

Item	Questions	3CE Response
1	Scope 2: Are current 3CE battery program (RBRP) assets going to be connected into this DERMS as Scope 2 assets?	3CE plans to add a VPP with a DERMS performance-based component to applicable rebate programs and will work with the selected DERMS vendor on how best to integrate RBRP assets and other eligible DERs. Refer to item 3 and item 5 responses for additional information.
2	Scope 2: Is growth in existing 3CE programs to be considered eligible contribution to the 25MW 2030 capacity target?	Yes. Growth in eligible existing 3CE programs may contribute toward the 25 MW target for 2030, provided those resources meet the DERMS participation, operational, and performance requirements outlined in this RFP, including the ability to communicate with the DERMS platform, deliver dispatchable load flexibility, and meet the minimum availability, responsiveness, and telemetry/data-reporting standards defined in the RFP. Bidders may also propose their own VPP capacity contributions based on achievable, cost-effective scaling. 3CE also plans to incorporate a VPP with a DERMS pay-for-performance component into applicable current rebate programs and will work with the selected DERMS vendor to determine the best approach for integrating VPP functionality into these programs.
3	Scope 2: are current RBRP assets already enrolled in a VPP with codified customer device dispatch rights? Does 3CE already have flexible grid services rights for these assets or would current participants be subject to a renewed recruitment and customer agreement campaign?	No. Current RBRP assets are not enrolled in a VPP and do not have codified customer device dispatch rights. 3CE does not hold flexible grid services rights for these assets. Enrolling existing participants will require additional marketing, outreach, and new customer agreements that can be administered by 3CE.

4	Scope 2: Does 3CE intend to own all customer interfacing responsibility (proposition, marketing, recruitment, comms, agreements, support, payment) for the scope 2, phase I-IV programs? If not, can you comment on the envisioned division of responsibility between contractor, partners, and 3CE?	3CE intends to remain the primary customer-facing entity for Scope 2 programs across all phases, including core functions such as customer communications, agreements, and key support needs. If additional customer support, outreach, or related activities are proposed by the contractor or partners, 3CE will review and approve those on a case-by-case basis.
5	Scope 2: Does 3CE intend on (re)designing (any of) the existing programs for deployment as VPP resources? If so, is contractor expected to propose program design and/or implementation services for scope 2 programs or will this function be retained/separately procured by 3CE?	3CE will evaluate opportunities to adapt eligible existing programs for VPP deployment. Although the RFP does not assign full program design responsibilities for Scope 2 resources to the contractor, contractors may propose design approaches that support DERMS participation and integration. 3CE will retain responsibility for program implementation, and any additional implementation support proposed by the contractor will be reviewed and approved by 3CE as appropriate.
6	Scope 2 key deliverables includes "Phase III: Integration of additional DERs with full M&V functionality". Does this imply that all the new DERs recruited for 3CE (e.g. as part of scope 3 and 4) are incorporated into the existing programs as listed in scope 2?	Yes. Phase III anticipates integration of additional DERs with full M&V functionality, and those newly recruited resources under Scope 3 and Scope 4 are expected to be incorporated into the DER portfolio managed under Scope 2. This ensures consistent enrollment, monitoring, dispatch, and reporting within the unified DERMS framework.
7	Scope 2: What is the MW capacity and number of devices, split out by technology type and OEM, 3CE currently has under management in existing programs?	3CE does not directly manage MW capacity or device counts across its current programs. Battery dispatch for RBRP participants is coordinated through a third-party provider, and 3CE does not operate other devices within a DERMS or VPP framework. As a result, technology- or OEM-specific device counts are not maintained. For quantities of rebated equipment, please refer to section 5.7, page 14 of the published RFP. Looking ahead, 3CE will conduct outreach to past rebate recipients with DERs that may qualify for VPP participation and will engage program contractors through webinars and email communication. We also anticipate working with the selected DERMS vendor on related marketing and educational materials to support participation.

