Request for Proposals (RFP) for Large AI Data Center Projects

1. Introduction

OpenAI, on behalf of Stargate, invites qualified parties to submit proposals to enable the development and construction of large-scale AI data centers. Specifically, OpenAI is seeking **Site (land and power)** proposals. The objective is to establish multi-gigawatt infrastructure fleet capacity that supports advanced AI workloads, contributes to economic development, and enables OpenAI's mission. This RFP seeks proposals that address a comprehensive set of requirements, with a specific intent to identify sites and power, that enable OpenAI's infrastructure roadmap.

2. Proposal Requirements

2.1 Project Description

Provide a detailed description of the AI data center project, including the design, scale, and technological capabilities of the proposed facility. A **"Project"** may consist of land, power, site/shell design and any associated fitout, or any combination of the aforementioned. *Specifically, we are seeking proposals for large contiguous power footprints in the United States.*

Additional technical requirements and clarifications will be made available throughout the RFP process

2.2 Location

Identify the proposed location of the data center, specifying the geographic, economic, and environmental advantages. In addition to the technical requirements, above, this location should provide:

- Proximity to necessary infrastructure including power and water
- Accessibility to utility grids and future power expansion potential
- Specific geographical and topological features on the site (ex. wetlands, hills)
- Evidence of accessibility and ease of logistics for major construction efforts
- Evidence of strong community and municipal engagement

2.3 Power and Utility Access

Detail the availability of utility services including:

- Clear power ramp and max power availability

- Evidence of utility partnerships for power enablement, both as a power supplier and as an interconnect partner
- Evidence of power reliability and load management
- Clear proposals on power innovation

2.4 Data Center Load Potential

Specify the projected power load and cooling requirements for the project, in line with the technical requirements detailed above. This includes:

- Scalable IT load as outlined above
- Transient load power management across multiple power domains
- Approached for AI workload power management (ex. UPS topology)
- Peak and average energy consumption estimates
- Strategies to optimize efficiency and scalability

2.5 Business Ownership Structure

Clearly outline the desired ownership model (e.g., private ownership, public-private partnership, joint venture). Specify stakeholder responsibilities during development, operation, and long-term maintenance. This includes a clear articulation of the business model desired for the project.

This should include:

- Clear articulation of the proposed ownership structure for: (a) power generation, (b) substation, (c) shell, (d) compute assets, and (e) land for the project
- Clear articulation of the proposed build vs. operate model is for the site including:
    - What is the proposed build-model (EPC, GC) for OpenAI engagement
    - What is the proposed operating model (ex. provider) for IT provisioning and DC Ops
- Clear articulation of any design or supply-chain decisions that have already been set. For example, if a site design has been chosen to support a particular rack/row configuration, this should be clearly articulated

2.6 Energy Composition

In support of the project, clearly articulate:

- Projected energy consumption and utilization rates, with a clear delineation between projected IT and non-IT workloads
- Clear framing of the energy tariff and power composition
- Project strategies for managing effluent streams, including carbon emissions, heat generation, water usage, and waste management.

2.7 Reliability Requirements

Provide a Tier I-Tier IV rating/description of the Datacenter's reliability. Address the following:

- Redundant power paths, backup, and cooling systems
- Flood, fire, and environmental risk mitigation
- Floor capacity and generator fuel storage

2.8 Relative Advantages

Summarize the financial, economic, community, and environmental advantages of the proposal. Including but not limited to:

- Economic benefits (e.g., job creation, tax revenue)
- Community engagement initiatives (e.g. motivated community)
- Environmental measures (e.g., technologies, assessments).

3. Risk Mitigation Requirements

3.1 Regulatory and Permitting Approvals

Proposals must outline strategies for securing:

- Land easements, environmental (ex. air) permits, and major construction (ex. geo, access, electrical, and structural) approvals.
- Energy-specific regulatory clearances

Include a timeline and plans for engaging regulatory bodies and addressing potential challenges.

