



Clean Energy Innovation Solicitation: Emerging Technologies and New Business Models

Launch: May 27, 2025

Close: January 9, 2026

Track 2: New Business Models Solicitation Protocol

1. Introduction

Clean Power Alliance of Southern California (CPA), the fourth largest energy provider in California, the largest Community Choice Aggregator in California and recipient of an investment grade credit rating of A- from S&P Global Rankings, is accepting proposals for early-stage innovative clean energy projects and new business models that introduce novel approaches to clean renewable or carbon-free generation and/or energy storage to complement CPA's renewable energy portfolio, energy distribution, or business needs.

The Clean Energy Innovation Solicitation: Emerging Technologies and New Business Models (Innovation Solicitation) accepts a wide variety of new or emerging clean energy technologies in earlier stages of development. Additionally, the Innovation Solicitation is intended to provide an intake process to evaluate new business models, new customer programs and/or new procurement ideas.

CPA's Innovation Solicitation will organize submissions into two tracks (1) Emerging Technologies – Track 1 and (2) New Business Models – Track 2. This Protocol relates only to Track 2 with the following product types and eligibility characteristics:

New Business Models: For Proposals for new business models, contracting structures, customer programs, or partnerships with CPA. Submissions must be able to serve or provide a benefit to CPA and its customers and have a commercial readiness date of 2030 or sooner.

This protocol is for new business models, contracting structures, customer programs, or partnerships with CPA. If you are interested in submitting a proposal for an emerging technology or resource, please

refer to the Innovation Solicitation Track 1 Protocol which can be found on CPA’s website, in the same location as this document.

General instructions for participating in CPA’s Innovation Solicitation and product-specific requirements are described in the text of this document (“Solicitation Protocol”).

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2. Background

a. Description of CPA

Clean Power Alliance (CPA) is the nation's leading green power provider and California's largest community choice aggregator. Established in 2017, CPA is a Joint Powers Authority comprised of 38 local member agencies across Los Angeles and Ventura Counties. CPA is the fourth largest electricity provider in California and serves more than three million residents and businesses in the region. CPA was established to provide communities cost competitive electricity and a choice of clean energy options, reduce greenhouse gas emissions, stimulate renewable energy development and the growth of green jobs, implement distributed energy resources, and offer energy efficiency, demand reduction, and cost saving customer programs.

b. Solicitation Overview and Goals

The goal of the Innovation Solicitation is for CPA to solicit and review submission of ideas and/or proposals for new business models, customer programs, contract structures, or partnerships with CPA. CPA may open an additional or supplemental competitive or specialty service procurement process to further explore promising concepts that enhance CPA's operations and benefit its customers.

Responses to the solicitation may be submitted at any time up to January 9, 2026. Submissions will be reviewed on a first-come rolling basis until such time as CPA decides, in its sole discretion, to close this solicitation.

A complete proposal specification is included in this document.

c. Acknowledgement of Terms

By participating in CPA's Innovation Solicitation, respondents ("Proposers") acknowledge that they have read, understand, and agree to the terms and conditions set forth in this Solicitation Protocol. CPA reserves the right to reject any proposal that does not comply with the requirements identified herein. Furthermore, CPA may, in its sole discretion and without notice, modify, suspend, or terminate the CPA Innovation Solicitation without liability to any organization or individual. The CPA Innovation Solicitation does not constitute an offer to buy or create an obligation for CPA to enter into an agreement with any party, and CPA shall not be bound by the terms of any proposal until CPA has entered into a fully executed agreement.

3. Submission Details

a. Solicitation Website

All information regarding this solicitation will be posted to the CPA's website at <https://cleanpoweralliance.org/innovation-solicitation/>. Proposers will submit all proposals (including narrative, and all other materials) to the solicitation email address: innovation@cleanpoweralliance.org. All Q&A questions from Proposers shall also be submitted to the same email address.

b. Timeline

Date	Item
May 27, 2025	Innovation Solicitation opens
June 20, 2025	Deadline to submit questions at 11:59pm Pacific Time. Submit questions via email at innovation@cleanpoweralliance.org
June 30, 2025	Q&A document for questions received by June 20, 2025 posted to the CPA Innovation Solicitation website
November 7, 2025	Deadline to submit questions at 11:59pm Pacific Time. Submit questions via email at innovation@cleanpoweralliance.org
November 21, 2025	Q&A document posted to the CPA Innovation Solicitation website
January 9, 2026	Deadline to submit Innovation Solicitation submissions at 5:00pm Pacific Time via email at innovation@cleanpoweralliance.org

