EM RFP-009-2020: Level 2 Smart Charging Pilot Support Services
Responses to Questions
January 23nd, 2020

1. Does the $100,000 budget include administration and incentives?
    a. The budget proposed in the RFP is intended to cover the costs of both the administration and incentives for:
        i. Smart charger incentives;
        ii. Smart charger vendor costs;
        iii. Time of use incentive payments; and
        iv. Time of use analysis.
2. Please confirm that managing the chargers for the Simulated Time-of-Use and Control Groups is out of scope for this RFP. In particular, the dashboard associated with the Simulated TOU Group.
    a. Management of the chargers for the Simulated Time-of-Use s is within the scope of this RFP.
3. Please confirm that only new/recent EV purchases are eligible to count toward the 50 participating chargers for the Smart EV Chargers Group. As such, a customer with an existing EV, charging with a Level 1 charger would not be eligible to participate if they upgraded to a Level 2 smart charger, correct?
    a. Any customer in the state of Maine that currently owns an EV, does not own a Level 2 charger, and agrees to the terms of the pilot is eligible.
4. Would the bidder be responsible for providing the 50 Smart EV Charger Group participants with their incentive, or would the incentive come directly from Efficiency Maine?
    a. The Trust prefers that the bidder pay the incentive once it they ensure that pilot participant meets all eligibility requirements prior to payment falls on the successful bidder.
5. Section 3.2, task 4: does Efficiency Maine require that a certain percentage of the chargers receive an on-site QA/QC? Or, can confirmation of network functionality be accomplished in coordination with charger OEMs?
    a. Confirmation of network functionality is sufficient QA/QC assuming the core functionality of the charger will be confirmed by the electrician during the installation process.
6. Does Efficiency Maine have a preference for the bidder to identify one model of charger equipment or multiple qualifying models?
    a. The Trust would prefer to use a single database and management system but is agnostic as to how the successful bidder accomplishes this.
7. Under task 3, does Efficiency Maine mean for the customer as a point of contact to be a surveyed respondent over multiple surveys and time frames?
    a. The language within Task 3.1 *"acquiring customers as a point of contact"* is meant to direct the successful bidder to acquire customers and coordinate the installation of equipment.
8. In criteria on page 7, does Efficiency Maine mean that the charging station should be coded to require the customer to override off-peak charging daily, and once off-peak is overrode, the program would reset to off-peak the following day?
    a. Yes. The Trust would prefer the equipment automatically reset to a predetermined schedule once an "overridden" charging period has been completed and the vehicle has been disconnected.

9. Given that Tesla has over 50% market share in most jurisdictions, and proposals to the letter of this RFP will not be able to access or interface with Tesla chargers, will you also consider hardware-free solutions that connect directly to electric vehicles through native APIs (including Tesla's) and meet all criteria except those referring to physical equipment?
    a. The Trust has no preference for how the end goals specified in the RFP are met and will consider bids utilizing hardware free solutions. The responsibility will fall on the bidder to explain, in depth, how proposed systems will accomplish all the goals outlined in Section 3 – Scope of Work.
10. Does the Trust expect that 50 Level 2 chargers will be provided to both the Smart EV Chargers group and another 50 to the Simulated Time-of-Use Group? The PUC filing mentions using AMI data to analyze charging behavior for the Simulated TOU customers but the RFP does not mention AMI data for the Simulated TOU group.
    a. Each of the two test groups (Smart EV Chargers and Simulated time-Of-Use group) will have a sample of 50 chargers. The use of AMI data is a redundancy should charger usage data not be accessible through the dashboard.
11. Will the bidder be provided the results of the Control Group analysis of baseline behavior and what is the timing for this information? Is the bidder expected to create the usage profiles of EV charging absent the Trust's intervention as part of the reporting on this effort?
    a. Yes; preliminary charging behavior baseline data is expected to be available to the successful bidder at the time of the award. The Trust does not expect the bidder to create usage profiles as part of the reporting requirements.
12. How does the Trust envision the purchase of chargers happening – i.e., participants purchase chargers from an online marketplace or a bulk program purchase?
    a. The Trust assumes that the charger purchase structure will be included as a component of the successful bidder's proposal.