

## **CONTRACT OPPORTUNITY ANNOUNCEMENT**

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- |                                     |                               |
|-------------------------------------|-------------------------------|
| <input checked="" type="checkbox"/> | Professional Service Contract |
| <input type="checkbox"/>            | Construction Contract         |
| <input checked="" type="checkbox"/> | Service Contract              |
| <input type="checkbox"/>            | Material Requirement          |
| <input type="checkbox"/>            | Other                         |

Contract Opportunity Title: RFP # 128413 – Main Energy Savings Assistance  
(ESA) Basic/Plus Program 2022-2026 – Regional  
Implementer Request for Proposal (RFP)

Estimated Contract Value (Range): Approximately \$448M

Work Location: PG&E Service Territory

Deadline: Self-Register in Power Advocate and Complete Pre-Bid  
Documentation Requirements By 4pm PST, 10/29/2021  
RFP Event Target Release Date: 11/12/2021

**Contract Opportunity Description:** (Continued on the next page)

\*Estimated Contract value resulting from this RFP will be dependent on its Regional Award Structure and must be inclusive of all implementation fees, required materials and installation labor costs.

PG&E is issuing this RFP to identify companies capable of supporting a 2022 – 2026 Main Energy Savings Assistance Basic/Plus (ESA) Program Implementation Plan that will deliver energy savings. The successful Bidder will be responsible for the ESA Program’s overall implementation, meeting all regulatory requirements, for one or multiple regions, and achieving its energy saving goals. RFP Bidders will be required to provide a proposal that details their plans to demonstrate a shift in the ESA Program towards a customer-centered, prioritization model based on household needs and customer profile, to include, but not limited to:

- Reducing program costs to maximize total funding to go towards program measures that save energy and / or reduce ratepayer collection
- Delivering a seamless low-income program for customers with as many services provided in as few visits as possible
- Enrolling ESA customer in Family Electric Rate Assistance (FERA) program automatically with customer consent
- Offering alternative enrollment options, either to be completed outside the home or online
- Provide customers a voluntary energy audit at or before the ESA Program enrollment
- Enable online energy audits prior to in-home visits, limited self-assessments and self- installation of simple measures
- Targeting treatment tiers based on customer segments and needs
- Developing additional comprehensive retrofits that achieve PG&E’s energy savings goals

ESA Final CPUC Decision: <https://docs.cpuc.ca.gov/SearchRes.aspx?docformat=ALL&docid=387107687>

Bidders may bid for one, two, three, or all the four regions (see PG&E Service territory map on page 5):

- Bay Area
- Northern Coast, North Valley and Sierra
- Central Valley
- South Bay and Central Coast

**Requirements for RFP Bidder Participation:** Interested Bidders **must**:

- 1) Self-register at <https://www.poweradvocate.com/pR.do?okey=128413&pubEvent=true> for inclusion and authorization to access on-line Pre-Bid Documents and the RFP @ Power Advocate. Please include the following information: Company name, e-mail address, contract name and phone number.
- 2) Once registered, complete Pre-Bid Documentation Requirements. Please note: To submit an RFP proposal the Pre-Bid Documentation Requirements must be completed by **4pm PST, October 29, 2021**. **The RFP Pre-Bid Documents that must be filled out and uploaded into Power Advocate are:**
  - a. RFP Safety Pre-Screening Tool 2021. There are certain safety requirements that must be satisfied to allow Bidders to register to participate and receive the RFP documents. To determine if Bidder meets such safety requirements, Bidder must download and fill out the Forecasted Status section of the tool or instead upload a screenshot of its grade from [ISNetworld](#). The result from the Projected Grade Status must be Satisfactory from the RFP Safety Pre-Screening Tool 2021 or with a safety grade of "A" or "B" with PG&E's Third-Party Administrator, ISN, to pass these RFP Safety requirements. In the event if bidder does not pass the safety requirement, bidder will not be eligible to participate in this RFP.
  - b. The attached Non-Disclosure and Use of Information Agreement signed by the Bidder.
  - c. Bidder's Company W9 form and Dunn and Bradstreet report, or last two years of the Bidder's Company audited financials.

All interested Bidders seeking to participate in this RFP that have the expertise, experience and can perform services to implement the ESA Program requirements, must self-registered at Power Advocate and complete the Pre-Bid Documentation Requirements by **4pm PST, October 29, 2021**. The RFP will be released on or around **November 12, 2021**. Bidders must provide proof of Contractor's License in good standing, in compliance with Contractors State Bidder's License Board (CSLB) licensing requirement, no later than the RFP Proposal due date, otherwise Bidder's proposal will be disqualified.

