

**WBES RFP Clarification Questions**

NOTE: The deadline for submission of this proposal is August 31, 2021 at 3PM EDT. Below are questions submitted by interested respondents by 8/6 and the answers from Con Edison.

Questions that were submitted that were not relevant to this RFP were not answered. If you submitted a question that you believe was not answered below, please contact [NPA@coned.com](mailto:NPA@coned.com).

**Section ID**

**A- Contract**

**B- Eligibility**

**C- Evaluation**

**D- Financial**

**E- Project ID**

**F- Program Agreement**

ID	Category	Question	Response
<b>A</b>			
A1	Contract	How many vendors and/or teams will be selected? Just one? Or could there be multiple?	We anticipate having one partner to be the primary Implementation Contractor for this program, while working with existing programs for projects where feasible. Con Ed encourages respondents to partner with others in order to present a more holistic program. In such a partnership, one vendor must be in the lead solution provider, while working in partnership with others. Con Ed may decide, if necessary, to select more than one vendor based on the diversity and content of the responses received.
A2	Contract	If a vendor does not achieve the gas reduction pledged in the RFP response, are there penalties?	The purpose of the RFP is to determine projects to electrify customers fully and eliminate gas usage. Projects that are selected will require the customers on a particular segment to convert fully from gas to consider the project a success. A portion of load relief would not satisfy the need to electrify customers fully. Con Edison expects to establish with the selected solution provider a timeline in which the customers on a segment would confirm the projects, including an agreed upon time to achieve the conversions. Con Edison will work with the selected solution provider to determine appropriate penalties, if deemed appropriate based on a review of the facts and circumstances.
A3	Contract	Does the property owner have to contract directly with one vendor for all the required services? Or could they contract separately with each member of a vendor team as long as all the required services are provided?	The respondent may propose any type of contract arrangement between its customers, subcontractors, and itself. The Awardee should be able to manage their subcontractors and be the primary point of contact with Con Edison for purposes of incentive tracking and distribution. Preference will be made towards proposals that provide a seamless customer experience. Solution providers should expect to provide the customers with program documentation that would be required to be submitted to Con Edison along with supporting information

			to ensure program requirements are met (e.g., program application).
A4	Contract	Are there any major structural changes between the 2018 and the 2021 version of this NPA RFP?	The purpose of the market solicitations released for Smart Solutions is different from the current RFP. The WBES RFP has a goal of establishing a program to fully electrify targeted properties on eligible leak prone pipe segments.
<b>B</b>			
B1	Eligibility	Do the vendors have to be able to serve all three segments i.e. commercial, multifamily and single family? Or can vendors elect to serve just one or two of those property types?	Since electrification of customers from all three customer segments will be required on certain segments of main, added consideration will be given to solution providers that are able to serve all three segments. Vendors with expertise or specialization in serving just one or two property types are encouraged to team or partner with others in order to provide an end-to-end solution. Respondents should note, however, that residential locations on targeted leak prone pipe segments will represent the bulk of the types of projects that will be identified.
B2	Eligibility	Is there any consideration being given to implement and ongoing monitoring based commissioning to depict current status and futures results both live and at various stages of the project completion or even beyond?	Con Edison plans to conduct pre- and post-installation inspections of the site to ensure operational availability and conduct performance testing. If it deems necessary, Con Edison may install data loggers and/or download building management system data for M&V purposes. Respondents will be responsible for providing sites specific access, data, supporting documentation and otherwise cooperate fully in support of this effort.
B3	Eligibility	Will strategies for significant plug-load energy efficiency gains be welcomed as a part of this initiative?	These measures can be proposed but will be considered complimentary to the primary objective of equipment and appliance electrification. These energy efficiency measures will be prioritized where they enable lower cost, higher value project characteristics from the primary goal of electrification, while beneficial to the customer. Note, the strategies and measure must enable full electrification of the customers on a segment.
B4	Eligibility	Do individual bidders need to be able to address all aspects of the electrification process? Or can we bid to contribute on scopes where we have specific expertise (lighting + controls, rooftop solar, on-site energy storage)?	Where vendors have specific expertise, Con Edison recommends they partner with other respondents capable of servicing customers with an end-to-end customer experience. There may also be opportunities to work with the selected Awardee after contracting is complete, as a subcontractor.
B5	Eligibility	Will partial solutions be considered? IE solutions that significantly minimize pipeline needs but do not completely eliminate.	These measures will be considered only when paired with measures that enable the full electrification of the target properties. Properties converted in this program will eventually have their gas service disconnected, so all gas connected appliances must be converted prior to their assigned target date.

