



Griffin Boyle
Energy Programs Analyst
70 Garden Court, Suite 300
Monterey, CA 93940
(831) 257-4000
eprfp@3ce.org

December 22, 2023

To All Respondents:

Please carefully review the responses below and incorporate the information as directed into your proposal that is due to Central Coast Community Energy on **Friday, January 26 at 5 p.m.**

The following three amendments have been made to Central Coast Community Energy's Behind the Meter Battery Energy Storage System and Demand Response Program RFP:

1. Amendment #1: Responses to RFP Questions
2. Amendment #2: REVISED Partial Response to Questions
3. Amendment #3: Updated Calendar of Events for the RFP Process, RFP Section 3.0
4. Amendment #4: New language: RFP Section 7.0 at 7.1, Section 3 – Project Lead, Key Staff, Experience & References, Experience & References

Amendment #1
 Responses to RFP Question & RFP Amendments
 Behind the Meter Battery Energy Storage System and Demand Response Program

ANSWERS TO RESPONDENTS' QUESTIONS

	Questions	Answers
1.	Are you seeking a vendor to assist in the deployment of battery storage? What specific scope items are you looking for help with? I.E. purchase, installation, customer service, etc.	See RFP sections 1.0 and 5.0. Vendors should submit proposals based on the outline in section 7.0.
2.	What scope items would you be looking for from an implementation perspective for the demand response program? I.E. marketing, customer service, incentive delivery, program design, etc. Are you looking for a full turnkey offering?	See RFP section 5.0. Vendor proposals should detail vendor's approach to meeting 3CE's desired outcomes.
3.	Are you interested in working with one single battery manufacturer or multiple? Can you share any specific brands that you are interested in?	See RFP section 5.0. 3CE is battery-manufacturer agnostic.
4.	In advance of our anticipated bid submission for the BTM BESS RFP, our legal department has asked that we get a Mutual NDA in place with Central Coast Community Energy.	See RFP section 7 at 7.2, as well as at 17.0 'Rights to Pertinent Materials.' 3CE will not sign NDAs prior to proposal submission.
5.	In Section 1.2 of the RFP, 3CE states that it would like to identify a contractor that can help with “operating a demand response program”. Does this mean that 3CE is asking the contractor to bring a DERMS or DRMS provider in as a partner to provide these services? Or is 3CE looking at this stage for a contractor who can design a DR	See RFP section 5.0. Vendor proposals should detail vendor's approach to meeting 3CE's desired outcomes. 3CE is seeking a vendor to “design, implement, and manage a demand response

	<p>offering, and then implement it in a future when ready from a services/implementation perspective – including either bringing in a DRMS/DERMS provider at that time, or working with a DRMS/DERMS that 3CE contracts with through a separate engagement?</p>	<p>program”, recommendations for which should be included in the vendor proposal.</p>
<p>6.</p>	<p>In the Experience & References section on page 11 of the RFP, could 3CE clarify the meaning of “services identical to the scope of work”? <i>“CONTRACTOR shall describe up to 5 similar projects or contracts for which it provided services identical to the scope of work described herein.”</i></p> <p>Do the projects we’re providing as references have to be truly identical to this scope, or can they be demonstrative and cover the areas noted on the description of the solicitation on your website, namely:</p> <ul style="list-style-type: none"> • Market Identification and Targeting • Program Development • Program Management • Customer Communications and Outreach • Hardware Deployment • DER Aggregation • Load Management/Load Shifting 	<p>See RFP Amendment #4 for updated language regarding experience and references. Contractor examples should demonstrate the contractor’s ability to execute the listed program components.</p>
<p>7.</p>	<p>Does 3CE have a goal in terms of number of participants and/or MW of load installed and managed for this program, or are you looking for your selected partner to help you create the program’s goals and KPIs? If the latter, it will be difficult to create a budget for this effort with any level of precision; perhaps 3CE would like bidders to create a budget for the program design phase, and then provide a rate card to cover all other tasks?</p>	<p>See RFP sections 5.0 and 7.0. The vendor proposal should include recommendations regarding budget and program goals, 3CE has not set program goals at this time.</p>

