



**Solicitation Information  
October 5, 2018**

**RFP# 7597562**

**TITLE: Energy Efficiency Programs Evaluation Study**

**Submission Deadline: November 16, 2018 10:00 AM (Eastern Time)**

**PRE-BID/ PROPOSAL CONFERENCE:**

**MANDATORY: YES**

If YES, any Vendor who intends to submit a bid proposal in response to this solicitation must have its designated representative attend the mandatory Pre-Bid/ Proposal Conference. The representative must register at the Pre-Bid/ Proposal Conference and disclose the identity of the vendor whom he/she represents. A vendor's failure to attend and register at the mandatory Pre-Bid/ Proposal Conference shall result in disqualification of the vendor's bid proposals as non-responsive to the solicitation.

**DATE/TIME: October 23, 2018 at 3:00 PM**

**LOCATION: Department of Administration (DOA)**

**DOA Conference Room 2B**

**One Capitol Hill Providence, RI 02908**

Questions concerning this solicitation must be received by the Division of Purchases at katherine.missell@purchasing.ri.gov no later than **October 29, 2018 by 4PM (EST)**.

Questions should be submitted in a *Microsoft Word attachment*. Please reference the RFP# 7597562 on all correspondence. Questions received, if any, will be posted on the Internet as an addendum to this solicitation. It is the responsibility of all interested parties to download this information.

**SURETY REQUIRED: NO**

**BOND REQUIRED: NO**

**Katherine Missell**

Chief Buyer

Applicants must register on-line at the State Purchasing Website at [www.purchasing.ri.gov](http://www.purchasing.ri.gov)

**Note to Applicants:**

Proposals received without a completed RIVIP Bidder Certification Cover Form attached may result in disqualification.

**THIS PAGE IS NOT A BIDDER CERTIFICATION COVER FORM**

## Table of Contents

SECTION 1: INTRODUCTION.....	3
Terms and Abbreviations.....	6
SECTION 2: BACKGROUND .....	7
Introduction .....	7
Purpose .....	7
Research Questions.....	8
SECTION 3: SCOPE OF WORK .....	9
General Scope of Work .....	9
Administrative Items & Requirements.....	9
Specific Activities / Tasks .....	11
Task 1. Review of EM&V Process.....	11
Task 2. Independently Review All Current Estimates of Savings/ Verify the Use of EM&V Industry Standards .....	11
Task 3. Analysis of Bills and Customer Experience Evaluation.....	12
Task 4. Project Management & Reporting.....	13
SECTION 4: PROPOSAL.....	14
A. Technical Proposal .....	14
B. Cost Proposal.....	15
C. ISBE Proposal .....	15
SECTION 5: EVALUATION AND SELECTION .....	15
SECTION 6: QUESTIONS.....	19
SECTION 7: PROPOSAL CONTENTS .....	19
SECTION 8: PROPOSAL SUBMISSION.....	21
SECTION 9: CONCLUDING STATEMENTS .....	21
APPENDICES.....	22
Cost Proposal Form .....	22
Bid Alternate: Cost Proposal Form (includes a C&I GAS billing analysis with interviews) .....	23
ISBE: Proposer ISBE Responsibilities and MBE, WBE, and/or Disability Business Enterprise Participation Form .....	24
Conflict of Interest Form .....	26

## **SECTION 1: INTRODUCTION**

The Rhode Island Department of Administration/Division of Purchases, on behalf of the Rhode Island Office of Energy Resources (OER), is soliciting proposals from qualified firms to evaluate National Grid's energy efficiency programs as described in the Scope of Work of this solicitation and in accordance with the terms of this Request for Proposals and the State's General Conditions of Purchase, which may be obtained at the Rhode Island Division of Purchases Home Page by Internet at [www.purchasing.ri.gov](http://www.purchasing.ri.gov). The initial contract period will begin approximately Oct 25, 2018 for one year.

This is a Request for Proposals, not an Invitation for Bid. Responses will be evaluated on the basis of the relative merits of the proposal, in addition to price; there will be no public opening and reading of responses received by the Division of Purchases pursuant to this Request, other than to name those offerors who have submitted proposals.

### **INSTRUCTIONS AND NOTIFICATIONS TO OFFERORS:**

1. Potential vendors are advised to review all sections of this RFP carefully and to follow instructions completely, as failure to make a complete submission as described elsewhere herein may result in rejection of the proposal.
2. Alternative approaches and/or methodologies to accomplish the desired or intended results of this RFP are solicited. However, proposals which depart from or materially alter the terms, requirements, or scope of work defined by this RFP may be rejected as being non-responsive.
3. All costs associated with developing or submitting a proposal in response to this RFP or for providing oral or written clarification of its content, shall be borne by the vendor. The State assumes no responsibility for these costs even if the RFP is cancelled or continued.
4. Proposals are considered to be irrevocable for a period of not less than 180 days following the opening date, and may not be withdrawn, except with the express written permission of the State Purchasing Agent.
5. All pricing submitted will be considered to be firm and fixed unless otherwise indicated in the proposal.
6. It is intended that an award pursuant to this RFP will be made to a prime vendor, or prime vendors in the various categories, who will assume responsibility for all aspects of the work. Subcontracts are permitted, provided that their use is clearly indicated in the vendor's proposal and the subcontractor(s) to be used is identified in the proposal.

7. The purchase of goods and/or services under an award made pursuant to this RFP will be contingent on the availability of appropriated funds.
8. Vendors are advised that all materials submitted to the Division of Purchases for consideration in response to this RFP may be considered to be public records as defined in R. I. Gen. Laws § 38-2-1, *et seq.* and may be released for inspection upon request once an award has been made.

Any information submitted in response to this RFP that a vendor believes are trade secrets or commercial or financial information which is of a privileged or confidential nature should be clearly marked as such. The vendor should provide a brief explanation as to why each portion of information that is marked should be withheld from public disclosure. Vendors are advised that the Division of Purchases may release records marked confidential by a vendor upon a public records request if the State determines the marked information does not fall within the category of trade secrets or commercial or financial information which is of a privileged or confidential nature.

9. Interested parties are instructed to peruse the Division of Purchases website on a regular basis, as additional information relating to this solicitation may be released in the form of an addendum to this RFP.
10. By submission of proposals in response to this RFP vendors agree to comply with R. I. General Laws § 28-5.1-10 which mandates that contractors/subcontractors doing business with the State of Rhode Island exercise the same commitment to equal opportunity as prevails under Federal contracts controlled by Federal Executive Orders 11246, 11625 and 11375.

