RFI RESPONSE TEMPLATE

Energy Solutions for Low- and Moderate-Income Customers

[Insert Name of Project or Proposal]

SUBMISSION DATE:

CONTACT DETAILS:
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About This Template

Con Edison is providing this template to facilitate the production of responses to the RFI for the upcoming demonstration project, *Energy Solutions for Low- and Moderate-Income Customers*. The template mirrors the structure of Section 3 of the RFI, with relevant instructions included in italics. Use of this template is not required. Respondents are allowed to submit their proposals in any format, provided that the proposals are prepared in accordance with Section 3 of the RFI.

Response Checklist

Respondents should be sure to include each of the components outlined below.

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1. **Cover Letter**

   The cover letter shall include the following:
   - The legal name and address of respondent
   - The name, title and telephone number of the individual authorized to submit information
   - A statement that the respondent has read, understands, and agrees to all provisions of the RFI

2. **Table of Contents**

   Include a clear identification of the response by section and by page number as identified above.

3. **Demonstration Proposal**

   This section should include the items outlined in Sections 3.1 to 3.8.
4. **Team Description**

This is a response to section 3.7. As a separate PDF attachment, respondents should include CVs for all key team members, including project partners. Respondents should also describe each listed team members’ role on the proposed project.

5. **Supplemental Information**

Respondents should include any supplemental or supporting attachments, as separate documents, in this section. These could include, but are not limited to, detailed information regarding the unique aspects of the demonstration being proposed, background on the organization and/or target communities, budget and financials, evidence to support key assumptions, letters of support, etc. As described in Section 3.7, respondents should also include CVs for all key team members, including project partners. Submissions can be provided in either Excel or PDF format, depending on the nature of the attachment. Respondents should not include attachments in any other format. If respondents submit more than one attachment, please clearly label and number each attachment.

**Submittal Instructions**

Responses will be submitted by email to: REVDemos@coned.com. Please format the email subject line as follows: “Company Name-LMI Demonstration Proposal” (E.g. Subject: “ABC Company-LMI Demonstration Proposal.”)

Responses delivered by hand or fax, regular mail, or any other method will not be accepted. The Company will not be responsible for late, lost, illegible or misdirected submissions.

The Company may, at its option, contact respondents with additional questions or information requests. If the company is interested in a respondent’s solution, the Company will contact the respondent and provide additional details regarding the process subsequent to this submission that will ultimately lead to a demonstration project.

Any questions or clarifications concerning this RFI should be directed to the Company at REVDemos@coned.com. The deadline to submit questions via email is 5:00 PM EDT on Friday, December 9, 2016. Emailed questions received after this date will not receive a response. The Company will not respond to any questions received in-person, by mail, by fax, or by phone. A summary of all questions submitted and the corresponding answers will be posted online at www.coned.com/energyfuture/lmi.asp on Friday, January 13, 2017.
Demonstration Proposal Template

As described above, this template mirrors the structure of Section 3 of the RFI, with relevant instructions included in italics. The instructions can be removed simply by clicking on the instructions and hitting the DELETE button. Respondents can then type their responses in the space following the instructions.

Executive Summary

Respondents should provide a brief summary of their proposal for a demonstration project focused on low- and moderate-income customers. This summary should include a brief description of the organizations proposing, any identified or participating customers and partners, a clear and concise explanation of the product/service to be demonstrated, a basic overview of how value will be distributed between key constituents, a description of how success or failure will be measured at the end of the demonstration project, and address any other topics necessary for a basic understanding of the proposal. Please note that Con Edison asks for these items in greater detail later in this RFI (section 3.6.1), so respondents should focus on providing a concise high-level summary here.

Cost

Con Edison is very interested in the cost effectiveness of this demonstration project. Therefore, respondents should provide an estimated budget for the proposed demonstration. This budget should include key cost categories, incurred by quarter, and should clearly identify any underlying assumptions. Con Edison encourages respondents to provide as much detail as possible to enable the Company to make a judgment on the cost effectiveness of the demonstration proposed. Note that Con Edison encourages – but does not require – respondents to submit much of the detailed information in this section as an Excel file, included as an appendix to the response. That Excel file can be in a format of the respondents’ choosing.

