

**RFP Reference: Advanced Residential Integrated Efficiency Services (ARIES) Contractor RFP**

**RFP Overview:** Efficiency Vermont seeks qualified electrical contractors to install home energy monitors in homes throughout the state of Vermont. Efficiency Vermont’s ARIES program will provide incentives for home energy monitors and their installation to customers that opt-in to the program and meet eligibility requirements. Learning from a study conducted in 2018, Efficiency Vermont is implementing a full-scale program serving approximately 1,200 households in 2019.

Responses to this Request for Proposals (RFP) must be delivered electronically to VEIC by **11:59 p.m. Eastern on Friday, December 14, 2018**. VEIC will not accept responses submitted after **11:59 p.m. Eastern**. Please submit your response electronically via e-mail to: [jenihan@efficiencyvermont.com](mailto:jenihan@efficiencyvermont.com) with **RFP Submittal for \_\_\_\_\_** in the subject line.

This serves as VEIC’s response to interested party questions regarding requirements and scope of work that were posed prior to **11:59 p.m. Eastern Friday, November 30, 2018**. These responses are posted as of the deadline - **5:00 p.m. Eastern, Friday, December 7, 2018**. VEIC will not address questions submitted after **November 30, 2018**.

**RFP Release Date: 11/21/2018**  
**Bidder Questions Due: 11/30/2018**  
**Answers Posted: 12/7/2018**  
**Proposals Due: 12/14/2018**

**RFP Timeline:**

**RFP Question and Response Table:**

Question #	Questions and Comments
1	<p><b>Question Date:</b> November 26, 2018</p> <p><b>Question:</b> Do I have to submit the RFP as well?</p> <p><b>Efficiency Vermont Response:</b> Thanks for your inquiry and your interest in the program. I am glad to see that you saw a notification about the RFP for the 2019 program year ARIES. To answer your specific question: Yes, we are required to receive submissions from all participating contractors for the 2019 ARIES program.</p>
2	<p><b>Question Date:</b> November 26, 2018</p> <p><b>Question:</b> What does the RFP consist of?</p> <p><b>Efficiency Vermont Response:</b> There is a scope of work document in the RFP itself. We are asking that you respond to the scope of work, specifically to the Tasks and the Budget that are outlined in the scope. There is also the agreement signature (page 9) that is needed. Since you have worked with us in the study before now, there is a lot of this that is repetitive, but is necessary as we move forward with the new implementation.</p>
3	<p><b>Question Date:</b> November 27, 2018</p> <p><b>Question:</b> Can you tell me more about the product being installed as part of this RFP, is it the Sense product?</p>



	<b>Efficiency Vermont Response:</b> Yes, the product being installed as part of our program is the Sense® monitor.
4	<b>Question Date:</b> November 27, 2018 <b>Question:</b> Is the RFP due date still December 14th? <b>Efficiency Vermont Response:</b> Yes, December 14, 2018 @ 11:59PM.
5	<b>Question Date:</b> November 27, 2018 <b>Question:</b> What is the total budget? <b>Efficiency Vermont Response:</b> The installation budget depends on the contractor price as submitted with the proposal. We are hoping to get responses where contractors specify a per unit/install cost.
6	<b>Question Date:</b> November 27, 2018 <b>Question:</b> Is the budget under \$1,000,000 or \$100,000? <b>Efficiency Vermont Response:</b> The answer is that it is under \$1,000,000. It is likely under \$100,000, but it depends on the contractor prices as submitted in the proposal, and the total number of contractors selected.
7	<b>Question Date:</b> November 27, 2018 <b>Question:</b> Is there a single location for the project? <b>Efficiency Vermont Response:</b> The installations will occur throughout the state of Vermont as indicated in the RFP.
8	<b>Question Date:</b> November 27, 2018 <b>Question:</b> Is there an engineer assigned to the project? <b>Efficiency Vermont Response:</b> There is a program manager assigned - Jason Lenihan.
9	<b>Question Date:</b> November 27, 2018 <b>Question:</b> Is there a Union requirement for the workforce? <b>Efficiency Vermont Response:</b> No.
10	<b>Question Date:</b> November 27, 2018 <b>Question:</b> I would be interested in servicing 50-75 customers in the Washington county area. Let me know if you would like me to attend the training seminar and fill out the RFP <b>Efficiency Vermont Response:</b> Your first steps should be to respond to the RFP by the December 14th deadline. Include the number and location of installations as part of that response. If you have any questions along the way, you can direct them to me in writing via email.



## **Vermont Energy Investment Corporation**

Vermont Energy Investment Corporation (VEIC) is a mission-driven, nonprofit organization dedicated to reducing the economic and environmental costs of energy use. It carries out its mission, in part, by designing and implementing innovative energy efficiency and renewable energy programs. Founded in 1986, VEIC is nationally and internationally recognized for advancing energy efficiency, energy conservation, and renewable energy programs and projects across the United States, Canada, and Europe. VEIC employs 320 professionals and is headquartered in Burlington, Vermont. It has offices also in Washington, DC, New Jersey and Ohio.

VEIC gained national prominence as the contractor for the nation's first statewide energy efficiency utility, Efficiency Vermont. The company also designed and operates utility scale contracts for energy efficiency service delivery with municipal utilities in the Midwest (American Municipal Power), known as Efficiency Smart, and with the District of Columbia, known as the DC Sustainable Energy Utility (DCSEU). The majority of the staff works for these VEIC divisions. For additional information, please see: VEIC Website: [www.VEIC.org](http://www.VEIC.org)

## **Efficiency Vermont**

Launched January 1, 2000, Efficiency Vermont helps ratepayers reduce energy costs, strengthen the local economy, and protect the environment by making homes and business energy efficient. Efficiency Vermont provides technical assistance, rebates, and other financial incentives to help Vermont households, businesses and other institutions—such as K-12 schools—reduce their energy costs with energy-efficient equipment, lighting, and approaches to construction and major renovation. Efficiency Vermont partners extensively with contractors, suppliers, and retailers of efficient products and services throughout the state.

VEIC operates Efficiency Vermont under an Order of Appointment issued by the Vermont Public Service Board. For additional information, please see the Efficiency Vermont website: [www.encyvermont.com](http://www.encyvermont.com)