



13 May 2022

Responses to Select Questions on the RFP

CPCNH intends to distribute responses to all questions received on the RFP by May 23, 2022.

Responses to the three questions below have been released ahead of schedule to clarify the process and requirements for entities interested in working together to develop and submit a joint proposal in response to the RFP.

Question 1: Based on the breadth of our services, we believe that we would be capable of acting in a variety of roles depending on the particular group of vendors in order to create a complete solution for CPCNH. Our intention was to participate in multiple proposals that might include different parties to create a full solution. We believe this approach will provide the best outcome for CPCNH by giving you multiple RFP responses that have full coverage of the requested scope and services. However, based on our review of the RFP, it appears that participating in more than one proposal might not be allowed. Please advise, which of the following three response options do you prefer. 1) CPCNH allows us to participate in multiple responses, 2) we submit a solo proposal detailing the various aspects of the project that we can cover on our own and let CPCNH potentially partner us with another winning bid if it does not have full scope/services coverage. 3) we could choose to only participate in a single response with a single group of partners.

CPCNH Response 1:

Under the terms of the Request for Proposals:

- 1.** A qualified entity may submit up to two proposals: a “solo” proposal, under which the entity (“Proposer”) would provide some or all of the requested services, and / or a joint proposal developed in collaboration with other entities to provide some or all of the requested services, under which one of the entities must be identified as the prime contractor (“Proposer”) authorized to: enter into an Agreement with CPCNH, serve as the primary contact and responsible party, and act on behalf of each entity.
- 2.** No entity may be party to or otherwise participate in the development of more than one joint proposal. No Proposer, and no person involved in the development of a proposal, may divulge, discuss, or compare the proposal with other Proposers and may not collude with any other Proposers whatsoever outside of the submission of a joint proposal to which Proposer is a party.
- 3.** CPCNH’s rights include but are not limited to (1) alternatively contracting independently with some or all of the entities on any proposal and (2) self-providing or contracting with one or more entities to supplement or alternatively provide some or all of the proposed services offered by one or more entities of any proposal.



Question 2: Are you willing or interested in allowing partnership RFP responses in which one of the partner companies to be proposed did not receive the CPCNH RFP directly?

CPCNH Response 2:

Yes. Entities that did not receive the CPCNH RFP directly are invited to submit proposals. Refer to CPCNH's solicitation web page: <https://www.cpcnh.org/solicitations>

Question 3: Could CPCNH please include our company in the list of entities interested in partnership opportunities for the purpose of participating in a joint proposal submitted in response to the RFP?

CPCNH Response 3:

Yes. CPCNH has updated the list of companies interested in partnership opportunities, which is separately posted on CPCNH's solicitation page, as shown below:

Entity	Point of Contact	Email Address
Agility CIS, Inc.	Ruediger Neubauer	RuedigerN@AgilityCIS.com
Ascend Analytics	Scott Wrigglesworth	swrigglesworth@ascendanalytics.com
Calpine Energy Solutions, LLC	Josh Brock	Josh.brock@calpinesolutions.com
Capco Consulting Services LLC	Jonathan Clites	jonathan.clites@capco.com
cQuant.io, Inc.	Sydney Lemieux	slemieux@cquant.io
Customized Energy Solutions	Craig Tropea	ctropea@ces-ltd.com
Direct Energy Services, LLC	Tom Prisk	tom.prisk@nrg.com
GDS Associates, Inc.	Matthew Siska	matt.siska@gdsassociates.com
GridX, Inc.	Scott Engstrom	scott@gridx.com
mPrest Inc	Rick Joyce	rickj@mprest.com
New Hampshire Electric Cooperative	Robert Howland	howlandr@nhec.com
NH Sustainable Energy Association d/b/a Clean Energy NH	Sam Evans-Brown	sam@cleanenergynh.com
Resilient Buildings Group	Chase Pennoyer	cpennoyer@resilientbuildingsgroup.com
River City Bank	Rosa Cucicea	rosa.cucicea@rivercitybank.com
Smart Energy Systems Inc. DBA Smart Energy Water	Bob Champagne	Bob.Champagne@SEW.ai
Synapse Energy Economics, Inc.	Jenny Marusiak	jmarusiak@synapse-energy.com
The Energy Authority, Inc.	Mark Anderson	manderson@teainc.org
Utilidex LTD	Mike McCloskey	mike.mccloskey@utilidex.com