Sources of Funding

Please clearly identify the sources of funding for the proposed demonstration. Note that Con Edison is interested in utilizing other funding streams (i.e., City, State, Federal) to mitigate the overall demonstration cost. Please also note that third-party capital contribution is a principle of REV demonstration projects. Respondents are welcome to include this information as part of the spreadsheet that we encourage (but do not mandate) respondents to submit as part of this response.
Proposed Energy Solutions

The range of potential products and services that enable the objectives set forth in this solicitation is broad and multifaceted. For that reason, Con Edison has divided the following section into five categories of solutions:

- Energy efficiency
- Distributed energy resources (or DER)
- Financial and billing innovations
- Energy-related education and outreach
- Other (a catch all category)

Respondents should answer only the sections that relate to the solutions they are proposing. Further instructions can be found in section 4. Respondents are encouraged to include data that supports assertions about the efficacy of the solution proposed as an attachment. If including such data, please explain its relevance.

Energy Efficiency

Con Edison has been at the forefront of offering energy efficiency and demand management programs for its customers. Energy efficiency provides a pathway for low- and moderate-income customers to reduce energy costs and lower their carbon footprint through retrofits, equipment upgrades and behavioral changes. Con Edison also seeks to use energy efficiency as a means to give customers more control and stability over their energy bills. Con Edison looks forward to solutions that serve our LMI customers, while also helping the company and its partners meet aggressive energy efficiency goals.

Problem to be solved

Please describe exactly what LMI-oriented problem or challenge the solution in question is designed to solve. Respondents should explain why the chosen solution is best suited to address this particular challenge, and how it relates to the hypothesis and objectives of the proposed demonstration. Please also list what general assumptions your solution is dependent upon, such as the existing conditions of the facility.

Product or service characteristics

Please describe the performance characteristics of the product or technology or service proposed. Respondents are welcome to include supporting performance data or characteristics as a separate attachment. For each measure subcategory please provide a short description about the product or
service, whether it is widely available commercially, its lifespan, maintenance needs and schedule, and costs. Please also describe the process by which each measure would get delivered to the customer (e.g., contractor model) including the cost responsibility. Lastly, please explain how the energy savings/performance would be calculated.

- MEASURE TBD: Short product description, commercial availability, lifespan, maintenance need and schedule, costs, describe delivery to customer including cost responsibility, describe how energy savings/performance calculated

Customer benefits

When describing customer benefits, please relate them to the problem to be solved. Please also reference which of Con Edison’s evaluation metrics, listed in sections 2.6 and 5.4, will be addressed by the energy solution in question.

Utility benefits

When describing utility benefits, please relate them to the problem to be solved. Please reference which of Con Edison’s evaluation metrics, listed in sections 2.6 and 5.4, will be addressed by the proposed energy solution.

Post Demonstration Benefits

Respondents should provide a summary of the direct and residual benefits expected to accrue to all relevant parties (e.g., Con Edison, Con Edison’s customers, vendors/3rd parties, etc.) that last beyond the term of the demonstration. Please clearly identify the assumptions necessary to result in the expected benefits and include the estimated lifetime of such benefits. As an example, discuss behavioral impacts, depreciation of the technology/product, operation & maintenance (O&M), and recommissioning costs.

Scalability

Respondents should explain why the products/services in question are scalable to a larger set of Con Edison’s customers, and/or at more points in Con Edison’s system, assuming a successful demonstration. Please identify the key parts of the demonstration that would be scalable as-is, and others that would need to change for different customers and/or locations. Respondents should be clear to explain if and how the financial structure proposed under this demonstration is scalable to scenarios where no subsidy in the form of demonstration project funding is available. You may also describe what obstacles need to be surmounted to achieve scalability such as the rollout of a parallel technology or government policy/legislative issues surrounding the low- and moderate-income customer marketplace.
**Safety/Permitting**

Respondents should address whether their proposed energy efficiency technology or product solution requires special environmental, health and safety procedures and any technical permitting approvals.

