

RFP Questions and Answers:

1. Curious why EVT is proposing to run a program like this for a short time, 6 months (July 1-Dec 31), and what is the likelihood of extending through 2020 and beyond?

We originally anticipated a short-term program but after additional consideration will extend the program term to Dec 31, 2020.

2. What is the program goal? Does EVT have targets in terms of any of the following: # of units, customers served, savings or budget ceiling?

We hope to reach similar volume as we have historically with this program-around 200 units per month.

3. Marketing (Task 2, p. 3) – can you clarify shared responsibilities, specific roles for the parties with respect to marketing? Should bidders propose to deliver a marketing plan and budget as part of the proposal?

We would like bidders to propose a marketing plan and budget as part of the submitted proposal.

4. EVT standard terms – the RFP document indicates there is a Appendix A with terms (item “X.” p.7). Can you provide these terms? They did not appear to be attached to 10-page RFP document (RFP doc attached here).

Please see attached documents in the RFP for an Appendix A for full terms.

5. Recent program evaluation - can you provide or direct us to the most recent evaluation conducted on this program for EVT?

This is not available at this time.

1. What are the quantity forecasts for this program?

Historic participation indicates we should anticipate 200 units per month average.

2. Page 2: We assume that the last date in the Performance Period section should read December 31, 2020. Please verify.

We originally anticipated a short term program but after additional consideration will extend the program term to Dec 31, 2020.

3. Page 3: What is meant by “Provide 24 hour cancellation policy by the contractor.” Does that mean what ARCA’s policies are regarding appointment cancellations made within 24 hours of appointment time by the customer? Please explain in more detail.

We are requiring that customers have up to 24 hours prior to their appointment to cancel.

4. Page 7: Item IX – How many client references would you like?

Three references would be appreciated

5. Page 7: Item X – The Appendix A referenced was not part of the document we downloaded. Could you please forward the document to ARCA?

Please see attached documents in the RFP for an Appendix A for full terms.

6. Page 7: Budget – Again, to be clear on the program functionality, the only incentives that ARCA will issue will be to utility customers (not to manufacturers or retailers). Please verify.

Yes. At this time, we are looking for a customer incentive only. We would be open to proposals for additional program opportunities that have been successful with other partners as a supplemental offer to our customer program.