



SOUTHERN CALIFORNIA PUBLIC POWER AUTHORITY

QUESTIONS & ANSWERS RELATED TO *Request for Proposal Engineering Services for Customer Programs & Utility Fleet Electrification*

1. **Role of Integrated Software Platforms** - To what extent is SCPPA open to software-driven approaches that integrate program design, savings estimation, and reporting into a unified platform, rather than relying on separate tools and processes across these functions?

RESPONSE: SCPPA is open to the software driven approach as mentioned above that integrates all of these aspects as an added option

2. **Approach to Residential Energy Audits** - For residential programs, does SCPPA expect traditional on-site energy audits as the primary method of assessment, or is there openness to virtual or data-driven audit methodologies at scale?

RESPONSE: Yes, there is openness to other methodologies.

3. **Scale vs. Project-Level Precision** - How does SCPPA prioritize large-scale, portfolio-level insights (e.g., across thousands of homes) relative to project-level precision in program design and evaluation?

RESPONSE: N/A, Depending on project

4. **Savings Methodologies** - Are respondents expected to align strictly with deemed savings/manual calculation approaches, or is there openness to physics-based modeling methods, particularly those calibrated with utility data?

RESPONSE: SCPPA is open to other approaches, however, savings data is of particular interest to utilities for reporting purposes, so they should be included.

5. **Utility Data Integration** - What level of access to utility billing or interval data is anticipated for program design, implementation, and evaluation activities under this RFP?

RESPONSE: We would anticipate that interval data is something that can be considered to be submitted for engineering analysis, however, that would depend on every utility's cybersecurity approval.

6. Program Support Tools - Can SCPPA clarify expectations around “program support tools”, specifically whether these are envisioned as internal utility tools, contractor-facing systems, or customer-facing engagement platforms?

RESPONSE: The intent of “program support tools” is primarily focused on internal utility and program administration tools used to support program implementation and management. Examples include tracking spreadsheets, databases, dashboards, calculators, and other resources used for project tracking, data management, and reporting.

While customer-facing or contractor-facing tools may be considered where appropriate, the primary focus is on internal utility use.

7. Vendor Structure and Coordination - Does SCPPA anticipate selecting both traditional program implementers and specialized technology providers under this RFP, and how would coordination between multiple vendors be structured?

RESPONSE: Traditional program implementers are the expected selection; however, the RFP is open to providers of specialized technology as well. If both providers are chosen and their joined solutions are beneficial to the utility, coordination of both services would be handled individually by each utility requesting these services, with the greatest intent to communicate between both as to the best and most logical approach.

8. The RFP states that “respondents shall also be prepared to provide a breakdown of the applicable overheads and fringe benefit costs.” Please clarify whether this breakdown must be submitted with the proposal response or retained for submission at the Task Order stage?

RESPONSE: The breakdown can be provided at the Task Order stage, so long as the contract explicitly states that these are part of the services to be offered.

9. Please clarify whether respondents must submit to each individual sub-area under the Areas of Interest in order to be considered, or whether respondents may be considered by submitting to select sub-areas only?

RESPONSE: Under Areas of Interest, there are five categories, each with its own set of subcategories. You may propose services for any number of categories; however, if a category is selected, all of its subcategories must be addressed.

10. Do diverse subcontractors need to be identified at this stage of the RFP, or are we able to bring in additional subcontractors for specific Task Orders based on scope?

RESPONSE: Subcontractors may be brought in based on scope.

11. Should Respondents tailor their proposed approach and methodology to serve individual Member utilities, or should proposals describe a generalized approach applicable across all Members? If Member-specific approaches are preferred, will Respondents be provided information on which Members intend to participate prior to proposal submission?

RESPONSE: A generalized approach applicable across all Members would suffice.

12. Can SCPPA indicate which Member utilities have expressed interest in participating in task orders under the resulting contract, and for which service categories?

RESPONSE: Participation in the contract is available to all SCPPA Members as their needs dictate. As of issuance of this RFP, SCPPA anticipates that two of its small-sized Members and three of its mid-sized Members may participate. However, no particular Member's participation or volume of service is guaranteed and actual participation may differ from what is presently anticipated. Respondent's proposal should be based on the assumption that any of the Members may participate in the service.

13. What is the anticipated volume and frequency of task orders expected to be issued under this contract? Are there historical benchmarks from prior SCPPA engineering services contracts that Respondents can reference?

RESPONSE: We are unable to answer questions specific to the quantity or volume of services or products. Participation in a contract stemming from this RFP process will depend on each SCPPA Member's interest and needs, which will be included in any subsequent Task Order entered into pursuant to the Master Service Agreement between SCPPA and the vendors selected from this RFP process.