B6	Eligibility	The Technical Resource Manual doesn't take into account the long life of geo-exchange loops for ground source heat pump installations. How would you suggest we account for loop life in our responses?	Respondents should note their proposed useful life for their measures and provide the associated assumptions, if different from or not present in the Technical Resource Manual (TRM). This is true for all metrics, when proposing custom measures not listed in the TRM. Respondents should clearly note reasons for differing from the TRM, if a standard methodology has been established. Note, Con Edison will take the alternative proposed into consideration, but will also consider the methodology currently established for measures that are being used, depending on the measure.
B7	Eligibility	Would Battery storage/management be an acceptable technology?	The primary goal is to eliminate gas usage and convert customers from gas to electric equipment and appliances. Additional proposed measures may be included for consideration, if they are necessary to achieve project goals and acquire targeted customers, while remaining cost-conscious.
B8	Eligibility	Are renewables such as solar thermal or microgrid-connected PV & wind with no grid connection eligible as solutions?	These types of measures may be proposed as long as the package of measures enables the full conversion of customer sites off of gas. The details and assumptions used for these can be coded into the Attachment A Questionnaire under the Optional Bonus Measures line item.
B9	Eligibility	Will uninterruptible gas accounts qualify?	All Con Edison gas customers are within scope, but only pre-identified customers associated with the targeted segments of leak-prone pipe will be eligible.
B10	Eligibility	Will National Grid customers in Brooklyn be eligible?	No, only Con Edison gas customers are eligible. Con Edison will identify specific customers associated with the targeted segments of leak prone pipe and share with the Awardee.
B11	Eligibility	Can a respondent's proposal offer measures that <i>partially</i> electrify the building(s) for a particular customer segment and/or Project, or must a respondent's proposal offer measures that <i>fully</i> electrify the building(s) for a particular customer segment and/or Project?	Respondent must propose a combination of measures that fully electrify all building types as specified in the NPA details tab of the Attachment A Questionnaire. Customer types identified on a particular main segment would be expected to electrify fully to be eligible for NPA funding.
B12	Eligibility	Are projects that have NYPA accounts for electricity (not paying System Benefit Charge) eligible to apply for NPA?	All Con Edison gas customers are within scope, but only pre-identified customers associated with the targeted segments of leak prone pipe will be eligible.
B13	Eligibility	Only Queens, Bronx, Westchester are included in MRP project summary, what about Manhattan?	Future projects may include Manhattan customers, pending Con Edison identification of suitable sites.
B14	Eligibility	Options A and B page instruction says "a majority of NPA Program projects will consist of single-family home	The majority of properties across all projects are single family homes. Multi-family properties may provide more

		customers.”. This contradicts to MRP project summary, which includes only 29 single family projects.	individual customer accounts, but the majority of projects will consist of single-family properties.
C			
C1	Evaluation	The RFP asks for a "general scope of work," will we be penalized if we propose a typical set of measures, and then have to change the scope if we get on site after the award and see the measure is not applicable?	No. The general scope of work asked for in the RFP is intended for the respondent to demonstrate that they are able to execute the typical set of measures and costs that will generally be taken in order to fully electrify customers. Con Edison expects to continuously work with the Awardee to identify and enable these projects. Changes in scope due to site conditions are discussions that are expected to be had.
C2	Evaluation	Can one respondent apply to all 21 identified projects? - If so, would ConEd evaluate the responder’s proposal as a whole - or could ConEd award only a few buildings to a responder choosing to bid on all 21 projects?	Proposals will be evaluated based on the Respondents demonstrated ability to fully electrify each customer segment (detailed in Attachment A).  Con Edison is not seeking for Respondents to propose a solution for each of the 21 projects, but rather demonstrate the strategy for electrifying each customer segment and gas usage type. The 21 projects were provided as examples of the types of projects that could be identified as part of the WBES program.
C3	Evaluation	How are we to use options A and B tab of attachment A?	Options A and B are to be used by the Respondent to demonstrate two scenarios for electrification of customer sites. Examples may include, but are not limited to, a lowest cost vs premium scenario or an air source vs ground source scenario. It is up to the respondent to design portfolios of projects that best represent their capabilities and their expectations of market demands that enable successful outcomes from the program. Respondent must complete at least one tab and is free to include additional tabs if they would like to propose additional alternative options.
C4	Evaluation	What is ConEd seeking, a proposal to address all 12 categories listed in options A and B or a case proposal for all 21 projects listed in MRP?	Respondent should address all customer types as shown in Detail page of the Attachment A Questionnaire. The 21 projects included show examples of types projects and customers that can be identified on a segment, but do not represent all project types.
C5	Evaluation	What is the minimum number of categories, projects, number of units, or radials that will meet ConEd’s requirement?	The requirements for responses are to demonstrate a process and methodology for each category of customer and to demonstrate the ability to service each customer. There is not a minimum number of categories, projects, number of units, or radials that must be converted.
D			

