

ESA Solicitation Workshop Q&A

	Questions		Answers	Category
1	This may have been covered, but are the three training sessions going to cover the same content or will each session be unique?	1	The three (3) training workshops will be the same presentation with exception to the Q&A. All Q&A from the sessions with final answers will be collected and posted on SCE.com and PEPMA-CA.com websites.	Presentation
2	Will the next two trainings be the same?	2	See Question 1.	Presentation
3	Am I able to view a copy of these slides anywhere?	3	A copy of this presentation will be made available 3 business days after the last of the three (3) workshops on 10/27/2021 has been presented on the SCE.com and PEPMA-CA.com websites.	Presentation
4	Can we get a copy of the slides in this presentation?	4	See Question 3.	Presentation
5	Can you provide a link to where this presentation lives? I cannot find it on Ariba	5	See Question 3.	Presentation
6	After registering with Ariba, PEPMA, and submitting a Bidder Interest Form, what are the next steps to register as a GC and to get on the list of pre-qualified bidders?	6	SCE does not have a pre-qualification process; therefore, as long as your company is registered on the PEPMA website and in Ariba you will receive the bid notifications for all RFP's	Bidder Registration
7	Is there a specific setting in Ariba we need to choose in order to receive email notifications about the bid or simply being registered (we are a current ESA contractor) is sufficient.	7	See Question 6.	Bidder Registration
8	Does the PEPMA site notify based on NAICS codes?	8	See Question 6.	Bidder Registration
9	Is the ESA Program considered to be a Safety Tier 1 or 2 work scope?	9	Yes. The work is considered Tier 1 and information on requirements can be found at the following links: https://library.sce.com/content/dam/sce-doclib/documents/partners-and-vendors/SCE_ContractorHazardAssessmentandSafetyPlan.docx https://library.sce.com/content/dam/sce-doclib/documents/partners-and-vendors/SCE_SafetyTierClassificationGuide.docx https://www.sce.com/partners/buying-selling/supply-chain-management	Safety

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10	For firms that provide professional services, do they have to provide HASP or is it for general contractors (GCs) only?	10	A Hazard Assessment and Safety Plan (HASP) is required as a part of submissions for SCE RFPs that are considered Safety Tier I. Professional Services vendors could be considered Safety Tier I (and have applicable HASP and ISN prequalification requirements) if they are responsible for managing subcontractors or others who do perform Safety Tier I work scopes for SCE.	Safety
11	Will the RFP list if a certain contract is considered Safety Tier 1 work?	11	Yes.	Safety
12	Can you say more about the difference between what counts as a technical versus commercial proposal? Of the nine planned solicitations, will they each be either commercial or technical, or include both?	12	All ESA program solicitations will require both the components of Technical requirements and Commercial requirements. Simply put the technical part of a bid discusses the bidder's proposal for how it will meet and perform the work itself and the Commercial part of the bidder's proposal contains any cost for the work, such as fixed cost, labor rates, etc., as required.	Tech vs. Comm
13	If we are a DBE company, does that count towards 100% DBE spent contract dollars?	13	Yes, if you are a certified DBE, that counts as 100% Tier 1 DBE spend.	DBE
14	What are the DBE requirements? If we are not a DBE are we still able to participate?	14	Requirements to be certified as a Diverse Business Enterprise (DBE) can be found at: www.thesupplierclearinghouse.com You do not have to be a DBE to participate in a bid. If you do not qualify as a DBE, the work you subcontract to certified DBEs will count towards SCE's goal.	DBE
15	If you are Tier 1 DBE, are you still required to subcontract to DBE subcontractors / vendors?	15	We encourage our DBE Primes (Tier 1) to subcontract to certified DBE's. Often subcontracting offers smaller DBE companies opportunities.	DBE
16	Will you share the existing ESA contractors list?	16	No. We will not share an existing ESA contractor list because we cannot support or endorse any particular contractor.	Networking
17	How can bidders meet one another to potentially form partnerships, or identify a possible prime with these virtual meetings? what has SCE set up to help facilitate this process? thank you!	17	SCE cannot endorse any companies or individuals and therefore will not be posting or providing contact information from these presentations or networking information.	Networking