Vendors are required to ensure that they, and any subcontractors awarded a subcontract under this RFP, undertake or continue programs to ensure that minority group members, women, and persons with disabilities are afforded equal employment opportunities without discrimination on the basis of race, color, religion, sex, sexual orientation, gender identity or expression, age, national origin, or disability.

Vendors and subcontractors who do more than \$10,000 in government business in one year are prohibited from engaging in employment discrimination on the basis of race, color, religion, sex, sexual orientation, gender identity or expression, age, national origin, or disability, and are required to submit an "Affirmative Action Policy Statement."

Vendors with 50 or more employees and \$50,000 or more in government contracts must prepare a written "Affirmative Action Plan" prior to issuance of a purchase order.

- a. For these purposes, equal opportunity shall apply in the areas of recruitment, employment, job assignment, promotion, upgrading, demotion, transfer, layoff, termination, and rates of pay or other forms of compensation.
- b. Vendors further agree, where applicable, to complete the “Contract Compliance Report” (<http://odeo.ri.gov/documents/odeo-eeo-contract-compliance-report.pdf>), as well as the “Certificate of Compliance” (<http://odeo.ri.gov/documents/odeo-eeo-certificate-of-compliance.pdf>), and submit both documents, along with their Affirmative Action Plan or an Affirmative Action Policy Statement, prior to issuance of a purchase order. For public works projects vendors and all subcontractors must submit a “Monthly Utilization Report” (<http://odeo.ri.gov/documents/monthly-employment-utilization-report-form.xlsx>) to the ODEO/State Equal Opportunity Office, which identifies the workforce actually utilized on the project.

For further information, contact the Rhode Island Equal Employment Opportunity Office, at 222-3090 or via e-mail at [Krystal.Waters@doa.ri.gov](mailto:Krystal.Waters@doa.ri.gov).

11. In accordance with R. I. Gen. Laws § 7-1.2-1401 no foreign corporation has the right to transact business in Rhode Island until it has procured a certificate of authority so to do from the Secretary of State. This is a requirement only of the successful vendor(s). For further information, contact the Secretary of State at (401-222-3040).
12. In accordance with R. I. Gen. Laws §§ 37-14.1-1 and 37-2.2-1 it is the policy of the State to support the fullest possible participation of firms owned and controlled by minorities (MBEs) and women (WBEs) and to support the fullest possible participation of small disadvantaged businesses owned and controlled by persons with disabilities (Disability Business Enterprises a/k/a “DisBE”)(collectively, MBEs, WBEs, and DisBEs are referred to herein as ISBEs) in the performance of State procurements and projects. As part of the evaluation process, vendors will be scored and receive points based upon their proposed ISBE utilization rate in accordance with 150-RICR-90-10-1, “Regulations Governing Participation by Small Business Enterprises in State Purchases of Goods and Services and Public Works Projects”. As a condition of contract award vendors shall agree to meet or exceed their proposed ISBE utilization rate and that the rate shall apply to the total contract price, inclusive of all modifications and amendments. Vendors shall submit their ISBE participation rate on the enclosed form entitled “MBE, WBE and/or DisBE Plan Form”, which shall be submitted in a separate, sealed envelope as part of the proposal. ISBE participation credit will only be granted for ISBEs that are duly certified as MBEs or WBEs by the State of Rhode Island, Department of Administration, Office of Diversity, Equity and Opportunity or firms certified as DisBEs by the Governor’s Commission on Disabilities. The current directory of firms certified as MBEs or WBEs may be accessed

at <http://odeo.ri.gov/offices/mbeco/mbe-wbe.php>. Information regarding DisBEs may be accessed at [www.gcd.ri.gov](http://www.gcd.ri.gov).

For further information, visit the Office of Diversity, Equity & Opportunity's website, at <http://odeo.ri.gov/> and see R.I. Gen. Laws Ch. 37-14.1, R.I. Gen. Laws Ch. 37-2.2, and 150-RICR-90-10-1. The Office of Diversity, Equity & Opportunity may be contacted at, (401) 574-8670 or via email [Dorinda.Keene@doa.ri.gov](mailto:Dorinda.Keene@doa.ri.gov)

## Terms and Abbreviations

**Actual gross energy savings** – the amount of energy savings (kWh, therms) actually realized at the completion of an energy efficiency project

**Bidder** – the entity submitting a proposal responsive to this request for proposals

**Bill Savings** – the change in bill amount (\$) resulting from actual gross energy savings from the energy efficiency project

**Claimed energy savings** – the amount of energy savings (kWh, therms) reported to the Rhode Island Public Utilities Commission in its annual reporting that are used to determine the accomplishment of goals in the annual Energy Efficiency Plan and the amount of the utility's incentive payments.

**EERMC** – Energy Efficiency and Resource Management Council, responsible for oversight of National Grid's energy efficiency programs

**EM&V** – Evaluation, Measurement, and Verification

**Estimated gross energy savings** – the amount of energy savings (kWh, therms) estimated by a program implementer (e.g. an Energy Specialist within the context of an energy assessment)

**kWh** – kilowatt-hours, unit of electricity

**National Grid** – the electric and gas distribution company under review

**OER** – Rhode Island Office of Energy Resources

**PUC** – Rhode Island Public Utilities Commission

**RFP** – Request for Proposals

**Selected Evaluator** – the entity selected through a winning bid in response to this request for proposals

**TEC** – Technical Evaluation Committee

**therm** – unit of natural gas

**Working Group** – the body of stakeholders as specified in (f)(2) of the amended [RIGL §39-1-27.7](#)

## **SECTION 2: BACKGROUND**

### **Introduction**

Pursuant to Chapter 39-1-27.7 of the General Laws of the State of Rhode Island, the Office of Energy Resources (OER) is required to review and confirm claimed energy savings (kWh, therms) from National Grid's energy efficiency programs.

National Grid is an electric and gas distribution company that serves the majority of customers in Rhode Island. National Grid delivers energy efficiency programs funded by a systems benefit charge to all customers. According to Least-Cost Procurement ([§ 39-1-27.7](#)) and the associated [Standards document](#), all energy efficiency programs (1) must provide more benefits than costs under the [Rhode Island Cost-Effectiveness Test](#), and (2) the sector-average unit cost of energy saved through efficiency must be less than the sector-average unit cost of energy supply. These criteria are independently confirmed by the Energy Efficiency and Resource Management Council (EERMC) and reviewed by the Public Utilities Commission (PUC) before annual energy efficiency plans and system benefits charge levels are approved.