3.2 Power Portfolio and Environmental Impact Mitigations

Proposals should include but not limited to:

- Clear articulation of environmental mitigation technologies (ex. SCRs) within the design
- Any risks associated with the power generation and/or transmission
- Clear articulation of the overall power composition and emissions portfolio for the site
- A risk table flagging any potential environmental impact challenges, including:
    - Anticipated pathways for mitigation
    - Estimated timeline impacts

3.3 Build Viability and Supply Readiness

Outline plans to address build and workforce challenges, particularly addressing:

- Recruitment strategies
- Existing relationships with labor or staffing organizations
- Skilled workforce availability via partners or vendors associated with the project

- Partnerships with educational and training programs

Also outline plans to address speed-to-deployment challenges across the supply chain including:

- Examples of de-risking long lead-time equipment
- Design or site features that de-risk equipment availability challenges

3.4 Federal, State, and Local Financial Incentives

Identify applicable incentives, including:

- Grants, tax credits, loans, and other forms of financial support
- Regulatory partnerships enabling speed for permitting & deployment
- Strategies for maximizing these incentives to enhance project feasibility.

3.5 Infrastructure Dependencies

Address the management of infrastructure dependencies, including:

- **Power:** Coordination with utility providers, timelines for necessary upgrades, timeline for new generation facilities, timeline for power ramps.
- **Fiber:** Coordination with (at least 2) major fiber suppliers, any construction or connection timelines associated with access.
- **Water:** Plans for water access for the site; any on-site water treatment approaches.
- **Site Services:** Services and support (logistics, vendors) critical for site operations post-turnover.

4. Commercial Diligence

Proposals should include information, or benchmarks, that allow the team to model total cost of ownership (TCO) projections for the site. This should include:

- CapEx estimates for:
    - Land
    - Power infrastructure
    - Foundation and shell construction
    - Mechanical/electrical equipment
    - Non-recurring engineering services
- OpEx estimates for:
    - Major utilities (power, connectivity, water)
    - People staffing estimates

All commercial estimates are subject to change based on project-specific decisions

5. Submission Guidelines

Proposals must be submitted, via email, by **2/28/25**, to the Stargate team (see contact information below). Proposals will be accepted for **Projects**.

Each submission should include the following:

- **Executive Summary (1 Page Max):** A brief overview of the project including top-level features:
    - Location
    - Total Acreage
    - Maximum Power
    - Power available in Q1'27
    - Power available in Q1'28
    - Projected IT workload availability in Q1'28
    - [If applicable] Examples of previous successful projects or sites
- **Project Features:** Written responses to features detailed in sections 2.2-2.8 of the RFP
- **Project Deployment Plan:** Detailed plans addressing all requirements outlined in the RFP. Preference will be given to projects that:
    - Include a preliminary site design
    - Include a suggested project vendor plan
    - Include draft deployment timelines including major data hall turnover moments. Ideally these timelines would include milestones detailing permitting, civil, structural, equipment, commissioning, IT provisioning, and handover timelines for each data hall
- **Risk Mitigation Strategy:** A comprehensive outline of risk management approaches outlined in Section 3 of the RFP.
- **Commercial Model:** Critical commercial benchmarks and expectations for the project outlined in Section 4 of the RFP.
- **Innovation Considerations:** Any innovative design, community, or deployment features unique to this project or design.
- **Critical Business Decision Dates:** Any near-term (H1'25) critical decision dates (ex. Contract expiration) dates associated with this project.

6. Evaluation Criteria and Timeline

Site Proposals will be evaluated based on the following criteria:

- **Technical Feasibility:** Capacity to meet the technical, and speed-to-market, requirements.
- **Commercial Viability:** Sound financial model and use of incentives
- **Risk Mitigation:** Effective strategies for regulatory, build, environmental, supply chain, and workforce risks.
- **Community and Economic Benefits:** Contribution to jobs, local economy, and community development.

Anticipated Evaluation Timeline:

- RFP Posted: January 30, 2025
- Deadline to Submit Questions: February 14, 2025
- Responses to Questions: February 21, 2025
- RFP Response Submission: March 10, 2025
- Develop Shortlist: March 21, 2025
- Interviews (if needed): March 24, 2025 - April 2, 2025
- Selection: April 11, 2025
- Commence Contract Discussions: April 14, 2025

This RFP does not constitute an offer to award a contract. All costs incurred in preparing a response are the responsibility of the submitting firm.

7. Contact Information

For any questions or clarifications regarding this RFP, please contact:

stargaterfp@openai.com

We look forward to receiving your proposals and partnering to create the world's most advanced AI-infrastructure.

Thank you for your interest in this project.

Sincerely,
The Stargate Infrastructure Team

1/30/25