

## RESPONSES TO QUESTIONS

### RFP EM-008-2025: REQUEST FOR PROPOSALS FOR DEMAND MANAGEMENT PROGRAM SUPPORT

*Last Revised 10.24.2024*

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**Q1: How will the delivery team interact with the curtailment service providers (CSPs) when delivering the Demand Response Initiative (mentioned in Section 3, Task 2)?**

A1: The winning bidder will support Trust staff in pre-approving CSPs, approving CSP enrollment quotas, tracking participant enrollment, and evaluating participant performance.

**Q2: Will the contracts with the CSPs be between EMT and the CSPs?**

A2: Yes.

**Q3: Are the approximate numbers per year listed after the Open Access Initiative and Renewable Reliability Initiative in Section 3, Task 2 the expected number of enrollments?**

A3: Yes.

**Q4: Under the Smart Charger Initiative (Section 3, Task 2) please define “vendors” in the sentence “these vendors must establish a white-labeled, online storefront to apply instant rebates and volumetric discounts directly to customer’s purchases.”**

A4: “Vendors” is intended to be a broad definition applied to any equipment manufacturer or distributor who can meet the Trust’s minimum program criteria.

For the purposes of this RFP, the Trust considers “white-labelled” storefronts to be a co-branded, customer-facing purchase portals/webpages that highlight Efficiency Maine’s Smart Charger program offerings to eligible customers.

**Q5: Does the Trust expect that the winning bidder provide an online storefront for customers to purchase EV charging equipment directly from the Trust/winning bidder?**

A5: No. The Trust assumes that relevant equipment manufacturers and distributors already have this capability.

**Q6: Are bids considered confidential?**

A6: No.

**Q7: Will the winning bidder perform forecasting and demand response dispatch?**

A7: With guidance and support from the Trust staff, the winning bidder will forecast peak conditions and coordinate demand response event dispatches.

**Q8: On page 13 of the RFP, the Cost Proposal section requests that bidders provide a brief narrative explanation of the cost proposal. Is there a section for this on the Project Cost Proposal Form (Attachment A) document, or should this narrative be included in our RFP response?**

A8: Please include this brief narrative explanation, including any assumptions, in the body of your RFP response.

**Q9: For Renewable Reliability, will the winning bidder coordinate directly with the third-party owners (TPOs)?**

A9: Yes.