To calculate benefit-cost ratios and the unit cost of energy saved through efficiency, stakeholders must first understand how much energy is saved due to energy efficiency programs (called claimed energy savings). Doing so requires data collection and empirical, engineering, and statistical analyses. These analyses are conducted through numerous evaluation studies by third-party evaluators solicited through RFP processes by National Grid. The EERMC's consultant team and OER are integrated into the evaluation process to inform scopes of work, data collection practices, and methodologies; and to review findings. All evaluations are filed with the PUC and posted publicly on the EERMC's [website](#).

### **Purpose**

In 2018 [RIGL §39-1-27.7 was amended](#) by the State Legislature to require that OER hire an energy consulting company or firm to conduct an energy savings (i.e. kWh, therms) verification study on National Grid's energy efficiency programs. The following excerpts from the legislation help to explain the purpose of the study.

“(f)(1) The office of energy resources shall conduct a study and analysis of the electric and gas distribution company's state energy efficiency programs that will *examine implemented program and planned conservation measures and review and confirm the claimed energy savings* [italics and underlined added for emphasis]. In carrying out this study, the office shall utilize a representative sample of different customer classes and measures that have and/or will be participating in the state energy efficiency programs. At a minimum the study performed by the office of energy resources shall include the following in its scope of work:

- (i) Independently review and summarize the electric and gas distribution company process for incorporating results from completed evaluation studies into on-going energy efficiency program reporting and implementation.

(ii) Conduct an independent review of gas and electricity efficiency programs, which may include billing analysis techniques. The scope and subjects of this analysis will be decided by the working group with input and advice from an independent consultant. The analysis will be conducted by a qualified independent consultant using industry accepted methods.

(iii) Review the data collection practices, including metering equipment used, sampling frequency, sample sizes, and data validation procedures, and the methods for data analysis employed, as deemed appropriate by the independent evaluator.

(iv) Study results and recommendations will be presented to the public utilities commission and the energy efficiency and resource management council.

(2) The office of energy resources shall consult with the working group in development of the request for proposals (RFP), and during the course of the study, including the preliminary study results. The working group shall be comprised of one representative from each of the following groups chosen by the office of energy resources:

- (i) Large commercial and industrial energy users;
- (ii) Small business energy users;
- (iii) Residential energy users;
- (iv) Municipal and state energy users;
- (v) Low-income energy users;
- (vi) Electric and gas distribution company; and
- (vii) Energy efficiency and resource management council.

(3) The office of energy resources, in consultation with the electric and gas distribution company and representatives referenced in § 39-1-27.7(f)(2) shall be authorized to hire an energy consulting company or firm to carry out the energy efficiency verification study...

(4) The office of energy resources shall submit this report on or before October 30, 2019, to the governor, the president of the senate, and the speaker of the house. The office and its selected energy consulting company or firm shall host two (2) public presentations on the preliminary and final results of the study.”

The selected evaluator must explicitly address the above legislative requirements in a final report. The following research questions provide additional clarity and must also be addressed explicitly.

### **Research Questions**

1. Does the current Evaluation, Measurement & Verification (EM&V) process in Rhode Island, after being reviewed by an independent expert and documented, comply with national industry best practices for programs of its size and scope?
2. Quantitatively, to what extent are National Grid’s claimed energy savings accurate?
3. How can the EM&V process be improved for National Grid’s energy efficiency programs? Here, “improved” should consider transparency, the use of industry best practices, and the incorporation of results into ongoing program implementation.



4. Are there savings estimation and program implementation improvements that can be identified to help customers that have or are likely to experience a substantial difference in estimated gross energy savings versus installed gross energy savings and visible bill savings?

### **SECTION 3: SCOPE OF WORK**

#### **General Scope of Work**

The following scope of work was developed in alignment with the following principles:

- **Maximize Impact:** Ensure that study results will provide findings that can affect change if needed and improve the EM&V process and program overall where possible. Where reasonable, the study should prioritize measures that provide the most savings in the [2018-2020 Three-Year Plan](#).
- **Enhance Understanding:** Review and confirm claimed energy savings for offerings that are the highest impact to the programs as they move forward. Avoid duplicating already completed EM&V efforts and ensure that learnings can provide insight into areas of the programs that have not been thoroughly evaluated.
- **Evaluate Process:** Review the existing EM&V process to determine the accuracy and quality already occurring and to ensure a high-quality of evaluation work in the future.
- **Work within Cost and Time Constraints:** The study should work within the given time constraints. Bidders should also reference Section 5 for more information on how costs are factored into proposal scoring.

All potential bidders can view all completed program evaluations on the EERMC's website: <https://rieermc.ri.gov/plans-reports/evaluation-studies/>

Itemized study tasks, with descriptions and methods, are specified in the Specific Activities/Tasks section.

#### **Administrative Items & Requirements**

- Proposals must address all the Tasks described in the Specific Activities/Tasks section below.
- A completed and signed Conflict of Interest Form must be included as a part of a submitted Technical Proposal.
- Data and reports from National Grid are required to complete the requirements of this study. Bidders should complete National Grid Digital Risk and Security Questionnaire and provide supporting documentation as needed. The selected vendor must comply with National Grid information security requirements and maintain appropriate measures for the protection of personal information.

All of National Grid's evaluations and annual program reports can be found on these webpages:

<https://rieermc.ri.gov/plans-reports/evaluation-studies/>  
<https://rieermc.ri.gov/plans-reports/results-and-reporting/>

National Grid is committed to responding to all relevant data requests within 3 weeks of the written request. A formal process for information sharing will be included in the contract for the selected evaluator.

