Q: Describe the difference between Statewide/Local RFA/RFP roll outs.
Statewide (SW) programs are intended to be uniformly administered throughout the state through California's Investor Owned Utilities (IOUs). The designated IOU lead will issue each SW solicitation (RFA/RFP) within their own schedule. The current schedule for PG&E-led SW solicitations shows various sector solicitations are planned to be released starting in Q1 2019 and running through Q4 2020. You can **view the current schedule on the Solicitations website**.

Local solicitations (RFAs/RFPs) are for programs that target customers within the PG&E territory only. The local solicitations being launched first, while sector specific, are wide open to design and implementation ideas. After PG&E evaluates the outcome from the first "wave" of solicitations and identifies which portfolio needs are met and which require more programs, the needs for subsequent "waves" of local solicitations will be better defined. They will be sector specific like the first wave but bookended by greater definition of portfolio needs.

Q: What is the difference between a Request for Abstract and a Request for Proposal?
PG&E has developed a two-stage process for the upcoming solicitations. The first stage is the Request for Abstract (RFA). The RFA is intended to draw high-level third-party information providing an assessment if the third party meets the main components of the PG&E portfolio needs as well as the experience and qualifications of the proposed implementer team. Third party responses are expected to be limited to less than 10 pages. Participant submittals will be scored and shortlisted appropriately.

Those shortlisted may move onto the Request for Proposal (RFP) solicitation.
The RFP will require a full detailed proposal that will include more expansive details on program design, budget, cost-effectiveness, savings potential etc. The RFPs will be scored, shortlisted and then moved into contract negotiations as appropriate. Interviews with implementers may be requested during the RFP and contract negotiation phases.

Q: Will the contracts be government agency friendly considering elements like Pay for Performance?
While pay for performance (P4P) is the preferred contract payment method as suggested by the Commission in D.18-01-004, Col 21, PG&E will not exclude any solicitation submissions based on stated payment structure. If an agency is considering participating in the solicitations, be sure to highlight unique program ideas that will benefit PG&E's portfolio and how to address risk to all ratepayers if savings do not materialize. In addition, the agency should also highlight how it is uniquely positioned or qualified to serve a particular sector or customer group.

Q: What if there are no bidders in a certain geography or sector?
This is accounted for in the RFA process in that PG&E will get a snapshot of what the market is proposing across all sectors. If certain sectors or geographies are not covered, PG&E can evaluate options before moving forward with the solicitation process. PG&E could proceed with the full RFA as planned, redraft and re-release an RFA for that specific sector, or stand that sector down and include again in a future solicitation wave. Our goal is to solicit the best programs that meet our customers' needs and state policy objectives, so we will adjust when and where needed.

Q: What is the difference between a non-resource local government partnership versus a resource local government partnership?
Starting in 2020, PG&E expects to fund existing lead local partners (LLPs) in one of three ways:

- Resource only;
- Non-Resource only; or
- Both Resource and Non-Resource.

A LLP interested in managing resource activities will need to participate in the competitive solicitation process. Implementers of resource programs will assume all program implementation activities including, but not limited to, delivering energy savings that are evaluated by cost-effectiveness tests, managing customer incentives (if applicable), implementing energy efficiency projects, forecasting, and reporting progress of energy savings.

LLPs interested in operating a non-resource partnership program do not need to participate in the solicitation process. Non-resource funding for 2020 and beyond will be awarded via a separate application process whereby the LLP proposes the activities planned following a list of designated non- resource Local Government Partnership activities, budget requested, deliverables to be achieved, and how to measure the effectiveness of the proposed activities. The specific process for requesting non- resource funding is still under development; however, it will not be part of the local PG&E RFA/RFP resource acquisition solicitation process launching Q4 2018.

An LLP that is interested in managing both resource and non-resource activities will need to follow both of the pathways described above. It will need to participate in the solicitation process for resource work and through the separate application process for non-resource work.

Q: What elements are still at play before the RFA release?
PG&E is finalizing the solicitation oversight process which includes establishing a Procurement Review Group (PRG) of non-financially interested market stakeholders and building a pool of

Independent Evaluators (IEs). The PRG and the IE work in concert to provide oversight of the overall process, ensure transparency and fairness, and confirm that the resulting programs procured through the solicitation process align to state policy goals. Due to the expected volume of the solicitations, this new governance process is being implemented to ensure we are in compliance with policy goals.