To receive updates and notifications about the solicitation, Proposers intending to participate must fill out the online [registration form](#).

c. Innovation Solicitation Process

For Track 2 submissions in the Innovation Solicitation, CPA will employ the following process:

- Submissions will be reviewed by the CPA team, on a first-come basis, based on information provided in the narrative. Proposers should provide a narrative detailing the new business model, contracting structure, customer program, or partnership with CPA. Refer to “Submission Package” section below for more details on a compliant submission.

d. Compliant Submission Specifications

All proposals must meet the following specifications.

Attribute	Requirement
General	Must be capable of delivering a tangible benefit to CPA’s operations or customer experience. Benefits may be realized through clean energy deployment strategies, streamlined procurement practices, and innovative programmatic solutions

Expected Implementation Timeline	On or prior to December 31, 2030
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e. Submission Package

Proposals should be submitted by email to innovation@cleanpoweralliance.org with a subject line “Track 2 Submission: [Project/Proposed Model Name]”. Submissions must include the following attachments:

Required documents:

- ☐ Project Narrative (.pdf file)
- ☐ Executed NDA document (.pdf file)
- ☐ Signed Vendor Campaign Contribution Disclosure Form (.pdf file)

Recommended if available:

- ☐ Any other supporting documents, such as pictures, agreements, flow charts, diagrams, power point decks, test results, case studies, etc. that may be helpful in review of a Proposers submission (.pdf, .docx, or .zip)

Project Narrative Requirements

Proposers should submit a brief narrative describing their proposal or idea. This narrative will be the primary source for reviewing submissions. The narrative should be submitted as a pdf document that includes the following sections in the order listed below:

1. Proposer Information
 - a. Company name, contact name, contact email address, company address
 - b. CPA team/s that the Proposer believes would be the best suited or subject matter expert for considering your proposal. The following is a list of CPA teams who may benefit from novel solutions: (i) Customer Programs, (ii) Data and Systems, (iii) Communications and Marketing, (iv) Finance and Accounting, (v) Risk Management, (vi) Operations and Account Services, (vii) Power Supply and Resource Planning, (viii) Customer Care, or (ix) Regulatory and Policy. For a full list of CPA’s teams, please visit our website at <https://cleanpoweralliance.org/about-clean-power-alliance/our-team/>.
2. Executive Summary
 - a. Brief summary of the proposal or idea (i.e. new business model, contracting structure, partnership ideas, new customer program etc.) and any relevant high-level details
 - b. Any CPA requirements or actions needed to implement your proposal
3. Market Need and Validation
 - a. Describe the problem this proposal or idea solves

4. Customer Benefit

- a. Describe and/or quantify the benefits this proposal or idea will provide to CPA and its customers
 - i. Benefits may include but are not limited to improvements in clean energy accessibility, operational efficiency, cost savings, environmental impact, innovative financing mechanisms, or community engagement.

5. Action Items

- a. What are the next steps to implementing your proposal or idea. Consider including details such as cost, conditions precedent, and specific requirements.

Non-Disclosure Agreement

All Proposers are required to sign CPA's standard Non-Disclosure Agreement ("NDA"). CPA will not accept changes to the NDA.

Vendor Campaign Contribution Disclosure Form

All Proposers are required to sign a vendor campaign contribution disclosure form.

f. Screening and Compliance

All submissions will be reviewed for basic compliance and completeness. At the discretion of CPA, participants may be contacted to notify them of deficiencies in their submission materials. **Proposers will have four (4) business days to respond with updated and compliant submission materials or risk rejection from consideration.**

Proposer is solely responsible for checking compliance of all submitted materials. Lack of communication from CPA does not imply confirmation of a compliant submission.

