

## Cape Light Compact

### LEAD VENDOR FOR COMMERCIAL NON-SMALL BUSINESS SERVICES RFP

Bidders Call – December 28, 2015

**Question 1:** *Can you clarify if the Lead Vendor (LV) is responsible for providing service delivery to all identified market segments or if there will be an individual lead vendor for each market segment (e.g. Grocery being one segment, Hospitality another, etc.)? Our assumption is there is a single Lead Vendor managing activity for all the identified segments.*

The intent is to have a single LV managing activity for all medium customers, identified customer segments and new customer segments.

**Question 2:** *If the LV is responsible for all market segments and all program functions (i.e. customer scheduling, administration, energy assessments, installation, QA, reporting, invoicing, etc.), can the LV use subcontractors to perform any of those functions or is the subcontracting work limited to installation vendors?*

The LV may use subcontractors; however, the LV must provide a list of subcontractors to the Compact to be included in the Contract and update the Compact as new subcontractors are added to the list.

**Question 3:** *Do you envision the LV acting as a general contractor for installation work? Since it appears the LV is responsible for hiring the installation contractors, will all contracts with The Compact customers be between the LV and the customer? Or will the installation subcontractor contract directly with the customer for the installation work?*

The LV's role is to work with the customer on their assessment, help to coordinate work where needed, and coordinate QA/QC. For installation services a customer can choose to use their own contractor or a subcontractor of the LV. If the customer chooses to use their own contractor, the installation contract would be with their contractor and the customer. If the customer chooses to work with a subcontractor of the LV, the installation contract would be between the LV and the customer.

**Question 4:** *The goals indicate the number of assessments to be completed in 2016 through 2018. However, it is stated that the focus is on cost effective energy efficiency measure installation. Do you anticipate an installed KWH target for the Lead Vendor? If so, will it be by segment or total program KWH?*

The Compact intends to provide the LV with a yearly kWh goal for the total program.

**Question 5:** *The RFP mentions several times the LV will address short and long term Environmental, Health, and Safety (EH&S) issues. Can you elaborate on the extent of this requirement? Is it related to only the energy efficiency equipment being removed and installed or is there an expectation that the LV will make general business observations about EH&S issues?*

The intent is to make sure that measures installed address health, safety and indoor air quality issues by following building science protocols through a whole building approach. Customers should be alerted to potential issues and work should not proceed if issues are identified.