

Summary of Changes to Business Energy Pilot RFP

10/31/2019 Summary of Business Energy Pro RFP Changes

Note: Revisions to Frequently Asked Questions document are in line with the revisions listed below.

| Section | Page | Description of Change |
|--|------|--|
| Introduction | 4 | Reduced natural gas reduction target from 34,000 to 24,000 MMBtus |
| Solicitation Schedule | 5 | Updated schedule to revise the proposal deadline and anticipated contract execution |
| Implementation & Performance Period | 6 | Graphic updated to reflect new pilot timeline |
| Eligible Customers | 6-7 | <p>Customer eligibility updates that reduced the total estimated number from 60,000 to 40,000:</p> <ul style="list-style-type: none"> • Clarification provided regarding the number of eligible gas customers in Westchester • Eligible customer population of all segments decreased (estimated counts can be derived from the BEP Customer Segments Composition chart on page 7) • Large Multi-Family common space segment removed • Religious institution segment (PSC electric service class 1) added • Clarification added that customers must pay into the Systems Benefit Charge fund to be eligible • Other minor clarifications regarding the creation of the eligible customer list provided <p>Requirement included for Portfolio Managers to contact Con Edison if non-eligible customers are found to be included on the eligible customer list</p> |
| Eligible Customers | 7-8 | <p>Updated the following charts to reflect revised eligible customer information:</p> <ul style="list-style-type: none"> • BEP Customer Segments Composition • Average Annual Electric Consumption in respective Customer Segments (kWh) <p>Average Annual Gas Consumption in respective Customer Segments (therms)</p> |
| Eligible Customers | 9 | <p>Updated the following details regarding the eligible customer list:</p> <ul style="list-style-type: none"> • Revised to state that Con Edison will provide eligible customer list on a monthly basis • Revised to state that P4P eligible customers will not be targeted for Con Edison's Commercial Direct Install program <p>Deleted Average peak demand (kW) as a data field to be provided in the eligible customer list</p> |
| Payment Processes | 11 | Example Payment Schedule revised to reflect new pilot timeline |
| Awareness Campaign & Marketing | 13 | Timing of the first email communication to customers from Con Edison switched from prior to Portfolio Manager selection to prior to pilot launch |

| Section | Page | Description of Change |
|-----------------------------|-------------|--|
| Proposal Package | 21 | Added table providing Fractional Savings Uncertainty guidance regarding minimum number projects to include in a proposed portfolio based on the anticipated depth of savings |
| RFP Scoring Criteria | 22 | Revised FSU scoring criteria to reference a table on page 21 of the RFP instead of the Bid Package Workbook |
| Proposal Submission | 25 | Revised proposal due date |
| Attachments | 26 | Proposers should no longer reference Attachment E |

Summary of BEP Bid Workbook Changes

| Worksheet | Description of Change |
|--|---|
| Instructions | Removed paragraph on FSU requirements under Bid Results section |
| Portfolio Composition | Removed Large Multi-Family – Common Area from list of selectable Building End Uses |
| Portfolio Composition | Number of Projects, a required input from bidders in row 7 of the Portfolio Composition tab, no longer restricts the number of projects that can be proposed to rounded numbers. |
| Bid Results, Sub-Portfolio Summary, Portfolio Summary | Electric Fractional Savings Uncertainty (FSU) and Natural Gas FSU are no longer calculated and reported on the portfolio or sub-portfolio level on the Bid Results, Sub-Portfolio Summary, or Portfolio Summary tabs. |
| Sub-Portfolio Summary | Electric Savings and Natural Gas Savings are no longer reported as rounded values in rows 5 and 6 of the Sub-Portfolio Summary tab. |
| Additional Information | Removed Worksheet |
| N/A | Average annual baseline consumption in kWh and therms, by borough and customer segment for the revised eligibility list has been added to the workbook for calculating an estimated depth of savings value. |