8	Scope 2: What is the nature of the customer facing portal for current programs currently in use?	There is no customer facing portal currently in use for existing 3CE programs. However, 3CE prefers a customer-facing interface that can be co-branded or fully branded under 3CE to ensure seamless customer experience and maintain 3CE's ownership of the customer relationship and data. CONTRACTORS should identify available options, associated costs, and any technical limitations related to branding.
9	Scope 3: Please provide a more detailed description of what 3CE means by contractor-owned/contracted capacity. Is capacity offered by a device partner or TPO to be considered scope 3 or scope 4 capacity? Some examples would be helpful.	CONTRACTOR owned or contracted capacity is DER capacity that the contractor secures through its own agreements with customers, technology partners, or third-party owners. Under Scope 3, the contractor brings these resources into the DERMS, manages their enrollment, and demonstrates dispatchable performance toward 3CE's capacity goals. These resources can include residential, commercial, industrial devices, or assets from microgrid pilots. Capacity provided by a device partner or third-party owner is considered Scope 3 when the contractor is responsible for enrolling and managing it. Scope 4 applies when capacity comes through third-party administered programs that 3CE supports but does not directly manage. In these cases, the contractor enables integration, reporting, and secure onboarding, but does not recruit or contract the resources.
10	Scope 3 & 4: is the expectation that the awardee would source and (sub)contract with one/several 3rd party program implementers for this scope? Or would 3CE manage this while the awardee would only be the DERMS layer capable of supporting integration and dispatch of the assets?	3CE does not expect the awardee to source or subcontract third-party program implementers for Scope 3 or Scope 4. In Scope 3, the CONTRACTOR may bring its own contracted resources, but 3CE continues to manage its own customer programs. In Scope 4, third-party programs remain administered by those providers, and the CONTRACTOR's role is limited to providing the DERMS platform needed to integrate, onboard, monitor, and dispatch the assets. The CONTRACTOR is not expected to manage or contract the program implementers.
11	Scope 2 & 4: is the awardee DERMS expected to integrate with the existing RBRP monitoring provider? Would the awardee need to integrate with Texture as the top node?	3CE is interested in onboarding DER assets from previous programs, including RBRP. It is up to the proposer to suggest the best method of integration with their DERMS.

12	Scope 4: May scope 4 recruited resources from TPOs and OEMs contribute to the 5/25MW performance targets?	Yes. Scope 4 resources recruited and administered by TPOs and OEMs may contribute to the 5 MW and 25 MW performance targets, provided those resources are successfully integrated into the DERMS and meet the required dispatch, measurement, and verification criteria outlined in the RFP.
13	Who is responsible for marketing and customer (or capacity) acquisition? Is it always the contractor, always 3CE, or does it vary by scope (e.g. Contractor is responsible for scope 3 but not 2 and 4 customer acquisition)?	Responsibility for marketing and customer or capacity acquisition varies by scope. For Scope 3, the CONTRACTOR is responsible for acquiring its own contracted capacity. For Scope 2 and Scope 4, 3CE retains ownership of all customer relationships, agreements, and associated data, and therefore leads customer engagement and program administration. Under these scopes, the CONTRACTOR provides the DERMS platform, integration capabilities, and technical support needed for onboarding and troubleshooting, but does not lead marketing or customer acquisition. All customer-facing activities must be coordinated with 3CE and carried out in accordance with 3CE's customer service and data governance requirements.
14	Performance targets: please confirm 3CE will accept both load modifying capacity (LMC) as well as supply-side RA capacity (i.e. PDRs). Does 3CE have a preference for one over the other?	3CE will accept both load-modifying capacity and supply-side RA capacity, including PDRs, provided they meet the dispatch, measurement, and verification requirements outlined in the RFP. The RFP does not indicate a preference between the two. The CONTRACTOR is expected to clearly describe how each capacity type would be achieved and validated within their proposed approach.
15	Performance targets: is there a desired ratio of existing asset capacity, new scope 2 capacity, scope 3 capacity, and scope 4 capacity, by year as the total capacity moves from 5 to 25 MW?	No. The RFP does not specify a desired ratio among existing assets, Scope 2 capacity, Scope 3 capacity, or Scope 4 capacity as total capacity scales from 5 MW to 25 MW. Any combination is acceptable as long as the capacity is eligible, dispatchable, and meets the measurement and verification requirements outlined in the RFP.

