



The Cape Light Compact

Tel: (508) 375-6648 • Fax (508) 362-4136

POST OFFICE BOX 427 • BARNSTABLE SUPERIOR COURT HOUSE • BARNSTABLE, MASSACHUSETTS 02630

REQUEST FOR PROPOSALS FOR LEAD VENDOR FOR RESIDENTIAL CONSERVATION SERVICES FOR CAPE LIGHT COMPACT, 2011 – 2012 QUESTIONS AND ANSWERS

Set #1 posted on www.capelightcompact.org on 1/11/2011

Questions that have been received are listed and numbered here in bold with italics.
Answers are listed and numbered below each question in blue.

Page 7 Paragraph 2 of RFP PDF

Question 1.1: HPC are those assessment and Weatherization contractors.....Services must meet program requirements such as certifications, insurance, established performance metrics and background checks.

Please completely outline the requirements that must be met to be an HPC (e.g. certifications, established performance metrics, etc.)

Answer 1.1: The complete requirements will be communicated to all interested Home Performance Contractors (HPCs) by Cape Light Compact in coordination with the LV and the other Program Administrators throughout the state.

Section 2 Sub section 2.1

Question 1.2: LV is responsible for facilitating, scheduling and coordinating.....screening the initial intake of customers for HPCs

Please provide details of this process. How do HPCs bring clients into the program?

Answer 1.2: This process will be further detailed in coordination with the statewide Program Administrators (PAs).

Section 2 Sub section 2.4

Question 1.3: Cape Light offers 3 levels of energy assessments

- Screening***
- Diagnostic***
- Comprehensive***

Please outline what each of these 3 levels include. Will HPCs be able to offer the 3 levels? How will pricing be set for these 3 levels? Will it mirror LV price list on PDF pg111?

Answer 1.3: All options will be offered by all auditors in the program. The pricing will be determined with statewide coordination.

Paragraph 6

Question 1.4: Cape Light will require LV to implement Special home visits for high energy use customers.....

Will HPC be able to implement ISMs?

Answer 1.4: The Domestic Hot Water ISMs (instant savings measures), CFL bulbs, and other ISMs are intended for every eligible customer with selected and approved products.

Question 1.5: [We] heard that the Green Communities Act legally separates assessments from installation so that the entity conducting the assessments cannot perform the installations.

I'm assuming this must be a misunderstanding since the Home Performance Contractors are allowed to provide both the assessment and install measures. Can you clarify this for me, please?

Answer 1.5: The Residential Conservation Services Program Design is defined in pages 4 – 7 of the RFP. The differentiation of the LV to the measure installation is detailed in that section.

Question 1.6: Can a Home Performance Contractor also work with subcontractors to install measures?

Answer 1.6: On page 7, the definition of the Home Performance Contractor (HPC) has been stated. There may be a partnership between entities for the HPC status, but those contractors (or partnerships) will not be able to participate as Independent Installation Contractors (IICs).