

Questions from the Residential Behavioral pre-bid conference call on 10/01/13

1. What is the average annual electricity use per household that is being assumed?

There will be no minimum or maximum monthly average required of a customer selected to participate in this initiative.

2. Clarifying that the average per household energy use is 600 kWh per month.

The average Cape Cod and Martha's Vineyard monthly kWh per meter usage is approximately 600 kWh.

3. The goal is to provide 1,325 MWh lifetime savings. What is the lifetime?

The current assumed measure life is one year. If there is sufficient proof of additional years, the lifetime will change as a result of this proof.

4. Will additional weight be given to proposals that deliver additional savings?

We encourage creative proposals and will consider proposals that claim to deliver additional savings.

5. How will Cape Light assist in recruiting customers to participate in any programs?

Cape Light Compact would work with the chosen vendor on potential ways to market this initiative. In the past, the Cape Light Compact has reached out to encourage customers to participate in its programs through newspaper articles and ads, radio, social networking and its newsletter all of which may be options used for its behavior initiative.

6. Asked whether bill inserts would be an available service for Cape Light to provide to recruit people into the program.

Bill inserts will not be used as Cape Light Compact does not have any bills. Cape and Vineyard customers receive the bill from NSTAR.

7. What is the granularity and format of energy data that will be provided by Cape Light?

The granularity and format were different for each of our phases in the previous two behavioral pilots. As such, please provide us with your data requirements in your proposal.

8. Will savings be judged by using a control group or by comparing use to prior years of usage for the participants? If prior years, will that data be provided, and how should the results be weather normalized?

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This has not been determined.

9. Are there other criteria, such as customer satisfaction, additional savings, participation in other energy efficiency programs be included in the evaluation?

This has not been determined.

10. Are there any resources in the program for promoting the initiative or do we need to account for that in our proposal?

Please refer to answer 5. In addition, if you plan to present a vendor specific marketing plan, please include costs if there are any in your proposal.

11. If a truck roll is required to install sensor equipment, are there any preferred vendors in the Barnstable area that you prefer to work with or could recommend?

If an installation is required, please let Cape Light Compact know who you will be sub-contracting to do the installations. The Cape Light Compact does not have a preferred vendor list or make recommendations on a contractor to work with.

12. Are equipment vendors expected to partner up with installers for this application? Or should we list the cost of our equipment, plus installed cost (conservative number based off conversations with installers), and then work with one of CLC's preferred vendors?

Cape Light Compact does not have a preferred vendor list as all contractors have a contractual relationship. If installation is required, please provide a reasonable range for the installation costs and the cost of the equipment. Please detail how you envision the process of installation.

13. How do you see residential energy auditors fitting in with your deployment strategy? Should we include these auditors into our implementation plan?

At this time, the Cape Light Compact has not yet determined the deployment strategy. Therefore, residential energy auditors have not been assigned any role thus far in this initiative. Please detail how you envision working with auditors (if this applicable to your implementation plan).

14. Has CLC's allocated a budget for this program?

The Cape Light Compact has put in a placeholder budget of \$22,000 for the first year of implementation; however, there is a certain amount of flexibility for the program that will have a direct correlation to demonstrated savings.

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15. Is there a residential smart meter infrastructure installed, and does it collect and store close to real time electrical data from the households?

There is currently no residential smart meter infrastructure in place; however, the Cape Light Compact does have some access to electrical data. Please detail the minimal data required and the ideal data points for comparison for your implementation plan.