4. Communication Guidelines

CPA, at its sole discretion, may contact Proposers directly to ask additional questions, seek clarification, and/or request additional information as needed to assess a proposal. Proposers are prohibited from communicating with CPA personnel, board of directors, board alternates, or contractors outside of this Q&A process. **If it is discovered that a Proposer contacts and receives information from any CPA personnel, board director or alternate, or contractor outside of the rules established by this solicitation, CPA may, in its sole determination, disqualify such Proposer from further consideration or take any other action as CPA may decide.** Please review CPA's Vendor Communication Policy, available at: https://cleanpoweralliance.org/wp-content/uploads/2019/06/CPA2019-010_Policy_Vendor-Communications.pdf.

Q&A

All questions from Proposers will be answered through a formal Q&A process. Proposers must submit questions to innovation@cleanpoweralliance.org. All questions received and all answers to such questions will be posted in a single response document and will be updated on a rolling basis on the Innovation Solicitation webpage. CPA's answers to these questions are incorporated herein by reference.

CPA reserves the right to group questions, combine issues, or organize answers in a manner that CPA finds appropriate. Proposers are responsible for incorporating all relevant information contained in CPA's answers into their solicitation responses.

5. No Guarantee of Offer or Agreement/Reservation of Rights

This solicitation does not constitute an offer from CPA to buy and creates no obligation to execute any agreement as a consequence of this solicitation.

CPA reserves the right, without qualification and in its sole discretion to: (i) Proceed with multiple Proposers or no Proposers at all, (ii) negotiate one or more agreements on a bilateral basis outside the terms of this solicitation, (iii) create phases for evaluating or negotiating proposals, (iv) interview Proposers, (v) create separate or parallel tracks for evaluating or negotiating proposals. CPA may at any time and for any reason decline to enter into any agreement with any Proposer, to terminate negotiations with any Proposer, to abandon or cancel the solicitation process in its entirety, or to not make an award. CPA may review any project(s) using the review criteria as specified in this solicitation or may follow any review criteria or process as CPA may determine is appropriate and in the best interest of CPA. CPA shall not be liable to any Proposer submitting a proposal in response to this solicitation. CPA shall not be liable to any Proposer or party in law or equity for any reason whatsoever for any acts or omissions arising out of or in conjunction with this solicitation.

CPA reserves the right to modify any date or deadline; provide additional Q&A opportunities; issue solicitation clarifications, corrections, changes, or addenda; waive any solicitation requirements or instruction for all Proposers if CPA determines, in its sole discretion, that the requirements or instructions are unnecessary, erroneous, or unreasonable; change or update solicitation requirements in order to address any new or updated regulatory requirements, including but not limited to from; deem a Proposal non-responsive if Proposer declines to accept the terms and conditions outlined in this solicitation, as it may be amended from time to time; or, deem a Proposer non-responsive if a Proposer submits material changes to its Proposal.

CPA may waive any immaterial defect in any Proposal and allow the Proposer to remedy those defects. CPA reserves the right to use its best judgment to determine what constitutes an immaterial deviation or defect. CPA reserves the right, at its sole discretion, to overlook, correct or require a Proposer to remedy any obvious clerical or mathematical errors occurring in the narrative portion of a Proposal. No implied or express waiver of CPA's rights is intended and CPA reserves all rights.

CPA expressly reserves the right to request clarification of information submitted through supplementary follow-up questions or inquiries or to request additional information from any one or more of the Proposers.

Each Proposer's costs for developing its proposals, including all solicitation review, proposal preparation and submittal costs, are entirely the responsibility of the applicable Proposer, and CPA shall not have any responsibility or liability for such costs.

CPA states that the information in this Innovation Solicitation Protocol is accurate to the best of CPA's knowledge but is not guaranteed to be correct. Proposers are expected to complete all due diligence activities prior to entering into any final contract negotiations with CPA.

6. Non-discrimination

CPA does not give preferential treatment or discriminate based on race, sex/gender, color, ethnicity, or national origin.

7. Confidentiality

All correspondence with CPA including responses to this solicitation will become the exclusive property of CPA and will become public records under the California Public Records Act (Cal. Government Code sections 7920.000, et seq.) **All documents sent by Proposers to CPA may be subject to disclosure, unless exempt due to one of the narrow exceptions to the disclosure requirements.**

In order to designate information as confidential, the Proposer must clearly stamp and identify the specific portion of the material designated with the word “Confidential” and provide a citation to the California Public Records Act that supports keeping the information confidential. Proposer should not over-designate material as confidential. Over-designation would include stamping entire pages or series of pages as confidential that clearly contain information that is not confidential.

