



**EFFICIENCY MAINE TRUST  
REQUEST FOR PROPOSALS FOR  
LOAD MANAGEMENT INNOVATION PILOTS**

**RFP EM-011-2018**

**Date Issued: April 12, 2018**

**Closing Date: May 22, 2018 - 3:00pm local time (Augusta, ME)**

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**Separate attachments:**

- Attachment A – Proposal Cover Sheet Form
- Attachment B – Standard Agreement
- Attachment C – Project Proposal Cost Form

## SECTION 1 – RFP INFORMATION AND INSTRUCTIONS

### 1.1 Title and Purpose

#### **RFP EM-011-2018 – Load Management Innovation Pilots.**

Through this RFP, the Efficiency Maine Trust (the Trust) seeks one or more qualified bidders or bid teams to develop and implement pilot projects that demonstrate electric load management technologies and strategies. These projects will fall under and be funded through the Trust's Innovation Program.

#### *Areas of Interest*

1. Residential heat pump water heater (HPWH) pilots that demonstrate ways in which a third party is able to actively, or through automated controls, adjust appliance operations to avoid periods of peak demand or pricing.
2. Ductless heat pump (DHP) pilots that demonstrate ways in which a third party is able to actively, or through automated controls, adjust appliance operations to avoid periods of peak demand or pricing.
3. Energy storage pilots that demonstrate the benefits of charging an energy storage device during off-peak hours and discharging it during on-peak hours at commercial, small industrial, or multi-family sites. The Trust is particularly interested in projects that explore the benefits associated with using energy storage during evening peak hours (i.e., outside of daylight hours) to leverage solar photovoltaic (PV) generation.

The Trust welcomes proposals that do not fall under one of these three specific areas of interest, provided that they demonstrate an innovative use of a technology or management approach to achieve load management that is not commonly employed in Maine. Priority for proposals outside of the two areas of interest identified above will be given to those proposals that involve an *active* resource (i.e., something that can be activated or deactivated remotely by a third party) over those that involve *passive* resources. Ideally, a project will have *both* active and passive capability. Additionally, preference will be given to proposals that set up a mechanism for ongoing, remote monitoring of the project(s) by the Trust beyond the completion of the pilot. Proposals involving fossil fuel-fired gensets will not be accepted.

### 1.2 Designated Contact Person for this RFP

Emily Cushman, Program Manager  
Efficiency Maine Trust  
168 Capitol Street, Suite 1  
Augusta, ME 04330-6856  
Phone: (207) 213-4160  
Email: [emily.cushman@efficiencymaine.com](mailto:emily.cushman@efficiencymaine.com)

### 1.3 Schedule of Activities

Event	Date/Deadline
RFP Issued	April 12, 2018
Question Period Closes	April 23, 2018
Responses to Questions Posted	April 26, 2018
Proposals Due at Efficiency Maine Trust Office	<b>May 22, 2018 – 3:00 p.m. local time (Augusta, ME)</b>
Anticipated Award Date	June 4, 2018

**Schedule changes:** The Trust reserves the right to modify this schedule at its discretion. Any changes or additional information regarding the RFP schedule and pre-bid activities, including responses to questions, will be posted on the Trust’s website at: <http://www.efficiencymaine.com/opportunities>

### 1.4 Questions

Questions regarding this RFP must be submitted by email to the Designated Contact Person listed in section 1.2 prior to the close of the Question Period specified in section 1.3. The subject line of the email should be: RFP EM-011-2018 Questions. Responses to questions will be posted on the Trust’s website.

### 1.5 Proposal Submittal Deadline

Proposals must be received at the Trust’s office by the due date and time specified in section 1.3. Any proposal received after the deadline will not be considered. Proposals must be complete when submitted; changes or additions will not be accepted after the specified due date and time, except for any clarifications requested of bidders by the Trust. Each bidder is responsible for ensuring timely receipt of its proposal. Further details regarding proposal requirements are provided in Section 5 of this RFP.

### 1.6 Cost of Proposal Preparation

Costs incurred in the preparation of any proposal in response to this RFP are the sole responsibility of the bidder.

### 1.7 Anticipated Contract Term

The anticipated term of the contract is June 30, 2018 through June 30, 2019, subject to annual review by the Trust.