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18	How do Small Businesses join teams or know who the Primes are if SCE does not share the information on who is bidding on your contracts?	18	<p>Though SCE cannot endorse specific contractors, you can participate in public meetings held by the Low Income Oversight Board.</p> <p>https://liob.cpuc.ca.gov/LIOB Low Income Oversight Board State of California</p> <p>The next meeting of the LIOB is on October 20th. https://liob.cpuc.ca.gov/public-meetings/Upcoming Public Meetings LIOB State of California</p>	Networking
19	Small Businesses have no chance of if we don't know who is bidding. How is this helping small businesses?	19	See Question 18.	Networking
20	It is extremely difficult to connect virtually. We are not physically in the same room to know who is attending the Preproposal meetings. Please advise how Small Businesses can connect with Primes for this pursuit. Thank you.	20	See Question 18.	Networking
21	Would SCE be okay with someone setting up a vendor's "meet up" on meetup.com and then posting the link in the Q&A? That way SCE is not promoting it?	21	Vendors may network independently of SCE. Also, SCE is looking into a way to provide vendor contact information to interested parties who option In and will provide more information on this topic as it becomes available (also see Question 18).	Networking
22	Here's the example: https://www.meetup.com/topics/vendors/	22	See Question 21.	Networking
23	The solicitation plan mentions "Tier 1 standard and Tier 2 Enhanced Package treatment levels" but this is not defined elsewhere in the document. Can you clarify?	23	<p>Tier 1 standard and Tier 2 are further explained in the ESA decision. Here is a link:</p> <p>https://docs.cpuc.ca.gov/PublishedDocs/Published/G000/M387/K107/387107687.PDF</p> <p>Advice Letter 4578-E also contains information as a PDF. Copy will be posted on SCE.com and PEPMA-CA.com.</p>	RFP

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24	Is SCE looking specifically for contractors in the filed or more for a program administrator who designs the program and then subcontracts to installation companies?	24	<p>This will vary by each solicitation. Some solicitations may require enrollment and installation contractors or inspection contractors. Others may need a program administrator. More information will be explained during the bidder's conference. A conference will be held for every solicitation. Also, refer to the Solicitation Op Plan on the ESA Solicitations Webpage (PDF) which has more details on each solicitation and describes SCE designed and implemented programs and third-party designed and implemented programs.</p> <p>Also see the link in Question 23.</p>	RFP
25	Are the upcoming solicitations primarily looking for contractors to install the product or are you also looking for someone that will oversee the programs and do the purchasing to supply contractors with the materials?	25	<p>Upcoming solicitations will seek contractors to install the product/measures and/or oversee the program(s) and others to do the purchasing to supply contractors with the materials. In summary, some solicitations ask for only product, others are for service delivery, and some may be program administration.</p> <p>Also see Question 24 and refer to the website links in Question 23.</p>	RFP
26	The RFP description for ESA Single Family Core indicates SCE expects suppliers to be responsible for procuring “non-serialized” measures (e.g., bulbs, power strips, etc.) Is there a way that suppliers of such products can be connected with potential program bidders to offer or discuss providing the program with qualified “non-serialized” products? For example, potential program bidders would have access to “non-serialized” product information that will help them better price their program offering. In addition, if bidders can align with an MBE product supplier, SCE would potentially also have the added advantage of being able to claim Tier 2 spend.	26	<p>SCE is in the process of determining the method of managing both "serialized" and “non-serialized” measures. Currently, SCE is expecting to have a solicitation for material suppliers who will provide all measures ("serialized" and “non-serialized”) for the ESA Single Family Core programs. The final scope of the actual RFP is subject to change and will be defined in the RFP package once released.</p>	RFP

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27	Can entities apply for and be awarded more than one RFP simultaneously?	27	Yes, a contractor may be awarded more than one contract.	RFP
28	Can one entity bid on the ESA Single-Family Core Program and the ESA Equipment Vendors solicitation?	28	See Question 27.	RFP
29	If an entity applies for more than one RFP simultaneously, is each RFP submission judged independently?	29	Each bidder's RFP proposal will be judged independently.	RFP
30	Will a response with a software solution for Energy Efficiency be considered as a possible solution?	30	Yes. We are planning to solicit for software.	RFP
31	I currently work with marketing. I have a solution for education. Who do I talk to?	31	This question will require additional clarification.	RFP
32	Do you have internal education programs?	32	There will be an RFP for energy education and questions regarding the solicitation will be answered at that time. The supply management agent assigned to the RFP will be the contact.	RFP
33	The education was my question and pardon for the lack of clarity. I currently work with SCE marketing on electric vehicle (EV) and energy efficiency (EE). Are there any initiatives on education your customers and internal employees about EV and EE. I have an augmented reality solution.	33	This is what will be bid on in the ESA Interactive Energy Education RFP.	RFP
34	For the electric vehicle (EV) initiatives, do you see any RFPs in the pipeline?	34	As these solicitations do not target electric vehicles (EVs) and are not directly associated with the ESA programs we could not provide a response to this question. You may want to review the Building Electrification (BE) solicitation.	RFP