D1	Financial	Will the electrification projects require prevailing wage and/or union labor?	Con Edison is not requiring respondents to detail the type of labor that will be utilized to electrify customers fully; however, respondents are encouraged to review the vendor qualification and supplier diversity sections of the RFP. Also, it is the responsibility of respondents and the selected solution provider to ensure compliance with any applicable labor or wage requirements for labor required to electrify customers fully.
D2	Financial	Would a typical gas main replacement require prevailing wage and/or union labor?	The selected solution provider will not be required to perform any typical gas main replacement work; and Con Edison does not anticipate any changes to the labor being utilized for its traditional gas work.
D3	Financial	What, if any, incentives, will be available as part of this process? What role will Con Ed play in the sales process? Will contracts be with Con Ed or with underlying building owners?	The respondent should seek to combine their NPA funding request with existing incentives that are currently available through Con Edison and other programs (e.g., NYS Clean Heat). Respondents are encouraged to review incentives available that can support the project. The selected respondent will be expected to sign a contractual agreement with Con Edison that will detail rules and requirements for the term of the contract. Like existing programs, a program application will need to be executed with the customer and submitted along with other required documentation that will be established with the scope of work. A Respondent's sales and outreach plan is welcome to include the type of support they may request from Con Edison.
D4	Financial	As part of our proposal can we consider incentives above and beyond project costs, to drive adoption? For example, could we offer homeowners a cash incentive or a discount on an EV?	Respondents are allowed to include bonus measures and incentives in their Attachment A Questionnaire but must include justification and associated technical and financial assumptions in their proposal.
D5	Financial	Is Con Edison's electrical infrastructure capable of handling the anticipated additional load? If not, will Con Edison guarantee that sufficient power will be made available at each site?	Similar to existing projects in the service territory, Con Edison's energy services team will identify whether any electric upgrades will be needed for new equipment being installed and the amount that will be born by the customer. Electrical upgrade costs on the customer side of the meter traditionally have been born by customers, however, these costs are considered eligible and in scope for potential NPA incentives. Expected customer sided electric service upgrade costs should be included in the "Electric Service Make-Ready" measure line of the Attachment A Questionnaire. These customer projects will be expected to follow the standard procedures required for service upgrades.
D6	Financial	In what scenario will ConEd require financial assurances from the awardee?	Con Edison will engage with the Awardee to determine necessary financial assurances, if deemed appropriate based on a review of the facts and circumstances.

D7	Financial	Will ConEd require a minimum out-of-pocket contribution from building owners, or can vendor teams propose a compensation plan to provide services at no cost to the customer?	Con Edison is not requiring a minimum out-of-pocket contribution from the customers. Note, however that cost effectiveness and funding request are a key consideration when evaluating proposals. Respondents are encouraged to identify existing opportunities that could provide additional funding (e.g., existing programs) in order to minimize costs for the customer.
D8	Financial	Will ConEd allow project development costs, including marketing and auditing/site visit expenses to be included in the overhead?	Respondent should propose these project related costs in the "Implementation Fee from Con Edison NPA Program" column of the Attachment A Questionnaire.
D9	Financial	Can project development costs get reimbursed if a targeted customer receives an energy audit but declines a retrofit? Or can compensation only be paid out at completion of a successful retrofit?	NPA incentives and implementation fees covered by the WBES Program (beyond those offered by other existing programs) can only be paid out toward projects that successfully complete electrification of whole buildings, on the segment that needs to be retired. Respondents are encouraged to consider other programs and opportunities that can potentially be utilized to support energy audits (e.g., state audit programs).
D10	Financial	What is the average cost to upgrade leaking pipes on a typical segment?	Average costs for distribution main replacement vary depending on the location and scope of the work in Con Edison's service territory. More information on main replacement costs can be found on page 16 of the Company's Gas Capital Expenditures Report found here: <a href="https://documents.dps.ny.gov/public/Common/ViewDoc.aspx?DocRefId={3649593F-F597-453B-A78B-D8EE8D44F4B5}">https://documents.dps.ny.gov/public/Common/ViewDoc.aspx?DocRefId={3649593F-F597-453B-A78B-D8EE8D44F4B5}</a>
D11	Financial	Is there a budget for this RFP? Can it be shared?	Part of the evaluation of proposed solutions for consideration will include the NPA funding request, cost-effectiveness of the solutions provided, utilize the Benefit Cost Analysis, as well as comparison of costs to what Con Edison would have spent on the traditional project.
E			
E1	Project ID	The RFP says that Con Ed has identified 21 eligible main segments, how are we supposed to know what/where those are? Or are we limited to the properties listed in Appendix A? I'm trying to understand if we need to include all the potential properties we could serve in the RFP response, or if the RFP is instead asking for general measures for each property type (commercial vs multifamily etc.) and the exact buildings will be decided after the award is announced.	Vendors are not expected to know exactly what buildings are on the 21 eligible main segments. The exact buildings per each segment identified will be provided to the Awardee. The 21 eligible main segments serve as examples of the types of properties that the vendor should expect to encounter in order to prepare their response to illustrate how they would implement the measures necessary for full electrification of the properties. Con Edison is seeking proposed measures for each property type.
E2	Project ID	Are you looking for a particular size building, like over 25,000 square feet?	Each segment targeted will include one or multiple customer building types that will require full electrification.