The data available from National Grid will include the following with the described structure and content:

1. Customer billing records for residential and commercial and industrial program participants and samples of nonparticipants, if needed, over the last five years:
  - Premise number
  - Account number
  - Sector
  - Rate schedule
  - Energy consumption (kWh and therms)
  - Start date of the billing cycle
  - End date of the billing cycle
  - Fuel type
  - Meter read source (Regular or Estimated)
  
2. Energy efficiency program participation data
  - Program name
  - Account number
  - Measure description
  - Quantity installed and units
  - Installation date
  - Annual gross kWh and therms savings
  - Dwelling and demographic data
  - Customer name and contact information such as address, zip code email and telephone number (if needed)
  
3. Energy savings values and assumptions
  - Deemed savings for each measure groups, where available
  - Source of savings inputs and assumptions
  
- Proposals must include a timeline that meets the following requirements:
  1. Includes all necessary decision points or feedback from the study Working Group
  2. Provides one (1) to three (3) weeks for any necessary working group decision or action
  3. Delivers all final reports for final review by the Working Group by Oct 18, 2019
  4. Includes monthly check-in meetings and quarterly updates (may be in-person meetings, calls, or webinars)

## **Specific Activities / Tasks**

### **Task 1. Review of EM&V Process**

#### **Brief Description**

Through interviews and other data collection methods, the selected evaluator must describe and evaluate the general EM&V process and create a report with visual aids such as flow charts that summarizes the process for evaluating and incorporating changes into existing programs, energy savings assessments, and required utility reporting to regulatory and governmental bodies. In addition, the report should also summarize the process by which other program benefits outside of annual kWh and therm savings, such as greenhouse gas emission reductions, economic benefits and all other benefits described in [Rhode Island's Docket 4600 framework](#), are incorporated into energy efficiency program reports and program implementation.

This task will start with National Grid describing their process in writing with review by the Working Group. The selected evaluator, after factoring information collected during review of documents and in-depth interviews, will produce a final report with an emphasis on: how EM&V study results from the past two (2) years are or have been used in the reporting of savings to the Public Utilities Commission (PUC) and ISO-New England; and how EM&V study results are used to improve savings estimates in program planning, annual program reporting towards achievement of approved goals, and improving reports of estimated gross energy savings delivered to customers by auditors/assessors. The report shall include a review of how energy savings estimates (such as through energy audits and other estimates of savings) are applied towards claimed energy savings calculations.

The selected evaluator will suggest improvements for the EM&V process (not the methods) if deficiencies are identified.

#### **Method**

Process Evaluation

#### **Portion of Energy Efficiency Programs Covered**

Touches Entire Electric and Gas Portfolios

### **Task 2. Independently Review All Current Estimates of Savings/ Verify the Use of EM&V Industry Standards**

#### **Brief Description**

Conduct an independent review of the claimed gas and electricity efficiency program energy savings used by National Grid. Comment on the appropriateness and conformance of National Grid's methods to appropriate industry best practices and national standards (DOE- UMP, IPMVP, California Standard Practice, etc).

Audit of data collection, impact evaluation methods, assumptions, and findings compared to industry best practices, Technical Reference Manual Specifications, and use in the 2017 or

2018 Annual Energy Efficiency Plan. Create recommendations if different methodologies could have or should have been used for certain types of program evaluations. Create a methodology recommendation summary that explains why certain methodologies or industry best practices are currently recommended in certain scenarios/programs, and describes estimated costs or important cost considerations for any recommended methodologies.

If National Grid methods are deemed to have been inappropriate for the time of the study or are inappropriate to be used going forward, the selected evaluator shall suggest other industry best practice methods that can be used by National Grid to enhance the accuracy of their claimed energy savings estimates going forward. In particular, comment on the appropriateness of expanded use of pre and post billing analysis techniques using monthly consumption data to provide statistically accurate estimates of savings. Where expanded billing analysis usage is recommended for a particular program or sub-sector, provide examples of billing analysis studies successfully done in other jurisdictions.

A comparison table including the following information shall be created through this review process:

- National Grid evaluation practice by program and evaluation type;
- National industry best practices by program and evaluation type;
- Important differences including pros and cons of each method;
- Recommendations for National Grid by evaluator (may include a grade (A-F) for National Grid's standards).

### **Method**

Audit of studies that evaluated the largest portions of savings from each customer class in the past 4 years. Studies may be Rhode Island or Massachusetts-commissioned studies. In total, the studies should account for at least 60% of the reported energy savings (kWh and therm) in each customer class. There are a total of 8 customer class categories: electric and gas for Low-Income, residential market rate, Small Business, and Commercial/Industrial. The State expects 2 to 8 studies will need to be reviewed per category for this task.

### **Portion of Energy Efficiency Programs Covered**

Touches Entire Electric and Gas Portfolios

## **Task 3. Analysis of Bills and Customer Experience Evaluation**

### **Brief Description**

Identify a sample of commercial office and/or retail buildings that have participated in the electric or gas retrofit programs. All proposals should include an electric program billing analysis. A bid alternate can be provided if a bidder would like to submit a gas proposal as well. Proposals that offer both will be preferred.

If deemed appropriate, the sample should be clean in terms of one unique participation event (could be more than one measure installed at the same time) between two sufficiently long pre and post periods where no other recorded program participation occurred. Compare pre- and post-participation weather-normalized annual consumption to develop bill savings and compare to gross savings as reported in the Company's tracking system. Work plans

must explicitly explain the proposed methodology for this comparison. Sample sizes should be large enough to provide results with a precision of +/- 15% at a 90% confidence interval.

The selected evaluator will explain the possible limitations and the conditions under which the analysis would produce valid results.

Where individual customer's bill savings differ from estimates of savings (also termed "adjusted tracking estimate") by 25% or more, either higher or lower than the estimate, conduct interviews and/or site visits to determine what may be causing the differences. Customer interviews/site visits shall also be conducted to better understand the customer experience and expectations regarding bill savings. All bidders must specify both an estimate of the total number of interviews and/or site visits required (within the Technical Proposal) and a per interview/site visit cost (within the Cost Proposal Form). The Working Group shall determine the appropriate number of interviews/site visits to be conducted.

Based on the result of those interviews and/or site visits, determine what, if any, adjustments should be made to the analysis presented and redo the analysis if the adjustment is thought to improve on the accuracy of the results (i.e. reduce error of model results).

Provide guidance on recommended use of the billing analysis results for future reporting of savings to both customers and regulators and how the accuracy of those results compares to the methods currently used to measure savings for that program or measure. Particular emphasis should be on incorporating any adjustments into the initial estimate of program gross savings developed by the audit/assessment.

