

Request for Qualifications for
CPUC Registered Demand Response
Providers/Aggregators

RFQ-23-601



Redwood Coast Energy Authority

<https://redwoodenergy.org/contracting/>

January 2023

Submittals Due by 5:00 pm PT on February 22, 2023

via email to:

mavcollie@redwoodenergy.org

Contents

INTRODUCTION.....	3
BACKGROUND.....	3
SERVICES REQUIRED – Scope of Work.....	4
KEY DATES – Proposal Evaluation and Selection.....	4
Questions.....	4
Proposal Submission.....	4
Statement of Qualifications Review and Recommendation.....	5
TERMS AND CONDITIONS.....	5
SUBMISSION REQUIREMENTS.....	6
Cover/Transmittal Page.....	6
Qualifications.....	6
SELECTION CRITERIA.....	7
SUPPLIER CLEARINGHOUSE AND LABOR PRACTICES.....	7

INTRODUCTION

Redwood Coast Energy Authority (RCEA) is issuing this request for qualifications (RFQ) to solicit statements of qualifications (SOQs) from entities that are registered with the California Public Utilities Commission (CPUC) as Demand Response Providers (DRPs)/Aggregators. The purpose of this RFQ is to:

1. Develop a public facing list of qualified DRPs/Aggregators that will provide Demand Response services directly to community choice aggregation (CCA) customers in RCEA's service territory that meet the following objectives, in descending order of priority:
 - a. Deliver quantifiable/validated greenhouse gas reductions
 - b. Deliver quantifiable/validated utility cost savings to RCEA customers
 - c. Deliver quantifiable/validated benefits to RCEA's procurement portfolio

The qualified entities will be:

1. Eligible for customer referrals from RCEA.
2. Eligible to respond to Requests for Proposals (RFPs) issued by RCEA for associated services.
3. Eligible to bid on service requests that do not require an additional response step as defined by RCEA's internal procurement requirements.
4. Added to RCEA's publicly facing vendors list.
5. Eligible to participate with RCEA in co-marketing of services.

BACKGROUND

The Redwood Coast Energy Authority (RCEA) was formed in 2003 as a Joint Powers Authority (JPA), a local government agency of the State of California. RCEA is governed by a nine-member Board of Directors comprised of representatives from each of its member agencies, including the County of Humboldt, the Cities of Arcata, Blue Lake, Eureka, Ferndale, Fortuna, Rio Dell and Trinidad, and the Humboldt Bay Municipal Water District.

RCEA's mission is to develop and implement sustainable energy initiatives that reduce energy demand, increase energy efficiency, and advance the use of clean, efficient, and renewable resources available in the region. In 2017, RCEA became a CCA and currently serves 93% of eligible electricity customers within its jurisdiction. RCEA provides electricity service and energy programs to more than 60,000 customer accounts.

RCEA offers a wide range of energy related services to all customer segments in Humboldt County including but not limited to:

1. Commercial Business
2. Local, State, and Federal government, including:
 - a. The County of Humboldt
 - b. Municipalities
 - c. Special Districts
 - d. Local Educational Agencies
 - e. Tribes

3. Non-Profit
4. Residential

Our customer offerings assist utility customers in overcoming common barriers to participation in energy programs such as lack of funding, information, and time. Common activities include site assessments, technical assistance, project management, and quality assurance and control support services.

SERVICES REQUIRED – Scope of Work

The selected firms shall be entities that are registered with the California Public Utilities Commission (CPUC) as Demand Response Providers (DRPs)/Aggregators and be able to provide Demand Response services and programs to RCEA customers. For more information on becoming a CPUC-registered DRP/Aggregator, see <https://www.cpuc.ca.gov/industries-and-topics/electrical-energy/electric-costs/demand-response-dr/drp-registration-information>.

Selected firms shall provide DR programs and offerings that can meet one of the following DR Program Types:

1. Reliability Event based programs – DR programs that are based on reliability events called by the California Independent System Operator (CAISO).
2. Market Signal Event based programs – DR programs that are based on economic signals such as time-of-use electricity prices or financial incentives.
3. Automated Demand Response programs – DR programs that rely on automation, controls technologies/software, and/or controllable devices to achieve load reductions or shifts for the enrolled customer.
4. Voluntary Demand Response programs – DR programs that rely on voluntary action by an enrolled customer to achieve load reductions or shifts.

KEY DATES – Proposal Evaluation and Selection

Key dates for proposal evaluation and selection are as follows:

Distribution of RFQ	January 13, 2023
Deadline for submission of questions	5:00pm, PT February 3, 2023
Deadline for Statement of Qualifications submission	5:00pm, PT February 22, 2023
Interviews, as needed	February 23 rd -February 28 th , 2023
Selection	March 1 st , 2023
Notification and engagement	March 2 nd , 2023

Questions

Questions regarding this RFQ shall be emailed to Mike Avcollie, Infrastructure Programs Manager, at mavcollie@redwoodenergy.org by the date and time listed in the table above.

Proposal Submission

Please submit SOQs by 5:00pm PT, February 22, 2023, electronically to mavcollie@redwoodenergy.org. Late submissions may not be accepted; make sure to submit early to ensure successful electronic delivery.

Statement of Qualifications Review and Recommendation

SOQs will be reviewed by RCEA staff which, at its discretion, may request a meeting with one or more proposers. During the evaluation process, RCEA reserves the right, where it may serve the agency's best interest, to request additional information and clarification from proposers, or to allow the corrections of errors and omissions. Staff will recommend selecting any or all the proposer(s) that best meet the requirements set forth in this RFQ. RCEA reserves the right to remove from consideration any or all proposals at its sole discretion.

