Demand Flexibility RFP

Q&A Responses
Applications are due October 30, 2024 by 5pm Pacific Time

Foreword:

The CCAs are looking for creative solutions in this RFP, particularly in Part 2. Vendors should demonstrate their knowledge of the current state of demand flexibility within CA and within our service territories. Proposed solutions can leverage available load flexibility pathways, but may also pursue alternative pathways that are additional or separate from current market rules and regulatory constructs. Respondents should spell out in-detail their suggested approaches to standing up their solutions.

Question	Answer
1- Can you please clarify what definition we should use for capacity (kW) for EV managed charging? Is this nameplate capacity, kW under management, pre vs. post managed charging load shift, or something similar?	Capacity is generally the delta between the measured or expected load of customer(s) or equipment following your intervention or treatment, and the counterfactual had the intervention not occurred, however; Load impact protocols for market-integrated resources may determine how capacity is quantified Respondents are welcome to use other definitions - simply provide your definition of capacity for the different customers/device types included.
2- What is the envisioned interaction between the demand flexibility services provided in Phase 1 of this program and existing customer programs? For example, if an interested	For phase 1, we are asking vendors to utilize devices in our service territory that are able to provide capacity to the CCAs by June 1, 2026. Vendors may propose portfolios that include projects installed as part of a CCA program.

vendor has existing devices in a customer program with SVCE and/or PCE, would assets brought into Phase 1 by that vendor need to be mutually exclusive and entirely separate from existing programs? And will this change in Phase 2?	For phase 2, we are looking for both new capacity from additional devices and/or new flexibility from existing devices.
3- Can CCAs elaborate on your selection criteria, is there any weighting etc.?	The CCAs have not established specific weighting - please refer to Section 5.
4- Is there an expected/desired ratio of asset participation between the different listed asset types (either in number or in MWs)?	No, there is no expected or desired ratio.
5- Would CCAs prefer diverse aggregators/vendors/TPOs to be part of the Part 1 (and part 2) aggregates of assets? If so, is there a minimum number of aggregators?	We don't have a preference to work with diverse aggregators during Part 1. For part 2, it is foreseeable that we may work with multiple partners.
6- Do the CCAs have a budget for part 1 and part 2 (for incentive payments, and in total) expressed for example in a $/kW-yr basis?	No, there is no predetermined budget. Costs on a $/kW year for Part 1 should reflect the current value of RA. In part 2, the $/kW will be part of our evaluation, but there are several other services being sought.
7- Is there a desired or expected ratio of Market connected vs. Out of market MWs for part 1? Is it necessary to include both types of MWs?	No, there is no expected ratio and it is not required to include both.
8- How do you value market-connected MWs relative to out of market MWs?	Market-integrated MW is effectively equivalent in value to an RA contract. Out of market MW (load modifying) is potentially less valuable, but may nevertheless be an optimal solution to the extent that it is simpler, easier to scale, encourages additional flexibility, etc. Their relative value is only one aspect of our evaluation in Part 2.
9- Do CCAs intend to enhance the value of market connected MWs beyond the market-connected value	Ideally, yes - the CCAs are seeking proposals for how to enhance the value of market connected capacity.

streams already available? If so, how?	
10- "The DERMS solution will be able to successfully integrate devices from existing integration partners, new integration partners, as well as customers who participate in CCA programs." 10a- Does this mean assets active in e.g. current LMA and EV programs can be counted towards the part 1 total MWs? 10b- Can you elaborate/explain what you mean by "integration partner"? Can you give examples?	10a: We are looking for incremental capacity, e.g. load shifting that is not currently happening under a load modifying agreement. 10b: Integration partners can be understood as devices and equipment that are compatible with a specific DERMS product. Respondents are free to propose and outline how their solution works with equipment "downstream" using other definitions.
11a- Will the program(s) formed as a result of this RFP supersede existing CCA programs 11b- Will those assets enrolled in existing programs be eligible for this program?	11a: This depends on the proposed solution. Many CCA programs are simply focused on decarbonization equipment, but do not yet incentivize flexibility. 11b: Flexible equipment installed as part of a program - CCA or otherwise - are eligible, although dual enrollment is generally not allowed between DR programs.
12- Are the CCAs happy with control of EVs via third party API aggregators, or do they want control via official EV/EVSE OEM APIs only.	The CCAs are open to various managed charging approaches, including via third-party APIs. Bidders are encouraged to demonstrate how their approach can best meet RFP objectives. .

