

ADDENDUM NO. 1

RFP – DEMAND RESPONSE PROGRAM SERVICES

Questions & Responses Round 1

#	Question	Response
1	Award Structure: Does CPA intend to award the contract to a single prime contractor, or is CPA open to selecting a combination of providers for the Residential and Commercial/SMB segments separately? (Reference: Section 6.5)	<p>RFP Section 6.5 (Evaluation Process): CPA may select one particular Proposer or select a combination of Proposers (with or without interviews).</p> <p>RFP Section 7 (Proposal Requirements): Proposer must provide qualifications for all team members, including the principal, company official(s), and other personnel who Proposer anticipates will be assigned to work on behalf of CPA. This requirement includes, but is not limited to, Proposer’s anticipated subcontractors or teaming partners</p> <p>RFP Section 8 (reservation of Right): CPA may, at its sole discretion, accept or reject any or all proposals submitted in response to this RFP.</p>
2	Existing Load Profile: For the 3 MW of existing capacity, what percentage is currently behavioral versus automated, and does CPA have a preference for transitioning behavioral customers to automated pathways during the contract term? (Reference: Section 2.3)	<p>Approximately 30% of existing dispatchable capacity is behavioral.</p> <p>CPA does not have a preference for transitioning behavioral customers to automated pathways.</p>
3	Incentive Management: For the new Small/Medium Business pathway, will CPA provide access to its Billing API for automated incentive reconciliation, or is the Proposer expected to manage incentive distribution and verification manually? (Reference: Task 5, Section 8)	<p>No, CPA will not provide access to its billing API for automated incentive reconciliation. The selected Proposer is expected to manage incentive distribution.</p>

4	Performance-Based Pricing: The pricing matrix in Section 5.3 asks for Fixed Fees; would CPA consider an alternative pricing model that prioritizes performance-based fees (e.g., \$ per verified kW reduced) for load shed verified by CAISO in lieu of high fixed implementation costs? (Reference: Section 5.1)	RFP Section 5.2 (Pricing): Proposer may, at its option, submit one (1) alternative pricing proposal but that proposal must specify any additional amounts proposed and justify in detail the cost breakdown for each individual scope item described in Attachment A, or by another divisible increment. CPA reserves the right, at its sole discretion, to reject or accept any alternative pricing proposal.
5	AI Integration in Recruitment: Task 3 states CPA will manage direct marketing for recruitment; to what extent can the Proposer's AI-driven recruitment analytics be integrated into CPA's outreach to hit the SMB target? (Reference: Task 3, Section 2.1)	Attachment A (Scope of Services), Task #3, Section 2.1: CPA will manage all direct marketing to its customers, as customer lists will not be shared with the selected Proposer. The marketing outreach support requested is further outlined in Attachment A, Task #3, Section 2.2. Proposers are encouraged to include recruitment tactics in their Proposal that meet the needs of the requested services. All data must lawfully obtained, privacy-compliant, and used in a way that maintains customer trust.
6	Small Business Teaming: As a small, specialized technology firm, can we submit a joint proposal as a "co-prime" with another specialized firm (e.g., a residential specialist), or does CPA require a traditional Prime-Subcontractor relationship? (Reference: Section 7.1.2.4)	See CPA's response to Question #1.
7	Multilingual AI Support: Section 6.6 and Task 3 require customer support in English, Spanish, and Chinese with a one-business-day response time. Is the use of AI-driven translation and automated support agents acceptable to meet these multilingual and responsiveness requirements? (Reference: Task 3, Section 6)	Proposals must meet the customer support requirements listed in Attachment A (Scope of Services), Task #3, Section 6. Proposers should outline their customer support capabilities in response to the Scope of Services.
8	Device Agnosticism: While CPA lists specific OEMs such as Google Nest and ecobee, is CPA open to the Proposer integrating additional, non-listed business-specific device manufacturers to meet the "New" SMB and Commercial Leaders goals? (Reference: Task 2, Section 2.2)	Yes.

