

Draft P4P RFP Feedback Prompts

The below questions are provided to guide your review and to stimulate comments on various concepts and processes. Parameters outlined in this draft are under consideration and feedback is required to make this initiative successful. Please embed your responses to questions 1-8 below within the RFP and attachments during your review, following the instructions below. For questions 9-11 please include comments in your email response.

- Download the available PDF drafts.
 - Use the Adobe Acrobat “Comment” functionality
 - Submit feedback to bepconed@nyserda.ny.gov with the subject line “Draft RFP Business Energy Pro Comments – Company Name”
1. Are there terms in the RFP and attachments that are unclear?
 2. Does the proposed RFP response time of six weeks provide adequate time for you to prepare a proposal? If not, how much additional time do you feel is necessary?
 3. How achievable is the Westchester gas reduction target of 34,000 MMBtu?
 - a. Are there other considerations NYSEERDA and Con Edison should be aware of in addressing customers’ gas needs in this area?
 - b. NYSEERDA and Con Edison have included an aggressive natural gas reduction target. As currently proposed in the RFP there is a natural gas reduction bonus of 2x the Payment/MMBtu rate for January-March savings. An alternative natural gas incentive is to offer 2x the Payment/MMBtu annually for Portfolio natural gas savings in excess of 15%. Additionally, a flexible bonus other than 2x is under consideration. Please comment on which approach is more favorable and why.
 4. Are the descriptions of the Implementation Period and Performance Period clear?
 5. NYSEERDA and Con Edison have included several contract management and performance terms. Below is an explanation of why the terms are included to assist in your review and comment.
 - a. To help ensure funds are being utilized effectively, and if not, freed up for other Portfolio Managers or future pilots, if a contracted Portfolio Manager fails to enroll a minimum of 25% of its Portfolio at the end of their first year, the contract may be cancelled.
 - b. Over achievement will be rewarded. The contract amount will be increased if a Portfolio Manager achieves savings greater than those in their Agreement.
 - c. NYSEERDA and Con Edison are seeking deep energy savings through this pilot; a package with longer measure EULs will therefore generate lower levelized costs and a more competitive proposal. However, in order to prevent gaming and to ensure that Portfolio Managers are properly compensated for the measures they install, the draft RFP employs a “10%” rule around EUL fluctuation. This hopefully prevents proposers from submitting a project package with a long EUL that it does not truly intend to install, while rewarding Portfolio Managers for the installation of measures that exceed the initial weighted EUL.
 - d. Contract amounts are not guaranteed if energy savings are not delivered.

6. In response to input previously provided by stakeholders, NYSERDA and Con Edison have instituted an upfront payment approach to help cover customer acquisition costs. Do you have a solid understanding of how upfront and annual adjusted payments will be calculated and distributed? What concerns or questions do you have regarding this process?
7. Are the instructions in the Bid Package Workbook - Attachment A clear?
8. The M&V Plan - Attachment F describes the identification and treatment of non-routine events. We do not want Portfolio Managers to be adversely impacted from these events and are seeking transparency. Is it clear how this process will be handled?
9. Are there other areas of the RFP and/or the related attachments that are unclear? If so, please highlight these concerns in the documents.
10. Is there anything else you would like to comment on?
11. Does your firm intend to respond to this solicitation? If not, why? Please be as specific as possible.