8.	Is 3CE looking for their selected partner to design and facilitate a rebate-only program for BESS devices, or are you looking for your implementation partner to also facilitate/oversee the scoping, permitting, installation and commissioning of the systems?	See RFP section 5.0. Vendor proposals should detail vendor's approach to meeting 3CE's desired outcomes.
9.	Is 3CE intending the program to include vehicle-grid integration opportunities, potentially in a future state?	See RFP section 5.0. Vendor proposals should detail vendor's approach to meeting 3CE's desired outcomes.
10.	Can you please clarify where the demand response savings will go? Are they going to 3CE or the end-user? Will the ownership of the asset be under 3CE or the end-user?	See RFP section 5.0. The end user and 3CE should receive a benefit, the details of which should be included in vendor proposals.
11.	Does 3CE want to manage the dispatch or can it be automated based on certain parameters?	See RFP section 5.0. Vendor proposals should detail vendor's approach to meeting 3CE's desired outcomes
12.	Does 3CE plan to dispatch the assets outside of the demand response use-case?	See RFP section 5.0. Vendor proposals should detail vendor's approach to meeting 3CE's desired outcomes.
13.	Does 3CE have any budget indication or cost limitation related to this RFP?	See RFP section 7.0 at 7.1 Section 5 - Fee Schedule.
14.	Is there a quantified goal associated with this RFP, such as number of customers, kWh or kW reduction?	See RFP section 5.0 and Section 7.0. Vendor proposals should detail vendors approach to meeting 3CE's program goals. 3CE has not set quantified goals at this time.
15.	Is 3CE open to considering different contract renewal term options? (Opportunity for > 1 year)	See RFP Section 6.0 at 6.1. 3CE allows for contract extension but has not specified details at this time.
16.	If multiple awards may be selected, will it be divided by customer segment, or could there be multiple providers for the same customer segment?	See RFP section 13.0.

17.	Is 3CE open to negotiating a Termination Payment if the contract is canceled early?	See RFP section 7.0, 13.0 and 15.0.
18.	Following Award and contract negotiations/execution, what is the desired launch date for the program enrollments? For program operations? How much time is allotted for contract negotiations and program design/development prior to public launch?	The expected date of contract execution is August 2024.
19.	<p>What are 3CE's goals for:</p> <ol style="list-style-type: none"> 1. The 3-year incentive budget? Is there a maximum? 2. Battery system deployments (kW, kWh, customer systems, etc.)? 3. Flexible kW capacity goals for grid services (peak load reduction and during what hours/periods)? 	See RFP sections 7.0 and 5.0 for budget/fee and program goal details. The vendor should submit recommendations for both.
20.	<p>What is the Total Available Market of customers (electric accounts)?</p> <ol style="list-style-type: none"> 1. Residential customers <ol style="list-style-type: none"> a. Single Family Homes b. Multi-family accounts 2. Small/medium/large Commercial and Industrial customers. 3. Local government agencies providing critical resiliency and/or emergency services throughout its service territory. 4. NEM 2.0 customers, both with and without battery storage? 	See RFP section 5.0 for details regarding market segmentation. The vendor should prepare recommendations for market segments.
21.	Jan 12 is a quick turnaround on this sort of bid. Swell requests at least an additional two-week extension on the due date	See Amendment #3 for an updated "Calendar of Events". The Deadline to submit proposals has been changed to January 26, 2024.

22.	Do customers who receive incentives from 3CE need to be 3CE customers? Can they be SCE/PG&E bundled customers yet provide 3CE with grid services?	See RFP section 5.0 for market segment details. Yes, only 3CE customers will be eligible for the battery and demand response program.
23.	DER Devices: <ol style="list-style-type: none"> 1. What asset classes fall under suite to manage peak load, DR, and resource adequacy. (i.e. WHs, Tstats, HVAC, EV, EVSE, home monitoring, etc.) 2. Min/max sizing requirement in the counties served? (i.e. per participant expected capacity?) 3. Any form factor restrictions? 	See RFP section 5.0 for details regarding the scope of work and program design.
24.	BYOD program option available for existing BESS systems/other energy assets into DR and asset management?	See RFP section 5.0. The vendor should make recommendations regarding the DR program.
25.	Can we get confirmation for who the responsible party will be for recruitment? If a vendor is responsible, then what recruitment resources will be available from 3CE?	See RFP section 5.0 for details regarding the requested scope of proposals. Vendors should make recommendations regarding the “implementation” of the program.
26.	Would vendors have the opportunity to run data analysis on 3CE residential and C&I customers to identify strong candidate customers and their contact info for program marketing and outreach lists?	Yes.
27.	Is the program able to leverage/combine current rebates from 3CE’s (or other) programs (EV, WH, HP, etc.)?	See RFP section 5.0. yes, vendor may submit recommendations for leveraging third party incentives.
28.	Would there be an annual cap for local rebates?	See RFP section 5.0. Vendors should submit recommendations for incentive structure.
29.	What is an annual incentive range for participant retention that 3CE has seen work in past programs for its territory?	3CE has not offered a comparable program in the past to reference.

