



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 #4 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 4.1: Should bidders for the LV position include a process for determining in their proposal who gets the assessment and installation work when HPC and/or IIC's bring their own customers into the system?

As an example if Company A brings a customer, will that customer stay with Company A for the assessment and/or installation work or could that customer go to Company B, C.....?

Answer 4.1: For HPCs, the assignment of energy assessments and measure installation are already defined on page 6 of the RFP under the Delivery Option column labeled "Customers call contractors, or contractors find projects through their own means".

Similarly, the IIC that finds projects through their own means will be assigned to the IIC as defined on page 6 under the Delivery Option column labeled "Customers call contractors, or contractors find projects through their own means".

Question 4.2: Is a 5-1-1- T-stat acceptable as compared to a 7 day T-stat?

Answer 4.2: Yes. This would be an acceptable measure as compared to a 7 day programmable thermostat.

Question 4.3: When a IIC brings a customer into the program will the contract for service be between the contractor and the customer as it is now, or will it need to be between the customer and the lead vendor since all IICs will be subcontractors?

Answer 4.3: The contractual arrangement for the subcontractors will be determined as part of the statewide collaborative process and will be relayed before program launch. However, for the available information to date on the process, please refer to Question 4.1.

Question 4.4: Will it be possible for the lead vendor to capture a percentage of the cost of the measure installed as a fee for management. Or put another way will there be any difference between what is charged to the customer for the measure and what is paid to the IIC subcontractor?

Answer 4.4: The pricing for measure installations will be defined through common pricing as stated on page 17 for IICs and HPCs. Pricing proposals for bidders of the Lead Vendor Services should be submitted by using Appendix 11.5 for Pricing.

Question 4.5: Will HPCs be paid for home energy assessments and if so how much less could it be then what the lead vendor was paid?

Answer 4.5: Please refer to Question 1.3.

Question 4.6: Will there be any process for current contractor utility rebate program participants to make comments on program design. For example what should be the role of the lead vendor be and could the program be structured and operate. Will there be opportunities, before the contract is signed with the lead vendor, for contractors to make suggestions for improving the efficiency of the program.

Answer 4.6: First, the Cape Light Compact is not a utility but does administer the energy efficiency programs on behalf of Cape Cod and Martha's Vineyard ratepayers.

For the second part of your question, please refer to the answer to Question 2.15.

Question 4.7: If HPCs perform audits for the lead vendor will they be able to leave a contract for services with their company rather than the lead vendor?

Answer 4.7: The Compact does not currently envision the use of HPCs to perform audits for the lead vendor; however, if a need arises to use HPCs for in-home energy assessments, then the process will be governed by the statewide collaborative working group for ability to offer services as this must be equitable for qualified IICs (please see page 9, next to last bullet, for further information).

RFP Clarification: Appendix 11.5 Pricing – please replace all references to NSTAR with Cape Light Compact.