

1. **If a vendor is chosen as the C&I QA/QC vendor, will this exclude them from work in other CLC programs?** Not necessarily. This contract(s) is considered a technical assistance contract, rather than an implementation contract. Bidding to provide technical assistance for the programs detailed in this RFP does not exclude the chosen QA/QC vendor(s) from providing technical assistance to CLC in other programs or other sectors (i.e. Statewide Upstream QA/QC). In the event of any conflict of interest on a particular project (e.g. the chosen vendor is submitting an application to CLC on a customer's behalf) CLC will enlist alternate resources to conduct the requested QA/QC review for the project in question.
2. **Will Cape Light Compact provide application volume for 2014 and projected volume for 2015 for the Large, Small and New Construction project applications? How many new construction prescriptive applications did Cape Light Compact receive in 2013?**

YEAR	Direct Install		LRF Prescriptive & Simple Custom		LRF Complex Custom	NC Prescriptive & Simple Custom		NC Complex Custom
	MV	Cape	MV	Cape	MV & Cape	MV	Cape	MV & Cape
2013	19	348	3	34	7	1	31	9
2014	63	464	8	66	3	1	19	4

CLC Anticipates 2015 Program activity to trend similarly with 2014 as tallied in the table above. Please note for Direct Install above only 20% post QC is required for the listed number of projects. LRF and NC Complex Custom numbers are provided for convenience.

3. **For Large retrofit applications, will the vendor submit calculated energy savings as a part of the pre-inspection report? In the RFP, that task is listed after the "Submit Pre-installation report", but it seems as though it would be required for inclusion of incentives in the offer letter?**  
Yes, the chosen QA/QC vendor(s) will need to conduct calculations for energy savings based upon their pre-installation inspection report prior to the pre-approval letter being drafted and sent to Cape Light Compact. The calculations, inspection report, and pre-approval letter draft can all be submitted simultaneously or as they are completed. The pre-approval letter should be representative of what is documented by the chosen QA/QC vendor(s) during the pre-installation inspection. Likewise, once the installation is complete, if the invoices and post-installation inspection report differ from the original submittal, the chosen QA/QC vendor(s) will need to reconcile the energy savings calculations and resubmit to CLC accordingly.
4. **The proposal requests the three most recent proposals for similar services. Can we provide program descriptions for three programs that we run instead?** Yes. Cape Light Compact is looking for representation of the bidding vendors' experience in this field and will accept 3 examples of recent programs instead of or in addition to example proposals.
5. **What percentage of the large C&I applications are submitted directly by customers? By installation contractors? Any other source of applications?** Cape Light Compact does not track this information. Anecdotally, the majority of Large Retrofit applications are vendor-submitted.
6. **What percentage of the large C&I applications are prescriptive? Custom?** Please see our answer to #2.
7. **How many 2013 projects were on Martha's Vineyard?** Please see our answer to #2

8. **Item 7 in Exhibit F requests that the Compact be notified via e-mail within 1 business day of discrepancies are found. Does this include discrepancies for both the pre- and post- installation inspections?** Exhibit F is a draft Service Level Agreement (SLA) for illustrative purposes only. The timelines to be included in the contract SLA will be discussed and mutually agreed upon by CLC and the chosen QA/QC vendor(s) during contract negotiation. Since, for this contract, the chosen QA/QC vendor(s) is expected to work through all discrepancies with the customer or their representative directly, it is not anticipated that CLC will need to be notified for pre-installation inspection discrepancies. Pre-approval letters should be representative of the chosen QA/QC vendor(s)' pre-installation inspection report.
9. **Item 14 in Exhibit F requests that vendor will perform benefit cost screening for custom projects. At what point in the process is this usually requested? Will the request come from the Compact or is it assumed that all Custom projects require the MA DF Screening tool?** Exhibit F is a draft Service Level Agreement (SLA) for illustrative purposes only. The chosen QA/QC vendor(s) will *not* be requested to perform benefit cost screening. Screening is currently conducted by CLC or by one of CLC's Ancillary Engineering Services vendors and will remain this way.
10. **If there is a discrepancy between the installation contractor's invoice and the on-site post-installation inspection, will we (the QA/QC vendor) be required to conduct a second post-installation inspection once the discrepancy is resolved?** Post-installation inspections should be conducted after the installation contractor's invoices are received so that any discrepancies can be worked through during one site visit. From time to time a second site visit may be required but this should be an exception, not the norm when discrepancies are found.
11. **Who is responsible for the Pre-approval Letter draft on New Construction applications?** Cape Light Compact does not currently issue pre-approval or offer letters on New Construction applications. In the event that CLC institutes this as a policy in the future, CLC would work with the chosen QA/QC vendor(s) to establish an appropriate process, including having the chosen QA/QC vendor(s) draft the Prescriptive New Construction Offer Letter and send it to CLC for final review and transmittal to the customer. Respondents should consider pricing for such tasks when responding to Part IX of the RFP.
12. **Is a Post inspection required for equipment verification for New Construction applications?** Cape Light Compact does not currently as a rule require post-installation inspections for Prescriptive New Construction applications. In the event that CLC institutes this as a policy in the future, CLC would work with the chosen QA/QC vendor(s) to establish an appropriate process, including having the chosen QA/QC vendor conduct a post-installation inspection for projects exceeding a certain dollar figure. Respondents should consider pricing for such tasks when responding to Part IX of the RFP.
13. **Who is responsible for documentation submittals for New Construction applications?** Prescriptive New Construction applications are submitted the same way as the Prescriptive Large Retrofit applications are, the majority are vendor-submitted on behalf of a customer. It is expected that the customer and/or their representative provide CLC and the chosen QA/QC vendor(s) with the requisite information needed to conduct calculations and confirm product eligibility for the program. In the event that the submittal is lacking, the chosen QA/QC vendor(s) will work with the customer and/or their representative to acquire all necessary information to conduct energy savings calculations and confirm product eligibility. The chosen QA/QC vendor(s) energy savings calculations and all

