



QUESTIONS & ANSWERS RELATED TO
*Request for Proposals: Distributed Energy Resources Demand
Management Systems (FINAL)*

1. Can SCPPA please advise which members are specifically in scope for the DERMS? We are trying to better understand how a DERMS platform would be used across SCPPA members so we can in-turn provide accurate pricing. Is the vision that SCPPA is procuring an enterprise DERMS for use by a single operator on behalf of members or is the expectation that each interested SCPPA member would buy access to their own DERMS system for individual operations?

RESPONSE: Each Member that elects to participate in the procurement of a system will be doing so on their own behalf. This solicitation is not for a SCPPA-wide, common DER management system.

2. Does SCPPA and/or in-scope members have an ADMS? If yes, can you specify which ADMS and how do you envision this DERMS integrating with the ADMS?

RESPONSE: We are not sure which Members have ADMS or what type those may be at this time.

3. Will there be an opportunity around implementation services for consultants or is this specifically designed for systems vendors?

RESPONSE: The original or primary intent of the RFP was for DER management tools, models or systems. However, consulting services to support, plan, develop or implement DER management practices and protocols could be of use and value to SCPPA Members as well.

4. Can you please give us the indicative number of DER and total capacity that could possibly be integrated in the final project?

RESPONSE: Number of DER and total capacity will vary based on the Participating Member.

5. With regard to the monitoring and control of the DER, do all these DER already have a controllable local system (that must be integrated with a superimposed master SCADA) or do you also need a direct control of the DER?

RESPONSE: Will vary based on Participating Member. Some Members will need a direct monitoring and control of the DER, others will need integration with SCADA.

6. If you need a direct control of the DER, what protocols do they have?

RESPONSE: This will vary based on the Participating Member.

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7. With regard to the required grid modelling:
- Which voltage levels of the electric system do you want to analyze?
 - The distribution grid model should be imported into this tool from other sources. Which format do you use to export the model of the grid? e.g. CIM = Common Information Model (this is a preferred standard)
 - This model shall be complete (contains all DER, energy storage, relevant measurements, parameters of all power flow relevant components, topological information)?
 - Do you have multiple sources of grid data (assuming each municipality has its own grid) or are they unified?
 - The DER must be related to a grid connection point to be used by power flow tools. Is that guaranteed?
 - Alternatively, geographic coordinates may be used. Do the grid operators provide this information? Additionally, the geographic coordinates of grid components must be known.

RESPONSE: This will vary based on the Participating Member.

8. Forecasting: DER forecasting heavily depends on weather forecasts. Do you already have an external site located weather forecast provider or do you need them within the scope of the project? Which formats do they use?

RESPONSE: This information will vary based on Participating Member. Respondents should include this information within the scope as an optional service offering for those Members who do not have access to a weather forecast provider.

9. For the forecasting of the electric system we need the planned switching request (including date/time of planned switching). Can you provide these data? Which formats do you use?

RESPONSE: Information will vary based on the Participating Member and is not available at this time.

10. For "Smart Appliances": which kind of appliances do you have to model and are they controllable loads to provide flexibility or just for forecasting purposes?

RESPONSE: Smart appliances includes, but is not limited to: Thermostats, Residential and Commercial Refrigeration, Washer/Dryers, EV Chargers, etc. Appliance will be controllable loads to provide flexibility and assist with forecasting purposes. Certain Members may want to include forecasting services as well.

11. Would SCPPA consider an independent bid from a systems integration firm? That is, a team that is independent of the DERDMS software vendor, who will manage the overall implementation, create and manage the integration of the platform to the SCPPA ecosystem, and coordinate testing and training.

RESPONSE: The original or primary intent of the RFP was for DER management tools, models or systems. However, consulting services to support, plan, develop or implement DER management practices and protocols could be of use and value to SCPPA Members as well and Consulting Service offerings are strongly encouraged.

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12. Who will be the operational user of the DERDMS – will it be SCPA or Member Utilities? Does the DERDMS need to support multiple different tenants, each with their own logins and partitioning of their data, or will it be a single staging area for SCPA only?

RESPONSE: The operational users will be each Participating Member Utility. Each Member that elects to participate in the procurement of a system and/or Consulting Services, through a SCPA Master Professional Services Agreement or individually will be doing so based on their own needs. This solicitation is not for a SCPA-wide, common DER management system. Thus, the DERDMS will not be a single staging area for SCPA or need to support multiple Members.

13. How will the actual procurement of the system work; will each member negotiate separately with the winner for subsequent installation and integration of the DERDMS at the member site?

RESPONSE: SCPA will review and select qualified bidders for the products or services requested based on various criteria. The respondent(s) recommended for award will then enter into a Master Professional Services Agreement with SCPA and the Participating Members will have the opportunity to request services via Task Order(s) under the Agreement.

14. What programs and integrations already exist that will be moved into DERDMS?

RESPONSE: This will vary based on Participating Member(s). Some Members have existing systems, but not all will elect to participate or to integrate the systems.