16	What customer contractual agreements are in place with recipients of the electrify your ride rebate recipients? Does 3CE have any rights to load management with these devices? Same question for HVAC and HPHW devices in the Electrify Your Home program.	Electrify Your Ride rebate recipients do not enter into any agreements that give 3CE load-management or control rights over their devices. These rebates are structured as customer incentives and do not include provisions for dispatch authority or participation in load-flexibility programs. The same applies to HVAC systems and heat pump water heaters installed through the Electrify Your Home program. These programs do not include customer contractual terms that allow 3CE to manage or control device operation While these programs are incentive-based today, 3CE will consider future enhancements that support integration with a VPP.
17	Can you share a list of zip codes that 3CE services?	Please see the attached zip code list. Please refer to 3CE's website for more information on enrolled service area.
18	Are audited financial statements and current client list optional or mandatory appendix submissions for section 9?	These items are optional.
19	What is the intended division of responsibility for managing the VPP programs? Does 3CE intend on managing them using the DERMS, or should this proposal be for the supply of the DERMS and for the awardee to operate DER programs for 3CE?	The proposal should focus on developing and implementing the DERMS platform. This includes the technical capabilities needed to support integration, dispatch, monitoring, and reporting. The CONTRACTOR is not expected to operate 3CE's overall VPP or DER programs; 3CE will retain responsibility for the programs' administrative and customer-facing aspects.
20	Does 3CE intend on owning all customer interfacing aspects for these programs (marketing, customer proposition, recruitment, agreements, comms, support, payments) or should the awardee provide some/all of these services? Please advise which 3CE intends to manage inhouse.	3CE intends to own all customer-facing aspects of these programs. This includes marketing, customer proposition development, recruitment, customer agreements, communications, support, and payment processes. The CONTRACTOR's role is limited to providing the DERMS platform and offering technical onboarding and troubleshooting support when needed. All customer interactions and program administration remain in-house with 3CE.

21	Can you provide more detail on the expected forecasting capabilities and use case?	Forecasting should be capable of responding to price signals to support both operational and planning needs. At a minimum, the DERMS must forecast available capacity, expected load modifications, and dispatchable DER performance on a day-ahead and intra-day basis. Use cases include event planning, estimating customer participation, baseline modeling for M&V, and aggregate forecasting across multiple DER types. These capabilities are required to support reliable scheduling, dispatch, and performance validation.
22	Do you have an overall budget in mind, in terms of total \$ or \$/kW for this flexibility	No. 3CE has not set an overall budget or a fixed \$/kW target for this initiative. The CONTRACTOR should propose their best cost model based on the scope of work, and 3CE will evaluate based on proposed value, scalability, and performance against the stated capacity milestones.
23	“Integrate seamlessly with existing 3CE systems and support interoperability with approved third-party technologies.” What existing systems and vendors (e.g. CRM/CIS, ADMS, ...) does 3CE anticipate the awardee integrating with? Likewise, is a list of approved third-party technologies available?	3CE anticipates integration with its existing ETRM and CRM systems. Currently, 3CE does not maintain or publish a list of approved third-party technologies. The DERMS must support interoperability with a broad range of DER devices and third-party platforms as required in the RFP. This includes but is not limited to thermostats, heat pump water heaters, EV chargers, and batteries.
24	Which vendor provides 3CE’s existing ‘3CE’s Energy Trading and Risk Management (ETRM) system’? Can you provide any documentation or specification of the nature of this integration?	3CE uses an ETRM system that was created in-house. 3CE will provide more details for integration with the selected DERMS CONTRACTOR.
25	Appendix A instructions request load modifying and market integrated capacity contributions that can be online in 2026. Please confirm the specific date by which these resources are required to be dispatchable in service of 3CE.	Resources contributing to the 2026 target should be online, enrolled, and dispatchable within 3CE’s FY 25/26 period. While the RFP does not set a specific deadline, resources must reasonably demonstrate dispatchability within that fiscal year to be counted toward the 5 MW milestone.