**Supply Chain Responsibility Requirement.** The selected Bidder will be responsible for complying with PG&E's Supply Chain Responsibility policies and procedures. The Bidder will be required to provide a detailed description of their internal, specific, supplier responsibility program and practices.

**Other Bidder Requirements.** Compliance with PG&E Contractor, Consultant, and Supplier Codes of Conduct which can be reviewed at: [http://www.pgecorp.com/aboutus/ethics\\_compliance/con\\_con\\_ven/index.shtml](http://www.pgecorp.com/aboutus/ethics_compliance/con_con_ven/index.shtml)

Bidders are prohibited from directly supporting or collaborating with any PG&E competitors in responding to this RFP or when providing services or work for PG&E. "PG&E Competitor" means any public and private entity (including but not limited to state and local agencies) that alone or in association with others, delivers, distributes, sells and/or transmits electricity and/or gas products or other energy services within PG&E's service territory as defined on the attached Exhibit 1.

**All RFP Communications must be submitted via the PowerAdvocate messaging tool.**

PG&E Contact: Michelle Cheng

E-Mail Address: [Michelle.Cheng@pge.com](mailto:Michelle.Cheng@pge.com)

Department: Sourcing

Date Submitted:

**NONDISCLOSURE AND USE OF INFORMATION AGREEMENT**

**THIS AGREEMENT** is by and among \_\_\_\_\_ ("Company"),

\_\_\_\_\_ ("Undersigned"), an authorized employee of Company, and PACIFIC GAS AND ELECTRIC COMPANY ("PG&E"), a California corporation, on the date set forth below. Company and Undersigned are sometimes referred to collectively as the "Recipient."

Undersigned and Company agree as follows:

1. The Recipient acknowledges that for the purpose of preparing a proposal to PG&E, the Recipient will be provided with a RFP # 128413 – Main Energy Savings Assistance (ESA) Basic/Plus Program 2022-2026 – Regional Implementer for Proposal (the "REQUEST FOR PROPOSAL") containing technical information and materials including, but not limited to, drawings, specifications and data, as well as information about PG&E's internal business operations, which are owned by PG&E, its parent company, subsidiaries, or affiliates and/or owned by third parties and in the possession of PG&E, and which constitute valuable confidential or proprietary information, know-how and trade secrets belonging to PG&E, its parent company, subsidiaries or affiliates and/or third parties.
2. In consideration of being made privy to such REQUEST FOR PROPOSAL and of the opportunity to submit a proposal to PG&E, the Recipient hereby agrees to hold the REQUEST FOR PROPOSAL, and all information and materials contained therein or annexed thereto, in strict confidence and not to disclose it, or otherwise make it available, to any person or third party (including but not limited to any affiliate of PG&E that produces energy or energy-related products or services) without the prior written consent of PG&E. The Recipient agrees that the REQUEST FOR PROPOSAL and all information and materials contained therein or annexed thereto:
  - (a) Shall be used only for the purpose of preparing the proposal to PG&E, as referred to in paragraph 1 above, or performing under the contract with PG&E that may result from said proposal.
  - (b) Shall not be reproduced, copied, in whole or in part, except as specifically authorized by PG&E and in conformance with PG&E's instructions when necessary for the purposes set forth in (a) above; and
  - (c) Shall, together with any copies, reproductions, or other records thereof, in any form, and all information and materials developed by the Recipient therefrom, be returned to PG&E when no longer needed for the preparation of said proposal to PG&E, or the performance of said contract with PG&E.
3. The Recipient hereby agrees that any third parties owning any confidential or proprietary information included in the REQUEST FOR PROPOSAL are express third-party beneficiaries of this Agreement.
4. The Recipient hereby acknowledges and agrees that because (a) an award of money damages is inadequate for any breach of this Agreement by the Recipient or any of its representatives and (b) any breach causes PG&E irreparable harm, that for any violation or threatened violation of any provision of this Agreement, in addition to any remedy PG&E may have at law, PG&E is entitled to equitable relief, including injunctive relief and specific performance, without proof of actual damages.
5. This Agreement shall be governed by and interpreted in accordance with the laws of the State of California, without regard to its conflict of laws principles.

COMPANY:

\_\_\_\_\_  
Company Name

\_\_\_\_\_  
Signature of Authorized Agent of Company

\_\_\_\_\_  
Print Name of Authorized Agent of Company

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date

### ESA Regional Map