### 1.8 Anticipated Contract Budget

The total budget is \$750,000 for the award(s) to be made under this solicitation and may be allocated towards a single award or among several awards. The individual contract(s) will be compensated on a fixed-price basis.

## **1.9 Contract Award**

The Trust will notify all bidders of the contract award decision by email. The anticipated award date is specified in section 1.3. The Trust reserves the right to negotiate the final terms and conditions of the contract award with a winning bidder whose proposal is selected by the Trust, and to reject any winning bidder with whom the Trust cannot agree to terms and conditions meeting the Trust's needs, in the Trust's sole judgment.

## **1.10 Contracting Process**

The selection process is governed by the Efficiency Maine Trust Rule Chapter 1: Contracting Process for Service Providers and Grant Recipients, which can be found on the Trust's website:

<http://www.energymaine.com/docs/Chapter-1-Contracting-Process-for-Service-Providers-and-Grant-Recipients.pdf>

## **1.11 Related Requests for Proposals**

The Trust is planning to issue the following RFP in April 2018: EM-010-2018, Renewable Energy Community Demonstration Grants in Affordable Housing.

Bidders are invited to respond to multiple RFPs. However, bidders must submit a separate, stand-alone proposal in response to each RFP for which the bidder wishes to be considered. EMT may award one bidder more than one contract.

# **SECTION 2 – BACKGROUND INFORMATION**

## **2.1 Efficiency Maine Trust**

Efficiency Maine is the independent administrator for programs to lower the cost and environmental impacts of energy in Maine. Our programs promote energy conservation and alternative energy systems by delivering financial incentives on the purchase of high-efficiency upgrades to help customers save electricity, natural gas and heating fuels throughout the Maine economy. The Trust is governed by a stakeholder Board of Trustees with oversight from the Maine Public Utilities Commission.

## **2.2 Innovation Program Background and Context**

The Trust's Innovation Program provides funding to support pilot projects that demonstrate new types of energy efficiency, conservation, or alternative energy measures or new strategies for promoting such measures. The program focuses on measures that show significant potential to be cost-effective and to provide energy savings or greenhouse gas savings but are not yet well understood or established in the marketplace. The measures piloted may or may not prove to be cost-effective or popular in the Maine marketplace. Part of the purpose of the Innovation Program is to use smaller pilot projects to generate findings of cost-effectiveness and market demand before making larger investments on incentives and program delivery.

### 2.3 Program Goals, Objectives and Requirements in the Third Triennial Plan

In its Third Triennial Plan (TPIII), the Trust identified Distributed Energy Resources (DERs) and the “smart grid” as a significant area of opportunity for exploration through the Innovation Program. TPIII noted that there is rising concern about prices, and grid stability and reliability, driven by periods of peak demand. Indeed, Maine’s electric utilities are making significant investments in transmission and distribution infrastructure to meet grid reliability needs. The Trust is therefore interested in exploring cost-effective ways to help Maine consumers reduce the inefficient use of the grid by managing load to favorably impact peak demand.

At the same time, the Trust would like to build on its experience with the Boothbay Non-Transmission Alternative (NTA) Pilot Project, which was conducted from 2013-2015, and explore potential NTA resource procurement options for the future. As with all NTA initiatives, the Boothbay NTA Pilot Project sought to reduce peak load in a targeted geographical area through the procurement of various DERs, obviating the need for more costly transmission and distribution infrastructure upgrades. Though the Trust’s involvement in the Boothbay NTA Pilot Project was limited to passive DERs in the form of LED lighting upgrades, it is interested in investigating a wider range of options.

Energy storage represents one DER worth further examination. The Boothbay NTA Pilot Project final report noted that the timing of the peak occurred later in the afternoon or evening, rendering solar PV installations less effective as a capacity resource.<sup>1</sup> Pairing these installations with energy storage may help leverage solar PV generation during non-daylight hours; as such, this concept is listed as an “interest area” for this RFP. The Trust is also eager to investigate emerging technologies in the active resource space, particularly those that pair with its existing energy efficiency measure offerings. It is for this reason that the RFP identifies HPWH and DHP control pilots other “interest areas”.