9	<p>Data for AI Training: Will CPA provide historical interval meter data for current participants to the selected Proposer to help train AI-driven baseline and load-shed prediction models? (Reference: Task 5, Section 7.1)</p>	<p>CPA will determine the appropriate data to share in order to meet the Proposers' needs, and adhere to CPA's data sharing protocols, to determine load shed predictions. Proposers should review the sample contract in Attachment C and the Data Protection requirements set forth in Attachment D for further details.</p>
10	<p>Insurance Thresholds: Given the "New" status of the SMB pathway and the lower risk profile of behavioral segments, is CPA open to negotiating the \$5,000,000 aggregate general liability limit for smaller firms or specialized scopes? (Reference: Section 11.a)</p>	<p>No.</p>
11	<p>Technical Demonstration: Will CPA allow Proposers to demonstrate their DERMS platform's automated dispatch and reporting capabilities during the interview phase? (Reference: Section 6.5)</p>	<p>Yes.</p>
12	<p>SMB Barriers: Regarding the new SMB pathway, has CPA identified specific barriers to entry for this segment that the Proposer's "innovative approach" should prioritize? (Reference: Section 2.2)</p>	<p>The goals and objectives of the program are listed in RFP Section 2.1 (Project Background) and in Attachment A (scope of Services), Task #1, Section 2.2.</p>
13	<p>AI Usage Disclosure: Since our firm utilizes AI for core optimization and delivery, can CPA clarify the specific format and frequency of the "written disclosure" required for deliverables that utilize Artificial Intelligence? (Reference: Section 15.b)</p>	<p>Proposers should review the standard terms and conditions set forth in Attachment C (Sample Contract) with their counsel of choice to ensure they understand the proposed contract requirements.</p>

14	API Standards: Does CPA have a preferred API standard (e.g., REST) or existing documentation for the "Customer Verification API" that can be reviewed prior to proposal submission? (Reference: Task 5, Section 8)	CPA does not have a required API standard, but most commonly uses REST. Specific API documentation will be provided with the selected Proposer, after a contract is executed.
15	Customer Support Infrastructure: Task 3 mentions support via phone and email. Is the Proposer responsible for providing the telephony platform and toll-free numbers, or will CPA provide the necessary phone infrastructure? (Reference: Task 3, Section 6.5)	The selected Proposer is responsible for hosting the phone infrastructure.
16	Hardware Procurement: CPA offers free smart thermostats to CARE/FERA customers. Is the Proposer responsible for the physical procurement, shipping, and handling of these devices, or is the responsibility limited to enrollment management? (Reference: Attachment F, Section 4.b.i)	The referenced offering is not part of the requested scope of services. Attachment G and Attachment F are included as references to the current program terms and conditions. Please refer to Attachment A (Scope of Services) for the services requested for this RFP.
17	Historical Reporting Formulas: Will CPA provide the specific "baseline reporting" and "performance calculation" formulas currently used for existing participants to ensure consistency during the transition? (Reference: Task 5, Section 3.5)	The current program is CAISO market integrated, and the baseline methodology is based on the CAISO Business Practice Manual . As noted in Attachment A (Scope of Services), Task #1, Section 2.2.1, the program will be non-market integrated, and that methodology is not a requirement.
18	Marketing Budgeting: Does CPA allocate a separate marketing budget for the "OEM marketing activities" managed by the Proposer, or should these costs be included in the Proposer's fixed fees? (Reference: Task 3, Section 5)	Attachment A (Scope of Services), Task #3, Section 5 is to be managed by the selected Proposer, and associated costs are requested to be included in the proposed pricing.
19	Transition Delays: In the event of delays from the incumbent provider during the data transfer process, will CPA allow for timeline extensions on the 60-day customer journey documentation and 120-day "go-live" requirements? (Reference: Task 1, Section 5; Task 2, Timeline)	CPA recommends Proposers include alternative schedules within their proposal. CPA intends to negotiate the scope of services, including timelines, with the selected proposer.