			Assumptions are up to the vendor when proposing solutions for each building type, but all buildings are technically eligible.
E3	Project ID	We assisted a 10-unit coop to electrify its heating and cooling with ASHPs from oil/steam distribution. Is an RFP for 10,000 sf, five floor walk-up apartment buildings acceptable?	Con Edison is requesting a response specific to the needs of this RFP, which require the completion of the Attachment A Questionnaire. The respondent is welcome to provide their past electrification work experience as part of their proposal submission.
E4	Project ID	Does this apply for all Customers or only those that pay the systems benefit charge in their utility bill?	Only gas customers that will be identified on the targeted segments that we are seeking to eliminate will be eligible.
E5	Project ID	What are the targets in terms of building sector, types, sizes, or geographies?	All building types are eligible, as long as they have gas service located within Con Edison's gas service territory. First, segments of leak prone pipe are identified as suitable for elimination. Consideration is then given to the number and type of customers. Con Edison is prioritizing single family homes but is including multi-family and commercial properties, where applicable, in current and future project identification.
E6	Project ID	Is the scope of this RFP limited to the list of 20 customers included in the RFP document? Or is there an approximate amount of customers or gas infrastructure to be targeted in this RFP? More information on the desired scale of the project would be helpful.	The goal is for this to grow into a mainstream program if successful, so a vendor should include in their proposal their ability to scale with the program. Con Edison plans to continue identifying opportunities that may be suitable for leak prone pipe elimination.
E7	Project ID	I'd like to know more about how sites for NPSs are chosen; criteria, engagement process. etc.	For this specific first batch of projects, radial segments of gas mains were identified that have leak-prone pipe where replacement of the existing main could be avoided by completely electrifying all customers connected to the radial main segment. Note this RFP is for a specific type of NPA to be implemented. Please refer to the current proposed NPA framework filed for more information on how Con Edison anticipates identifying and evaluating suitable opportunities.
E8	Project ID	Since the RFP isn't targeting a specific service area and instead focusing on targeting specific customers, I was wondering if there is a minimum size requirement that would be accepted for a project? Whether that's in terms of miles of pipe it would replace or some other metric.	There is technically no minimum size requirement, but all projects must pass the Benefit Cost Analysis, so projects with larger segments of leak-prone pipe and fewer buildings that need to be electrified have a higher probability of suitability.
E9	Project ID	Are you able to provide the total number of gas main feet represented by the target segments?	Total length of gas main associated with the currently identified projects represent slightly over 4600 ft. Con Edison will share more project related details with the Awardee after contracting.