The Trust welcomes proposals that do not fall under one of these two specific areas of interest, provided that they demonstrate an innovative use of a technology or management approach to achieve peak load shifting. Proposals involving fossil fuel-fired gensets will not be accepted. The Trust has significant experience working with customers to deliver passive, behind-the-meter DERs in the form of energy efficiency. Through this RFP, the Trust is looking to build greater understanding in Maine about the costs, benefits, and performance of other cost-effective DERs, including distributed generation demand response. It is particularly eager to explore partnerships with third-party entities that can dispatch active resources in real-time and report aggregated savings data. Through these pilots, the Trust is seeking data that can provide a sense of the real and/or potential costs and benefits associated with these projects.

#### Pilot Objectives:

- Measure the energy savings benefits of the pilot or propose a methodology to measure the benefits.
  - Benefits can accrue to customers (e.g., lower energy costs) and/or utilities (e.g., lower peak demand).

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<sup>1</sup> Grid Solar, LLC. (2016). *Final Report: Boothbay Sub-Region Smart Grid Reliability Project*. Prepared for the Maine Public Utilities Commission Docket No. 2011-138. p. 63.

- Analyses can explore one or several value streams, including time-of-use (TOU) billing, demand charge management, demand response, thermal storage, or another similar concept.
  - Analyses can include real or theoretical parameters. For example, if a customer or appliance is not subject to TOU rates, an analysis could include opportunities for setting TOU rates to achieve additional benefits. In such cases, the analyses should indicate the threshold at which the additional parameter renders the measure cost-effective. Note: The analysis must include some real parameters (not theoretical only).
  - The methodology should include a description of any data the bidder(s) would need to calculate the benefits and note if the data is not publicly or readily available.
- Where applicable for active DERs, demonstrate ways in which a third party has the ability to remotely, or through automated controls, adjust the operations of said DER.
  - Provide the Trust data from the pilot in a Microsoft Office Excel or Access file or other appropriate format approved by the Trust.
  - Report on the results of the pilot.
  - Where applicable, provide the Trust with access to an electronic platform through which it can monitor project activity and performance remotely in real time beyond the completion of the pilot.

## 2.4 Additional Sources of Information

Following are links to additional information that may bidders may find helpful in preparing a response to this RFP:

TITLE	LOCATION (link)
Efficiency Maine Trust website	<a href="http://www.energymaine.com/">http://www.energymaine.com/</a>
Most recent Efficiency Maine Trust Annual Report	<a href="https://www.energymaine.com/docs/FY2017-Annual-Report.pdf">https://www.energymaine.com/docs/FY2017-Annual-Report.pdf</a>
Efficiency Maine Trust Commercial/Industrial and Multifamily Technical Resource Manual	<a href="https://www.energymaine.com/docs/EMT-TRM_Commercial_Industrial_Multifamily_v2018_3.pdf">https://www.energymaine.com/docs/EMT-TRM_Commercial_Industrial_Multifamily_v2018_3.pdf</a>
Efficiency Maine Trust Residential/Retail Technical Resource Manual	<a href="https://www.energymaine.com/docs/EMT-TRM_Retail_Residential_v2018_3.pdf">https://www.energymaine.com/docs/EMT-TRM_Retail_Residential_v2018_3.pdf</a>

## SECTION 3 – SCOPE OF WORK

### 3.1 Overview and Objectives

The primary objective of the pilot is to measure the costs and benefits with the DER areas of interest outlined below. Pilot proposals that fall outside of these areas of interest should draw on the same fundamental objectives. The Trust is looking to improve the understanding of the functionality and performance of DERs, and to explore any issues or challenges relevant to marketing, education, training and/or operation of the measures.

#### **Residential Heat Pump Water Heater Automated Controls/Two-Way Communication Pilots**

The Trust is seeking proposals for pilot projects that can demonstrate the ability for a third party to remotely adjust the operation of HPWHs in a residential setting for the purposes of demand response, time-of-use billing, thermal storage, or another similar use. The pilot proposals should be limited in scope and include only a small number of heat pump water heaters or heat pump water heater controls.

The pilot can examine controls on existing systems or new full systems with controls. Adjusting the operation of HPWHs can be accomplished through two-way communication controls and/or automated controls. The Trust will consider proposals that use either method but prefers to explore the opportunities that incorporate two-way communication. Projects that incorporate both methods are preferred.