20	Evaluation Weighting for Innovation: Since CPA encourages "enhancements" and "innovative approaches," how are these weighted within the 40% Scope of Services criteria? (Reference: Section 1.16, Attachment A)	CPA's evaluation criteria are set forth in RFP Section 6.4 (Proposal valuation Criteria).
21	Small Business Preference: Does CPA offer any scoring preference or "Local/Small Business" points for Small Business Enterprises (SBE) or Disadvantaged Business Enterprises (DBE)? (Reference: Section 6.4)	No.
22	Software Ownership vs. Work Product: Section 17 states work product becomes CPA property. Does this include the underlying proprietary DERMS software and AI algorithms, or is the ownership limited to reports, data, and materials specifically prepared for CPA? (Reference: Section 17)	Please see CPA's response to Question #13.
23	SLA and Enrollment Penalties: Are there financial penalties or liquidated damages associated with failing to meet the annual enrollment targets for the SMB or Commercial Leaders pathways? (Reference: Section 2.3)	Specific contract terms for the program will be negotiated by CPA with the selected Proposer.
24	OpenADR Compliance: Is there a requirement for the DERMS platform to be OpenADR 2.0b certified, or is proprietary API integration with OEMs sufficient? (Reference: Task 2, Section 2)	No, OpenADR is not required.
25	Market Integration Timeline: While not in current scope, what is the anticipated timeline for CPA to begin CAISO market integration? (Reference: Section 2.1)	As set forth in Attachment A (Scope of Services), Task #1, Section 2.2.1, the program will be non-market integrated for this contract term.
26	Revenue Sharing: If CAISO integration is pursued in the future, will CPA consider a performance-based revenue-sharing model as part of a Renewal Term? (Reference: Section 2.1)	Any amendments to the scope of services will be negotiated individually at that time.

27	Ownership of Support Assets: Are the current customer support assets, including the 877-526-1589 phone number and support@cpapowerresponse.org email, owned by CPA or the current contractor? (Reference: Attachment F, Section 6)	Support assets are not owned by CPA and will need to be established by the selected Proposer.
28	Commercial Incentive Caps: Attachment F mentions a \$100 per event cap for residential customers. Is there a similar cap for Commercial Leaders, or can the Proposer recommend alternative caps to drive higher load-shed participation? (Reference: Attachment F, Section 4.a.i)	Proposers are encouraged to recommend incentive caps for the program pathways.
29	Enrollment Verification: Can CPA provide the current total number of eligible Small/Medium Business accounts within their service territory to help Proposers refine their recruitment strategy? (Reference: Section 2.2)	CPA has approximately 120,000 small/medium business accounts.
30	Billing Cycles: Will the selected Proposer have access to customer billing cycle dates to better align load-shed events with customer affordability and bill-management goals? (Reference: Section 2.1)	Yes, for participating customers.
31	Incentives for large commercial - In page 3 of the RFP you specify \$2/kWh for performance. However, in the program details, page 61 of the RFP only a capacity payment, kW based is detailed. Do they both exist?	Proposals should incorporate the incentive structure described in Attachment A (Scope of Services), Task #1, Section 2.4.3. CPA is open to alternative recommendations for incentive structure, in addition to the pricing provided in this section. The kW-based payment structure noted in Attachment G illustrates the current program terms and conditions and is provided as a reference intended to support Proposers' responses to Section 7.1.7 (proposal Requirements) of the RFP.
32	Are you expecting to grow the Large Commercial program?	CPA's annual enrollment targets are set forth in Section 2.3 (project Background) of the RFP.



33	Are you expecting to recruit more than one supplier / program offering in the commercial category?	See CPA's response to Question #1.
34	<p>Question: Does CPA have a preference for, or existing relationship with, a specific DERMS platform? Would CPA consider a proposer that subcontracts DERMS operations to a qualified platform vendor rather than owning the platform outright?</p> <p>RFP reference: Section 3, Qualifications (p. 4): "Proposer must utilize universal DERMS platform to manage enrolled resources, dispatch events, and support multiple technologies and original equipment manufacturers ("OEMs") and technology partners."</p>	<p>See CPA's response to Question #1.</p> <p>CPA does not have an existing platform for use under this contract.</p>
35	<p>Question: Is there an incumbent contractor operating the program today? If so, will that contractor be eligible to bid, and what transition obligations will apply to them?</p> <p>RFP reference: Section 2, Project Background (p. 1): the Power Response Program launched in 2022 and "currently" operates three pathways with existing enrolled customers. Attachment A, Task #5 (p. 5 of Attachment A): the selected proposer must develop "a customer transition plan for seamlessly transferring currently enrolled customers to the Proposer's platform" and provide "a list of current participants that will remain enrolled in the program.</p>	<p>Yes, there is an implementer operating the current program. All qualified Proposers are eligible to submit Proposals to this RFP. Transition obligations are identified in Attachment A (Scope of Services), Task #1.</p>

