

# SDG&E 2016 Preferred Resources LCR RFO

Questions & Answers / FAQs

## Energy Efficiency Product Type Specific Questions

- 1. We make the world's most energy-efficient system for manufacturers. Generally our systems use about XX% less electricity than typical systems, reducing both load (kW) and overall electricity use (kWh). The industrial issue our system is designed to handle is typically one of the largest consumers of electricity in many industries; our installations have reduced the entire electricity bill for some of our clients by XX%. We have installations in the woodworking, printing, welding, aerospace & automotive, food processing, and other industries, including a number in Southern California. You can find some case studies as well as additional information on our website. Can you help me understand how our system qualifies for the RFO Energy Efficiency category? The system is tailored to each factory, and therefore costs, savings and other details are different for each site, which makes filling out some of the fields in section 4 of the application somewhat tricky.**

Assuming your system / program provides energy savings that are incremental to SDG&E's current EE program portfolios, and meets all of the other conformance requirements in the EE RFO document, this type of system could be a good candidate for an EE measure to be installed as part of an EE program. Please review the EE pro forma agreement to better understand the contractual terms & conditions as well as the EE product definition SDG&E expects to contract for as a result of this RFO.

- 2. Is SDG&E interested in energy use reduction programs for building owners?**

Yes, SDG&E is soliciting for Energy Efficiency programs; your program should be bid into the EE RFO.

- 3. Please give more details on "incremental"?**

See General FAQ #18

- 4. Page 24 of PDF listed this link, "sdge.com/save-money/upgrade-and-save" but it looks like it redirects to another page. Please provide an updated link if applicable to see SDG&E's existing EE programs?**

A good overview of SDG&E's existing EE programs can be found at: <http://eestats.cpuc.ca.gov/> Click on 'Regulatory', then 'Program Plans (PIPs)' Under 'Report Categories' at the left, select 'Program Plans (PIPs)', under 'Report Options' select 2013-15, 'Utility' select SDGE and 'PIP Types' select Clean. Then at the bottom, click 'Download Report'.

- 5. For EE contracts, how is energy savings expected to be calculated and/or measured?**

In calculating capacity and energy savings for the purposes of determining whether the contractual guarantees have been met, SDG&E expects to use traditional EE savings calculation methodologies; however, the bidder is free to propose a different EE savings calculation methodology, the validity of which will be considered in the evaluation of the EE program

- 6. For EE offers, can SDG&E provide an E3 model file for the program if a work paper does not exist?**

No, the E3 model file cannot be used in-lieu of providing a work paper. Work papers provide complete descriptions of the measures being proposed and the underlying assumptions and calculations behind these measures. The E3 model does not provide the same level of detail as work papers provide.

- 7. What if there isn't a work paper for the EE program solution? What should be provided?**  
Please see response to preceding question #6. Additional information on the work paper requirement can be found by looking under "Required Forms and Documents" section (item 6) of the following website <http://www.sdge.com/procurement/sdge-2016-preferred-resources-request-offers-seeking-energy-efficiency-ee-power-purchase-program>.
- 8. Is SDG&E looking at these EE measures to judge them for cost effectiveness similar to your current EE programs?**  
SDG&E will evaluate the EE measures / programs as outlined in the EE RFO, pages 18-21 (evaluation section).
- 9. Will traditional features of EE program evaluation like net to gross be applied to design?**  
SDG&E expects to use traditional EE savings calculation methodologies, including net to gross calculations. However, the bidder is free to propose a different EE savings calculation methodology, the validity of which will be considered in the evaluation of the EE program.
- 10. Would net-to-gross apply to the 80% performance standard included in the pro-forma EE Agreement?**  
SDG&E expects to use traditional EE savings calculation methodologies, including net to gross calculations, which will be applied to the 80% performance standard. However, the bidder is free to propose a different EE savings calculation methodology, the validity of which will be considered in the evaluation of the EE program.
- 11. How does the 140 MW procurement target come into play when evaluating EE offers against other resources? That is, will you pay more for EE than other resources?**  
SDG&E will evaluate EE offers as outlined in the EE RFO, pages 18-21 (evaluation section). If the most attractive offers are EE offers, they will be shortlisted, up to the procurement target.
- 12. Is there a set aside for EE?**  
Not specifically for EE. This RFO is targeting all preferred resources and energy storage in the San Diego local sub-area.
- 13. When will payments be made on projects?**  
Please see the payment provisions in the EE pro forma, Article 4, section 4.1, pages 24-25.
- 14. Can you please confirm that only the 7 documents stated in the RFO are required for an EE submission and that a Technical Volume and Cost Volume proposal in the traditional sense is not needed?**  
The 7 documents requested in the RFO are the only documents required to be submitted by respondents at the time of bid submission. Submittal of these documents will provide SDG&E with much of the information that would be provided in a Technical and Cost Volume response. Additional information or documentation following submission may be requested.
- 15. We have an offer that has elements of both EE and DR, how should that type of offer be submitted in response to the two distinct RFO's for EE/DR?**  
Please see general question #28.

**16. SDG&E has a number of energy efficiency programs already underway and will continue to introduce new ones over the next several years. Awardees of an energy efficiency through this goal will have binding commitments to deliver load reductions which may overlap with current or future energy efficiency goals elsewhere in SDG&E programs. How does SDG&E plan to coordinate these existing/planned programs with the awardees of energy efficiency capacity through this RFO to ensure efficiency and effectiveness of all programs when being marketed to the same large end user customers?**

It is always the goal of SDG&E to consider all existing and planned energy efficiency programs when evaluating those coming through a solicitation. In addition those programs or projects that are ultimately adopted through this solicitation may be integrated into our portfolio of programs; however, the proposals will be evaluated specifically for their energy efficiency savings and capacity reduction potential. And, a key consideration is to ensure that new programs established are not redundant or do not impede the progress of existing programs.

**17. Is the shortlist acceptance fee ever returned to a successful bidder? It seems to be a relatively high dollar amount for many EE programs and could therefore eliminate those program designs. Please provide the reasoning behind this fee.**

See general Question #33.