**Measurement & Verification to date**

Please provide measurement and verification information to support the claims made in the section above. Any methodologies or data parameters may be used by Con Edison or a third-party vendor in the performance of M&V. Please indicate whether this information is being provided directly by you or by a third party.
Distributed Energy Resources

Adopters of distributed energy resources (DER) – small-scale solar, combined heat and power, energy storage, small-scale wind, etc. – have benefited in many ways from these resources. Benefits include the financial advantages of bill reduction or bill volatility reduction, direct and indirect subsidies from local, state and federal programs, and reduced emissions.

However, the benefits of DER adoption have accrued disproportionately to customers with higher levels of wealth and income. Low- and moderate-income customers have struggled to access this market and its associated benefits due to a lack of access to capital, insufficient credit, and affordability barriers. Therefore, Con Edison is interested in proposals that lower barriers to serve these customers with DER technologies.

In line with the RFI’s mission and the spirit of REV, responses should adhere to the following guidelines:

- Responses should demonstrate net positive local environmental benefits to the low- and moderate-income communities that they serve.
- Responses can propose a variety of ownership and financing models with a view towards delivering maximum benefits to LMI customers by optimizing overall project economics. However, Con Edison will not select responses that involve contracts akin to Power Purchase Agreements (PPAs) because the company believes such a construct does not maximize benefits to the customer. Please see section 5.3.6 for further details about Con Edison’s position against long term PPAs.
- Responses should propose development on property that Con Edison does not own. Note that the company is soliciting for solutions on Con Edison property in a separate solicitation, which can be found here: http://www.coned.com/newsroom/pdf/Con%20Edison%20Petition%20for%20Shared%20Solar%20for%20Low%20Income%20Customers.pdf
- To allow for a broad array of selected responses, community net metered projects should be no more than 2MW in nameplate capacity.

Problem to be solved

Depending on the type of technology, size of deployment, targeted customer segment, and financial and ownership model, various DER solutions can be very different in the customer and utility benefits they yield. With that context, please describe exactly what LMI-oriented problem or challenge the technology in question is designed to solve. Respondents should explain why the chosen technology solution is best suited to address this particular challenge, and how it relates to the objectives of the proposed demonstration.
**Technology or product characteristics**

*Please describe the performance characteristics of the product or technology or service proposed. Respondents are welcome to include supporting performance data as an attachment.*

**Nameplate capacity**

*Please describe the power capacity of the proposed DER solution as specified by manufacturer, as well as the maximum instantaneous output under realistic operating conditions.*

**Load shape**

*Please describe the expected variation in output of the proposed DER solution by time of day or other variable. Please provide supporting data if available.*

**Inverter specifications**

*Please describe the technical performance criteria of inverters that will be incorporated into your DER solution, including inverter size, safety data, interconnection capabilities, and other relevant criteria.*

**Emissions profile**

*Please describe the air emissions profile of your DER solution, including greenhouse gas emissions, criteria pollutants and other sources of emissions. Provide comparisons to existing technology if your solution will involve a replacement or upgrade.*

**Seasonality**

*Please describe any variability in capacity or generation potential for your DER solution across seasons or weather conditions.*

**Customer benefits**

*Please describe customer benefits and relate them to the problem to be solved. Please also reference which of Con Edison's evaluation metrics, listed in sections 2.6 and 5.4, will be addressed by the proposed energy solution.*
Utility benefits

When describing utility benefits, please relate them to the problem to be solved. Please also reference which of Con Edison’s evaluation metrics, listed in sections 2.6 and 5.4, will be addressed by the energy solution in question. Please note that DER proposals should be structured to be advantageous for all involved, with all parties having a vested interest in the project’s success. Please also note that Con Edison has Earnings Adjustment Mechanisms (EAMs) around DER adoption, listed in section 2.7, which would be impacted by the deployment of more DERs in our service territory.