The bidder(s) should include in their proposal a methodology to measure the benefits of adjusting the operation of HPWHs. The benefits can be either customer side (e.g., lower energy costs), utility side (e.g., lower peak demand), or both. The methodology should include a description of any data the bidder(s) would need to calculate the benefits and note if the data is not publicly or readily available. The Trust will provide the selected bidders(s) data from its cost-benefit analysis tool so the benefits reported by the pilot will be consistent with the benefits reported by the Trust in its annual report.

Following are examples of residential HWPH pilots:

- Demonstrating the ability of HPWHs to be turned off in response to a demand response event. The pilot would measure the costs and benefits of reducing load at a given time or place and record the consumer's experience with the pilot and demand response events.
- Demonstrating the ability of HPWHs to be used as thermal storage by designing the systems to increase water temperature in response to a specific time or event (with equipment to protect against scalding). The pilot would measure the costs and benefits of storing energy in the form of hot water and record the consumer's experience with the pilot.
- Demonstrating the ability of HPWHs to utilize automated controls to maximize the benefit from time-of-use pricing, while also responding to remote demand response instructions.

The pilot proposals can include any projects that fall under the description above and do not need to conform to the examples provided.



### **Ductless Heat Pump Automated Controls/Two-Way Communication Pilots**

The Trust is seeking proposals for pilot projects that can demonstrate the ability for a third party to remotely adjust the operation of DHPs in residential and/or commercial settings for the purposes of demand response, time-of-use billing, or another similar use. The pilot proposals should be limited in scope and include only a small number of DHPs or DHP controls.

The pilot can examine controls on existing systems or new full systems with controls. Adjusting the operation of DHPs can be accomplished through two-way communication controls and/or automated controls. The Trust will consider proposals that use either method but prefers to explore the opportunities that incorporate two-way communication. Projects that incorporate both methods are preferred.

The bidder(s) should include in their proposal a methodology to measure the benefits of adjusting the operation of DHPs. The benefits can be either customer side (e.g., lower energy costs), utility side (e.g., lower peak demand), or both. The methodology should include a description of any data the bidder(s) would need to calculate the benefits and note if the data is not publicly or readily available. The Trust will provide the selected bidders(s) data from its cost-benefit analysis tool so the benefits reported by the pilot will be consistent with the benefits reported by the Trust in its annual report.

Following are examples of potential DHPs pilots:

- Demonstrating the ability to adjust a DHP thermostat or other elements of performance in response to a demand response event. The pilot would measure the costs and benefits of reducing load at a given time or place and record the consumer's experience with the pilot and demand response events.
- Demonstrating the ability of DHPs to utilize automated controls to maximize the benefit from time-of-use pricing, while also responding to remote demand response instructions.
- A project similar to the examples above, adding a mechanism for ongoing, remote monitoring of the project(s) by the Trust beyond the completion of the pilot.

The pilot proposals can include any projects that fall under the description above and do not need to conform to the examples provided.

### **Energy Storage Pilots**

The Trust is seeking proposals for pilot projects that demonstrate the benefits of charging an energy storage device during off-peak hours and discharging it during on-peak hours at commercial, small industrial, or multi-family sites. Customers must be subject to demand charges (\$/kw). The Trust is particularly interested in projects that explore the benefits associated with using energy storage to leverage solar photovoltaic (PV) generation during evening peak hours (i.e., outside of daylight hours).

The bidder(s) should include in their proposal a methodology to measure the benefits and costs of the pilot as they pertain to both utility customers and the grid. The Trust will provide the selected bidders(s) data from its cost-benefit analysis tool so the benefits reported by the pilot will be consistent with the benefits reported by the Trust in its annual report.

The pilot proposals should be limited in scope. Bidders are encouraged to propose projects to develop and evaluate technologies that maximize the coaction between PV and stationary energy storage to enhance the value of these behind-the-meter installations. Proposals should demonstrate how the building-scale projects manage onsite energy costs and demand charges. For purposes of this pilot, building-scale is defined as a project involving a single commercial, small industrial, or multi-family building with the onsite energy system connected behind-the-meter between 40 kW and 200 kW. These are preferred size limits, not required size limits.

