confidence, emissions impact, and additional qualitative criteria

Supplier bids will be evaluated using a least-cost-best-fit approach based on the minimum requirements and the following criteria to determine a shortlist from eligible proposals. From the shortlist, a finalist(s) will be selected to proceed to the contracting phase.

Key Evaluation Criteria

- **Volume Impact**
 - ✓ Meets or exceeds ~35,000 metric tons of CO₂e abated annually
- **Sustainability & Value**
 - ✓ Meets or exceeds GCCA Band "B" Rating
 - ✓ Strong innovation and system-level impact
 - ✓ Competitive pricing relative to emissions abatement
- **Delivery Certainty**
 - ✓ Credible path to first EAC delivery by end of 2028
 - ✓ Clear development plan and risk mitigation
 - ✓ Evidence of external support/partnerships



Shortlisting Process

- *SCoBA Organizers will assess proposals across all criteria and select a shortlist of candidates based on overall fit*
- *Shortlisted respondents will be invited to provide additional documentation*

Suppliers progress from down-selection through contracting to final agreements.

What shortlisted and selected suppliers can expect in the final stages of the RFP process.

Review & Shortlist Selection

- SCoBA Organizers evaluate proposals holistically against all criteria and will develop a shortlist of high-potential proposals.
- Shortlisted producers may be:
 - Asked to respond to follow-up questions
 - Invited to refine proposals or adjust commercial structures
 - Engaged to better align with SCoBA member preferences

Winner(s) Selection

- 1 or more producers are selected to move forward to contracting
- Selected producers can expect:
 - Formal notification of selection
 - Alignment on communication and announcement approach
 - Potential public recognition in coordination with SCoBA and members

Bilateral Contracting

- Selected producers begin contracting directly with interested SCoBA members
- Contracting is based on a pre-negotiated SCoBA template to streamline execution
- Parties finalize:
 - Pricing and volume commitments
 - Delivery timelines and milestones
 - Key commercial and legal terms
- Agreements are executed as firm, multi-year offtake contracts

An aerial, high-angle photograph of a construction site. The ground is a mix of concrete and dirt. Several workers wearing high-visibility yellow and green safety vests and hard hats are visible. One worker is in the upper right corner, another is in the center, and a third is on the left side. The scene is brightly lit, suggesting a sunny day. The overall tone is professional and industrial.

Submission Process

RFP materials receipt and submission process (1 of 5)

1

The SCoBA RFP is live on the [GMA Website](#). Interested bidders will be prompted to enter their name, organization, email, and company address to download the RFP Submission Document and the RFP Introduction Materials.

Your submission has been received successfully!

We have sent a link to download the RFP to the email address you provided. Please check your inbox, and if you do not see the email within a few minutes, be sure to check your spam or junk folder.

[Download RFP Submission Document](#)

[Download RFP Introduction Materials](#)

Interested respondents experiencing issues downloading the RFP can email info@buildscoba.org.

RFP materials receipt and submission process (2 of 5)

2

Once downloaded, bidders will have a template with which to respond to the RFP questions. The Excel includes detailed instructions outlining the specific information the SCoBA Organizers are seeking. Additional information can be found in the RFP Introductory Materials, or bidders may submit any questions via email.

3

Data should be entered *only* into the required or optional cells, as outlined in the RFP. The bidder should not move, add, modify, or delete any cells, rows, or columns in the spreadsheet, as doing so will disqualify their participation in the RFP process.

Explanation of color coding of RFP cells

	Required input
	Optional input
	Example value

Non-input cells are locked and will not allow entries. If you encounter issues entering information, please email info@buildscoba.org.

Additional details on the excel template are covered in the following two slides.

Respondents are required to answer questions and across tabs in the RFP Excel file

Page Title	Description
Cover Page	Title page with contract information
Binding Terms	Confidentiality, indemnity, and other binding terms regarding SCoBA bidding process
Instructions	Detailed instructions on how to complete the RFP document including terms and conditions
Respondent Information	General questions on respondent company information and services
Volumes and Pricing	Information regarding bid volume, pricing, price premium methodologies, and other relevant details
Price Conversion	Optional tool to support price calculation based on baseline inputs
Sustainability	Questions on sustainability criteria of the low-emission product generating EACs
Facility Information	Questions on facility financial status, construction, and operations

The screenshot displays several overlapping Excel tabs from the RFP file:

- 1. Instructions for Request for proposal (RFP) for Low-Emission Cement Environmental Attribute Certificates (EACs)**: Contains an introduction and table of contents, and a thank-you message.
- 2. Respondent Information**: A section for providing company details, including a sub-tab for **2.1. Company Information** with fields for legal name and address.
- 3a. Volumes and Pricing**: A section for providing expected volume and pricing schedules, including a table for **3a.1. Pricing and Volume**.
- SCoBA requirements, preferences, or explanations**: A section detailing procurement goals and eligibility criteria, including a table for **Pricing and Volume** with columns for Sample, 2027, 2028, 2029, 2030, 2031, and 2032.

The RFP Excel file provides a calculation tool that allows suppliers to easily convert between tons of cement and CO₂

Pricing will be submitted on a **per-ton-of-cement and per-ton-of-CO₂ basis**. This reflects the need to align buyer demand, which is typically evaluated in tons of CO₂e, with contracting that will occur on a per ton of cement basis.