15. Does SCPA have any existing or required communication standards or protocols needed by the DERDMS?

RESPONSE: No, this will vary based on Participating Member.

16. Does SCPA have an existing baseline methodology needed to perform measure and verification (M&V)?

RESPONSE: No, this will vary based on Participating Member.

17. What are SCPA's use cases for asset control within the DERDMS, such as demand response, frequency regulation, load shifting, self-optimizing, etc?

RESPONSE: This will vary based on Participating Member.

18. Does SCPA prefer an on-premise or cloud-hosted solution?

RESPONSE: This will vary based on Participating Member, but it is likely that a cloud-hosted solution will be the best fit.

19. What is SCPA's timeline for deployment and go-live?

RESPONSE: Anticipated timelines will vary based on Participating Member.

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20. The document shows the basic high-level technology of platform under III. AREAS OF INTEREST on page 2. Is there any other attachment or addendum of technical specifications or detailed product technology requirement?

RESPONSE: There are no additional attachments for technical specifications or product technology requirements. The RFP was drafted loosely to allow respondents to provide a variety of services, software, and solutions because the final specifications and requirements will vary based on Participating Member.

21. Are you looking for commercial software license pricing/quotes for an interactive platform to review, analyze, and forecast DER? or Are you looking for development of a custom solution?

RESPONSE: Both. Some Members will require a “turn-key” solution while others may require custom solutions tailored to their utility-specific needs.

22. How many licensed platform users should be assumed?

RESPONSE: This will vary based on Participating Member but a minimum of one licensed platform user per Participating Member Utility with the option to add additional licensed users or possibly “read-only” access users will be desired.

23. Are you looking for a planning tool to interactively model the most optimal DER solutions, forecast into the future (e.g. 20 years) and determine optimal dispatch to validate business case and resilience? or Are you looking for a real-time controller to manage existing DER assets and dispatch?

RESPONSE: Both.

24. Could you please provide an indication of the timeline beyond the indicated “Selection of Respondent(s)”?

RESPONSE: Once the Respondent(s) recommended for award have been selected, SCPPA will negotiate a contract with the Consultant(s) and an award will be made at the next regularly scheduled SCPPA Board of Director’s Meeting (3rd Thursday of each month). Participating Member(s) will have the opportunity to draft Task Orders to receive services from the awarded Consultant after Board Approval.

25. Would the owner, operator, and user of the platform be SCPPA or one or more of the member municipalities?

RESPONSE: The owner/operator/user of the platform will be each Participating Member.

26. Is SCPPA’s intention to dispatch smart appliances/homes directly, through 3rd party aggregators, or both?

RESPONSE: Will vary based on Participating Member.

27. Would the DERs be concentrated or spread out across SCPPA’s member utilities?

RESPONSE: DERs will be concentrated based on the Participating Member, but may cover a range of DERs.

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28. Are any platforms/technologies already in place that enable communication and control of DERs? If so, could you please indicate the protocols being used for DER communications.

RESPONSE: Yes, some Members are using platforms to control some of their DERs. However, they will need a platform to integrate all of these systems. Current platforms used varies by Member.

29. Are any of the DERs currently being monitored and/or controlled from a Distribution SCADA/DMS system(s)? If so, what is the coordination requested between the DERMS and current system(s)?

RESPONSE: Yes, some Members are monitoring and controlling DERs from a Distribution SCADA/DMS system. The request is to integrate all DMS systems into a single controlling platform.

30. Do we have any concept of the average per utility deployed resource pool in the sub-sections identified in the RFP?

RESPONSE: Will vary based on Participating Member. No information available at this time.

31. Is the RFP for software services only or is their also a deployment / service / stranded asset recovery function as part of the RFP?

RESPONSE: The original or primary intent of the RFP was for DER management tools, models or systems. However, consulting services to support, plan, develop or implement DER management practices and protocols could be of use and value to SCPA Members as well.

32. Does each utility require a customized approach to DERMS or is the request for a single solutions that can serve identified solutions (without integration into an existing system?)

RESPONSE: Some Members will require a “turn-key” solution while others may require custom solutions tailored to their utility-specific needs.

33. Are there any potential participants that are not currently using Smart Meters, if so should the solution provide an offering to support those utilities as well?

RESPONSE: Member Participation will vary based on pricing and service offering. The solutions should provide an offering to support both utilities using smart meters and utilities not using smart meters.

34. Smart Home Technology was listed, is there a preferential solution or is the most open most adaptable solution the preferred choice. Are assumption is that already deployed assets may already require specific solution types, while others could be more open to competitive systems.

RESPONSE: The most open and adaptable solution will be the preferred choice.

35. Does the SCPA envision the incentivizing of participating customers in the future as part of this effort?

RESPONSE: This will vary based on Participating Member, but could potentially be an option that will be pursued/requested as part of this effort.

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36. What are the long term plans for SCPA on populating more DER's in the territory to better utilize the platform under this RFP?

RESPONSE: This will vary based on Participating Member.

37. Is the value of the load reduction in \$/kW known for the SCPA and how is that envisioned to be passed down to the consumer if at all?