Post Demonstration Benefits

Respondents should provide a summary of the direct and residual benefits expected to accrue to all relevant parties (e.g., Con Edison, Con Edison’s customers, vendors/3rd parties, etc.) that last beyond the term of the demonstration. Please clearly identify the assumptions necessary to result in the expected benefits and include the estimated lifetime of such benefits. As an example, discuss behavioral impacts, depreciation of the technology/product, operation & maintenance (O&M), and recommissioning costs.

Scalability

Respondents should explain why the products/services in question are scalable to a larger set of Con Edison’s customers, and/or at more points in Con Edison’s system, assuming a successful demonstration. Please identify the key parts of the demonstration that would be scalable as-is, and others that would need to change for different customers and/or locations. Respondents should be clear to explain if and how the financial structure proposed under this demonstration is scalable to scenarios where no subsidy in the form of demonstration project funding is available. You may also describe what obstacles need to be surmounted to achieve scalability such as the rollout of a parallel technology or government policy/legislative issues surrounding the low- and moderate-income customer marketplace.

Safety/Permitting

Respondents should address whether their proposed solution requires special environmental, health and safety procedures and any technical permitting approvals.

Measurement & Verification to date

Please provide measurement and verification information to support the claims made in the section above. Any methodologies or data parameters may be used by Con Edison or a third-party vendor in the performance of M&V. Please indicate whether this information is provided directly by you or a 3rd party.
Financing and Billing Innovations

LMI customers struggle with affordability challenges that can result in account arrears or even shut offs of electricity. Innovative financing approaches such as on-bill finance or repayment, pre-payment, and a variety of measures to reduce bill volatility, can be important tools to help LMI customers avoid falling behind in account payments. Con Edison understands that LMI customers often face the difficult choice of staying current on utility bills or buying necessities like groceries or prescription medicine. To that end, the company is interested in both monetary and non-monetary incentives that would reduce the need for such choices.

Problem to be solved

Please describe exactly what LMI-oriented problem or challenge the financial approach in question is designed to solve. Respondents should explain why the chosen solution is best suited to address this particular challenge, and how it relates to the hypothesis and objectives of the proposed demonstration. Please also list what general assumptions your solution is dependent upon. Respondents are encouraged, but not required, to submit Excel models or other data that clarifies key assumptions.

Product characteristics

Please describe the characteristics of the solution proposed. Respondents are welcome to include supporting performance/outcome data or characteristics as a separate attachment. Please also describe the process by which this product/service would be delivered to the customer (e.g., contractor model) including the cost responsibility.

MEASURE 1 (TBD): Describe measure

Customer benefits

When describing customer benefits, please relate them to the problem to be solved. Please also reference which of Con Edison’s evaluation metrics, listed in sections 2.6 and 5.4, will be addressed by the energy solution in question.

Utility benefits

When describing utility benefits, please relate them to the problem to be solved. Please also reference which of Con Edison’s evaluation metrics, listed in sections 2.6 and 5.4, will be addressed by the energy solution in question.
**Post Demonstration Benefits**

Respondents should provide a summary of the direct and residual benefits expected to accrue to all relevant parties (e.g., Con Edison, Con Edison’s customers, vendors/3rd parties, etc.) that last beyond the term of the demonstration. Please clearly identify the assumptions necessary to result in the expected benefits and include the estimated lifetime of such benefits.

**Scalability**

Respondents should explain why the products/services in question are scalable to a larger set of Con Edison’s customers, and/or at more points in Con Edison’s system, assuming a successful demonstration. Please identify the key parts of the demonstration that would be scalable as-is, and others that would need to change for different customers and/or locations. Respondents should be clear to explain if and how the financial structure proposed under this demonstration is scalable to scenarios where no subsidy in the form of demonstration project funding is available. You may also describe what obstacles need to be surmounted to achieve scalability such as the rollout of a parallel technology or government policy/legislative issues surrounding the low- and moderate-income customer marketplace.