Variables A-D are inputs that suppliers will provide in section 3b.1.

Variables Y-Z are outputs that suppliers can use in section 3a.

3b.2. Calculations	Variable	Example	Unit
Total Cement Offered (metric tons)	=A	1,500,000	metric tons cement
EAC Pricing	=B	\$100	\$/metric ton cement
EAC Cement GWP Emission Factor	=C	289	kgCO ₂ e/metric ton cement
Baseline Cement Emission Factor	=D	919	kgCO ₂ e/metric ton cement
Emissions Factor Delta (kgCO ₂ e)	$E=D-C$	630	kgCO ₂ e/metric ton cement
Emissions Factor Delta (tCO ₂ e)	$X=E/1000$	0.63	tCO ₂ e/metric ton cement
Emissions Reductions Offered	$Y=X*A$	945,000	tCO₂e
Price Per Emissions Reduced	$Z=B/X$	\$159	\$/tCO₂e

- EAC GWP Emissions Factor is included in Type III EPDs.
- Baseline Emissions Factor should reflect the methodology outlined in Section 7 of [Book and Claim for Cement and Concrete](#).

Section 3b.1 requires suppliers to provide sources for emission factors.

To simplify calculations, outputs will auto-populate once inputs have been provided.

RFP materials receipt and submission process (3 of 5)

4

To submit your SCoBA RFP Bid, please first complete the identifying information on the first page of the SCoBA RFP Submission Portal. The link to the portal can be found on the GMA Website.

Required fields are marked with an *

5

After the required information is entered, bidders should click the 'next' button at the bottom of the SCoBA RFP Submission Portal. This will take the bidder to the next page where they can upload their completed RFP Bid and any supplemental materials.

The screenshot shows a registration form for 'SCoBA RFP 1'. The form includes the following fields and controls:

- 1 SCoBA RFP 1** (Page header)
- First Name *** and **Last Name *** (Text input fields)
- Job Title *** (Text input field)
- Company Name *** (Text input field)
- Email for primary RFP contact *** (Text input field)
- Website** (Text input field)
- Phone number of primary RFP contact** (Text input field with a dropdown menu set to 'Work')
- Headquarters Address *** (Text input field with a dropdown menu set to 'Work')
- City** (Text input field) and **State/Province** (Dropdown menu)
- Zip/Postal Code** (Text input field) and **Country** (Dropdown menu)
- Next** (Green button at the bottom, highlighted with a red border)

RFP materials receipt and submission process (4 of 5)

6 The completed Excel containing the RFP bid should be uploaded to the first upload section, titled RFP Response. This is the only file that should be uploaded in this section.

Files can be dragged into the box or bidders can click to upload.

7 Any supplemental material needed to support the bid should be uploaded to the second or third upload sections for supplementary material. Files can be dragged into the box or bidders can click to upload. Additional feedback or comments can be added to this section if desired.

Note: Please ensure that any RFP Supplementary Materials match the naming conventions used in the RFP Response.

Uploads are limited to three total files. Respondents are encouraged to package materials in in a single PDF with a table of contents, or in a Zip file.

RFP materials receipt and submission process (5 of 5)

8 Once all necessary documents are uploaded, bidders should click the "Submit" button to submit their bid

9 Once submitted, bidders will receive an email confirmation from info@buildscoba.org to confirm that their final submission has been received.

If a bidder would like to revise their submission, they should contact info@buildscoba.org

On 11:59PM ET on June 19, 2026, SCoBA Organizers will consider all submissions final and will not accept any further revisions.

< 2 PAGE SECTION 2

RFP RESPONSE
Please upload your RFP response using the upload button below.

RFP Response *

Drop file here or [click to upload](#)

Please upload your RFP response here (one file max).

Supplementary Material

Drop file here or [click to upload](#)

Please upload any additional material that should be included with your submission here (one file max).

Additional Supplementary Material

Drop file here or [click to upload](#)

Additional feedback or comments (optional)

Please share any other feedback or comments using this section.

Submit

This site is protected by reCAPTCHA and the Google [Privacy Policy](#) and [Terms of Service](#) apply.

An aerial, high-angle photograph of a construction site. In the center, three workers wearing yellow safety vests and hard hats are gathered around a table, looking at documents. To the left, another worker in a white hard hat and yellow vest stands near a concrete curb. In the top right corner, a fourth worker in a blue uniform and yellow vest is visible. The ground is a mix of grey concrete and light-colored dirt. A circular manhole cover is visible in the upper left quadrant. The overall scene is brightly lit, suggesting a clear day.

Q&A

**Please use the Q&A Function
in Zoom to submit questions.**

An aerial photograph of a construction site showing a large, rectangular concrete slab. Several workers in high-visibility vests and hard hats are gathered around the slab, some looking at documents. The scene is brightly lit, and the concrete surface is a light gray color. The text "Next Steps" is overlaid in a large, bold, black font across the center of the image.

Next Steps



Next Steps

**Please submit clarifying questions by
April 20th, 2026.**

Final RFP bids are due by June 19th, 2026!

**For more information please email
info@buildscoba.org**



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BUYERS ALLIANCE**

Thank you!

For more information, please
email info@buildscoba.org