



The Cape Light Compact

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

Set #3 posted on www.capelightcompact.org on 1/14/2011

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

Question 3.1: Will the existing measure price list for the low income program be applied to the residential program?

Answer 3.1: No. The pricing and some of the measure in the low-income program are specific to that sector.

Question 3.2: Projected volume of work for 2011 and 2012 is based on assessments. Is there an expectation that a certain percentage of these assessments will result in completed projects? If the projected work is based solely on meeting energy savings goals, what is the energy savings goal required for the residential program?

Answer 3.2: Please refer to Answer to Question 2.2 (Set #2 posted on 1/13/2011)

Question 3.3: RFP indicates that 80% of projects will require QAQC visit but under project volume of work, this percentage is listed as 30%. What percentage of weatherization projects will require an in process and/or final QC inspection?

Answer 3.3: Both should say 30%.

Question 3.4: BPI Accreditation requires that a minimum of one auditor have both Analyst and Building Envelope BPI certifications. Is CLC following the BPI requirements or enforcing additional requirements? If you are requiring that all auditors hold Analyst and Building Envelope certifications, what type of advance notice do you need in order to reimburse for these training costs?

Answer 3.4: If you are referring to the Lead Vendor and accreditation, it is required, and that process is described at www.bpi.org.

Reimbursement requests may be proposed in the bid with costs and timing, but it is the Compact's expectation that any proposed bidder meets the qualification of accreditation.

Question 3.5: Is there an existing HES software program that meets all specifications mentioned in the RFP?

Answer 3.5: The Compact is aware of the NEAT and TREAT products among others, but they would require modification to meet program requirements.

Question 3.6: Page 9 refers to "reasonably assuring eligibility of participants". If "participants" are customers, what are the eligibility requirements for customers?

Answer 3.6: Depending on the measure, there may be differing requirements. For example, a fully complete rebate application form for a programmable thermostat would require a verification of valid electric account, the device met the equipment specifications and other terms and conditions that may apply to the incentive. Additionally, reviewing current account numbers and review of program eligibility as a single-family (1-4) and non-low-income are also criteria.

Question 3.7: What type of advertising will be done by the LV for notification to Home Performance Contractors?

Answer 3.7: The question is unclear. It is not the LV's responsibility to advertise for the HPC's. HPCs will be required to market their services directly to customers. Any communication, however, on program clarifications and changes will be made to all subcontractors including the participating IICs and the HPCs by the LV and/or Cape Light Compact .

Question 3.8: When will the application for a Home Performance Contractor be available? What is the application process?

Answer 3.8: The application will be available after LV selection as it will be created by the selected LV in coordination with the Compact and the statewide working group.

Question 3.9: Who will review HPC applications and what criteria will be used for acceptance of a HPC?

Answer 3.9: Please see the answer above.

Question 3.10: Will Home Performance Contractors be required to identify their subcontractors at the time of application to the LV?

Answer 3.10: Yes.

Question 3.11: When will the contract between the LV and the Home Performance Contractors be available?

Answer 3.11: Please see the answer to question 3.8.

Question 3.12: What is the anticipated start up date for HPC to begin marketing, conducting assessments, etc?

Answer 3.12: It is anticipated that approved HPCs and IICs will be a part of the program launch.

Question 3.13: What are the designated terms and conditions in the contract for which an HPC must comply?

Answer 3.13: The terms and conditions of the Compact, included in the RFP, are applicable for all contractors and subcontractors in the program. Additional requirements may be added as part of the statewide working group.

Question 3.14: What software requirements will exist for HPC's?

Answer 3.14: All information needed to capture and report program participant and savings, as described in the RFP, in a manner acceptable to the selected LV will be a requirement.

Question 3.15: What are the specific requirements for certifications, insurance, established performance metrics and background checks for the Home Performance Contractors?

Answer 3.15: Please see answer to question 1.1 (Set #1 posted on 1/11/2011).

Question 3.16: What training and/or equipment costs will be reimbursable to the HPC from the LV?

Answer 3.16: No training or equipment cost reimbursements are envisioned at this time. The Compact recently applied for grant funds through the Cape Cod Economic

Development Council for this purpose but did not receive an award. The Compact has been referring interested contractors to resources that have been relayed to the Compact.