#### **Method**

Bill Comparison with follow-up Process Evaluation

#### **Portion of Energy Efficiency Programs Covered**

Sub-section of Commercial & Industrial programs (Electric and Gas)

### **Task 4. Project Management & Reporting**

#### **Brief Description**

Required deliverables are:

1. Kickoff meeting with all working group members
2. Revised work plan based on contract negotiations and kickoff meeting decisions
3. A preliminary and final report for Task #1 as described above which includes concise, public-facing educational images, diagrams, and/or flowcharts.
4. A preliminary and final report for Task #2 as described above
5. A preliminary and final report for Task #3 as described above
6. Excel files with all data and analysis conducted for the required tasks
7. Separate, stand-alone, executive summaries for each required report with summary graphics for a general public audience where possible
8. Editable files of all visuals, data, and reports for future use by the State

9. Monthly and quarterly webinar discussions with feedback and decision points scheduled and held with Working Group members
10. Two public presentations (including annotated PowerPoint Slides): one on preliminary findings and one on final findings. PowerPoint Slides should have separable sections focused on the findings of each of the required reports
11. Potential for public testimony

**Method**

Not applicable

**Portion of Energy Efficiency Programs Covered**

Not applicable

**SECTION 4: PROPOSAL**

**A. Technical Proposal**

Narrative and format: The proposal should address specifically each of the following elements:

1. **Approach/Methodology** – Define the methodology to be used for each task as described in the Scope of Work. Provide sufficient detail and mitigation strategies for any identified risks to project completion. Methods for Task 3 (billing analysis) should be clear and technically rigorous.
2. **Work Plan** – Describe in detail the framework within which requested evaluation services will be performed. The following elements must be included: 1) methods used for each task described in the Scope of Work 2) Timeline for completing the work by Oct 18, 2019, 3) methods used to identify errors, omissions, and incorporate feedback from the Working Group.
3. **Staff Qualifications** – Provide staff resumes/CV and describe qualifications and experience of key staff who will be involved in this project, including their experience in the field of energy efficiency program evaluation.
4. **Capability, Capacity, and Qualifications of the applicant** - Please provide a detailed description of the bidder's experience as an energy efficiency program evaluator, including experience in pre/post billing analyses. A list of at least three (3) relevant client references must be provided, to include client names, addresses, phone numbers, dates of service and type(s) of service(s) provided. Citations and final reports for at least three (3) portfolio-wide analyses and at least one (1) citation and final report for a commercial and industrial electric pre/post billing analysis must be provided. If a bid alternate for a commercial and industrial pre/post gas billing analysis is included, at

least one (1) citation and final report for a commercial and industrial gas pre/post billing analysis must also be provided. Please also provide an organizational chart for all project staff.

5. **Disclosure of Conflict of Interest** - The Conflict of Interest Form entails disclosure of total contract amounts in aggregate for the bidder (prime contractor plus all subcontractors) with National Grid RI and National Grid MA cumulative over 2012-2017; requires the applicant to explain potential conflicts of interest (perceived or actual) and detail a risk mitigation strategy; and requires a statement of willingness and ability to testify before the Rhode Island General Assembly and PUC.

## **B. Cost Proposal**

Detailed Budget and Budget Narrative:

Provide a proposal for the total cost of the project minus interview costs for Task #3. A cost per interview is also required. All bidders are required to use the Cost Proposal Form below to submit their cost proposal(s).

## **C. ISBE Proposal**

See Appendix A for information and the MBE, WBE, and/or Disability Business Enterprise Participation Plan form(s). Bidders are required to complete, sign and submit these forms with their overall proposal in a sealed envelope. Please complete separate forms for each MBE, WBE and/or Disability Business Enterprise subcontractor/supplier to be utilized on the solicitation.

## **SECTION 5: EVALUATION AND SELECTION**

Proposals shall be reviewed by a technical evaluation committee (“TEC”) comprised of staff from State agencies. The TEC first shall consider technical proposals.

Technical proposals must receive a minimum of 55 (78.6%) out of a maximum of 70 points to advance to the cost evaluation phase. Any technical proposals scoring less than 60 points shall not have the accompanying cost or ISBE participation proposals opened and evaluated. The proposal will be dropped from further consideration.

Technical proposals scoring 55 points or higher will have the cost proposals evaluated and assigned up to a maximum of 30 points in cost category bringing the total potential evaluation score to 100 points. After total possible evaluation points are determined ISBE proposals shall be evaluated and assigned up to 6 bonus points for ISBE participation.

The Division of Purchases reserves the right to select the vendor(s) or firm(s) (“evaluator”) that it deems to be most qualified to provide the goods and/or services

as specified herein; and, conversely, reserves the right to cancel the solicitation in its entirety in its sole discretion.

Proposals shall be reviewed and scored based upon the following criteria:

Minimum Bidder Qualifications	Is the Bidder Minimally Qualified? Y/N
At least three completed total portfolio-level evaluations or evaluations of all Commercial & Industrial programs electric and/or at a given program administrator (provide citations and final reports)	Required
At least one completed pre/post billing analysis of a Commercial & Industrial <i>ELECTRIC</i> program (provide citation and final report)	Required
At least one completed pre/post billing analysis of a Commercial & Industrial <i>GAS</i> program (provide citation and final report) (ONLY REQUIRED IF A GAS BID ALTERNATE IS SUBMITTED)	Required (if gas bid alternate is submitted)
Willing and able to testify in front of the General Assembly and Public Utilities Commission (this requirement is part of the Conflict of Interest Form)	Required
Combined <i>evaluation</i> contract amounts from National Grid RI and National Grid MA cumulative over 2012-2017 for the prime contractor (only direct revenue derived from National Grid) and all subcontractors on the proposed project team is less than \$3,000,000 (this requirement is part of the Conflict of Interest Form)	Required
Combined <i>program implementation</i> contract amounts from National Grid RI and National Grid MA cumulative over 2012-2017 for the prime contractor (only direct revenue derived from National Grid) and all subcontractors on the proposed project team is less than \$3,000,000 (this requirement is part of the Conflict of Interest Form)	Required
Attendance at Mandatory Pre-Bid Conference	Required
Stated agreement to adhere to National Grid's data security protocol	Required
Required Application Components	Is the Proposal Complete? Y/N
At least three references are provided including name, position, email, phone, and relationship	Required
Project Team organization chart	Required
Project team resumes/CV and demonstrated relevant experience	Required
Timeline/Gantt chart of research tasks and milestones	Required
Conflict of Interest Form Completed & Signed	Required
A written proposal	Required
A statement of total contract amounts for each evaluation and program implementation cumulative over 2012-2017 in aggregate for National Grid RI and National Grid MA	Required
Technical Proposal Points	Max 70 Points
Submitted a Bid Alternate for a Commercial & Industrial <i>GAS</i> billing analysis	5
Overall Quality of the Proposal: strength, responsiveness, professionalism, and clarity	15
Technical approach and work plan are sufficiently detailed, methodology is explicit and clear, and the proposal indicates a high likelihood of success	25