13- Would CCAs do the customer recruitment themselves, or is this the scope of the respondent, or shared responsibility?	The CCAs do outreach for our programs currently. We are open to vendors proposing programs where we continue to support outreach in order to deploy resources, and we are open to vendors proposing that they will bring the resources themselves. Generally, the level of scale requested in Part 2 will require third party customer recruitment in addition to CCA support. Customer recruitment could be a shared activity. The CCAs have strong customer outreach capabilities and envision being actively involved in recruitment efforts including integration with a wide range of existing CCA electrification incentive/rebate programs currently in operation. In addition, to maximize overall impact and growth in flexible capacity, the CCAs seek to significantly leverage recruitment capabilities offered by the aggregator/service provider.
14- Are you interested in a (white label) customer app? Or will you have your own app?	If respondents believe a white label app solution offers significant benefits, please propose this concept. We are unlikely to have our own app in the near-term, however we are open to app-based solutions.
15- Do the CCAs want access to an online portal to have visibility over their fleet and the corresponding VPP services?	Yes - that is likely important. This is particularly true for load modifying resources in Part 1, and for new value pathways in Part 2. Part 1 market integrated capacity may not require this level of visibility.
16a- Do the CCAs have an existing CRM system? 16b If so can this be disclosed? 16c If not, do you have a need for the DERMS provider to bridge to a new system?	Yes, both CCAs have CRMs. We hope that DERMS solutions will be able to integrate with a current or future CRM.
17a- Do the CCAs have internal data science teams who would require access to data? 17b- If so, what would be their preferred access method?	Yes, both CCAs have internal data teams that would require access to project data. The preferred method of access requires understanding what type of data we would be receiving.

18- What are the peak demand hours for the load modifying products under part 1, still 4 - 9pm or a different window?	Generally, 4-9 PM are the peak demand hours for capacity. However, the peak demand impact of load modifying products are not defined as hours, but as coincident with LSE peak demand (also generally in the 4-9 pm timeframe). Solutions that target other hours or shorter duration may be considered if the proponent substantiates the rationale (e.g. for limiting the peak hours).
19- What is the dispatch duration for the load modifying products? 1 - 4 hours?	See #18. The requirements for load modifying products are evolving. Please provide as much detail as possible for the load reduction and energy impacts you can achieve.
20- How do you define existing resources, PTO before 12/31/2025?	Resources that are installed and connected so that they are able to provide flexibility by June 1 2026. See more information in the pricing sheet.
21- What is the initial delivery date for the 5 MW of capacity from existing resources?	To be operational by June 1, 2026.
22- If the CCAs contract with multiple aggregators, are all aggregators paid by the same capacity payment rate or is each aggregator paid by their bid prices?	If multiple vendors are selected, payment rates will be established based on a variety of factors, including but not limited to: type of capacity, energy impacts, deployment date, device type, demonstrated value, etc. Part 2 proposals can also include customer incentives required for specific technology types as part of the overall cost structure to the CCAs.
23- Is 5MW the capacity requirement for all months or the maximum capacity if the resources have the monthly shape on capacity value?	Maximum capacity.
24- What contract terms do CCAs prefer? 5 years? 10 years?	5 years is preferred, but other contract terms may be proposed.
25- Is it possible to suggest a new type of rate as part of the response? Perhaps as an optional pathway to implementation.	Yes, although proposals including rates should be limited to Part 2.
26- Are SVCE / PCE customers already participating in competing programs?	CCA customers are enrolled in a variety of programs. Some of them may be considered "competing"(e.g. market integrated demand response) and others are additional with no dual enrollment restrictions. CCA customers are eligible

	for many IOU-administered or public programs. Customers may also opt to move between programs.
27- Do SVCE / PCE have a vision of what portion of the flexible capacity would come from load-modifying programs versus demand response?	No, the CCAs see pros and cons to both approaches. The CCAs are asking vendors to propose the rationale for the pathway(s) they prefer based on experience, technology, vision, etc.
28- Attachment B DERMS Integrations - Can SVCE/PCE clarify what is meant by daily dispatch duration?	The number of hours load can be shed or shifted in a given day.
29- RFP page 12 Proposal Submittal instructions for Section 5 - Does the project timeline table or chart count toward the 4-page limit in section 5?	No.
30- RFP page 20 - the list of topics to address in the response does not match the details that follow the list. Specifically, the list includes "C. Performance Pathways" but there are no details about what to address for this topic. Please clarify whether the proposal should address this topic and, if so, additional details about what should be included in the response.	**Please see updated version of RFP (Version 2.0)** for new content in this section (Section 17 Expected Scope of Work, Part 2, Section C). Additionally, please confirm in your response that you have reviewed Version 2.0 of this solicitation.
31- RFP Page 20 states, "M&V and reporting will substantiate the CCAs' capacity and energy claims for both 'in' and 'out' of market demand flexibility." What is meant by 'in' and 'out' of market demand flexibility?	In this context, "in-market" means market-integrated with the CAISO while "out-of-market" refers to the load modifying pathway. Both require M&V and reporting. Respondents pursuing a market-integrated solution will manage and be responsible for M&V and resource performance with the CPUC and CAISO.
32- Could you please provide clarity on what kinds of load-modifying options PCE and SVCE are looking for?	Load modifiers are "out-of-market" resources or programs which can be included in CCA peak demand forecasts for a reduction of the CCAs' resource adequacy (RA) obligation. Load modifiers can be credited when verifiably reducing peak load coincident with an LSE's peak, as well as their associated energy impacts

