

RFP – Residential and Multifamily Solar and Battery Storage Services

Questions & Responses

#	Question	Response
1	Does CPA intend to be the owner of the Solar and Storage Systems?	No. Per RFP Section 2 (Project Background), the selected Proposer(s) will help CPA develop this offering and will be responsible for enrolling customers, financing or leasing the projects, installing, maintaining, and operating the Solar and Storage Systems.
2	The RFP mentions “guaranteed savings” for customers (Section 5.3 and Attachment A Task 1.1). Please define.	Proposers should provide a detailed strategy that illustrates the savings for the participating customer’s energy bill and ensures that the customer’s bill is not higher than it would have been had they not participated in the program.
3	Given the dispersed geography of CPA’s territory and the need for deep community engagement for successful enrollment, does CPA expect customer engagement to be conducted in each of the member agencies, or can Proposers identify concentrated potential customer focus areas that may not necessarily represent every member agency?	Proposers should provide recommendations for how to make their approach successful. As set forth in RFP Section 4.1 (Scope of Work), CPA reserves the right to select multiple Proposers to maximize coverage.