36	<p>Question: What customer data, OEM partnership agreements, and API access rights will transfer from the current contractor? Are there existing contractual obligations with OEMs that the incoming contractor will inherit or must independently renegotiate?</p> <p>RFP reference: Attachment A, Task #5, Section 5.3.1 (p. 5 of Attachment A): requires the new contractor to coordinate with "existing implementers and OEMs to process the transfer of information," including Google Nest thermostats, ecobee, SolarEdge, and home batteries. Section 5.3.3 (p. 5 of Attachment A): requires establishing "connections with OEMs" and migrating current participants into the new system.</p>	<p>Please review Attachment A (Scope of Services), Task #1, Section 5.2 for customer data to be transferred to the selected Proposer.</p> <p>Please refer to Attachment A (Scope of Services), Task #1, Section 5.3.3 for technical considerations outlined for the transition of the existing program.</p>
37	<p>Question: What is the current CAISO/DRRS registration status of the program? Will existing registration transfer to the new contractor, or will re-registration be required? Given that DRRS experience is listed as "preferred" rather than required, how heavily will it factor in scoring?</p> <p>RFP reference: Section 3, Qualifications (p. 4): "Qualification and experience in CAISO's Demand Response Registration System ('DRRS') is preferred." Attachment A, Task #3, Section 3.4 (p. 8 of Attachment A): requires the contractor to "Confirm assets are not participating in multiple markets, utilizing the CAISO Demand Response Registration System ('DRRS') process, or other CPA approved process, and manage notification to customers of program rejection due to dual enrollment."</p>	<p>Current program participants are registered in DRRS with CPA and will not need to re-registered.</p> <p>Please see CPA's response to Question #20.</p>

38	<p>Question: Is the 3 MW target based on nameplate/rated capacity of enrolled devices, tested dispatch performance, or CAISO-verified capacity? What methodology will CPA use to determine whether this target has been met?</p> <p>RFP reference: Attachment A, Task #2, Section 2.1 (p. 1 of Attachment A): "Develop an implementation plan ('the Implementation Plan'), under the guidance of CPA, to enroll a minimum of three (3) megawatts ('MW') of added dispatchable capacity by the end of the three (3) year term."</p>	<p>The MW will be based on estimated or demonstrated performance. Proposers should describe their methodology in their Proposal.</p>
39	<p>Question: Is there a total contract budget or not-to-exceed amount CPA can share?</p> <p>RFP reference: Section 5, Pricing (p. 4–5): "The compensation structure can include (i) fixed price or (ii) hourly rates," and requires proposers to complete a pricing matrix across Tasks 1–7 for three program years, broken into fixed fees and incremental costs. No budget ceiling or cost estimate appears anywhere in the RFP.</p>	<p>Proposers should submit pricing as set forth in RFP Section 5 (Pricing) that is reflective of the level of effort required to provide the scope of services set forth in Attachment A (Scope of Services).</p>
40	<p>Question: Is CAISO integration being evaluated as part of this procurement, and if so, how will it be scored? Would CPA consider a contract structure that includes an optional task for CAISO market participation should CPA elect to pursue it?</p> <p>RFP reference: Section 3, Qualifications (p. 2): "While CAISO integration is not a component of the current scope, CPA is seeking Proposers with expertise in this area should it choose to pursue this option in the future."</p>	<p>See CPA's response to Question #20.</p> <p>As set forth in Attachment A (Scope of Services), Task #1, Section 2.2.1, the program will be non-market integrated for this contract term. Proposers are encouraged to include any optional tasks, including CAISO market participation, in Task #7.</p>

41	<p>Question: Must the incoming contractor establish all OEM relationships from scratch, or will CPA facilitate introductions or provide letters of authorization from current OEM partners? Are there existing OEM data-sharing agreements that CPA holds directly?</p> <p>RFP reference: Attachment A, Task #4 (p. 13 of Attachment A): "The selected Proposer(s) shall develop a participating network of OEM integrations on CPA's behalf to acquire potential customers with smart devices capable of automated demand response into the program." Attachment A, Task #2, Section 2.2 (p. 8 of Attachment A): requires the contractor to "Identify and support additional DERs and continue to seek new partnerships to expand available resources."</p>	<p>The selected Proposer will need to establish and manage all OEM relationships. CPA does not hold direct agreements with OEMs. Please refer to Attachment A (Scope of Services), Task #1, Section 5 for more information.</p>
42	<p>Question: Under what specific conditions would CPA invoke Task 6 mid-contract rather than at natural expiration? Does "Optional" mean CPA may elect not to require a formal ramp-down, or that it is triggered only in early-termination scenarios? How should proposers price this task given the uncertainty of when or whether it would be invoked?</p> <p>RFP reference: Attachment A, Task #6 (p. 16 of Attachment A): "Prior to the expiration or termination of the contract and continuing until such time as the transition services are complete, perform the following transition services." Section 5.3, Pricing matrix (p. 5): lists Task 6 as "Program Ramp Down Services (Optional)."</p>	<p>Please refer to Attachment C (Sample Contract), Section 6 for more information regarding CPA's termination clause.</p> <p>Please note that Task #6 is not optional. Ramp down services are required at the time of contract expiration or termination. Please refer to Attachment A (Scope of Services), Task #6 for more information.</p>

