

Question	Answer
<p>The RFP mentions an emphasis on disadvantaged communities. But the RFP does not seem wholly focused on low income customers. Is there more information you can provide on the program goals re: income levels? Are you specifically targeting DACs or just income levels (e.g. 80% AMI, or 50% AMI)? Is there a split between low income and non-low income customers that CEA is trying to achieve (noting that most available incentive programs other than the ITC are LMI focused)?</p>	<p>The RFP is focused on customers with existing solar installations. CEA aims to ensure that LMI (Low-to-Moderate Income) homeowners with existing solar installations are included in the program. However, there is no predetermined split between low-income and other customers and there is no target percentage of AMI.</p>
<p>The RFP is storage focused—is there interest in offering solar + storage to customers through utilization of the SGIP AB209 funds?</p>	<p>The RFP is specifically focused on stand-alone residential batteries for customers with existing solar installations. CEA already offers a solar-plus-storage program called Solar Plus, which is currently expanding its pool of eligible contractors. CEA is interested in submissions that leverage funding for eligible customers where applicable.</p>
<p>The RFP mentions that a PPA-type agreement will be used. Would this be the Participate Energy offer that CEA has which involves on-bill financing? Or something else? Is CEA open to other TPO structures?</p>	<p>CEA anticipates utilizing a PPA-type agreement to provide batteries to customers with existing solar installations. CEA remains open to considering various third-party ownership (TPO) structures and other innovative options to deliver affordable renewable energy solutions to its customers.</p>
<p>How does this program relate to the Solar Plus program? What differences are you expecting between the two programs?</p>	<p>This program is specifically focused on stand-alone residential batteries for customers with existing solar installations and operates independently of the Solar Plus program. Through this initiative, CEA aims to broaden the range of equipment utilized and enhance the capability to implement a demand response program.</p>
<p>The RFP mentions providing total cost structure per installed system for three (3) standardized BESS. Can you explain the 3 Bess system requirements? Are you looking for examples of past systems we've installed? Or prospective systems we might install in this program? What variations are you looking for between the 3 system examples?</p>	<p>CEA would anticipate this set of three standardized systems to represent the range of potential system sizes or configurations for customer who may participate in this program - for instance, low, medium, and high energy users, or BESS systems for solar installations that are right-sized versus oversized compared to peak customer load.</p>
<p>Does CEA have an existing DERMS solution into which it would want the deployed assets enrolled?</p>	<p>CEA does not currently have a DERMS solution but is interested in developing and implementing one in the near future.</p>
<p>a. If yes, can you provide information on it?</p>	<p>CEA does not currently have a DERMS solution but is interested in developing and implementing one in the near future.</p>
<p>b. If yes, are you aware of specific battery OEM limitations in terms of integration with the CEA DERMS?</p>	<p>CEA does not currently have a DERMS solution but is interested in developing and implementing one in the near future.</p>

Does CEA have any other restrictions or preferences on battery OEMs for the program?	CEA does not have specific restrictions on battery OEMs for the program. However, as part of the selection process, CEA will evaluate and verify that the proposed equipment is commercially available and demonstrates exceptional safety and performance standards for our customers.
Does CEA intend to directly control the assets through the DERMS, or would it rely on the RFP developer to manage grid services through its own DERMS?	CEA does not currently have a DERMS solution to directly control the assets, but anticipates implementing one in the near future. CEA expects the RFP developer to provide grid service management capabilities, which may be transferred to CEA if a DERMS solution has been procured.
Is CEA submitting any DR alternatives to the CPUC in order to fulfill the SGIP DR requirements? Or is it expected that any SGIP project would need to enroll in CBP to fulfill the requirement? CEA does not look to have an SDG&E TOU-DR-P equivalent.	CEA is currently in the process of developing a Demand Response (DR) program, which will require Board approval of the program and associated rates.
Is there an expected duration of this contract, including both project development and grid services support timelines?	CEA anticipates an agreement term that will allow for financing options and utilizes the installed systems for a significant portion of their useful lives. CEA is looking for submitters to propose this term as a part of the program timeline, but a period of 5 or even more than 10 years of operations under contract would be under consideration.
Does CEA have a target number of installed systems?	CEA estimates that there are approximately 12,000+ solar-only systems within our territory. However, the final number of installed systems will depend on the program design, customer pricing structure, and available incentives.
Can you provide a copy of the Professional Services Agreement (PSA) mentioned at the end of the RFP?	The Professional Services Agreement (PSA) provided in Addendum #1 is a template. The final PSA terms will be determined through mutual agreement between the parties.
Are we correct that this is an RFP looking for parties to design, build, and run this program and NOT looking for contractors and/or battery manufacturers to participate in the program?	Correct
After selection of the winner of this RFP, when do you hope to be able to offer this program to your customers?	Following the approval of the award by the CEA Board, we anticipate beginning program agreement negotiations promptly. The timeline for offering the program to customers will depend on the timely completion of all contractual obligations and program development. Submissions with a realistic and swift timeline through program development will be viewed favorably as a part of CEA's evaluation criteria.
Do you expect these batteries to participate in any types of grid services?	CEA expects program batteries to have demand response capabilities, and to be flexible for grid service uses. Submissions should indicate all anticipated and potential uses that are assumed for the systems.
Will customers of this program be able to participate in SGIP as well? Would a customer be able to qualify for both?	CEA expects program customers to participate in available programs based on eligibility.

