



Request for Proposals for a Commercial Pay for Performance Pilot

Response to RFP EM-013-2016 Questions

Q. Should the bidder(s) interpret the December 2017 term mentioned in Section 1.7 of the RFP to be the closure of the Pay for Performance payout period to pilot participants? Pay for Performance programs can have payout periods of 2 to 5 years.

A. December 2017 is the end of the pilot. After the pilot Efficiency Maine will review the results to date and decide on next steps for a Pay for Performance initiative. The bidder(s) can propose a payout period for incentives beyond December 2017 given the incentives will be funded by Efficiency Maine's C&I Prescriptive Program. The winning bidder(s) will be expected to work closely with the C&I Prescriptive Program to craft incentives for the pilot.

Q. Will the selected bidder be given access to the energy consumption data and/or interval data for the 300 long-term health care facilities in the state?

A. No, the bidder(s) should propose a methodology to narrow down the 300 facilities to those most appropriate for the pilot. The methodology should include an initial survey that will be sent to all potential participants to explain the pilot and find participants. The bidder(s) should comment on what factors will be used to determine eligibility, such as square footage or the presence of an Energy Management System (EMS) or a Building Automated System (BAS).

Due to privacy concerns, consumption and/or interval data may only be available to the winning bidder(s) after the facility has given written permission. Giving the bidder(s) access to interval data will be a requirement for participating in the pilot. The bidder(s) can propose to collect interval data from a small selection of facilities (around 20) in order to pick participants for the pilot (under 10).

Q. Regarding Task 2c in the RFP ("work with the facility to perform a building tune-ups"):

- **Is there a minimum number of facilities that are expected to go through the pilot tune-up process?**
- **Will facilities be responsible for the up-front costs associated with hiring a contractor to perform the work of the building tune-up process?**

A. No more than 10 facilities should go through the tune up process. There is no minimum requirement but Efficiency Maine will generally favor proposals that offer a larger sample.

The upfront costs of the building tune-up process will be shared between the facility and the C&I Prescriptive Program. The bidder(s) should propose how the costs should be shared.