### 3.2 Primary Pilot Tasks

The Trust will contract with the selected bidder(s) to deliver the pilot. This work includes, but is not limited to, the following primary tasks:

#### Primary Tasks:

- Recruiting participants for the pilot.
- Procuring and installing DERs in a participant's home or business.
- Where applicable, educating the participant on the use of the DER and the terms and conditions of the pilot.
- Tracking the participant's use of the DER in order to calculate the benefit and costs of the pilot.
- Performing cost-benefit analysis.
- Reporting results to the Trust.

### 3.3 Proposal Task Descriptions

The bidder(s) are expected to propose how they will perform the following tasks:

#### **Task 1: Project Kickoff Meeting.**

The bidders(s), in consultation with the Trust, will organize and facilitate a Kickoff Meeting to be held at the Trust's offices to establish a foundation for the pilot, review the proposed statement of work and schedule, consider any revisions or adjustments that may be necessary and establish communication protocols.

*Task 1 Deliverables: Kickoff Meeting materials*

#### **Task 2: Pilot Implementation Plan.**

The contractor(s) must develop a detailed Pilot Implementation Plan that details the specific approach, schedule, implementation and quality assurance plan, for each task, sub-task and deliverable required in their pilot proposal and discussed in this RFP.

*Task 2 Deliverables: Pilot Implementation Plan*

#### **Task 3: Project Management and Reporting.**

The bidders(s) will manage all aspects of the pilot, including management of all tasks, oversight of any subcontractors, and submission of all deliverables. Management of the pilot should be designed to deliver high-quality, on-time, on-budget services to the Trust. As part of this ongoing task, the bidders(s) will, at a minimum:

- Implement formal and informal communication strategies (e.g., status reports) throughout the contract period to maintain effective and timely communication with the Trust;
- Prepare interim memos documenting key findings as they are reached; and
- Prepare comprehensive draft and final reports on the pilot.

**Task 3 Deliverables:** *Monthly Project Status Reports; Draft and Final Pilot Reports; Draft and Final PowerPoint Presentation.*

### 3.4 Project Deliverables

The bidders(s) will be responsible for timely completion of all requirements specified in the Scope of Work. Specific deliverables to be completed by the bidders(s) will include, but are not limited to, the following:

1. Interim reports to the Trust in the form of conference calls, emails, and/or memos.
2. Draft and final Pilot Implementation Plan that outlines the approach used by bidders(s) to implement their proposal.
3. All customer-facing instruments, documents, or protocols to ensure they meet the Trust's standards.
4. Monthly Project Status Reports
5. Original data files and final, cleaned project data and analysis files resulting from the pilot.
6. Draft and final report summarizing the results of the pilot.
7. Draft and final presentation summarizing the results of the pilot to the Efficiency Maine Board of Trustees.

The bidders(s) must commit to completing all tasks within the time frame established in the approved Pilot Implementation Plan. The bidders(s) is responsible for providing Efficiency Maine with electronic copies of all deliverables in Microsoft Office software format or other appropriate format approved by Efficiency Maine.

## SECTION 4 – GENERAL RESPONSIBILITIES AND REQUIREMENTS

### 4.1 Contractor Responsibilities

The winning bidder will be responsible for adhering to the following requirements:

- **Confidentiality.** All the Trust's customer information is confidential, and the winning bidder, its staff, and its subcontractors will be required to sign a nondisclosure agreement before any customer data is released to the contractor. See <http://legislature.maine.gov/statutes/35->

[A/title35-Asec10106.html](#) for additional information on related confidentiality restrictions.

- **Project Personnel.** In accordance with Standard Agreement, Rider B, Section 3, Provider Personnel (see Attachment B), no re-deployment or replacement of any Key Personnel may be made without the prior written consent of the Trust.
- **Call Center Coordination.** The winning bidder will be required to work cooperatively with the Trust's call center contractor and assist with call center training, monitoring, and support to ensure maximum customer satisfaction and cost-effective program delivery.
- **Communication and Marketing Coordination.** The winning bidder will be required to work cooperatively with the Trust's Communications Division and any marketing contractors to ensure project marketing materials and messages conform with style guidelines and to ensure message coordination in various media outlets.
- **Database Management and Coordination.** The winning bidder will be required to collect and provide accurate pilot program data and customer information to the Trust.
- **Safety.** The contractor will be responsible for adhering to safety protocols and providing all necessary safety gear for site visits conducted as part of the pilot.