Demonstrated expertise, experience, competence, and qualifications <ul style="list-style-type: none"> <li>• Demonstrated familiarity with the latest national standards for impact evaluations (IPMVP, US DOE UMP, California Protocols, etc.)</li> <li>• Experience performing impact, process, and market evaluations of entire portfolios of energy efficiency programs (residential, commercial, and industrial, gas, electric)</li> <li>• Experience with oral and written communications for regulatory and political audiences</li> <li>• Experience conducting pre/post billing analysis for C&amp;I ELECTRIC retrofit programs</li> <li>• Experience conducting pre/post billing analysis for C&amp;I GAS retrofit programs (only considered if a bid alternate is submitted)</li> </ul>	15
Combined <i>evaluation</i> contract amounts from National Grid RI and National Grid MA cumulative over 2012-2017 for the prime contractor (only direct revenue derived from National Grid) and all subcontractors on the proposed project team***	5
Risk mitigation strategy for conflicts of interest is clear, thoughtful, and appropriate	5
<b>Total Possible Technical Points</b>	<b>70</b>
<b>Cost Proposal Points</b>	<b>Max 30 Points</b>
Total Cost (not including interviews specified in Task #3)*	25
Cost per Interview and/or site visit for Task #3*	5
<b>Total Possible Cost Proposal Points*</b>	<b>30</b>
<b>ISBE Participation**</b>	<b>Max 6 Points</b>
<b>Total Possible ISBE Points**</b>	<b>6</b>
<b>TOTAL POSSIBLE POINTS</b>	<b>106</b>

**\*Cost Proposal Evaluation:**

The bidder with the lowest cost proposal shall receive one hundred percent (100%) of the available points for cost. All other bidders shall be awarded cost points based upon the following formula:

$$(\text{lowest cost proposal} / \text{bidder's cost proposal}) \times \text{available points}$$

For example: If the bidder with the lowest cost proposal (Bidder A) bids \$65,000 and Bidder B bids \$100,000 for monthly costs and service fees and the points available are twenty (20), Bidder B's cost points are calculated as follows:

$$\$65,000 / \$100,000 \times 20 = 13$$

**\*\*ISBE Participation Evaluation:**

a. Calculation of ISBE Participation Rate

1. ISBE Participation Rate for Non-ISBE Bidders. The ISBE participation rate for non-ISBE bidders shall be expressed as a percentage and shall be calculated by dividing the

amount of non-ISBE bidder's total contract price that will be subcontracted to ISBEs by the non-ISBE bidder's total contract price. For example, if the non-ISBE's total contract price is \$100,000.00 and it subcontracts a total of \$12,000.00 to ISBEs, the non-ISBE's ISBE participation rate would be 12%.

2. ISBE Participation Rate for ISBE Bidders. The ISBE participation rate for ISBE bidders shall be expressed as a percentage and shall be calculated by dividing the amount of the ISBE bidder's total contract price that will be subcontracted to ISBEs and the amount that will be self-performed by the ISBE vendor by the ISBE bidder's total contract price. For example, if the ISBE bidder's total contract price is \$100,000.00 and it subcontracts a total of \$12,000.00 to ISBEs and will perform a total of \$8,000.00 of the work itself, the ISBE bidder's ISBE participation rate would be 20%.

b. Points for ISBE Participation Rate:

The bidder with the highest ISBE participation rate shall receive the maximum ISBE participation points. All other bidders shall receive ISBE participation points by applying the following formula:

$$\begin{aligned} & (\text{Bidder's ISBE participation rate} \div \text{Highest ISBE participation rate} \\ & \quad \times \text{Maximum ISBE participation points}) \end{aligned}$$

For example, assuming the weight given by the RFP to ISBE participation is 6 points, if Bidder A has the highest ISBE participation rate at 20% and Bidder B's ISBE participation rate is 12%, Bidder A will receive the maximum 6 points and Bidder B will receive  $(12\% \div 20\%) \times 6$  which equals 3.6 points.

\*\*\*Revenue Points:

Each bidder will be allocated points based on the following formulas:

$$(\text{lowest contract amount} / \text{applicant's contract amount}) \times \text{available points}$$

Note that the contract amount is the sum of all contract amounts over 2012-2017 for contracts with both National Grid RI and National Grid MA in aggregate for the prime and all sub-contractors on the bidder's proposed project team.

General Evaluation:

Points shall be assigned based on the bidder's clear demonstration of the ability to provide the requested goods and/or services. Bidders may be required to submit additional written information or be asked to make an oral presentation before the TEC to clarify statements made in the proposal.

## **SECTION 6: QUESTIONS**

Questions concerning this solicitation must be e-mailed to the Division of Purchases at katherine.missell@purchasing.ri.gov no later than the date and time indicated on page one of this solicitation. No other contact with State parties is permitted. Please reference **RFP # 7597562** on all correspondence. Questions should be submitted in writing in a Microsoft Word attachment in a narrative format with no tables. Answers to questions received, if any, shall be posted on the Division of Purchases' website as an addendum to this solicitation. It is the responsibility of all interested parties to monitor the Division of Purchases website for any procurement related postings such as addenda. If technical assistance is required, call the Help Desk at (401) 574-8100.

## **SECTION 7: PROPOSAL CONTENTS**

A. Proposals shall include the following:

1. One completed and signed RIVIP Bidder Certification Cover Form (included in the original copy only) downloaded from the Division of Purchases website at [www.purchasing.ri.gov](http://www.purchasing.ri.gov). *Do not include any copies in the Technical or Cost proposals.*
2. One completed and signed Rhode Island W-9 (included in the original copy only) downloaded from the Division of Purchases website at <http://www.purchasing.ri.gov/rivip/publicdocuments/fw9.pdf>. *Do not include any copies in the Technical or Cost proposals.*
3. Two (2) completed original and copy versions, signed and sealed Appendix A. MBE, WBE, and/or Disability Business Enterprise Participation Plan. Please complete separate forms for each MBE/WBE or Disability Business Enterprise subcontractor/supplier to be utilized on the solicitation. *Do not include any copies in the Technical or Cost proposals.*
4. Technical Proposal - describing the qualifications and background of the applicant and experience with and for similar projects, and all information described earlier in this solicitation. The technical proposal is limited to fifteen (15) pages (this excludes any appendices and as appropriate, resumes of key staff that will provide services covered by this request).
  - a. One (1) Electronic copy on a CD-R, marked "Technical Proposal - Original".
  - b. One (1) printed paper copy, marked "Technical Proposal -Original" and signed.
  - c. Four (4) printed paper copies