**Measurement & Verification to date**

Please provide measurement and verification information to support the claims made in the section above. Please indicate whether this information was provided by a third party.
Education & Outreach

For a variety of reasons, including language barriers, lack of internet access, and constraints on time, awareness of energy-related issues is typically lower among LMI customers compared to other segments. However, evidence suggests that LMI customers are eager to participate in exercising greater control of their energy usage, or in participating in existing energy efficiency programs when they are made aware of the programs’ availability. Because of this, education and outreach is an important component of this RFI.

Problem to be solved

Please describe exactly what LMI-oriented problem or challenge the solution in question is designed to solve. Respondents should explain why the chosen outreach and education approach is best suited to address this particular challenge, and how it relates to the hypothesis and objectives of the proposed demonstration. Please also list what general assumptions your solution is dependent on, such as a neighborhood, language capability, or demographic characteristics.

Education or outreach characteristics

Please describe the characteristics of the education/outreach service proposed. Respondents are welcome to include supporting performance data or examples as a separate attachment. Please also describe the process by which education/outreach would be delivered to the customer (e.g., through contractors, Con Ed mailings, social media, etc.) including the cost responsibility. Lastly, please explain how energy or customer-related benefits would be calculated.

Customer benefits

When describing customer benefits, please relate them to the problem to be solved. Please also reference which of Con Edison’s evaluation metrics, listed in sections 2.6 and 5.4, will be addressed by the energy solution in question.

Utility benefits

When describing utility benefits, please relate them to the problem to be solved. Please also reference which of Con Edison’s evaluation metrics, listed in sections 2.6 and 5.4, will be addressed by the energy solution in question.
Post Demonstration Benefits

Respondents should provide a summary of the direct and residual benefits expected to accrue to all relevant parties (e.g., Con Edison, Con Edison’s customers, vendors/3rd parties, etc.) that last beyond the term of the demonstration. Please clearly identify the assumptions necessary to result in the expected benefits and include the estimated length of such benefits.

Scalability

Respondents should explain why the education/outreach in question is scalable to a larger set of Con Edison’s customers, and/or at more points in Con Edison’s system, assuming a successful demonstration. Please identify the key parts of the demonstration that would be scalable as-is, and others that would need to change for different customers and/or locations. Respondents should be clear to explain if and how the financial structure proposed under this demonstration is scalable to scenarios where no subsidy in the form of demonstration project funding is available. Please clearly identify characteristics about this outreach you believe to be culturally or regionally-specific, language-specific, and those characteristics you believe to be universal. You may also describe what obstacles need to be surmounted to achieve scalability such as the rollout of a parallel technology or government policy/legislative issues surrounding the low- and moderate-income customer marketplace.

Measurement & Verification to date

Please provide measurement and verification information to support the claims made in the section above. Respondents can also use “case studies” or examples of their approach in practice. Please explain how you will comply with any applicable laws or regulations as part of this project, particularly compliance with the Telephone Consumer Protection Act (TCPA). Please indicate whether this information is being provided directly by you or by a third party.
Other

Con Edison realizes that the categories of energy efficiency, distributed energy resources (DER), financing and billing innovations, and education/outreach do not necessarily capture every good idea that could serve our LMI customers. Respondents whose ideas do not fit neatly into any of the categories above may use this section to describe their solution.

Problem to be solved

Please describe exactly what LMI-oriented problem or challenge the technology or solution in question is designed to solve. Respondents should explain why the chosen technology solution is best suited to address this particular challenge, and how it relates to the hypothesis and objectives of the proposed demonstration. Please also list what general assumptions your solution is dependent on such as the existing conditions of the facility.