documentation not provided in the original submittal (e.g. updated product specification sheets) will be provided to CLC by the chosen QA/QC vendor(s).

14. **Are savings calculations to use the customer's actual rate structure per the MA TRM page 13 to calculate baseline and energy efficient loads? (Y/N, explain)** When we refer to "savings calculations," we mean energy savings, not customer bill savings. Energy savings calculations are to compare the customer's existing energy systems in kWh usage to proposed systems as detailed in project application submittals for Retrofit applications and to compare proposed systems to the current Energy Code for New Construction applications. Rate structures are helpful to calculate simple payback for the customer, but it is not necessary or required to use them.
15. **Are calculations/savings to include electric and natural gas, as applicable? (Y/N, explain)** Cape Light Compact does not anticipate needing the vendor to calculate natural gas savings. All projects involving natural gas savings will have National Grid gas involved and National Grid will work with the customer and/or their representative to conduct these calculations or confirm the submitted calculations are correct, in addition to conducting any requisite site inspections.
16. **Will Cape Light Compact provide any/all impact factors if not provided in the MA TRM? (Y/N, explain)** Cape Light Compact needs the chosen QA/QC vendor(s) to calculate gross energy savings, not net energy savings. Please disregard the impact factors included in the MA TRM as CLC will apply those to these projects accordingly.
17. **Are all calculations to be per MA TRM and measure application data? (Y/N, explain)** Yes, all calculations are to follow the most recent version of the MA TRM based upon information submitted in the application and witnessed during pre-installation inspection site visits (Pre-install site visits are not required for New Construction applications). As of 11/24/2014, the most recent TRM is the 2013 Program Year Report TRM dated June 2014. This and all subsequent MA TRMs will be shared with the chosen QA/QC vendor(s) by Cape Light Compact.
18. **Does CLC have a preference of which software package or calculation tools are used to conduct the energy savings calculations?** No, as long as the package or tool follows the MA TRM calculation methodology. All energy savings calculation tools will need to be unlocked for CLC's review and approval.
19. **Is an excel spreadsheet and/or ACCESS database acceptable for all calculations? (Y/N, explain)** Yes. An Access Database, for larger calculations, can be accommodated. The chosen QA/QC vendor(s) will need to work with Cape Light Compact's IT department to ensure proper and secure transfer of large files that exceed email program size limits. All energy savings calculation tools will need to be unlocked for CLC's review and approval.
20. **Who are the natural gas suppliers in the Cape Light Compact area?** National Grid is the Natural Gas Program Administrator in Cape Light Compact Territory (though customers on both Martha's Vineyard and the outer portion of Cape Cod do not have natural gas service). Competitive Natural Gas Suppliers can be found on the Mass DPU website: <http://web1.env.state.ma.us/DPU/FileRoom/Suppliers>
21. **For Custom projects requiring both the Compact's engineering vendor and the chosen QA/QC vendor, what is the engineering vendor's turnaround time?** The engineering vendors' turnaround time varies dependent upon work volume and the complexity of the custom project. For these types of projects the Service Level Agreement with the chosen QA/QC vendor(s) will allow for timeline flexibility of all

deliverables. The chosen QA/QC vendor(s) is not subject to being penalized for delays due to the engineering vendor's schedule.