RESPONSE: Information unavailable at this time.

38. With respect to Section IV. 4. Fees: Are respondents required to include their current labor cost build-up in this RFP? Or, is it sufficient to acknowledge that respondents are equipped to provide labor rate breakdown on a per project basis, and submit a labor rate build-up for each direct procurement after they have been recommended for an award and after a member elects to participate in the procurement of a system?

RESPONSE: No, respondents are not required to include their current labor cost build-up in this RFP. Yes, the ability to provide the breakdown - should they be requested, is sufficient.

39. With respect to Section IV. 5. C Experience: "Provide a commitment statement for the retention and use of key employees as proposed, their availability to initiate and sustain the proposal, as well as planned supplemental employees if key personnel are not available to assure project delivery." With respect to the "commitment statement for the retention and use of key employees," what specifically is expected of respondents? Is a letter on behalf of the responding company committing to make key employees available as appropriate for projects sufficient, or is a signed letter from each key employee necessary to satisfy this requirement?

RESPONSE: With respect to the "commitment statement for the retention and use of key employees," respondents are expected to provide a statement in the RFP response to indicate your willingness and ability to replace key staff - should they be lost during implementation. A letter is not required – just a statement to indicate commitment to maintain adequate staffing is sufficient.

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40. If the respondent is equipped to offer a comprehensive service package for their system, but is also able to offer a variety of a la carte services (such as the provision of hardware units, technical support, a software services subscription, and consulting services/use-case development) how should the respondent address volume discounts, given that each member that elects to participate in the procurement of a system may choose a different combination of services? Assuming that procurement size and scope varies depending on specific member needs, are respondents required to provide specific volume discounts for each possible combination of services or assets procured? Or, is it sufficient for respondents to acknowledge willingness to provide volume discounts, but not specify the exact price structure for volume discounts?

RESPONSE: If the respondent is equipped to offer a comprehensive service package for their system, but is also able to offer a variety of a la carte services the respondent could address this with exemplary or indicative pricing options or scenarios – in addition to a written explanation of your firm’s recognition of the importance of volumetric discounts, and the difficulty of specifying such without commitments for SCPPA Members. Respondents are not required to provide specific volume discounts for each possible combination of services or assets procured. It is sufficient for respondents to acknowledge willingness to provide volume discounts, and not specify the exact price structure for volume discounts.

41. How many distribution grids per member and for each member / distribution grid what are the key concerns and metrics?

RESPONSE: This information will vary based on Participating Member and their specific needs.

42. "SCPPA may require certain performance assurances from Respondents prior to entering into negotiations for work that may result from this RFP. Such assurances may potentially include a requirement that Respondents provide some form of performance security. " Can SCPPA provide an indication of what sort and amount of performance security might be required. For example, Performance bond of \$XXXX.

RESPONSE: Performance assurances, if required, will vary based on scope of work and will be discussed during the negotiation process.

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43. "If selected, the Respondent will be required to maintain sufficient insurance, licenses, or other required certifications for the type of work being performed." Can SCPPA provide any indication of types and amount of insurance coverages respondents will be asked to maintain?

RESPONSE: Examples of insurance coverage types and amounts, include but are not limited to the following:

1. Workers' Compensation insurance in accordance with statutory limits, as required by the state in which the services are to be performed, including a waiver of subrogation favoring SCPPA, and Employer's Liability insurance with limits of not less than one million dollars (\$1,000,000) each employee for accident, \$1,000,000 each employee for disease, and \$1,000,000 policy limit for disease.
 2. Commercial General Liability insurance providing coverage for bodily injury, property damage, personal injury, advertising liability, blanket contractual liability, Consultant's obligations under this Agreement, products and completed operations, and coverage for independent contractors with limits of not less than one million dollars (\$1,000,000) for each occurrence, an annual aggregate of two million dollars (\$2,000,000), and a products/completed operations aggregate of two million dollars (\$2,000,000). Such policy shall cover SCPPA and each Participating Member(s) as an additional insured, include a severability of interest provision, and be primary and not contributory with respect to any insurance carried by SCPPA or Members.
 3. Commercial Automobile Liability insurance providing coverage for all owned, non-owned, and hired automobiles used by Consultant in the performance of the services with a combined single limit of not less than one million dollars (\$1,000,000) for each occurrence of bodily injury and property damage.
 4. Errors & Omissions/Professional Liability insurance, including cover for liability arising from intellectual property infringement, information technology and software development services, with limits of one million dollars (\$1,000,000).
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44. Are the DER Types listed, listed in order of priority for SCPPA:

- Photovoltaic
- Wind
- Energy Storage
- Electric Vehicles (EV) and Electric Vehicle Supply Equipment (EVSE or Chargers)
- Smart Appliances and/or Smart Homes

RESPONSE: The DER types listing order is arbitrary and is by no means an indication of preference or priority to SCPPA or its Members.

45. Are the platform capabilities listed in order of priority?

RESPONSE: The platform capabilities listing order is arbitrary and is by no means an indication of preference or priority to SCPPA or its Members.