5. Cost Proposal - A separate, signed and sealed cost proposal reflecting the total cost of the project minus interviews for Task #3 and a per interview cost, or other fee structure, proposed to complete all of the requirements of this project.
  - a. One (1) Electronic copy on a CD-R, marked “Cost Proposal - Original”.
  - b. One (1) printed paper copy, marked “Cost Proposal -Original” and signed.
  - c. Four (4) printed paper copies

**B. Formatting of proposal response contents should consist of the following:**

- A. Formatting of CD-Rs – Separate CD-Rs are required for the technical proposal and cost proposal. All CD-Rs submitted must be labeled with:
  - a. Vendor’s name
  - b. RFP #
  - c. RFP Title
  - d. Proposal type (e.g., technical proposal or cost proposal)
  - e. If file sizes require more than one CD-R, multiple CD-Rs are acceptable. Each CD-R must include the above labeling and additional labeling of how many CD-Rs should be accounted for (e.g., 3 CD-Rs are submitted for a technical proposal and each CD-R should have additional label of ‘1 of 3’ on first CD-R, ‘2 of 3’ on second CD-R, ‘3 of 3’ on third CD-R).

Vendors are responsible for testing their CD-Rs before submission as the Division of Purchase’s inability to open or read a CD-R may be grounds for rejection of a Vendor’s proposal. All files should be readable and readily accessible on the CD-Rs submitted with no instructions to download files from any external resource(s). If a file is partial, corrupt or unreadable, the Division of Purchases may consider it “non-responsive”. USB Drives or any other electronic media shall not be accepted. Please note that CD-Rs submitted, shall not be returned.

**B. Formatting of written documents and printed copies:**

- a. For clarity, the technical proposal shall be typed. These documents shall be single-spaced with 1” margins on white 8.5”x 11” paper using a font of 12 point Calibri or 12 point Times New Roman.
- b. All pages on the technical proposal are to be sequentially numbered in the footer, starting with number 1 on the first page of the narrative (this does not include the cover page or table of contents) through to the end, including all forms and attachments. The Vendor’s name should appear on every page, including attachments. Each attachment should be referenced appropriately within the proposal section and the attachment title should reference the proposal section it is applicable to.
- c. The conflict of interest form, ISBE form, and cost proposal shall be typed using the formatting provided on the provided template.

- d. Printed copies are to be only bound with removable binder clips.

**SECTION 8: PROPOSAL SUBMISSION**

Interested vendors must submit proposals to provide the goods and/or services covered by this RFP on or before the date and time listed on the cover page of this solicitation. Responses received after this date and time, as registered by the official time clock in the reception area of the Division of Purchases, shall not be accepted.

Proposals should be mailed or hand-delivered in a sealed envelope marked “RFP# 7597562” to:

RI Dept. of Administration  
Division of Purchases, 2nd floor  
One Capitol Hill  
Providence, RI 02908-5855

NOTE: Proposals received after the above-referenced due date and time shall not be accepted. Proposals misdirected to other State locations or those not presented to the Division of Purchases by the scheduled due date and time shall be determined to be late and shall not be accepted. Proposals faxed, or emailed, to the Division of Purchases shall not be accepted. The official time clock is in the reception area of the Division of Purchases.

**SECTION 9: CONCLUDING STATEMENTS**

Notwithstanding the above, the Division of Purchases reserves the right to award on the basis of cost alone, to accept or reject any or all proposals, and to award in the State’s best interest.

Proposals found to be technically or substantially non-responsive at any point in the evaluation process will be rejected and not considered further.

If a Vendor is selected for an award, no work is to commence until a purchase order is issued by the Division of Purchases.

The State’s General Conditions of Purchase contain the specific contract terms, stipulations and affirmations to be utilized for the contract awarded for this RFP. The State’s General Conditions of Purchases can be found at the following URL: <https://www.purchasing.ri.gov/RIVIP/publicdocuments/ATTA.pdf>.

Appendices

**Cost Proposal Form**

Must be submitted in a separate, sealed envelope from the Technical Proposal.

**Total Project Cost, Cost per Interview, and Signature Page**

<b>Offeror's Name:</b>	
------------------------	--

**Total Project Cost.** This number represents the sum of all total project costs minus interview costs for Task #3. This value must include all costs related to the Scope of Work and any other expected project costs outside of interview costs for Task #3.

<b>Total Project Cost (minus interview costs for Task #3)*:</b>	<b>\$ _____</b>
---	-----------------

**Cost per Interview.** This number represents the cost per interview to complete Task #3 in the Scope of Work. This value must include all costs related to conducting interviews as may be required by Task #3.

<b>Cost per Interview and/or Site Visit (for Task #3)*:</b>	<b>\$ _____ /interview or site visit</b>
---	--

\* Attach an itemized cost justification for these items. Total Project Cost should include travel for presentations, testimony and meetings, as well as an estimated number of hours for data collection and analysis. Cost per Interview or site visit justifications must include an estimated split between remote interviews versus site visits.

\_\_\_\_\_  
Signature of Authorized Person

\_\_\_\_\_  
Date

\_\_\_\_\_  
Printed Name, Title

**Bid Alternate: Cost Proposal Form (includes a C&I GAS billing analysis with interviews)** This form is not required. However, proposals that include a bid alternate will be preferred. This form should be included in the separate, sealed Cost Proposal, if submitted.

## Total Project Cost, Cost per Interview, and Signature Page

<b>Offeror's Name:</b>	
------------------------	--

**Total Project Cost.** This number represents the sum of all total project costs (electric AND gas C&I billing analysis as described in Task #3) minus interview costs for Task #3. This value must include all costs related to the Scope of Work including a GAS C&I billing analysis and any other expected project costs outside of interview costs for Task #3.

<b>Total Project Cost (minus interview costs for Task #3)*:</b>	\$ _____
---	----------

**Cost per Interview.** This number represents the cost per interview to complete Task #3 with both electric AND gas C&I billing analysis as described in the Scope of Work. This value must include all costs related to conducting interviews as may be required by Task #3 for both electric AND gas C&I billing analyses.

<b>Cost per Interview and/or Site Visit (for Task #3)*:</b>	\$ _____ /interview <u>or site visit</u>
---	---

\* Attach an itemized cost justification for these items. Total Project Cost should include travel for presentations, testimony and meetings, as well as an estimated number of hours for data collection and analysis. Cost per Interview or site visit justifications must include an estimated split between remote interviews versus site visits.