#### 4.2 Efficiency Maine Trust Responsibilities

The Trust, through its designated Program Manager for this contract, will oversee and manage all work undertaken by the winning bidder, including but not limited to:

- Providing project/pilot oversight and management;
- Reviewing, commenting on and approving all deliverables;
- Reviewing and approving, or rejecting, invoices;
- Providing guidance and direction regarding pilot implementation, initiatives and strategies;
- Reviewing pilot data; and
- Making available relevant work products and data that are the property of the Trust.

## SECTION 5 – PROPOSAL REQUIREMENTS

### 5.1 Project Organization and Staffing Requirements

Proposals that include teaming arrangements must designate one party as the lead bidder. Personnel who are proposed shall be the actual contract performers. Bidders may not substitute personnel without prior written approval of the Trust.

### 5.2 Submittal Requirements

Proposals must be delivered to the Trust by the due date and time specified in Section 1.3 of this RFP to the attention of the designated Contact Person specified in section 1.2. Proposals must be delivered in

an envelope or package visibly labeled, “**Response to RFP EM-011-2018 – Load Management Innovation Pilots.**”

The proposal submission must include:

- One (1) signed original document that is unbound and includes all sections, forms and appendices;
- Four (4) *bound* hard copies of the entire original, and
- One (1) electronic copy of the complete proposal; files must be provided in Microsoft Office and/or PDF format and a copy of Attachment C must be provided in Microsoft Excel format.

The Trust reserves the right to reject any proposal that does not meet these requirements.

### **5.3 Format Requirements**

Proposals will be evaluated for adherence to the following format requirements:

- Proposals must be typewritten, using a standard font (11 or 12 point).
- Each page must state the page number, the name of the bidder, and the RFP number.
- Each page must have one-inch margins.
- Unnecessary attachments (i.e., any attachments beyond those sufficient to present a complete, comprehensive, and effective proposal) will not be considered the evaluation of the proposal.
- Proposals must adhere to prescribed page limits specified in Section 5.4. Please note that each printed side counts as one (1) page.

The Trust reserves the right to reject any proposal that does not meet these requirements.

### **5.4 Content and Organization Requirements**

The proposal must include the following contents, which should be presented in the following order:

#### **1. Proposal Cover Sheet Form**

- Include a completed, signed Proposal Cover Sheet Form, which is provided in Attachment A.
- If the proposal involves any subcontractors, provide a completed Team Commitment page.

#### **2. Letter of Transmittal / Letters of Commitment**

- Include a brief Letter of Transmittal, on company letterhead, signed by an appropriate officer of the lead bidder who can bind the company to a contract.
- If the proposal involves any subcontractors, include a letter of commitment from each subcontractor, signed by an appropriate officer of the subcontractor who can bind the company to a contract.

#### **3. Table of Contents**

#### **4. Introduction (2 pages maximum)**

- Summarize understanding of the services requested in the RFP and proposed approach to fulfilling the requirements of this RFP.
- Briefly describe the proposed project team and qualifications.

#### 5. Statement of Work (8 pages maximum)

- **Overview:** Provide an overview of the proposed approach. Describe how the project is to be implemented to fulfill the objectives of the pilot, as specified by the Trust, and the requirements of the Scope of Work (Section 3).
- **Task by Task Program Implementation Plan:** Specify the proposed Program Implementation Plan for accomplishing each individual task specified in the Scope of Work. Each task-specific plan should outline the approach to the task and specify the relevant methods and deliverables.
- **Schedule and Deliverables:** Provide a chart or outline detailing the proposed schedule for the pilot, including proposed timelines for each task and associated deliverables or reports.