26	Appendix A: as stated in the appendix spreadsheet, please confirm bidders are only required to project 2026 capacity and not future asset recruitments.	Appendix A focuses on projected capacity for 2026, and bidders are required to provide those estimates. The RFP does not require detailed projections for future asset recruitment in the Appendix itself. However, proposals should still describe how the CONTRACTOR's approach can scale to support the longer-term 25 MW target by 2030.
27	Appendix A instructions request load modifying and market integrated capacity contributions that can be online in 2026. Are scope 2 resources (integration of existing programs) to be included in this table?	Yes. Scope 2 resources that can be integrated and dispatchable in 2026 should be included in the Appendix A table. Only eligible existing program assets that can contribute load-modifying or market-integrated capacity in 2026 should be reflected in the projected totals.
28	20.0 Sample Agreement Section: the terms and conditions referenced in this section "may be viewed as a separate attachment accompanying this RFP, found on the 3CE Solicitations Webpage". The T&C's don't appear to be readily available on 3CE's solicitations page. Can you please provide them or otherwise provide direction as to the T&C's the bidder is expected to abide by?	Please refer to section 20 of the RFP which lists the sample Standard Services Agreement.
29	In Section 7.2 'Platform Readiness', there is a reference to "Scalable architecture capable of growing to support 205 MW or more of flexible load across multiple DER types and customer segments". Is the 205 MW number a typo that should read 25 MW as listed elsewhere as the 2030 target, or does 3CE foresee the flexible load growing to 205MW over a longer period of time beyond 2030?	The 205 MW figure in Section 7.2 is a typo. The correct capacity reference is 25 MW, consistent with the 2030 target stated elsewhere in the RFP.

30	Can you please provide the number of post-purchase rebates that have been paid to 3CE customers as a part of the residential battery rebate program?	Please refer to section 5.7, page 14 of the published RFP for number of equipment rebated through 3CE's programs.
31	Can you please provide some additional information about the optional scheduling assistance service that participants in the residential battery rebate program can utilize to discharge 50% of their battery capacity during peak hours of 4pm-9pm?	The Residential Battery Rebate Program offers an optional scheduling service that automates peak-period battery dispatch. Enrolled customers allow 3CE's third-party provider to schedule up to 50 percent of their battery capacity for discharge between 4 p.m. and 9 p.m. The service is voluntary, customers retain full control, and they can opt out at any time. It does not grant 3CE dispatch rights; it simply provides automated assistance for managing peak-hour use.
32	Can you please provide the number of rebates/ incentives that have been paid to 3CE customers for the purchase of electric heat pump water heaters, electric vehicles, induction cooking equipment and heat pump HVAC systems?	Please refer to section 5.7, page 14 of the published RFP for number of equipment rebated through 3CE's programs.
33	Are you able to supply any additional information about 3CE's Energy Trading and Risk Management (ETRM) system that the selected DERMS platform must integrate with?	3CE uses an ETRM system that was created in-house. 3CE will provide more details for integration with the selected DERMS CONTRACTOR.

34	In Section 5.7 'Current DER Landscape in 3CE Service Area', the existing DER assets across sectors in 3CE's service area are listed, including only 187 'HVAC Systems - Residential'. Are these 187 devices only the heat pump HVAC systems that have received rebates/incentives as a part of the Electrify Your Home program? This seems like a very low number of programmable thermostats across the 3CE territory.	187 HVAC system refers to the number of rebates distributed for heat pump HVAC systems through 3CE's Electrify Your Home program. It does not account for programmable thermostats installed or existing outside of the program.
35	Can you please provide a more detailed definition of what is meant by the term 'CONTRACTOR-supplied' DER capacity in 'Section 4 - Proposed Scope of Work'?	"CONTRACTOR-supplied" DER capacity refers to resources the CONTRACTOR secures through its own agreements with customers, technology partners, third-party owners, or other providers. These are assets the CONTRACTOR brings into the DERMS, enrolls, and is able to manage and dispatch independent of 3CE-administered programs. This can include residential, commercial, industrial devices, or assets from microgrid pilots, as long as the CONTRACTOR is responsible for contracting and managing the capacity.
36	Can 3CE provide a general range or estimate of how many Level 2 residential chargers and Level 2/DCFC commercial chargers have received rebates through the Electrify Your Ride program to date?	Please refer to section 5.7, page 14 of the published RFP for number of equipment rebated through 3CE's Electrify Your Ride program.
37	Does 3CE anticipate selecting one vendor or multiple vendors for this bid?	3CE intends to award one proposal to deliver the DERMS platform and associated services outlined in the scope of work. 3CE will consider joint submissions with multiple CONTRACTORS.