43	<p>Foreign Entity Operations & Data Compliance (Ref: Section 9 – Confidentiality and Public Records; Attachment D – Data Protection Requirements)</p> <p>The RFP requires compliance with the California Public Records Act (CPRA) and CPUC Privacy Rules. Could CPA confirm whether the Proposer's cloud infrastructure (e.g., AWS) must be hosted exclusively within the United States? Additionally, are there any restrictions on foreign entities or their personnel processing CPA customer data?</p>	Please review Attachment D (Data Protection Requirements).
44	<p>Incentive Fund Flow (Ref: Attachment A – Scope of Services; Section 5 – Pricing)</p> <p>The Scope of Services requires the selected Proposer to manage the distribution of customer incentive payments. Could CPA clarify whether incentive funds will be provided by CPA upfront as a pass-through float, or whether the Proposer is expected to issue payments from its own capital and invoice CPA for reimbursement on a monthly basis?</p>	CPA does not have a preferred funding mechanism, and Proposers should suggest their recommended approach.
45	<p>Legacy Customer Transition (Ref: Section 2 – Project Background; Attachment A – Scope of Services)</p> <p>The RFP states that the selected Proposer must transition existing Power Response Program participants and their registered devices to the new DERMS platform. Could CPA confirm whether the incumbent implementer will facilitate the transfer of existing OEM API tokens, or whether the incoming Proposer will need to request that all current participants re-authorize their devices through the new platform?</p>	See CPA's response to Question #36.

46	<p>Multilingual Customer Support (Ref: Section 2.1 – Program Objectives; Section 7.1.4.3 – Marketing & Engagement Questions)</p> <p>The RFP requires the platform and customer support, including call center and email channels, to be available in English, Spanish, and Chinese. Could CPA clarify whether the Spanish and Chinese language support requirements may be fulfilled through qualified third-party translation or interpreter services, or whether the Proposer must directly employ native speakers in those languages?</p>	<p>See CPA’s response to Question #1. Proposers may use qualified third-party translation or interpreter services or in-house native speakers, as long as quality and consistency meet CPA’s standards.</p>
47	<p>CAISO Integration Pricing (Ref: Section 2.1 – Program Objectives; Section 5.3 – Pricing Matrix)</p> <p>The RFP notes that while CAISO market integration is outside the current scope, CPA is seeking Proposers with relevant expertise for potential future participation in CAISO's Demand Response Registration System (DRRS). Should Proposers price any eventual DRRS integration work as a Task 7 Optional Addition in the pricing matrix, or should it be excluded from the proposal entirely at this stage?</p>	<p>See CPA’s response to Question #40.</p>
48	<p>Can CPA elaborate on the performance of your residential behavioral (“Home”) DR program? What kind of results have you seen? Where do you feel like there is room for improvement? Is there a strong desire to grow this program, or are you considering options to narrow its focus, such as just on emergency DR?</p>	<p>Program goals and objectives are listed in RFP Section 2 (Project Background).</p>