30.	What DR structures/grid services are most appealing to 3CE?	See RFP section 5.0 for details regarding the scope of work. Vendor should make recommendations regarding DR services that will achieve 3CE's desired outcome.
31.	Are there specific third-party incentive programs (e.g. DSGS or SGIP) that 3CE is targeting with this RFP? <ol style="list-style-type: none"> 1. If DSGS is a target third-party program, does 3CE have a preference for whether a vendor or 3CE serves as provider? 2. If DSGS is a target third-party program, is there a particular customer segment that 3CE wishes to target with that program? 	While 3CE is interested in capitalizing on third-party incentives, there are not any specifically identified at this time.
33.	Can the 3CE program leverage other available incentives (such as the SGIP program) in addition to any grid services incentives that may be available from 3CE or others?	Yes, any other programs that can be utilized in conjunction to reduce the financial burden on 3CE customers may be leveraged.
34.	Can/should the program specifically carve out funding for LMI and disadvantaged communities with enhanced incentive options?	Yes. 3CE would like enhanced incentives for low-income community members to further buy down upfront cost.
35.	The RFP language centers around BESS. Are other asset classes in scope as well (e.g. heat/Tstat, EV, etc.)?	See RFP section 5.0 for details regarding vendor recommendations for DR asset suite.
36.	Is the aim of the program to recruit existing ESS into a program or is your focus on incentivizing new deployments (or both)? <ul style="list-style-type: none"> • If the focus is on new deployments, are you expecting responses to include financing solutions/recommendations? 	See RFP section 5.0. Vendor should make recommendation for "Develop a suite of local Demand Response assets".

37.	Program Purpose and Program Goal III: The RFP mentions that the program is also for ‘other grid-connected appliances.’ Could you please elaborate on this?	See RFP section 5.0. Vendor to make recommendations based on “Develop a suite of local Demand Response assets”
38.	Program Goal III: Is the demand response program envisioned here for load curtailment? If yes, which market segments are to be targeted (e.g. EV, Thermostat/HVAC, C&I DR) and what is the vision for the growth in volume over the 3-year term?	See RFP section 1.0 and 5.0 regarding program goals and target markets. Vendor proposals should include recommendations.
39.	RFP introduction / Program Purpose / Program Goal I: ‘Hardware Deployment’ and ‘deployment of BTM ESS’. Please confirm that the program is meant to incentivize the installation of new ESS at 3CE customers?	Yes, that is correct. One of the goals of the program is to incentivize the installation of BESS at 3CE target market segments. See RFP section 5.0.
40.	Program Goal I: What are 3CE’s goals for net ESS deployment per market segment (residential, commercial, etc.)? Program Goal I: What is the available budget for the (3-year) program?	See RFP section 5.0. 3CE does not have a goal for deployment or a budget at this time. Vendor proposals should include recommendations.
41.	Program Goal I: please confirm whether the actual proposed program and incentive structure design is part of the project to be carried out by the selected respondent rather than to be scoped and submitted as part of the RFP response? Along the same lines, please confirm whether the Fee Structure of the RFP response should include the respondent costs rather than the customer incentives?	See RFP sections 5.0 and 7.0. The vendor(s) selected will design and implement the incentive program, with input from 3CE. The fee structure should include respondent costs. Separately, proposed incentive amounts (customer facing) for the BESS offering should be included in the proposal.
42.	Program Goal II: What are the required scope, services and partnerships you expect respondents to offer to achieve an end-to-end path to new deployment? 1. For example, is a 3CE on-bill financing scheme envisioned or is a financing solution expected by the respondent? Does	See RFP section 5.0. Vendors should submit recommendations for achieving 3CE’s programs goals. No, 3CE does not have a network of preferred installers.