Product or service characteristics

Please describe the performance characteristics of the product or technology or service proposed. Respondents are welcome to include supporting performance data or characteristics as a separate attachment. For each measure subcategory please provide a short description about the product, whether the technology is widely available commercially, its lifespan, maintenance needs and schedule, and costs. Please also describe the process on how each measure would get delivered to the customer (e.g., contractor model) including the cost responsibility. Lastly, please explain how the energy savings/performance would be calculated.

Customer benefits

When describing customer benefits, please relate them to the problem to be solved. Please also reference which of Con Edison’s evaluation metrics, listed in sections 2.6 and 5.4, will be addressed by the energy solution in question.

Utility benefits

When describing utility benefits, please relate them to the problem to be solved. Please also reference which of Con Edison’s evaluation metrics, listed in sections 2.6 and 5.4, will be addressed by the energy solution in question.
Post Demonstration Benefits

Respondents should provide a summary of the direct and residual benefits expected to accrue to all relevant parties (e.g., Con Edison, Con Edison’s customers, vendors/3rd parties, etc.) that last beyond the term of the demonstration. Please clearly identify the assumptions necessary to result in the expected benefits and include the estimated lifetime of such benefits. As an example, discuss behavioral impacts, depreciation of the technology/product, Operation and Maintenance (O&M) costs, and recommissioning costs.

Scalability

Respondents should explain why the products/services in question are scalable to a larger set of Con Edison’s customers, and/or at more points in Con Edison’s system, assuming a successful demonstration. Please identify the key parts of the demonstration that would be scalable as-is, and others that would need to change for different customers and/or locations. Respondents should be clear to explain if and how the financial structure proposed under this demonstration is scalable to scenarios where no subsidy in the form of demonstration project funding is available. You may also describe what obstacles need to be surmounted to achieve scalability such as the rollout of a parallel technology or government policy/legislative issues surrounding the low- and moderate-income customer marketplace.

Safety/Permitting

Respondents should address whether their proposed energy efficiency technology or product solution requires special environmental, health and safety procedures and any technical permitting approvals.

Measurement & Verification to date

Please provide measurement and verification information to support the claims made in the section above. Any methodologies or data parameters may be used by Con Edison or a third-party vendor in the performance of M&V. Please indicate whether this information is being provided directly by you or by a third party.
Customer Experience

In addition to the many economic challenges encountered by LMI customers – such as insufficient access to capital, affordability and bill predictability challenges – the current energy solutions marketplace also provides LMI customers a sub-optimal experience. For instance, some LMI customers have been the victim of unethical behavior by Energy Services Companies (or ESCOs), and many of the new tools and technologies available to improve the customer experience have been inaccessible. In this section, respondents should describe how customers will experience their product or service, from start to finish. Con Edison seeks partners who will exhibit the qualities of empathy, credibility, responsiveness, accountability, and commitment in dealing with customers. To that end, respondents should use this section to give examples of demonstrating those qualities. Respondents are encouraged, but not required, to submit attachments in any form of media that provide evidence of demonstrating these qualities in customer experience.

Customer Definition

Respondents should describe the LMI customers it intends to reach in this demonstration. Specifically, respondents should approximate the number and location of LMI customers reached. Further, respondents should specify how it will determine whether customers are LMI, and what will be the mix of low- and/or moderate-income customers. Please reference section 2.3 (LMI definition and eligibility criteria) for what qualifies as an LMI customer and means of determining eligibility.

Communications & Outreach Strategy

Respondents should describe how they plan to market their products and services, and communicate, to LMI customers. Please describe the media (e.g., mailers, online, phone, text message, etc.) by which you plan to communicate. Finally, respondents should demonstrate that they can craft culturally relevant and accessible written and verbal messaging for customer engagement. To that end, respondents are encouraged – but not required – to submit samples of their outreach approach as a separate attachment (all forms of media are welcome). Please note that all marketing materials are subject to review and approval by Con Edison.