49	<p>Regarding customer recruitment and marketing: For large C&I customers, it appears that CPA currently performs outreach, site assessment and technical assistance for these customers, but you would like to wholly transition these responsibilities to the successful bidder – is that correct?</p> <p>For broader marketing, outside of OEM-direct efforts it appears that CPA will own and drive all outbound marketing efforts, including email, direct mail, program website/webpages, social media and other paid media channels – is that correct? If that is the case, then bidders should just scope and budget support efforts such as providing input into CPA’s marketing plans and providing copy and design input on CPA materials, as well as supporting OEM-direct marketing efforts – correct? The anticipated deliverables for Task #3 lists the development of program documents, but we interpret this to not include outbound marketing materials/assets.</p>	<p>For Commercial Leaders, the selected Proposer will be responsible for customer relationship management, site assessment, customized analysis, strategies, plans, reporting, and any additional technical assistance. Please refer to Attachment A (Scope of Services), Task #1, Section 2.2, and Task #3 for more information on customer support expectations.</p> <p>For marketing outside of OEM efforts, CPA will own outbound marketing efforts. Please refer to Attachment A (Scope of Services), Task #3, Section 2.2 for the marketing support requested.</p>
50	<p>Regarding Section 2.2 Target Customer Audience, are non-traditional distributed energy resources, specifically agricultural pumps, eligible to be enrolled and counted toward capacity targets under the Commercial Leaders or Small/Medium Business pathways?</p>	<p>See CPA’s response to Question #8.</p>
51	<p>Regarding Task #3, Section 6 (Customer Support), what are the required operating hours for the bilingual/trilingual call center, and are there specific holiday or weekend availability requirements, particularly during called grid emergencies?</p>	<p>At a minimum, Proposers should anticipate providing support during normal business hours (Pacific Time), but are encouraged to provide pricing for extended support if available. Final details will be negotiated with the selected Proposer during contract negotiation.</p>
52	<p>Regarding Task #5, Section 8 (Customer Verification API), can CPA provide the technical specifications, protocols, or documentation for the existing API to ensure we accurately scope the development effort for this integration?</p>	<p>See CPA’s response to Question #14.</p>

53	<p>Regarding Section 5 (Pricing), is there an approved maximum budget or not-to-exceed cap for this three-year program? Additionally, can CPA share the historical annual administrative spend for the existing Power Response program?</p>	<p>Please see CPA's response to Question #39. CPA does not intend to share additional information at this time.</p>
54	<p>How does CPA expect bidders to verify customer eligibility for the program, and will customer data be maintained within the bidder's system?</p>	<p>A verification API will be provided by CPA. Customer data will be maintained within the selected Proposer's system.</p>
55	<p>Program Administration Structure Referencing: Section 1 (Objective) and Section 5 (Pricing) Quoted language: "provide a demand response program for residential and business customers that includes, but is not limited to, a distributed energy resource management system ('DERMS'), a customer interface, end-to-end customer experience, incentive payments, and program reporting dashboards." The RFP outlines customer incentive structures but does not specify a separate program administration budget. Can CPA confirm whether the selected Proposer will be compensated for program design, implementation, and administration services as a managed program (i.e., separate from customer incentive payments)? Or is CPA seeking a vendor that manages customer enrollment and receives compensation solely through performance-based incentives?</p>	<p>See CPA's response to Question #4.</p> <p>Customer incentives will be managed by the selected Proposer and treated as a pass through to the customer, as the incentive amounts are at CPA's discretion. Proposers are encouraged to recommend the best approach to facilitating this process.</p>
56	<p>Small/Medium Business Customer Size Definition Referencing: Section 2.3 (Enrollment Targets) and Attachment A, Task 1, Section 2.3 Quoted language: "New participation pathway to be established for small- and medium-sized businesses, incorporating both BDR and ADR load reduction methods." The RFP references a new Small/Medium Business participation pathway targeting 150 accounts over</p>	<p>Based on the customer's rate, Small/medium businesses range between 0 and 200 kW.</p>

	<p>three years but does not define the size parameters for this segment. Can CPA provide guidance on the expected building size range - for example, square footage, peak demand in kW, or annual energy consumption in kWh - that would qualify a customer as a Small or Medium Business for purposes of this program</p>	
57	<p>Hardware and Technology Enablement Compensation Referencing: Section 5.1 (Pricing) and Attachment A, Task 2, Section 2 (DERMS Platform) Quoted language: "any fees or charges for travel, telephone calls, and any other expenses anticipated to be incurred, which shall be separately billed (NOTE: any compensation for such fees or expenses shall be at-cost, i.e., no margin, or additional fees shall be charged)." For the Commercial Leaders and Small/Medium Business pathways, automated demand response may require on-site hardware or connectivity solutions to integrate with existing building management systems. Please clarify: (a) whether hardware that automatically curtails building load required to deliver program services may be included as a component of fixed or incremental service fees rather than treated as an at-cost expense item; and (b) whether CPA has considered or would consider providing enabling technology incentives or rebates to facilitate automated demand response integration at commercial building sites?</p>	<p>Proposers are encouraged to include any optional offerings as part of Task #7 outlined in Attachment A (Scope of Services).</p>
58	<p>Current C&I Program Performance and Challenges Referencing: Section 2 (Project Background) and Attachment A, Task 1 Quoted language: "The selected Proposer(s) will implement the current Power Response Program with its</p>	<p>Please review RFP Section 2 (Project Background) and Attachment A (Scope of Services) for information about the program and its requirements.</p>