Will there be any preferences towards local or national contractors to install these systems?	CEA will be evaluating submissions as described under V. Selection of the RFP.
Would there be preference towards integrated contractors versus not? (i.e, sales, operations, and construction all working under one roof, vs. 3rd party sales organization, install only partners, etc).	CEA will be evaluating submissions as described under V. Selection of the RFP.
Are we correct in our reading of the final sentence of "Market Segments" section that batteries NOT connected to solar but instead charged directly from the grid will be included in this program?	The RFP is specifically focused on stand-alone residential batteries for customers with existing solar installations. However, CEA is open to reviewing proposals that include battery-only options for residential customers without solar.
will this RFP be exclusively focused on: 1) stand-alone residential batteries with no solar on site, 2) stand-alone residential batteries on sites with existing solar or 3) both?	The RFP is specifically focused on stand-alone residential batteries for customers with existing solar installations. However, CEA is open to reviewing proposals that include battery-only options for residential customers without solar.
Considering the holiday season and the complexity of the program, would it be possible to extend the proposal submission date to at least January 24, 2025?	CEA will not be extending the proposal submission date.
Where and when can we access the draft PSA? It doesn't seem to be attached to the RFP or linked on the solicitations page.	The Professional Services Agreement (PSA) provided in Addendum #1 is a template. The final PSA terms will be determined through mutual agreement between the parties.
Can we assume on-bill incentive crediting for participation in grid services programs and financing billing for customers is an option for program design?	On-bill financing and crediting is a potential option that CEA will consider for this program; other options may also be proposed by submitters.
Is CEA open to receiving grid services from existing battery systems and compensating customers for those services, given the economies of scale?	Grid services from existing systems may be considered as a component of the program, but only if paired with installations of new systems. If proposing this structure, CEA would request that submitters clearly outline the cost reduction (and other benefits) that result from the inclusion of existing systems.
How many solar+battery residential customers are installed in CEA territory? How many were installed in the past year?	The total number of solar+battery residential customers in CEA territory is not available at this time.
How many solar-only NEM customers are in your service territory?	We estimate 12,000+ solar only NEM customers.
Is CEA willing to engage in co-marketing activities, possibly with an agreed-upon marketing budget?	CEA is open to collaborating with the selected organization on a marketing plan, with the goal of ensuring the program's success. This may include the development of a mutually agreed-upon marketing budget.
Will CEA provide third-party access to customer usage, billing, and contact information to identify high-value eligible customers in participating cities?	CEA will not share customer data. Access to customer information will be based solely on customers voluntarily choosing to provide their data.
Is CEA willing to provide upfront incentives, like the San Diego Community Power battery program, for market rate and/or LMI customers?	CEA does not expect to provide upfront incentives for this program, but could add this option in the future as budget/funding allows. CEA does plan to work with available incentive programs including but not limited to SGIP.

Is CEA willing to consider developer specific third-party financing options (not white-labeled)?	For clarification, the program under development will be white labeled but CEA is not providing the financing for the installed systems. Respondents are expected to provide a funding/financing solution. CEA will consider a range of potential financing solutions (including third-party financing).
What is the evaluation criteria? We see it referenced but cannot find it.	The CEA adopted Bid Evaluation Criteria can be found on the CEA website under Key Documents: https://thecleanenergyalliance.org/key-documents/ . Additional factors are listed in the RFP under V. Selection.
is CEA interested in software-only solutions?	CEA expects the company to fully operate the program under CEA's oversight. The program includes installation of new BTM batteries, and must support the integration of these storage options, including software solutions capable of managing various storage systems.