

EM RFP-013-2019: RFP FOR SUPPORT SERVICES FOR
NON-WIRES ALTERNATIVE (NWA) INITIATIVES
Responses to Questions
November 1, 2019

1. Would successful bidders on “Support Services for Non-Wires Alternative Initiative RFP” be precluded from bidding on future implementation services?
 - a. No.

2. Toward the bottom of page 7 of the subject RFP, under “Task 1. NWA Analysis,” we read: “...the successful bidder will assist the Trust in its assessment of the potential that BTM NWA would meet the need identified by the NWA Coordinator in any of the situations identified above and determine their viability in satisfying the reliability...” (emphasis added). In determining the viability of BTM NWA in satisfying reliability, is the Trust bringing a relevant credentialed engineering resource to assessment of viability with respect to reliability? Or, is the successful bidder’s assistance to include such an engineering resource? Or, is the expected level of rigor associated with reliability assessments such that credentialed engineering expertise is not required?
 - a. The Trust does not have and will not have a credentialed engineering resource. While not all site assessments will require credentialed engineering resources, the Trust prefers that the successful bidder have the engineering resources available for those assessments that require that advanced level of expertise.

3. How important is it for the successful bidder to have a local presence in Maine?
 - a. The Trust prefers that the successful bidder can rapidly dispatch on-the-ground assessments per Task 3: “capacity to quickly determine and define the availability and reliability of appropriate NWA BTM resources”.

4. Page 10: regarding Task 2, can you provide additional information about EMT’s expectations regarding “[d]efining a forecasting and event notification process.”?
 - a. In “Task 3: NWA Initiative Design” the Trust asks that “the successful bidder will have the experience, depth, and capacity to quickly determine and define the availability and reliability of appropriate NWA BTM resources.” Included in this task the Trust expects that the successful bidder establishes a forecasting and event notification process for active measures and how these events will be communicated to end customers.

5. Page 10: For Task 3, NWA Project Oversight, please describe the RFP meaning regarding “[m]anagement of contractors”.
 - a. On page 11 Task 4, NWA Project Oversight, the Trust included a subtask of “management of contractors” as the successful bidder may be asked to provide direction and oversight of the Trust’s existing delivery team network e.g. a demand side management service provider or any new delivery team that may be needed to deliver programs that the Trust may not be offering. While the Trust’s has an extensive offering of existing programs of energy efficiency and distributed generation, it does not

currently offer demand response or load shifting measures. It is possible that the Trust would need to secure these services and oversee those activities for specific NWA areas.

6. Page 10: Please provide more information, and perhaps a few sample implementation requirements, regarding what is meant by “Defining the implementation requirements for the NWA BTM solutions”.
 - a. The Trust expects the successful bidder to define a scope, solutions, and implementation strategy to meet the NWA needs described in section 2.3.1.
7. Page 11: Please provide a few examples of the services anticipated for “Assisting with preparing one or more Requests for Proposal (RFP) for resource development and implementation”.

The Trust will be responsible for procuring all BTM NWA solutions and to the extent that it cannot meet that need through existing programs it will need to issue RFP’s for those resources.
8. Page 11: Please provide an example of what is meant by a “contractor” (A demand response aggregator? A distribution utility customer installing a BTM NWA? Etc.) and provide a few examples of services anticipated for “management of contractors”.
 - a. See response to question 5.
9. Page 11: Regarding “management of contractors”, does Efficiency Maine Trust anticipate or expect “boots on the ground” inspections of BTM NWAs?
 - a. See response to question 2.
10. Page 11: What is EMT’s expected need for Task 5’s “[p]redictive measure persistence modeling” as part of Regulatory Filing and Support?
 - a. The Trust expects the successful bidder to provide support in updating its technical reference manuals. These manuals will inform the process of estimating the capacity that installed resources can defer and the effective lifespan for these resources.
11. Please confirm that only behind the meter resources will be considered as NWAs under this project.
 - a. That is correct. The NWAC would coordinate projects on the utility side of the meter.
12. Are there any technical limitations on the types of resources that can be considered part of the NWA solution? For example, are Wind, Solar, Demand Response, Energy Efficiency, Combined Heat and Power, Fossil peaking plants and battery resources (standalone or in combination with solar) acceptable NWA resources? Others?
 - a. At this point the NWAC and stakeholders have yet to agree upon a benefit cost screen for projects. The Trust would recommend the most cost effective resource that can meet the need defined by the NWAC. The extent to which carbon emissions are considered in the benefit cost screen will clearly have large impact on the inclusion of certain renewable resources.