E10	Project ID	The outline of eligible customers seems to indicate that most of the eligible customers are single buildings or small complexes with only one or two accounts with Con Ed. Would we expect that customers will continue to be identified in this way and not in large tranches during the period of this program?	All building types are eligible, as long as they have gas service located within Con Edison's gas service territory. First, segments of leak prone pipe are identified as suitable for elimination. Consideration is then given to the number and segmentation of customers. Con Edison is currently prioritizing single family homes but is including multi-family and commercial properties, where applicable, in current and future project identification.
E11	Project ID	How does ConEdison intend to award the buildings that have not yet been identified?	Con Edison anticipates that the Awardee of this RFP will be provided newly identified projects from Con Edison on a recurring basis through the contract life.
E12	Project ID	How will ConEd decide to move forward with buildings brought forward by respondents? - Is there any project size or other limitation to buildings submitted for inclusion? - Is this program set up to support a portfolio of buildings that a respondent may bring (e.g. 100 buildings that are not on the 21 project list)?	This program is not designed for Respondents to provide their own projects. Con Edison will need to identify suitable leak prone pipes that could potentially be abandoned if customers on that particular segment fully electrifies. Future NPAs with Area Load Relief goals will be able to accommodate projects provided by respondents if said projects are within the targeted area identified and pass all other program specific eligibility requirements.
E13	Project ID	Will Con Edison identify which projects in Appendix A are LMI?	The Awardee of this RFP will be expected to verify, in coordination with Con Edison, the LMI status of targeted customers. Respondents should be prepared to take advantage of additional LMI incentives offered by existing programs to optimize WBES program project costs and customer impacts.
E14	Project ID	What percentage of the "1,800 miles of cast iron and unprotected steel" pipeline referenced on page 5 are potentially eligible for NPA solutions?	Con Edison's process for evaluating the eligibility of distribution gas mains for NPA solutions is iterative and ongoing. In order for mains to be eligible for NPA consideration, they must be able to be abandoned without negatively impacting gas system safety and reliability. While the exact amount of distribution pipeline that will eventually become eligible for an NPA solution is currently unknown, there is no current limit on the amount that can become eligible.
F			
F1	Program Agreement	How much flexibility will awardees have to change the proposed solution set if they get on site and realize a certain measure is not applicable?	The general scope of work asked for in the RFP is intended for the respondent to demonstrate that they are able to execute the typical set of measures and costs that will generally be taken in order to fully electrify customers. Con Edison expects to continuously work with the Awardee to identify and enable these projects with the appropriate measures. Changes in scope due to site conditions are discussions that are expected to be had.

F2	Program Agreement	<p>Per the RFP, "all awarded incentives will be subject to change based on the success of full building electrification at identified customer sites."</p> <p>a. Does this mean that the prime contractor forfeits payment if a building owner (or owners) opt not to electrify and thereby preclude decommissioning of the targeted gas infrastructure?</p> <p>b. Will Con Edison allow any adjustment of the project timeline to accommodate delays for which the RFP respondent is not responsible? (e.g., in the event that existing code violations must be resolved in order to file new work at the building or other delays in permitting the planned scope of work)</p>	<p>a. The awarded Implementation Contractor will not be eligible for NPA specific incentive payments on projects where each included property does not electrify fully and completes shut off and disconnection of their gas service. As part of contract scope requirements, checkpoints will be needed to first confirm that all customers on a segment will proceed with electrifying their property. Those projects may still be eligible for existing Con Edison program incentives, and Respondents should consider that in their proposal as well as in designing their contractual arrangements with the customer.</p> <p>b. Con Edison expects the Awardee to fully electrify each property prior to November 1st of their associated target year.</p>
F3	Program Agreement	<p>In cases where multiple vendors are forming a team, will ConEd be open to a structure where one vendor serves as the prime for a particular property segment (like commercial), and a different vendor on the team serves as the prime for single family? Or does the prime have to stay the same regardless of which type of customer you're serving?</p>	<p>Con Edison is seeking to contract with one solution provided to manage the sales, implementation, and completion of projects for all customer segments. How teams of vendors interact with and manage customer segments and individual customers is up to the Respondent(s).</p>
F4	Program Agreement	<p>The preliminary list of eligible clients is found on pages 25-28 of the RFP, and repeated in some of the supplementary documents. Most of these are single building customers, either single family homes, multi-family buildings, some religious institutions and a few other types. Does the respondent have to commit to succeeding with 100% of the identified eligible customers or does ConEd understand that some customers may still choose not to move forward despite the high levels of incentives?</p>	<p>The Respondent is not expected to successfully convert 100% of projects identified by Con Edison. Respondent is expected to demonstrate the capability of servicing each identified customer segment in the Attachment A Questionnaire and to be able to scale with this NPA program as more projects are identified. A key component of the Respondents proposal, however, should include the plan and strategy to engage customers to adopt full electrification.</p>
F5	Program Agreement	<p>We understand that all of the customers on a particular pipeline must be converted for that pipeline project to be successfully completed. Will the contract allow for</p>	<p>The Respondent is not expected to successfully convert 100% of projects identified by Con Edison. Respondent is expected to demonstrate the capability of servicing each identified customer segment in the Attachment A Questionnaire and to be able to scale with the NPA</p>

some pipelines to not be treated if the customers are unwilling, while others proceed successfully?

program as more projects are identified. A key component of the Respondents proposal, however, should include the plan and strategy to engage customers to adopt full electrification.