Therefore, any proposal which contains language purporting to render all or significant portions of their proposal “Confidential”, “Trade Secret” or “Proprietary”, or which fails to provide the exemption information required as described below may be considered a public record in its entirety subject to the procedures described below. **Do not mark your entire proposal as “confidential”.**

If required by any law, statute, ordinance, a court, Governmental Authority, or agency having jurisdiction over the CPA, including the California Public Records Act, CPA may release Confidential Information, or a portion thereof, as required. In the event CPA is required to release Confidential Information, it shall notify the Proposer of the required disclosure, such that the Proposer may attempt (if it so chooses), at its sole cost, to cause the recipient of the Confidential Information to treat such information in a confidential manner, and to prevent such information from being disclosed or otherwise becoming part of the public domain. By submitting a proposal, Proposer agrees to indemnify and hold harmless CPA, its directors, officers, employees, and agents, from any claims, liability, award of attorneys’ fees, expenses, or damages, and to defend any action brought against above said entities for CPA’s refusal to disclose any confidential, trade secret, or other proprietary information to any party.

CPA does not intend to disclose any part of any proposal before it announces a recommendation for approval by CPA’s Board of Directors of a contract or if a contract will not be presented to the Board for approval, until contract negotiations are final, on the ground that there is a substantial public interest in not disclosing proposals during the evaluation or contract negotiation process.

8. Proposer Representations

By submitting a proposal, Proposer agrees to be bound by the conditions of the Innovation Solicitation Protocol, and makes the following representations, warranties, and covenants to CPA, which

representations, warranties, and covenants will be deemed to be incorporated in their entirety into each of Proposer's submittals and are deemed to be material to CPA's consideration of the proposals:

1. Proposer agrees that CPA is not liable to any Proposer or party in law or equity for any reason whatsoever for any acts or omissions arising out of or in conjunction with this solicitation and that Proposer has no legal recourse whatsoever against CPA, its Members, CPA's directors, officers, employees, and agents for rejection of their submittal(s).
2. Proposer acknowledges that it has had the opportunity to seek independent legal and financial advice of its own choosing with respect to this solicitation and agrees to be bound by the terms and specifications of this solicitation and any addenda subsequently issued prior to the due date of the submittal.
3. Proposer has obtained all necessary authorizations, approvals, and waivers, if any, required by Proposer to submit its proposal pursuant to the terms of this solicitation and to enter into a final agreement with CPA.
4. Proposer acknowledges that CPA reserves the right to enter into relationships with more than one Proposer, can choose not to proceed with any Proposer with respect to one or more identified Tasks, and can choose to suspend or cancel this solicitation or issue a new solicitation that would supersede and replace this solicitation.
5. Proposer warrants that it has no employees in its employ who in any capacity have a position at CPA that enable him/her to influence the selection of a Proposer or any competing solicitation, nor does Proposer have in its employ any CPA Board of Director, including any Regular or Alternating Directors (collectively "CPA Director") or CPA employee who is the spouse or economic dependent of such a CPA employee. A list of current CPA Directors can be found in CPA's Vendor Campaign Contribution Disclosure Form. This list may be updated from time to time.
6. Proposer's submission complies with all applicable laws and CPA policies.
7. Proposer warrants that all information submitted by Proposer to CPA in connection with this solicitation is true and accurate as of the date of Proposer's submission. Proposer also covenants that it will properly and promptly update any submitted information immediately upon any material change thereto.
8. Proposer has reviewed, acknowledges, and accepts Section 5, "No Guarantee of Offer or Agreement/Disclaimer" in its entirety.

9. Description of Documents in Solicitation Release Package

1. Innovation Solicitation Track 2 Protocol (*CPA Innovation Solicitation Track 2 Protocol.pdf*):
 - a. Description of Innovation Solicitation, submissions and compliance requirements, submittal instructions, legal terms.
2. Non-Disclosure Agreement (NDA) (*CPA NDA Agreement 2025.docx*):
 - a. **The NDA must be signed by all Proposers and submitted in submission package.**
3. CPA Vendor Campaign Contribution Disclosure Form (*CPA CAMPAIGN CONTRIBUTION DISCLOSURE FORM 2025.docx*):

- a. The Campaign Contribution Disclosure Form must be signed and **submitted with each submission package.**