#### 6. Staffing, Management and Qualifications (5 pages maximum)

- **Overview:** Briefly describe the overall staffing plan and management approach to the pilot, including coordination with subcontractors where applicable.
- **Organizational chart:** Provide an organizational chart of the proposed team for the pilot. The chart should identify key team members, their project roles, and illustrate relationships between the individual staff and the organizations (the Trust, the contractor and any subcontractors) and clearly indicate the primary point of contact for the Trust.
- **Individual qualifications:** For each staff member that is bid on the project, please provide a brief narrative that includes a description of the individual's role on this project and a summary of his or her relevant skills, qualifications, experience and expertise, including previous projects completed. (Resumes must be included in a separate appendix.)
- **Corporate qualifications:** Describe the corporate qualifications of the lead bidder, including brief descriptions of past experience on contracts of similar scope and size; provide a client name and contract value for each and describe how the work is relevant to the current RFP. Provide the same information for each subcontractor.
- **Financial capability:** Disclose and provide details regarding any bankruptcy petition (whether voluntary or involuntary), receivership, insolvency event, or similar adverse financial circumstance suffered or incurred by bidder (or any predecessor entity) within the three years preceding the date of submission of this proposal. Disclose and provide details regarding any litigation, arbitration, or administrative proceedings involving bidder within the three years preceding the date of submission of this proposal in which the amount claimed or adjudged against bidder exceeded \$50,000. Upon request, in order to provide the Trust with the ability to judge the bidder's financial capacity and capabilities to undertake and successfully complete the contract, the bidder may be required to submit two years of certified financial statements that include a balance sheet, income statement and statement of cash flow, and all applicable notes for the most recent calendar year or the bidder's most recent fiscal year. If certified financial statements are not available, the bidder should provide either a reviewed or compiled statement from an independent accountant setting forth the same information required for the certified financial

statements, together with a certification from the Chief Executive Officer or the Chief Financial Officer, that the financial statements and other information included in the statements fairly present in all material respects the financial condition, results of operations and cash flows of the bidder as of, and for, the periods presented in the statements. In addition, the bidder may be required to submit a bank reference. The bidder may clearly mark financial documents submitted in connection with the proposal as “Confidential Financial Information.”

#### 7. Budget/Cost Proposal (2 pages maximum)

- **Budget:** Provide a fixed-price bid for delivering the pilot.
- **Narrative:** Provide a detailed narrative explanation of the pilot budget/cost proposal, including the total price, price for each task, incentive structure (if relevant), and any relevant assumptions.
- **Cost Form:** Provide a completed Project Proposal Cost Form (Attachment C) detailing the breakout of costs, including: labor hours, hourly rates and costs for all personnel, including any subcontractors; other direct costs (including equipment related specifically to the pilot or incentives required to motivate customers to participate); and total costs. All related expenses must be included and itemized on this form; any costs not included on this form will be disallowed.

#### 8. Appendices

- **Appendix A – References:** Provide a list of references for the lead bidder and any subcontractors included in the bid. At least three (3) references must be provided for each organization included in the bid. For each reference, please provide current contact information (name, company, telephone number, and email address) and a brief description of the work conducted for the reference and its relevance to the current RFP.
- **Appendix B – Resumes:** Provide resumes of key project team members in an Appendix. Key project team members identified in the proposal must be dedicated to the proposed project at the level proposed. Any substitutions of key project team members must be approved by the Trust in writing.

## SECTION 6 – PROPOSAL EVALUATION AND AWARD

Proposals that are received by the submission deadline and that meet the requirements established in the RFP will be reviewed and evaluated by a proposal review team. The Trust reserves the right to decide whether a proposal is or is not acceptable in terms of meeting the requirements of this RFP and to accept or reject any or all proposals received.

In evaluating proposals, the Trust reserves the right to take any of the following steps, with respect to either all of the proposals received or to a subset of proposals selected as superior to the others: (1) consult with prior clients on the performance of the bidder or of particular persons proposed for this bid; (2) schedule presentations or interviews with representatives of the bidder or persons proposed for the project; (3) conduct a review of past performance, including a review of reports, analyses, or other

materials that would reflect the bidder's performance; and (4) request additional data or supporting material.