We will make every effort to administer the SOQ submission process in accordance with the terms and dates discussed in this RFQ. However, we reserve the right to modify the SOQ process and dates as deemed necessary and reserve the right to not select any proposers. RCEA assumes no obligation for any costs incurred by any proposer in preparing the response to this request, attending an interview, or any other activity prior to the selection of proposer(s).

TERMS AND CONDITIONS

1. Submittal of an SOQ in response to this RFQ is an acknowledgement and an agreement to all terms and conditions as presented within this document.
2. All SOQs submitted in response to this RFQ become the property of RCEA and are public records subject to public review.
3. RCEA reserves the right to request additional information or clarification during the evaluation process.
4. RCEA reserves the right to reject all submittals and to waive any irregularities or informalities in the submittals.
5. Costs of preparing an SOQ in response to this RFQ are solely the responsibility of the respondent.
6. Qualification does not obligate RCEA to award a contract, to defray any costs incurred in the preparation of an SOQ pursuant to this RFQ, or to procure or contract for work.
7. No Guarantee of Inclusion: RCEA makes no guarantee that a vendor submitting documents under this request will receive exclusive access to RCEA customers, customer segments, customer referrals, inclusion in any vendor list maintained by RCEA, or participation in any RCEA programs or opportunities.
8. RCEA employees are prohibited from participating in the selection process when they have a financial or business relationship with any private entity seeking to enter into a contract with RCEA, and RCEA requires compliance with all laws regarding political contributions, conflicts of interest or unlawful activities.

SUBMISSION REQUIREMENTS

Cover/Transmittal Page

1. RCEA SOQ reference number RFQ-23-601.
2. Proposing firm's name, address, and phone, and the location of the office from which the services are to be performed.
3. Name(s) of person(s) authorized to represent the firm, answer questions, and bind the firm, including the person(s) title and contact information.
4. CPUC registration number: Provide your registration number as a DR provider/aggregator with the CPUC.
5. List DR program types (reliability event-based or market signal event-based, automated, or voluntary, residential or commercial), and technology types your firm will provide to RCEA customers.

Qualifications

1. Provide a description of firm qualifications and experience with respect to the Scope of Work contained within this RFQ.
2. Provide a list of references for which the firm has provided DR programs or services such as investor-owned utilities (IOUs) including Pacific Gas & Electric, CCAs, Regional Energy Networks (RENs), and other program service providers.
3. Provide a description of the qualifications of all personnel who will be assigned to these services.
4. List and describe all DR programs, DR services, program types (residential and/or commercial, automated and/or voluntary), and technology types your firm offers to customers in RCEA's service territory.
5. Describe how your programs deliver quantifiable/validated greenhouse gas reductions
6. Describe how your programs deliver quantifiable/validated utility cost savings to RCEA customers. Provide a description of customer benefits including incentives, payments, bill savings and other features.
7. Describe how your programs deliver quantifiable/validated benefits to RCEA's procurement portfolio.
8. Describe a customer's experience when working with your firm. The description includes but is not limited to customer enrollment, customer interactions including problem-solving support, level of customer participation (automated or voluntary) incentives for performance, penalties (if any) for failure to perform, energy savings calculations, cancelation process, and quality assurance and controls.
9. List background with government grant-based flow-down provisions, if applicable.
10. List customer segments served (commercial, residential, public), and number of years involved in each segment.
11. Identify any experience with pilot programs and outcomes.
12. Provide any additional experience applicable to your SOQ not requested. Attach any examples of customer-facing marketing materials.

SELECTION CRITERIA

SOQs will be considered responsive to this RFQ if they meet all the following mandatory elements:

1. The company is a registered DR provider/aggregator with the CPUC.
2. The company has no conflict of interest with any work to be performed as a result of this RFQ.
3. The company has provided all of the information detailed in the SOQ Submission Requirements section above and has adhered to the requirements of this RFQ.
4. The firm has provided references.

Responsive submissions will be further evaluated on the following criteria:

1. Responsiveness of the proposal to this RFP in its entirety.
2. Prior experience in providing DR programs and services to IOUs, CCAs, Regional Energy Networks and government agencies comparable to RCEA.
3. Qualifications of the firm and assigned staff, as well as the quality of management support.

SUPPLIER CLEARINGHOUSE AND LABOR PRACTICES

Consistent with the California Public Utilities Code and California Public Utilities Commission (CPUC) policy objectives, RCEA collects information regarding supplier diversity and labor practices from its contractors regarding past, current and/or planned efforts and policies. Pursuant to Public Utilities Code §§ 8281-8286 (through which the CPUC requires RCEA and its commission-regulated subsidiaries and affiliates to submit annual detailed and verifiable plans for increasing women-owned, minority-owned, disabled veteran-owned and LGBT-owned business enterprises' procurement in all categories), respondents that execute a contract with RCEA will be required to complete a supplier diversity questionnaire at the time of execution, and/or periodically at later dates as specified by RCEA. Respondents that are women, minority, LGBT, and disabled veteran-owned businesses are encouraged to apply for certification by the CPUC's Supplier Diversity Clearinghouse Program. This certification is voluntary and will not be used as a criterion for evaluation. As required by law in California, RCEA as a public agency does not give preferential treatment based on race, sex, color, ethnicity, or national origin; providing such information as part of the offer package will not impact the selection process or good standing of executed contracts.