22. **Is engineering required for all VFD applications?** Energy savings calculations are required for all prescriptive VFD applications. Proper engineering of the proposed VFD system is the responsibility of the customer or their installation vendor per the Terms and Conditions of the respective application.
23. **What kind of price structure is CLC looking for the vendors to submit, Time and Materials or per unit costs?** CLC leaves it to the discretion of the bidding vendors to determine which pricing methodology will work best for them while still allowing their bid to be competitive. Historically, this contract has run on a time and materials basis.
24. **The programs change and evolve frequently; will the roles and tasks for the QA/QC vendor(s) increase and/or decrease as such from that of prior years?** It is the intent of CLC with this RFP to make the application submittal process more turnkey for our commercial customers through the chosen QA/QC vendor(s), thereby increasing the number of tasks taken on by the vendor. However, with this new contract, once the work is delegated to the chosen QA/QC vendor(s), there will be minimal back and forth with CLC program staff.
25. **Will Cape Light Compact share their weighted matrix of selection criteria?** No.
26. **Part IX on Page 7 of the RFP mentions "out of scope" work. What type of out-of-scope work does CLC anticipate?** From time to time CLC might need the QA/QC vendor(s) to conduct a site visit on a New Construction project or assist us on projects of a unique scope that might not fit within the scope as detailed in the RFP.
27. **Will Cape Light Compact share the submitted questions and answers with all the vendors or just the vendor that submitted the question?** CLC is sharing the questions and answers with all the interested vendors in hopes that it may help the vendors prepare their bid submittals.
28. **Is Cape Light Compact looking for a single vendor or multiple vendors for this RFP?** Cape Light Compact is open to both scenarios. CLC will support submittals from one vendor to provide all requested services as well as teams of vendors to provide the requested services. For instance, if a site inspection vendor teams up with a vendor with energy calculation experience. Further, CLC reserves the right to consider multiple vendors individually under multiple contracts for these services.
29. **Are there any measures in the following list that will not be QC'd by CLC?**

## **MA TRM Measures**

### **COMMERCIAL AND INDUSTRIAL ELECTRIC EFFICIENCY MEASURES**

#### **LIGHTING – ADVANCED LIGHTING DESIGN (PERFORMANCE LIGHTING)**

**LIGHTING – LIGHTING SYSTEMS**

**LIGHTING – LIGHTING CONTROLS**

**LIGHTING – FREEZER/COOLER LEDS**

HVAC – SINGLE-PACKAGE AND SPLIT SYSTEM UNITARY AIR CONDITIONERS

HVAC – SINGLE PACKAGE OR SPLIT SYSTEM HEAT PUMP SYSTEMS

HVAC – DUAL ENTHALPY ECONOMIZER CONTROLS (DEEC)

HVAC – ECM FAN MOTORS

HVAC – ENERGY MANAGEMENT SYSTEM

HVAC – HIGH EFFICIENCY CHILLER

HVAC – HOTEL OCCUPANCY SENSORS

HVAC – PROGRAMMABLE THERMOSTATS

REFRIGERATION – DOOR HEATER CONTROLS

REFRIGERATION – NOVELTY COOLER SHUTOFF

REFRIGERATION – ECM EVAPORATOR FAN MOTORS FOR WALK-IN COOLERS AND FREEZERS

REFRIGERATION – CASE MOTOR REPLACEMENT

REFRIGERATION – COOLER NIGHT COVERS

REFRIGERATION – ELECTRONIC DEFROST CONTROL

REFRIGERATION – EVAPORATOR FAN CONTROLS

REFRIGERATION – VENDING MISERS

FOOD SERVICE – COMMERCIAL ELECTRIC OVENS

FOOD SERVICE – COMMERCIAL ELECTRIC STEAM  
COOKER

FOOD SERVICE – COMMERCIAL ELECTRIC GRIDDLE

FOOD SERVICE – LOW TEMPERATURE COMMERCIAL DISHWASHER

FOOD SERVICE – HIGH TEMPERATURE COMMERCIAL DISHWASHER

FOOD SERVICE – COMMERCIAL ICE MACHINE

FOOD SERVICE – COMMERCIAL FRYERS

FOOD SERVICE – FOOD HOLDING CABINETS

COMPRESSED AIR – HIGH EFFICIENCY AIR COMPRESSORS

COMPRESSED AIR – REFRIGERATED AIR DRYERS

COMPRESSED AIR – LOW PRESSURE DROP FILTERS

COMPRESSED AIR – ZERO LOSS CONDENSATE DRAINS

MOTORS/DRIVES – VARIABLE FREQUENCY DRIVES

CUSTOM MEASURES (LARGE C&I)

## CUSTOM MEASURES (SMALL C&I)

### COMMERCIAL AND INDUSTRIAL GAS EFFICIENCY MEASURES

HVAC – BOILERS

HVAC – BOILER RESET CONTROLS

HVAC – COMBO WATER HEATER/BOILER

HVAC – CONDENSING UNIT HEATERS

HVAC – FURNACES

HVAC – INFRARED HEATERS

HVAC – THERMOSTATS

HOT WATER – WATER HEATERS

HOT WATER – PRE-RINSE SPRAY VALVE

HOT WATER – STEAM TRAPS

HOT WATER – LOW-FLOW SHOWER HEADS

HOT WATER – FAUCET AERATOR

FOOD SERVICE – COMMERCIAL OVENS

FOOD SERVICE – COMMERCIAL GRIDDLE

Any gas measures listed above do not need QC by CLC's chosen QA/QC vendor(s), they are in red text highlighted in gray. Cape Light Compact does not currently as a rule require post-installation inspections for Prescriptive New Construction applications, which are also listed above in red text highlighted in blue. Please see our answer to #12 and know that measures are added and removed from the TRM on a yearly basis. CLC will work with the chosen QA/QC vendor(s) to ensure they have a current measure list and savings methodology for all technologies requiring inspections.