### 6.1 Evaluation Criteria

In evaluating proposals submitted in response to this RFP, the proposal review team will use the following criteria, which are described in subsequent paragraphs:

Scoring Category	Maximum Points Available
<b>1. Statement of Work</b>	35
<b>2. Staffing, Management and Qualifications</b>	25
<b>3. Project Cost/Budget</b>	25
<b>4. Overall Quality and Responsiveness</b>	15
<b>5. Bonus Points for Preferred Areas of Interest</b>	10
<b>Total</b>	<b>110</b>

#### 1. Statement of Work

- Does the Statement of Work present a comprehensive, sound approach for accomplishing the requirements of this RFP?
- Is the Statement of Work thorough, specific and responsive to the requirements and details specified in the RFP?
- Does the proposal demonstrate a clear understanding of the pilot and the Trust's expectations for the Innovation program?
- Does the Statement of Work reflect best practices in program delivery?
- If the proposed pilot is successfully implemented, to what degree will the technology, application or configurations used in the pilot have the potential to deliver future quantifiable, cost-effective, load management and reduced costs for the utility customers and/or the grid in Maine?

#### 2. Staffing, Management and Qualifications

- Is the proposed pilot staffing plan clear, well-defined and appropriate to the substance and scope of the services requested by the Trust?
- How qualified are the proposed personnel in terms of skills, expertise and experience relevant to this particular pilot?
- How qualified are the proposed organizations (lead bidder and subcontractors) in terms of demonstrated experience and capacity to execute this type of pilot?

#### 3. Project Budget/Cost

- Are appropriate resources being devoted to the individual tasks and sub-tasks?
- How does the total bid compare to other comparable proposals?
- Is the proposed budget consistent with the proposed Statement of Work?
- To what degree do the budget details reflect cost conservation and the likelihood to successfully complete the project as proposed?
- Where appropriate/relevant, does the proposal reflect a reasonable incentive structure to encourage participation in the pilot?



#### 4. Overall Quality and Responsiveness

- What is the overall quality of the proposal submission, including but not limited to: completeness, clarity, attention to detail, adherence to instructions and requirements and lack of errors?
- Does the proposal reflect and respond to the specific attributes of the pilot and the Trust's priorities for the Innovation program?

#### 5. Bonus Points for Preferred Areas of Interest

- Does the proposal fall within one of the specific areas of interest?
- Does the proposal involve an *active* resource (i.e. something that can be activated or deactivated remotely by a third party)? Preference will be given to proposals that involve active resources or *both* active and passive resources.
- Does the proposal set up a mechanism for ongoing, remote monitoring of the project(s) by the Trust beyond the completion of the pilot?

### 6.2 Contract Award

The Trust will notify all bidders of the contract award decision by email. The anticipated award date is specified in section 1.

The Trust reserves the right to negotiate the final terms and conditions of the contract award with a winning bidder whose proposal is selected by the Trust, and to reject any winning bidder with whom the Trust cannot agree to terms and conditions meeting the Trust's needs, in the Trust's sole judgment.

## SECTION 7 – GENERAL CONDITIONS

### 7.1 RFP Process – Reservation of Rights

The Trust reserves the right to cancel or extend the RFP process at any time. The Trust also reserves the right to reject any and all submissions in response to this RFP and to waive formalities if doing so is in the best interests of the Trust.

### 7.2 Contract Agreement

A copy of the Efficiency Maine Trust Standard Agreement appropriate to this RFP is provided as **Attachment B – Standard Agreement**. This is the standard document that will complete the agreement for services between the winning bidder and the Trust.

### 7.3 Billing

Invoices submitted for work performed under the resulting contract shall be sufficiently specific to allow the Trust to evaluate charges billed in light of the tasks required. Each invoice must include a clear breakdown, by task where appropriate, indicating the individual personnel who performed work; the date, nature, and duration of work; and the rate charged.

#### **7.4 Termination of Contract**

Termination of the agreement by the Trust is governed by section 7 of the Standard Agreement (see Attachment B).

#### **7.5 Request for Reconsideration**

An aggrieved person may request a hearing for reconsideration of a contract award decision by filing a written petition with the Executive Director of the Trust within 14 calendar days of the notification of the contract award. Each petition to reconsider must meet the requirements specified in Efficiency Maine Trust Rule Chapter 1, Contracting Process for Service Providers and Grant Recipients, Section 5(B), which can be found on the Trust's website under Documents and Services:

<http://www.efficiencymaine.com/docs/Chapter-1-Contracting-Process-for-Service-Providers-and-Grant-Recipients.pdf>

#### **7.6 Confidentiality**

All bids are treated as confidential until notification of award. Unless subject to a statutory or regulatory confidentiality exemption, bids become public documents after the contract award.