

Ancillary Services RFP Pre-Bid Questions

Question 1: Re the Response due on the 14th - is that email and paper proposal or just email?

Answer 1: Per Section IX of the RFP, RFP proposals must be submitted in both email and paper form as indicated – the latter being 1 original and 3 copies, for a total of 4 paper copies. Both paper and electronic formats must be received by 2pm on Monday December 14, 2015.

Question 2: How are the [C&I customer] size segments defined – Small, Medium, and Large?

Answer 2: C&I customer segment sizes are defined as follows:

C&I Segment	Annual Energy Usage
Small	<100,000 kWh
Medium	>100,000 but <1.5MM kWh
Large	>1.5MM kWh ¹

Question 3: Is it up to the vendor to get kWh data for sizing customers?

Answer 3: No; CLC gets those kWh usage files and will provide that data to the vendor (where applicable)

Question 4: Does CLC have a preferred format for pricing – billing rate or set budget for example?

Answer 4: No CLC does not have a preference but please be clear on which scope you're responding to and what your pricing includes – for instance whether a particular fee or rate includes travel. Please include assumptions that might affect pricing.

Question 5: a. Will all requests be coming through CLC to the vendor or does CLC expect the vendor to field some requests directly? b. Also, does CLC have a sense of anticipated volume?

Answer 5: a. The only role in this RFP which might require the vendor to field some requests directly from customers would be *F. Application Processing and Management Services*. See Section IV. F. of the RFP, which lists "Providing application intake on behalf of the Compact and its customers by maintaining a Compact email box and phone line" as one of the requisite tasks for this particular role. All other volume would come through CLC. b. CLC does not have projected volumes for each role; volume will depend on the number of applications received, which can vary by year.

Question 6: Could you provide some examples of miscellaneous non-engineering services? **Answer 6:** The category of miscellaneous non-engineering services might include program research or project management tasks. These can range from small ad hoc projects such as the gathering and analysis of publicly available equipment sales data or compiling some pilot program data, to longer more substantial efforts such as the management of our LED Streetlight Initiative project in 2013-2015. In this role, the vendor(s) selected should provide staff labor rates and any work undertaken would be mutually agreed upon on a task by task basis.

¹ Based upon aggregated usage of multiple accounts on a single premise, or chain accounts at multiple locations.

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Question 7: Is it projected that the program this coming year will essentially run the same as did in 2015?

Answer 7: As discussed during the pre-bid conference call, CLC is making adjustments to its C&I program delivery in 2016, which may impact volume and numbers. Key changes include the following:

C&I Segment	Adjustments to Delivery	Reference
Small	direct install but simplified with BEA and some measures installed at first visit like HES	Small Business RFP
Medium	Segment-focused delivery	RFP forthcoming
Large	Account Liaison with MOU focus	Section IV.C. of the subject RFP

Question 8: Is this RFP the appropriate place for focusing on specific market segments?

Answer 8: No, at this time the Ancillary Services scope does not include segment-specific services. Services targeted to the grocery segment may or may not be included in one of CLC's future RFPs due out within the next 45 days. Please continue to consult the RFP section of CLC's website for any new RFP postings.

Question 9: Will the contract be posted tomorrow in the RFP section of website?

Answer 9: Yes. Updated contract templates have been posted to the RFP section of the website.

Question 10: QA/QC role – is that custom or prescriptive or both and what is the expected split?

Answer 10: The QA/QC role can include either prescriptive or custom. The split is unknown.

Question 11: What percentage of jobs are pre-inspected and what % are post-inspected %?

Answer 11: QA/QC will be done at the direction of the Compact, so both could be up to 100%, for applications received and direct install retrofit jobs (depending on size and volume).

Question 12: Do you anticipate vendors under this RFP being excluded from other RFP roles?

Answer 12: No, the only exception is that a vendor cannot QA QC his or her own installation work, nor can a vendor peer review their own work.

Question 13: Re engineering reports, is there a specific format CLC wants us to use/prefers?

Answer 13: CLC will work with vendor(s) to come up with a format acceptable to both parties.

Question 14: Are you able to provide us with a breakdown of project types that were completed in 2013, 2014 and 2015 for sections A & B as stated in the grid on page 4 of the RFP? The project types should be in accordance with the list of eight items in section A and the six items in section B.

Answer 14: No, CLC is not able to provide that level of detail in the volume breakout of such activity.

Question 15: Given the stated inflexibility regarding the Compact's contract terms and conditions, would Umbrella Liability coverage not be required if both General and Auto Liability coverage limits exceed the Umbrella limit stated in the sample contract?

Answer 15: Potentially yes; however, the Compact would need to review the vendor's coverage before rendering a final decision. If a vendor is requesting this waiver, it should be clearly stated in the vendor's response to the RFP.