14. Will all SCPPA Member utilities be eligible to issue task orders under the resulting contract, or will participation be limited to a subset of Members?

RESPONSE: All SCPPA Member utilities be eligible to issue task orders under the resulting contract.

15. Does SCPPA have an estimated total contract value or annual budget envelope for engineering services under this procurement? If so, can that range be shared to help Respondents calibrate their proposals?

RESPONSE: SCPPA is unable to provide an estimated total contract value or annual budget allocation for services under this procurement. The resulting agreements are intended to be used on an as-needed basis by SCPPA Members, and the level of work assigned may vary depending on individual member needs, project priorities, and funding availability.

Respondents are encouraged to propose the services and pricing they believe are appropriate based on the scope outlined in the RFP.

16. Are individual task orders expected to be capped at a specific dollar threshold, or will task order size vary based on Member needs and project scope?

RESPONSE: Based on Member needs and project scope.

17. In order to make best efforts to reach the 25% SBE and 3% DVBE goal, what are the registration requirements for those businesses? Does SCPPA have its own registration database that SBE/DVBE vendors need to be registered in, or are state/national registrations acceptable?

RESPONSE: SCPPA does not have its own registration database; a state or nationally recognized certification would be acceptable.

18. Does SCPPA plan to award the work to a single firm or multiple firms?

RESPONSE: SCPPA has the option to award to a single firm or multiple firms.

19. If awarding to multiple firms, is it possible that you may select certain tasks for certain firms?

RESPONSE: Yes.

20. Does SCPPA want responders to provide pricing outside of rates? If so, could you provide a specific scenario for us to price, so all firms can respond?

RESPONSE: Respondents should include rates or any other pricing structures it deems appropriate for the services.

21. Pricing in all Proposals should be made based on good faith estimates of the requirements defined in this RFP. Please include all necessary details of specific examples or estimates of the fees, labor rates and service charges. Describe how the fees, rates or charges will be determined." There are many variables with the various scopes of work, making it hard to calculate a fee and to compare prices once the proposals are being evaluated. Is it okay to submit labor rates without pricing all the various scopes?

RESPONSE: We will need specific examples of fees, labor rates, and service charges for the scopes of work for which you are submitting a proposal. Labor rate sheets alone will not provide SCPA with sufficient data to evaluate pricing. Because there may be many variables that affect pricing, we encourage you to specify any assumptions you have made in your pricing estimates and examples.

22. Is there a page limit for the proposal, and does it include the Resumes and other supporting information?

RESPONSE: No.

23. Do you accept Appendix items?

RESPONSE: Yes.

24. Since the RFP may support services for multiple SCPA Member utilities, should respondents structure their proposals to describe general qualifications, capabilities, staffing, service approach, and pricing, with specific scopes, deliverables, schedules, and budgets to be finalized through future work authorizations?

RESPONSE: Yes, descriptions should be general with specifics handled through work authorizations.

25. Should respondents provide a flexible service approach that can be adapted to the needs, requirements, and program structures of individual SCPA Member utilities?

RESPONSE: Yes.

26. Can respondents provide labor categories, hourly rates, fixed pricing options where appropriate, and pricing assumptions, with detailed pricing to be finalized based on future authorized scopes of work?

RESPONSE: Yes.

27. Does SCPPA require specific proprietary software or completed tools at the time of proposal submission, or may respondents describe customizable reporting, documentation, calculator, dashboard, and program support tools that can be developed or adapted for future authorized scopes of work?

RESPONSE: SCPPA accepts either option.

28. Are respondents required to identify specific subcontractors at the proposal stage, or may respondents identify potential subcontracted service categories and propose specific resources later based on the final authorized scope of work?

RESPONSE: No, can be identified later based on the final authorized scope of work.

29. May respondents submit proposals for selected Areas of Interest only, and will SCPPA evaluate and consider awards by individual service category rather than requiring respondents to propose on all services listed in the RFP?

RESPONSE: Under Areas of Interest, there are five categories, each with its own set of subcategories. You may propose services for any number of categories; however, if a category is selected, all of its subcategories must be addressed.

30. Are sample deliverables required with the proposal, or may respondents describe their approach to developing deliverables based on future authorized scopes of work?

RESPONSE: Sample deliverables are required, however customized deliverables may be added/modified based on future authorized scope of work.

31. For the Project Team and Experience section, should respondents provide concise summaries of proposed key personnel qualifications, roles, availability, and relevant experience, with additional supporting information to be provided upon request or during future task order development?

RESPONSE: Yes, summary information of key personnel info is expected.

32. Can respondents satisfy the relevant experience requirements through a combination of company experience, key personnel experience, and subcontractor or partner experience, provided the proposed team structure and roles are clearly described?

RESPONSE: Yes.
