

**Cape Light Compact, JPE
Commercial and Industrial (C&I) Programs
Energy Efficiency Program Services
Request for Proposal(s)**

Questions and Answers (updated July 28, 2021)

- 1.) **Q: Am I correct that the 2019 RFP will be updated by a very similar 2021 RFP, which we would actually reference in our proposal. Alternatively, should we assume that, if selected as a Compact Vendor, our program implementation period would begin on, or about, January 1, 2022?**

A: The 2019 RFP is not the current version. Please see the current RFP and associated files that were posted on July 12, 2021 at the following link:
<https://www.capelightcompact.org/rfp/>.

For the schedule, please refer to the RFP schedule therein where it notes that project implementation is expected to begin January 1, 2022.

- 2.) **Q: Can you tell me if there are any steps we need to take to ensure our participation in the bidding process; such as acceptance of T&C, or agreeance to RPF terms prior to Attending the pre-bid meeting and Creating our response to the RFP.**

A: Per the RFP, exceptions to the terms and conditions need to be submitted with the proposal.

- 3.) **Q: I have a question regarding the form of contract for what I will propose to continue to provide ancillary services that in the past you've used a more simplified professional services form of contract instead of the Field Services Agreement.**

A: This will be decided after review of the proposal.

- 4.) **Q: Does the proposal need to be at CLC offices by 12 pm on 8/20?**

A: Yes. Per the RFP, the bids need to be delivered to the office by 12 pm on 8/20.

5.) Q: Is there a specific way to send the proposal via electronic?

A: Email, secure link, or flash drive would be acceptable forms of electronic submission.

6.) Q: Will multiple vendors be selected for each scope or a single vendor for scopes?

A: For the Municipal and Small Business segments, there has traditionally been one vendor for each. Small business also had one specialty vendor. The Compact may continue with that same structure but is interested in reviewing proposals before determining how it may be structured. For all other scopes, the Compact would like to have multiple vendors.

7.) Q: Does the pricing need to include a cost or can it be no-cost? In looking at the small business scope, do we have to charge for an assessment?

A: The Compact is open to creative pricing. There can be no-cost assessments, but please utilize the Notes field to detail the conditions where this might be the case. The pricing sheet was developed to be flexible in the response, but it should be detailed enough for the Compact to compare bids.

8.) Q: Are there any new things coming in the next 3-year plan that bidders should potentially include in their proposal?

A: There are a lot of unanswered questions at this point in the planning process, and the Compact will need to be able to adapt to the changing landscape. In reference to electric vehicles, there are questions about the Compact's future role. As for other areas, the Compact worked to include what is already known including a focus on comprehensive services as lighting measure lives decline as well as a focus on equity. The April draft plan for 2022-2024 can be found at: <https://ma-eeac.org/wp-content/uploads/Mass.-Statewide-Energy-Efficiency-Plan-Submitted-April-30-2021.pdf>. We will be filing our Final Plan in October, and the Department of Public Utilities (DPU) must rule by end of January 2022.

9.) Q: Is a local office required?

A: Please refer to section C8 of the Commercial and Industrial Energy Efficiency Program Management document.

Please see this document at the following link:

<https://3jy14ha9u771r7qzn35g0s6c-wpengine.netdna-ssl.com/wp-content/uploads/2021/07/CLC-Commercial-Program-Services-RFP-07.12.21.pdf>

10.) Q: Are bidders allowed to include solar or other opportunities (measures, education, etc.) in the proposal?

A: Currently, solar PV is not authorized as part of the energy efficiency plans, but given the GHG goals, there may be a role in the future. This is an open question at this time.