

## CONTRACT OPPORTUNITY ANNOUNCEMENT

### Contract Type:

- Professional Service Contract  
 Construction Contract  
 Service Contract  
 Material Requirement  
 Other

### Opportunity Summary:

Contract Opportunity Title: Request For Proposal (RFP) 235653 – Statewide All-Electric Non-Residential Heating, Ventilation, and Air Conditioning (HVAC) Program

Request For: Proposal

Estimated Contract Value: \$30 Million over 4 Years

Work Location: Statewide (PG&E, SCE, SDG&E and SCG territories)

Response Due Date: Register interest no later than October 10, 2025, 3:00 PM PT  
RFP tentative release date: August 29, 2025, 9:00 AM PT  
Formal RFP responses are due October 10, 2025, at 3:00 PM PT

NAICS Code / Size Standard 541618/\$19M

### Opportunity Description:

#### Background:

Pacific Gas and Electric Company (PG&E), incorporated in California in 1905, is one of the largest utility companies in the United States. Based in Oakland, the company is part of [PG&E Corporation](#).

There are approximately 23,000 employees who carry out PG&E primary business—the transmission and delivery of energy. PG&E provides [natural gas](#) and [electric service](#) to approximately 16 million people throughout a 70,000-square-mile service area in northern and central California. PG&E service area stretches from Eureka in the north to Bakersfield in the south, and from the Pacific Ocean in the west to the Sierra Nevada in the east.

PG&E and other energy companies in the state are regulated by the [California Public Utilities Commission](#) (CPUC). The CPUC was created by the state legislature in 1911.

PG&E is focused on rebuilding trust with the customers and hometowns we are privileged to serve and everyone we work with as we deliver on our triple bottom line approach of serving People, the Planet, and California's Prosperity. As we build California's energy future, we will continue our efforts to ensure that businesses have an equitable opportunity to compete for PG&E's business.

### Contract Opportunity Description:

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PG&E, acting on behalf of the funding IOUs<sup>1</sup>, is issuing the statewide (SW) all-electric, non-residential heating, ventilation, and air conditioning (HVAC) program Request for Proposals (RFP).

The RFP's primary objective is to contract a SW all-electric non-residential HVAC program that aims to influence and increase installer-driven demand and align with Market Support segment subobjectives outlined in D.23-06-055. The program must be delivered statewide across all IOU territories uniformly. The proposed program must have innovative approaches to accelerate all-electric HVAC technology market adoption in the non-residential sector prioritizing the small/midsize buildings.

By focusing on installer engagement and non-residential market development, the Market Support-aligned HVAC strategy aims to accelerate heat pump adoption in a way that is scalable, equitable, and aligned with California's broader decarbonization objectives including the state's ambitious goal to install six million heat pumps by 2030.

#### **Conduct Requirements:**

Bidder's, as well as their employees, subcontractors, and sub-suppliers, must adhere to the principles and standards outlined in our Supplier Code of Conduct as they provide goods and services to PG&E. Review Code and understand its obligations here:

<http://www.pgecorp.com/corp/about-us/compliance-ethics/program/third-party-code-conduct.page>

#### **How to Respond:**

Bidder's interested in participating in this Contract Opportunity must:

- Express interest by registering for the Wood Mackenzie event, by 3:00 PM PT on **October 10, 2025**, at:
- <https://www.poweradvocate.com/pR.do?okey=235653&pubEvent=true>
- RFP response due date is estimated to be **October 10, 2025, by 3:00 PM PST**.

**Please register to gain access to Wood Mackenzie and to submit your questions (see registration link above).**

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<sup>1</sup> Funding IOUs include PG&E, SCE and SDG&E.

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