Q: At what point is PRG involved in decision making?
The PRG will provide advice and feedback to PG&E at various points of the solicitation process and is not a decision-making body. As portfolio administrator, PG&E will determine the portfolio and program mix that meet portfolio need. D. 18-01-004 (OP2) requires the IOUs to obtain CPUC approval via Tier 2 Advice Letters for any contract valued at $5 million or more, or with a term over 3 years. The independent evaluator is a present observer of the IOU throughout all stages of the solicitation process. The PRG will review solicitation documents and strategy prior to the launch of any solicitation and review the conclusions and contracts that are the result of any solicitation. To ensure ongoing and open communication with these oversight bodies, PG&E will be meeting regularly with the IEs and PRGs throughout this solicitation process.

Q: Are low income programs being considered in this change to third party solicitations?
PG&E is seeking program concepts in the upcoming RFA that are designed to target hard to reach (HTR) and disadvantaged communities (DACs), which may include low-and moderate-income populations.

PG&E has both HTR and DAC metrics to achieve annually, as defined in our business plan metrics. With regards to low-income residential customers only, there is a separate Energy Savings Assistance (ESA) proceeding that will not be covered under this upcoming RFA. PG&E's EE portfolio will not duplicate ESA offerings.

Q: What will the process look like for Non-Resource program solicitations that fall outside this RFA/RFP process?
The proposal process for non-resource funding for LGP lead local partners (LLP) will be following the RFA launch. While the details of the process are still being finalized, PG&E has circulated a draft list of potential LGP non-resource activities and received comments from multiple LLPs. PG&E is currently reviewing these comments and will develop a final list of approved activities. LLPs requesting non-resource funding will need to submit a program proposal that describes the proposed activities, desired funding, and key performance indicators (KPIs). While this process is separately addressed from the RFA process, PG&E is planning to leverage the solicitation oversight process to maintain transparency and fairness.

Q: How do non-resource programs impact the portfolio TRC?
Non-resource programs do not bring an immediate benefit to the portfolio TRC because they do not quantify or claim energy savings. The CPUC Energy Efficiency Policy Manual Version 5, July 2013, defines these programs as "programs that do not directly procure energy resources that can be counted, such as marketing, outreach and education, workforce education and training, and emerging technologies." By contrast, resource programs are "energy efficiency programs that generate energy savings that are quantified and tracked by program administrators."

Even though non-resource programs do not produce TRC benefits, non-resource programs should still be supporting the advancement of energy efficiency in the market, and activities of non-resource programs should pave the way for achieving energy savings in the medium to long-term, and where possible demonstrate how they can directly support resource program activity and improve their cost effectiveness.

Q: Is PG&E open to having a single implementer own a geography or customer segment?
PG&E interprets the Commission's outsourcing direction in D.16-08-019 as a desire for more competition and more customer choice throughout all EE portfolios. In line with that vision, PG&E is open to all program ideas and will consider more than one implementer per geography serving the same customer segment, which may result in programs overlapping but with distinct offerings. For example, PG&E may have one commercial program that offers deep retrofits while the other commercial program offers a behavior-based program, both in the same geography.

Q: Do local government agencies have a role in the RFA/RFP process if they are not bidders?
PG&E seeks and welcomes local governments' input regarding the needs of their communities so that we can account for those needs in the solicitation process. Local government agencies will not participate in the RFA scoring process.

Q: In ABAL filed, PG&E recommended that certain types of activities should be excluded from TRC i.e. HTR customers and NR work. Would the CPUC consider this?
Cost-effectiveness may be discussed within Phase III of the Rolling Portfolio proceeding. We have no specific details at this point, but we hope to continue the discussion.

Q: Will there be stated requirements in the solicitations to meet the peak energy hours change (4:00 – 9:00 pm)?

There are not stated requirements; however, programs that are designed to address peak hours will likely produce greater avoided costs and therefore likely be more cost-effective. A proposed program that aligns with peak pricing is better for the grid, customers and the environment.