



2019 Electric Vehicle Charging Technical Assistance Program

Request for Proposals Questions & Answers

Peninsula Clean Energy is San Mateo County's locally-controlled electricity provider. We are reducing greenhouse gas emissions and offering customer choice at competitive rates.

Offers due Wed., June 5, 2019 at 5:00 pm Pacific Time

#	Question	Answer
1	Where required, does PCE intend to interface with PG&E related to service and distribution infrastructure upgrades? Or will that be left to the site, supported by the selected technical assistance contractor?	PCE will provide strategic support to engage PG&E with regards to service and distribution system issues however level of support is likely to be dependent on project size. Site owners and their delegates will be responsible for applications processes and follow-ups. Where a technical assistance provider can identify collections of priority sites requiring special attention, PCE is more likely to be able to provide effective support in encouraging prompt response by PG&E. PG&E response timing though can be expected to be negatively impacted by PG&E's current challenges.
2	Has PCE communicated with the various building departments for EVSE permits?	PCE has not directly engaged with municipal building departments. However, PCE has direct relationships with council members for each jurisdiction and will engage those relationships when necessary. If a technical assistance provider can identify jurisdictions whose processes can be improved, PCE may be able to assist in encouraging process improvements and more timely responses.
3	Will the budget for "2.1 Other tasks which may be mutually determined" be independent from the technical assistance contract budget or included in that central budget?	Any other tasks that might be proposed by PCE outside of the SOW will be negotiated with the selected provider(s) within the available budget.
4	Is this project a public works project subject to prevailing wage? If so, what is the corresponding Department of Industrial Relations Project ID number and what are the prevailing wage rates?	Technical assistance is not a "public works project". However, the project must comply with the PCE Sustainable Workforce policy and must utilize local (San Mateo County and/or Bay Area) union labor. For prevailing wage rates, please consult the California Department of Industrial Relations resources.
5	Page 17 of the RFP states "Program term is 4 years and will include annual evaluations." Who will conduct annual evaluations – PCE or a third-party evaluator?	PCE will do the evaluations.
6	Page 17 of the RFP states "Either utilize PCE's soon to be identified CRM tool or the consultant's internal CRM to track sites..." Given an anticipated efficiency in using PCE's CRM, can you tell us how soon will it be available and could the	PCE has selected a vendor and is in contracting. The system is expected to be live in the June/July timeframe and utilizes Salesforce as the core CRM. Vendors may provide data integration requirements.

	consultant share requirements for data integration?	
7	If we submit a proposal for all market segments, is it possible we might be awarded a subset of the segments based on where PCE sees our strongest qualifications?	Yes. PCE may select multiple vendors based on effectiveness in reaching specific market segments. However, administrative efficiencies of having a single vendor will also be considered, especially when the difference between vendors is modest.
8	Could we have the 10 page allocation for the Approach section for each market segment we are proposing on?	The RFP has been updated to allow for an optional appendix with up to 2 pages for each market segment.
9	What is the expected timeline for PCE’s decision regarding final CRM selection?	See question 6
10	Is PCE using an interim CRM platform, and if so what platform?	See question 6
11	Is PCE planning to develop EV-friendly rate structures to support EV/EVSE programming goals?	It is anticipated that PCE will mirror PG&E’s proposed Commercial EV rate when it becomes effective and apply PCE’s 5% discount on the Generation portion of the bill.
12	Regarding Task 2.2.1, can you elaborate on the pre-identified lists that PCE may make available? 2.2.1. Determine and contact appropriate individuals (decision makers) from PCE pre-identified lists and other lists consultant can make available by market segment(s)...	PCE has secured contact information for major apartment owners. However, it is expected that effective consultants will be those with demonstrated relationships to successfully engage these and other property owners.
13	Regarding Tasks 2.2.2 and 2.3.1 can you elaborate on the forms that would be used for educational purposes or provide examples of the existing on-line onboarding forms? 2.2.2. Educate decision makers regarding program and onboard sites via PCE on-line forms and associated CRM 2.3.1. From existing PCE on-line onboarding forms educate self-identified potential sites regarding potential options	A small set of interested property owners have self-identified through this page. https://www.peninsulacleanenergy.com/ev-charging-incentives/ Other materials are expected to be developed by the Consultant in collaboration with PCE.

	within PCE's EVCI Incentive Program in preparation for site screening.	
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