\_\_\_\_\_  
Signature of Authorized Person

\_\_\_\_\_  
Date

\_\_\_\_\_  
Printed Name, Title

## **ISBE: Proposer ISBE Responsibilities and MBE, WBE, and/or Disability Business Enterprise Participation Form**

### **A. Proposer's ISBE Responsibilities (from 150-RICR-90-10-1.7.E)**

1. Proposal of ISBE Participation Rate. Unless otherwise indicated in the RFP, a Proposer must submit its proposed ISBE Participation Rate in a sealed envelope or via sealed electronic submission at the time it submits its proposed total contract price. The Proposer shall be responsible for completing and submitting all standard forms adopted pursuant to 105-RICR-90-10-1.9 and submitting all substantiating documentation as reasonably requested by either the Using Agency's MBE/WBE Coordinator, Division, ODEO, or Governor's Commission on Disabilities including but not limited to the names and contact information of all proposed subcontractors and the dollar amounts that correspond with each proposed subcontract.
2. Failure to Submit ISBE Participation Rate. Any Proposer that fails to submit a proposed ISBE Participation Rate or any requested substantiating documentation in a timely manner shall receive zero (0) ISBE participation points.
3. Execution of Proposed ISBE Participation Rate. Proposers shall be evaluated and scored based on the amounts and rates submitted in their proposals. If awarded the contract, Proposers shall be required to achieve their proposed ISBE Participation Rates. During the life of the contract, the Proposer shall be responsible for submitting all substantiating documentation as reasonably requested by the Using Agency's MBE/WBE Coordinator, Division, ODEO, or Governor's Commission on Disabilities including but not limited to copies of purchase orders, subcontracts, and cancelled checks.
4. Change Orders. If during the life of the contract, a change order is issued by the Division, the Proposer shall notify the ODEO of the change as soon as reasonably possible. Proposers are required to achieve their proposed ISBE Participation Rates on any change order amounts.
5. Notice of Change to Proposed ISBE Participation Rate. If during the life of the contract, the Proposer becomes aware that it will be unable to achieve its proposed ISBE Participation Rate, it must notify the Division and ODEO as soon as reasonably possible. The Division, in consultation with ODEO and Governor's Commission on Disabilities, and the Proposer may agree to a modified ISBE Participation Rate provided that the change in circumstances was beyond the control of the Proposer or the direct result of an unanticipated reduction in the overall total project cost.

### **B. MBE, WBE, AND/OR Disability Business Enterprise Participation Plan Form:**

Attached is the MBE, WBE, and/or Disability Business Enterprise Participation Plan form. Bidders are required to complete, sign and submit with their overall proposal in a sealed envelope. Please complete separate forms for each MBE, WBE and/or Disability Business Enterprise subcontractor/supplier to be utilized on the solicitation.





**STATE OF RHODE ISLAND AND PROVIDENCE PLANTATIONS  
DEPARTMENT OF ADMINISTRATION  
ONE CAPITOL HILL PROVIDENCE, RHODE ISLAND  
02908**

**MBE, WBE, and/or DISABILITY BUSINESS ENTERPRISE PARTICIPATION PLAN**

Bidder's Name:
Bidder's Address:
Point of Contact:
Telephone:
Email:
Solicitation No.:
Project Name:

This form is intended to capture commitments between the prime contractor/vendor and MBE/WBE and/or Disability Business Enterprise subcontractors and suppliers, including a description of the work to be performed and the percentage of the work as submitted to the prime contractor/vendor. Please note that all MBE/WBE subcontractors/suppliers must be certified by the Office of Diversity, Equity and Opportunity MBE Compliance Office and all Disability Business Enterprises must be certified by the Governor's Commission on Disabilities at time of bid, and that MBE/WBE and Disability Business Enterprise subcontractors must self-perform 100% of the work or subcontract to another RI certified MBE in order to receive participation credit. Vendors may count 60% of expenditures for materials and supplies obtained from an MBE certified as a regular dealer/supplier, and 100% of such expenditures obtained from an MBE certified as a manufacturer. This form must be completed in its entirety and submitted at time of bid. **Please complete separate forms for each MBE/WBE or Disability Business Enterprise subcontractor/supplier to be utilized on the solicitation.**

Name of Subcontractor/Supplier:				
Type of RI Certification:	<input type="checkbox"/> MBE	<input type="checkbox"/> WBE	<input type="checkbox"/> Disability Business Enterprise	
Address:				
Point of Contact:				
Telephone:				
Email:				
Detailed Description of Work To Be Performed by Subcontractor or Materials to be Supplied by Supplier:				
Total Contract Value (\$):		Subcontract Value (\$):		ISBE Participation Rate (%):
Anticipated Date of Performance:				

I certify under penalty of perjury that the forgoing statements are true and correct.

<b>Prime Contractor/Vendor Signature</b>	<b>Title</b>	<b>Date</b>
<b>Subcontractor/Supplier Signature</b>	<b>Title</b>	<b>Date</b>

## Conflict of Interest Form

In order for a proposal to be complete this Conflict of Interest Form must be completely and accurately filled out.

- Below or via attachment, the Proposer shall identify any relationships between itself or its employees and the electric and/or gas distribution company or its employees. This includes any work currently being performed by the Proposer or any work performed by the Proposer during the past five (5) years related to the electric and/or gas distribution company including work performed in an adversarial proceeding. If there have been no such relationships, a statement to that effect must be made below. If perceived or actual conflicts of interest are identified, a detailed risk mitigation strategy must be submitted via attachment.

--

2. Combined <i>evaluation</i> contract amounts from National Grid RI and National Grid MA cumulative over 2012-2017 for the prime contractor (only direct revenue derived from National Grid) and all subcontractors on the proposed project team	\$ _____
---	----------

3. Combined <i>program implementation</i> contract amounts from National Grid RI and National Grid MA cumulative over 2012-2017 for the prime contractor (only direct revenue derived from National Grid) and all subcontractors on the proposed project team	\$ _____
---	----------

By signing below, the Proposer is certifying the following:

- the Proposer is willing and able to testify in front of the Rhode Island General Assembly and the Rhode Island Public Utilities Commission on the results, process, and outcomes of this project
- all information provided on or attached to this form is accurate

\_\_\_\_\_  
Signature of Authorized Person

\_\_\_\_\_  
Date

\_\_\_\_\_  
Printed Name, Title