33- Question regarding the reporting requirements on page 19 - "Reporting: Describe reporting capabilities to be made available to the CCAs, for aggregated resources as well as site-level equipment" What kind of specific reporting capability is required at each control site? For example, does it require to report dynamic capacity, planned load curve? Is the real time data required? What is the required temporal interval?	Real time data is not required, nor is any predetermined interval. Regarding data - the CCAs generally use hourly interval data with residential customers, and 15 minute interval data for nonresidential customers. Reporting needs will be somewhat dependent on the program/resource in question, and how the CCAs accrue value.
34- What level of integration do you expect between the DERMS platform and existing CCA programs or customer-owned devices? Are there specific integration requirements or preferences?	Ideally, a DERMS will be capable of integrating with existing CCA programs and devices. There are no specific integration requirements, but DERMS platforms that can demonstrate flexibility/interoperability will offer premium value.
35a- How do you envision the role of the DERMS provider in customer engagement and recruitment? 35b- Are you open to vendor-led recruitment strategies or do you prefer CCA-led approaches?	35a) See Q/A #13. The CCAs don't have a preference formed around how customers will interface with a DERMS platform, and ask vendors to provide their recommendations on this front. 35b) We are open to both types of recruitment approaches.
36- What are your specific requirements or preferences for data security, data transfer mechanisms, and integration with internal CCA CRM systems?	Data security requirements can be referenced in the template CCA contracts - although specific requirements will depend on the proposed solution.
37- Do you have any preferences or requirements regarding the communication protocols used by the DERMS platform (e.g., OpenADR, IEEE 2030.5)?	We ask that DERMS solutions describe their experience and use of communications protocols in their responses.

38- How do you envision the DERMS platform supporting potential future dynamic pricing programs? What capabilities are most important in this regard?	The CCAs ask that respondents describe how the proposed solution can integrate dynamic pricing signals, especially those provided by the CEC under the MIDAS framework. The CCAs believe that there may be advantages to using a DERMS solution to dispatch hourly dynamic pricing information directly to devices. However, while both CCAs intend to participate in PG&E's hourly flex pricing pilots, the rules and structures of dynamic pricing programs are still in relatively early stages of development.
39- What level of granularity do you expect for forecasting and reporting capabilities?	The CCAs expect that the awardee(s) can forecast and report on resource performance on a monthly basis. The specific reporting metrics, as well as an adjustment to reporting cadence, may vary based on the proposed solution.
40- Do you have any specific expectations or preferences for how the DERMS platform should handle "whole home" energy management scenarios?	Whole home energy management would be ideal for residential customers, although it is not required functionality. For example, it would be preferable to dispatch an energy storage system and a heat pump water heater at a customer home in a coordinated fashion, rather than leveraging two separate dispatch pathways.
41- Are there any specific device types or technologies that you consider priorities for integration within the DERMS platform?	Yes, see Table 1a and Table 1b in the RFP which show the device types that are our priorities. However, non-residential device types are not included in those tables and are instead referenced as a customer segment - non-residential building equipment that is flexible is of interest to the CCAs as well.
42- For new programs proposed as part of our DERMS solution, what is your preference regarding program implementation? Are you looking for end-to-end solutions including program implementation, or would you prefer to handle program implementation separately?	For new programs proposed as part of the solution, end-to-end programmatic concepts are important, with specific roles and responsibilities to be defined in contracting.

The way that program implementation is handled will vary based on the type of program / solution proposed. For some program types, end-to-end program implementation offered by the vendor will be preferred, and for other program types, the CCA might prefer to take on some of the implementation responsibility. |
| 43 - Will CCAs develop the message to drive adoption? | This will depend on the proposed solution. The CCAs are available to support, in customer engagement, marketing and adoption.

While the CCAs are capable of providing significant support for messaging development, building awareness, prospect identification, outreach and enrollment, the way that program implementation is handled will vary based on the type of program / solution proposed (see response to Q/A #42). The CCAs want to understand how an aggregator/solution provider envisions a shared approach, outlining how |

	aggregator/solution provider and CCA capabilities can best be utilized to maximize the impact of proposed program(s).
44- Will CCAs build awareness of the program?	See #43
45- Who develops program materials?	See #43
46- Who determines suitable prospects?	See #43
47- Who handles contact outreach?	See #43
48- Who handles enrollment documentation and processing?	See #43
49- What would the CCAs like to see on the dashboard? Residential and commercial on the same dashboard?	Yes, if you work with both residential and commercial customers.
50- What are the CCAs thoughts on program business rules for commercial? For residential?	All rules and requirements directed at customers will depend on the specific program to be developed by either the CCA or the vendor.
51- Who will have access to the platform?	This is not predetermined, respondents should outline who would optimally have access to the platform.
52- What integration is required to other systems if any?	See Q/A #34. This depends on the type of proposed program structure, the type of "systems" involved, the performance pathway, and various other elements.
55- What is the settlement process and who will handle?	This depends on the proposed solution. Settlements for products and/or services will vary.
56- Who develops/sends communication message?	See #43
57- Who develops/sends pre and post season campaigns?	See #43