	<p>existing participants. Proposers are encouraged to suggest enhancements to the program and tasks set forth in Attachment A."</p> <p>To help Proposers design the most effective program continuation and expansion, can CPA share any challenges, limitations, or unmet goals experienced with the existing Commercial Leaders program that the new program should specifically address or improve upon?</p>	
59	<p>Single Award vs. Multiple Vendors Referencing: Section 6.5 (Evaluation Process) Quoted language: "CPA may select one particular Proposer or select a combination of Proposers (with or without interviews)." Are Proposers permitted to respond to only a subset of the program pathways rather than the full scope of services?</p>	No.
60	<p>Teaming and Subcontractor Structure Referencing: Section 7.1.2.2 and Section 7.1.2.4 Quoted language: "A list of subcontractors, if any, and their respective roles and responsibilities separated by task" and "teaming partner or subcontractor costs should be broken out separately." Can CPA confirm whether a Proposer may structure its response with a prime contractor leading specific program pathways - for example, C&I - and a subcontractor leading others - for example, residential - and whether such a structure would be evaluated favorably, neutrally, or unfavorably relative to a single full service vendor?</p>	<p>See CPA's response to Question #1 Proposers should structure their Proposal in the way that best illustrates their ability to provide the services requested in this RFP.</p>

61	<p>SMB Pathway Relationship to Existing SCE Demand Response Programs</p> <p>Referencing: Section 2.3 (Enrollment Targets) and Attachment A, Task 1, Section 2.3 Quoted language: "New participation pathway to be established for small- and medium-sized businesses, incorporating both BDR and ADR load reduction methods. CPA is open to approaches and strategies, including those that enable partnerships with providers that have existing customer relationships."</p> <p>The proposed Small/Medium Business pathway may have potential overlap with existing Southern California Edison demand response programs available to SCE customers. Can CPA clarify how it intends to differentiate the Power Response SMB pathway from existing SCE programs, and whether customers currently enrolled in SCE demand response programs would be eligible to participate after disenrolling from those programs?</p>	<p>Customers may not be dual enrolled in more than (1) demand response programs. Proposers should highlight the benefits of their proposed solution in their Proposal.</p>
62	<p>Public Sector and School District Eligibility</p> <p>Referencing: Section 2.2 (Target Customer Audience) and Attachment A, Task 1, Section 2.3</p> <p>Quoted language: "Commercial Leaders: Offer large non-residential customers customized analysis, strategies, plans, and reporting for load reduction during events. This includes ADR and BDR options."</p> <p>Can CPA confirm whether public school districts and municipal facilities within CPA's service territory are eligible for the Commercial Leaders or Small/Medium Business pathways? Are there any specific eligibility considerations or limitations for publicly-funded institutions participating in the program?</p>	<p>Yes, eligibility will be based on rate and account size. There are no limitations on eligibility for publicly funded institutions.</p>

63	<p>Customer Interface Requirements for Commercial Participants</p> <p>Referencing: Attachment A, Task 2, Section 4 (Customer Interface)</p> <p>Quoted language: "Provide a CPA-branded customer interface for enrolled customers" and "Available as a mobile app for IOS and Android and/or customer interface through a mobile enabled desktop website."</p> <p>Is the CPA-branded customer interface and mobile app requirement intended to serve all program pathways including Commercial Leaders and Small/Medium Business customers, or is it primarily designed for residential participants? For commercial participants, would a web-based portal or building operator dashboard satisfy this requirement in lieu of a consumer-facing mobile application?</p>	<p>CPA is open to alternative customer interface options for the Commercial Leaders and Small/Medium Business participation pathways, including a web-based portal or dashboard, provided such solutions satisfy the requirements outlined in Attachment A (Scope of Services), Task #2, Section 4.</p>
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