13. Can a NWA solution be a utility program, a third party program, an existing state program, or a utility program run by a third party?
- Per page 6 of the RFP:
“Thus, once a utility has identified a circuit or area that is forecasted to present a load-based reliability concern, Efficiency Maine must be ready to quickly analyze, design, and deploy the appropriate mix of NWA resources behind the meter (BTM) within the parameters set forth in the law.”
14. Can a NWA solution include assets owned by the utility, owned by third parties, or a mixture of ownership?
- The Trust and successful bidder will be responsible for assessing a subset, as defined on page 7 (2.3.1), of BTM customer solutions. It is unlikely in Maine’s regulatory environment that a BTM resource would be held by the Utility but it is not the Trust’s role to preclude any ownership structures.
15. The RFP states that proposals must be delivered "in an envelope or package or by email" (emphasis added) and also states the proposal submission must include "One signed, original document that is unbound and includes all sections, forms and appendices" and "One electronic copy of the complete proposal." Is the Trust requiring a hard copy submission and an email submission, or is an email submission sufficient to meet your requirements?
- An email submission is compliant pursuant to its submission to the RFP contact by 11/22/2019, 3:00 p.m. Eastern Time (US).
16. It is assumed that Task 2 will require a technical potential analysis for EE and demand response, in addition to other DERs based on the demographics of the proposed area using existing and new programs. Please confirm.
- The Trust’s emphasis is on establishing achievable, realistic BTM demand reduction strategies utilizing our measure portfolio that can then be provided to the NWAC to provide a functioning NWA that meets their prescribed need. The Trust does not have a fixed notion of the methodology required to arrive at such a recommendation but prefers flexible, efficient approaches that recognize the highly localized factors of an NWA.
17. Does Task 2 require only a technical potential analysis of DERs or economic feasibility assessment as well? If an economic assessment is required, what level of accuracy is required at this stage?
- See response to question 16.
18. Given “the fluid nature of NWA projects and the difficulties associated with attempting to estimate the costs for the tasks outlined in Section 3” as stated in the RFP, does the Trust want bidders to fill out Attachment C and submit it with their proposal? If so, how would the Trust like bidders to fill out Attachment C, in particular the column for Labor Hours?
- The Trust would like bidders to use the updated Attachment C (11.1.19) form posted on the [EM RFP-013-2019](#) web page. This form has removed the column requesting Labor

Hours and has shifted the emphasis on the billable rates and staff necessary to complete a BTM NWA.

19. Could you provide clarification around what are the expectations for Tasks 4 – NWA Project Oversight and Task 5 – Regulatory Filing and Support? Are you looking for participation on behalf of Efficiency Maine from the Contractor or are you seeking tracking, summaries, and draft filings that would then be submitted by Efficiency Maine?

- a. Task 4: The Trust expects the successful bidder to provide project management for each proposed NWA. This could include but is not limited to: establishing timelines and budgets for project implementation, utilizing the Efficiency Maine Reporting and Tracking (effRT) database to track projects and associated savings, and final project reporting.

Task 5: There is a possibility that our recommendations will undergo regulatory scrutiny. As such, we may need expert witnesses to assist the trust in defending the conclusions and recommendations we have come to.