



RFP EM-005-2016

**Questions and Answers Regarding Request for Proposals for
C&I Prescriptive, New Construction, and Small Business Incentive Program Delivery**

Below are answers to the questions the Trust has received regarding this RFP:

- 1) **Q:** Can a bidder respond to only one of the three programs (Prescriptive, New Construction, or Small Business) included in the RFP?

A: The Efficiency Maine Trust seeks a program delivery contractor or team of contractors to support a market-based, energy efficiency incentive program utilizing prescriptive solutions for Maine's Commercial and Industrial customers. Although bidders may bid on a single or combination of the three initiatives, the Trust prefers a team that can deliver a comprehensive approach to achieve the maximum energy savings at low cost.

- 2) **Q:** May a Bidder choose to respond to a single delivery channel (SBI only or C&I Prescriptive only) rather than all three? Or will preference be given to a Bidder who responds to all three Programs?

A: See response to question 1.

- 3) **Q:** Would the Trust consider an upstream approach to certain lighting measures (other than distributor screw-in LEDs)?

A: Yes. The Trust is open to a range of program designs that provide customers access to cost-effective, prescriptive incentives for the installation of eligible lighting and equipment. As mentioned in Task 2.1, the Trust plans to explore targeted upstream HVAC incentives for certain measures; a similar approach to certain lighting measures would also be considered, where appropriate. Bidders should describe their qualifications to support an upstream delivery channel.