38	Are the 2026 and 2030 performance targets intended to be guaranteed by the provider, or are they goals set by 3CE that the DERMS platform is expected to help support and work toward collaboratively?	The 2026 and 2030 targets are 3CE program milestones, not guaranteed commitments by the provider. These targets guide what 3CE aims to achieve, and the DERMS platform and associated services are expected to support progress toward them. The CONTRACTOR is responsible for contributing capacity where applicable and demonstrating verifiable performance, but the targets are not structured as provider guarantees.
39	As a DERMS software vendor, we do not own or commit capacity; can 3CE confirm interest in proposed solutions that do not include contractor-provided DER capacity?	Yes. 3CE will consider DERMS-only proposals. While supplying capacity under Scope 3 is optional, the provider must show how their platform will help 3CE meet the 2026 and 2030 targets through effective enrollment, integration, forecasting, dispatch, and performance verification.
40	We can estimate capacity available in 3CE's service territory by coordinating with our OEM partners, however, this requires 3CE to identify desired program OEMS. Will 3CE identify the OEMs preferred/prioritized and service territory zip codes?	3CE does not maintain or publish a preferred or prioritized OEM list, and 3CE does not have preferred OEMs for this solicitation. Contractors should rely on their own OEM relationships and market knowledge to estimate available capacity within 3CE's service area. Customer zip code information is included with this response to support those estimates.
41	Will 3CE consider extending the proposal deadline by the same amount of time between the question deadline and the date responses are provided?	Yes, we will extend by the proposal deadline by one week. Please refer to the 3CE website for most updated schedule.

 Central Coast Community Energy	DERMS RFP 3CE SERVICE AREA ZIP CODES
ZIP	TOWN OR TERRITORY
95076	WATSONVILLE INC
93013	CARPINTERIA, CITY OF
93450	UNINC MONTEREY CO
93446	UNINC MONTEREY CO
93436	UNINC SANTA BARBARA CO
93906	SALINAS INC
93908	UNINC MONTEREY CO
95023	HOLLISTER INC
93940	MONTEREY INC
93117	GOLETA, CITY OF
93460	UNINC SANTA BARBARA CO
93455	UNINC SANTA BARBARA CO
93927	GREENFIELD INC
93405	SAN LUIS OBISPO INC
95060	SANTA CRUZ INC
93461	UNINC SAN LUIS OBISPO CO
93458	SANTA MARIA INC
93926	UNINC MONTEREY CO
93427	BUELLTON INC
93901	SALINAS INC
93454	SANTA MARIA INC
93955	SEASIDE INC
93067	UNINC SANTA BARBARA CO
95039	UNINC MONTEREY CO
93422	ATASCADERO INC
95018	UNINC SANTA CRUZ CO
93426	UNINC MONTEREY CO
93401	SAN LUIS OBISPO INC
93465	UNINC SAN LUIS OBISPO CO
93928	UNINC MONTEREY CO
93930	UNINC MONTEREY CO
95005	UNINC SANTA CRUZ CO
93933	MARINA INC
95012	UNINC MONTEREY CO
95045	UNINC SAN BENITO CO
95043	UNINC SAN BENITO CO
95030	UNINC SANTA CRUZ CO
95006	UNINC SANTA CRUZ CO
93451	UNINC SAN LUIS OBISPO CO
95017	UNINC SANTA CRUZ CO
93441	UNINC SANTA BARBARA CO

