

EM RFP-012-2019: Load Management Innovation Pilots
Responses to Questions
May 29th, 2019

1. If an organization is large enough to participate in the ISO demand response programs but don't, are they eligible for RFP EM-012-2019?
 - a. The Trust is accepting bids that include commercial and industrial customers of all sizes. However, measures installed through this pilot may not participate in ISO-NE demand response programs through the duration of the pilot.
2. Does the trust ever anticipate expanding the program eligibility out to customers who are participants in ISO demand response programs?
 - a. No.
3. In Section 7.3 billing request; the RFP states that invoices must include a clear breakdown of hours, personnel and rate charged, yet the RFP demands a fixed price budget. What are the ramifications if the time and expense supporting details from one month are lower than the fixed price charge to be disbursed?
 - a. The RFP has been edited to allow for time and materials budgets with a not to exceed total.
4. The Trust specifies a right to take additional steps in the evaluation process, including scheduling presentations or interviews with the bidders. Does the Trust expect, or leave open the possibility, to extend the one week evaluation period (June 20 due date and June 27 award date) and postponing the project start date (June 30) to accommodate the additional evaluation steps?
 - a. The Trust reserves the right to modify the project schedule at its discretion.
5. Will this fixed price work be governed by Section 3.3 or 3.4 of Attachment B - "Standard Agreement"?
 - a. The RFP has been amended to allow for time and materials budgets with a not to exceed total. The standard agreement already allows for this possibility.
6. Is there an ideal payback time window to the customer for the technology considering the costs and benefits of the DER technology?
 - a. No – the payback period should be whatever is necessary to prompt customer action.
7. Is there a specific cost effectiveness calculation method or tool that the Trust prefers the bidders to use for the pilot? Will the Trust provide bidders with access or reference to any specific cost effectiveness tool, calculator or method?
 - a. The Trust uses a benefit cost test consistent with its rule, in conjunction with avoided cost sets approved by the Maine Public Utilities Commission, to evaluate the cost effectiveness of projects. These materials will be supplied to the winning bidder.
8. Does the Trust have a preference on the size of customers included in this commercial pilot or on the number of installations of the demand management technology/DERs?
 - a. No.

9. What are some examples of data the Trust is looking for in 3.4 Project Deliverables #5.
 - a. Some examples of data that the Trust would expect to receive under Deliverable #5 include but are not to:
 - i. Installed measure information
 - ii. Customer location, site information, and contact information
 - iii. 15-minute performance data during the pilot and evaluation period
10. Will the bidder be able to co-brand with the Trust on marketing material for the purpose of pilot participant acquisition?
 - a. Yes upon the Trust's approval of materials.
11. Where/how should RFP's be submitted? Should hard copies be snail mailed to the August office? Or is there an email address to send these to?
 - a. See section 5 of RFP EM-012-2019.

12. If the Trust is looking at DR/TOU, what's the frequency and time of year for anticipated DR/load shifting events?

- a. As specified in section 3.1:

"The Trust prefers technologies and strategies that will reduce peak demand without active dispatch or interventions on the part of the customer."

If active measures are included in a bid, the responsibility falls to the bidder to provide an explanation of how dispatches would be scheduled and initiated as well as how those dispatches are to be communicated to both customers and measures.

13. Who initiates the calls for a DR/load shifting event?

- a. As specified in section 3.1:

"The Trust prefers technologies and strategies that will reduce peak demand without active dispatch or interventions on the part of the customer."

If active measures are included in a bid, the responsibility falls to the bidder to provide an explanation of how dispatches would be scheduled and initiated as well as how those dispatches are to be communicated to both customers and measures.

14. Is the bidder required to procure 3rd party EM&V resources to validate calculation for achieved pilot benefits?

- a. No.

15. Is an "intention to bid" required in order to be eligible for consideration?

- a. While appreciated, the Trust does not require an "intention to bid" document prior to the submission of the bid as outlined in section 5.4.