	3CE have a network of preferred installers that would carry out installation?	
43.	Program Goal III: What is the primary use case for the DR program? Are you looking for RA obligation reduction, wholesale exposure management or emergency DR to support system-level relief?	See RFP section 1.0 and 5.0 for program goals and details regarding 3CE’s DR objectives.
44.	Does 3CE have a capacity (MW) target for battery deployment from the residential sector?	No, the selected vendor(s) will work to develop program goals during the program design phase.
45.	Is the contractor required to propose a capacity commitment for battery deployment?	No, see RFP section 7.0 for details regarding “Proposal Package Requirements”
46.	What type of fee schedule is 3CE aiming for? For example, a combination of upfront deployment incentive plus ongoing performance incentive? Are you looking for a different fee structure?	See RFP section 10.0 for details regarding the “Fee Schedule”.
47.	Is the 3 years term also applicable to the demand management program? or can the program be running on a longer term?	See RFP section 6.0 for “Contract Term” details. 3CE is initially seeking a three-year commitment with the “option to extend”, the details of which are not yet determined.
48.	Will the contractor also be managing the battery assets that are not deployed by the contractor?	See RFP section 5.0 for details regarding the goal to “Develop a suite of local Demand Response assets”, which may include assets not deployed within the program.
49.	Will existing batteries be eligible to participate in the proposed demand management program?	See RFP section 5.0. Vendors should provide recommendations to “Develop of suite of local Demand Response assets”, which may include assets not deployed within the program.
50.	What are the battery OEMs 3CE wants to see included in this service?	3CE is battery manufacturer agnostic.

51.	How does 3CE foresee the division of responsibilities between the contractor and 3CE as it pertains to customer acquisition (e.g. recruitment into the program & enrollment) and customer interfacing (e.g. communications, agreements, support, etc.)?	Respondents should provide information on their preferred division of responsibilities.
52.	What is 3CE's foreseen timeline following contractor selection? How long following contract execution until 3CE would like to see the service up and running?	Respondents should provide an anticipated timeline for implementation.
53.	What are the expected asset numbers 3CE wants to deploy?	See RFP Section 5.0 for program goals. Vendor proposals should include recommendations regarding deployment goals.

END OF DOCUMENT

Amendment #2
REVISED Partial Response to Questions
Behind the Meter Battery Energy Storage System and Demand Response Program

On December 19, Central Coast Community Energy provided a response to the following RFP respondent question:

In advance of our anticipated bid submission for the BTM BESS RFP, our legal department has asked that we get a Mutual NDA in place with Central Coast Community Energy.

Central Coast Community Energy has revised its response as follows:

See RFP section 7 at 7.2, as well as at 17.0 'Rights to Pertinent Materials.' 3CE will not sign NDAs prior to proposal submission.

END OF DOCUMENT

Amendment #3
Updated Calendar of Events for the RFP Process, RFP Section 3.0
Behind the Meter Battery Energy Storage System and Demand Response Program

5.0 CALENDAR OF EVENTS

ITEM	DATE
Publish RFP	December 6 th , 2023
Deadline to submit questions	December 15 th , 2023
Respond to questions	December 22 nd , 2023
Deadline to submit proposals	January 26 th , 2024
Evaluate proposals and conduct interviews	January 29 th - February 23 rd , 2024
Expected contract award	March 2024

**This contract may be subject to approval by 3CE’s Operations or Policy Board of Directors.
This schedule is subject to change, as necessary.**

Amendment #4

NEW LANGUAGE: RFP Section 7.0 at 7.1, Section 3 – Project Lead, Key Staff, Experience & References, Experience & References

Experience & References: CONTRACTOR shall describe up to 5 similar projects or contracts for which it provided services relevant to the scope of work described herein. Please include phone numbers (and email addresses if possible) of critical contacts from these job experiences as Central Coast Community Energy may conduct reference checks using this information.

END OF DOCUMENT