 Central Coast Community Energy	DERMS RFP 3CE SERVICE AREA ZIP CODES
ZIP	TOWN OR TERRITORY
93907	UNINC MONTEREY CO
93434	GUADALUPE INC
95066	SCOTTS VALLEY INC
93108	UNINC SANTA BARBARA CO
95073	UNINC SANTA CRUZ CO
93105	UNINC SANTA BARBARA CO
93923	UNINC MONTEREY CO
95004	UNINC SAN BENITO CO
95007	UNINC SANTA CRUZ CO
93433	GROVER BEACH INC
93110	UNINC SANTA BARBARA CO
95010	CAPITOLA INC
93254	UNINC SANTA BARBARA CO
95033	UNINC SANTA CRUZ CO
93905	SALINAS INC
95003	UNINC SANTA CRUZ CO
93463	UNINC SANTA BARBARA CO
93420	ARROYO GRANDE INC
95062	UNINC SANTA CRUZ CO
93960	SOLEDAD INC
95075	UNINC SAN BENITO CO
93953	UNINC MONTEREY CO
93950	PACIFIC GROVE INC
93442	MORRO BAY INC
93440	UNINC SANTA BARBARA CO
93924	UNINC MONTEREY CO
93111	UNINC SANTA BARBARA CO
93920	UNINC MONTEREY CO
93444	UNINC SAN LUIS OBISPO CO
93932	UNINC MONTEREY CO
93453	UNINC SAN LUIS OBISPO CO
95019	WATSONVILLE INC
95065	UNINC SANTA CRUZ CO
93428	UNINC SAN LUIS OBISPO CO
93402	UNINC SAN LUIS OBISPO CO
93962	UNINC MONTEREY CO
93925	UNINC MONTEREY CO
93449	PISMO BEACH INC
93432	UNINC SAN LUIS OBISPO CO
95064	SANTA CRUZ INC
95041	UNINC SANTA CRUZ CO

 Central Coast Community Energy	DERMS RFP 3CE SERVICE AREA ZIP CODES
ZIP	TOWN OR TERRITORY
93921	CARMEL INC
93430	UNINC SAN LUIS OBISPO CO
93447	PASO ROBLES INC
93954	UNINC MONTEREY CO
93101	UNINC SANTA BARBARA CO
93429	UNINC SANTA BARBARA CO
93445	UNINC SAN LUIS OBISPO CO
93424	UNINC SAN LUIS OBISPO CO
95020	UNINC SAN BENITO CO
93252	UNINC SANTA BARBARA CO
93210	UNINC SAN BENITO CO
93435	UNINC SAN LUIS OBISPO CO
93452	UNINC SAN LUIS OBISPO CO
93902	UNINC MONTEREY CO
93408	SAN LUIS OBISPO INC
93103	UNINC SANTA BARBARA CO
93915	UNINC MONTEREY CO
93437	UNINC SANTA BARBARA CO
95816	WATSONVILLE INC
93403	SAN LUIS OBISPO INC
94028	PISMO BEACH INC
94588	SANTA CRUZ INC
93421	UNINC SAN LUIS OBISPO CO
93307	UNINC SANTA BARBARA CO
93407	UNINC SAN LUIS OBISPO CO
93412	UNINC SAN LUIS OBISPO CO
93456	SANTA MARIA INC
92674	UNINC SANTA BARBARA CO
95032	UNINC SANTA CRUZ CO
95077	WATSONVILLE INC
93443	MORRO BAY INC
94060	UNINC SANTA CRUZ CO
93483	GROVER BEACH INC
93944	MONTEREY INC
93303	UNINC SAN LUIS OBISPO CO
95024	UNINC SAN BENITO CO
93448	PISMO BEACH INC
93438	UNINC SANTA BARBARA CO
93243	UNINC SANTA BARBARA CO
93912	UNINC MONTEREY CO
93464	SOLVANG INC

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ZIP	TOWN OR TERRITORY
93423	UNINC SAN LUIS OBISPO CO
93942	MONTEREY INC
95001	UNINC SANTA CRUZ CO
93556	PASO ROBLES INC
93457	UNINC SANTA BARBARA CO
95070	UNINC SANTA CRUZ CO
93109	UNINC SANTA BARBARA CO
93107	UNINC SANTA BARBARA CO
93199	GOLETA, CITY OF
93106	UNINC SANTA BARBARA CO
93240	UNINC SANTA BARBARA CO
93406	SAN LUIS OBISPO INC
93130	SAN LUIS OBISPO INC
93706	UNINC SANTA BARBARA CO
95067	SCOTTS VALLEY INC
95113	MARINA INC
93410	UNINC SAN LUIS OBISPO CO
95037	HOLLISTER INC
92693	UNINC SANTA BARBARA CO
94022	UNINC MONTEREY CO
94063	MONTEREY INC
95061	UNINC SANTA CRUZ CO
95118	UNINC SAN BENITO CO
95063	SANTA CRUZ INC
94561	SALINAS INC
95101	CAPITOLA INC
95203	UNINC SAN BENITO CO
95026	WATSONVILLE INC
93304	UNINC SANTA BARBARA CO