Ongoing Customer Service Strategy

Respondents should describe who will be responsible for serving the customer during the course of this demonstration project. Please also describe why the entity in question is well suited to serve the customer, and provide supporting evidence that this entity will exhibit the qualities of empathy, credibility, responsiveness, accountability, and commitment in dealing with customers.
Demonstration Plan

Respondents should address, in greater detail than the executive summary, exactly what they plan to demonstrate over the course of the project. Please note that demonstration projects last no longer than 3 years.

Evaluation metrics

Please identify key metrics that will be used to determine if the demonstration is successful, and explain the rationale for selecting these metrics. Respondents should select amongst the metrics Con Edison has defined in sections 2.6 and 5.4 but are welcome to suggest others as well.

Data collection

The data collected over the course of this demonstration project will be key to proving whether the approach undertaken is a successful one. For this reason, respondents should consider carefully which sources of data are necessary, how it will collect this data, and what Con Edison’s role (if any) will be in collecting and/or sharing data.

In this section, please describe the key pieces of data to be collected in this demonstration, why this data is important/necessary for proving [or disproving] success, how it will be captured, and who owns the information. Please note that Con Edison does not have interest in obtaining customer’s income data for this demonstration project or for any future initiatives.

Timelines, Milestones

Assume the project proposed is presented to and approved by the NYSPSC, and work on this project begins exactly 6 months from the response date. Based on those assumptions, please provide high level milestones and timelines for the project. Please reference, in the appendix, Con Edison’s demonstration project outlines and implementation plans for examples of appropriate timelines and milestone. Respondents are encouraged, but not required, to submit a basic, high-level project plan as an attachment that describes activities and responsibilities over the course of the demonstration project. Demonstrations should last no more than three years.
Key risks

Respondents should complete this section as open, honestly, and comprehensively as possible. Con Edison is well aware there are risks associated with undertaking innovative and novel projects. Therefore, Con Edison expects respondents to identify all meaningful risks, explain why these have been identified, describe the likelihood and severity of risks, and provide a brief explanation for how each risk could be mitigated or avoided. Con Edison is also interested in how the specific design of the proposed demonstration has been selected to mitigate or avoid risk.

Utility Resources and Capabilities

To the extent this topic has not already been addressed, respondents should identify assumptions regarding the resources and capabilities it expects the utility to provide to this demonstration project.

Demonstration Site

Con Edison has not and will not pre-select a demonstration site(s). However, Con Edison fully appreciates that siting and permitting a demonstration could be a major timing and deployment risk to this effort. Therefore, this RFI seeks responses that either have particular sites identified or – at a minimum – have clear siting requirements that can result in the Company and the applicant quickly identifying sites together.

With that context, respondents should address whether the respondent has identified a site for the proposed demonstration. If the respondent has not identified sites, please describe in detail the desired or required criteria for a demonstration location. Please also describe, briefly, any relevant previous siting or permitting experiences.

Finally, some responses may not require demonstration sites and, if so, respondents should state this clearly.

Privacy & Cybersecurity

Respondents should describe their strategy for ensuring Con Edison and Con Edison’s customers’ privacy and protection of personally identifiable information (PII). In addition, please address the strategy for ensuring the privacy and protection of all other demonstration partners and participants. Finally, respondents should address whether the solution proposed impacts cybersecurity, and what measures it will take to ensure cyber protections.
Team

Selecting high-quality project teams and partners is of the utmost importance to Con Edison. To that end, in a separate attachment, respondents should include CVs for all key team members, including organizations with which the respondent is partnered (“project partners”). Respondents should also describe each listed team members’ role on the proposed project.

In this section, respondents should summarize the following:

• **Track record**: Please describe the project team’s experience in delivering positive outcomes in LMI households and communities

• **Community**: Con Edison is interested in teams who reflect the communities they serve, in both ownership and employee composition. Respondents should describe how their team and/or partners reflect the communities they intend to serve.

• **Delivery capabilities**: A successful LMI demonstration project necessitates a project team with proven skills and experience to deliver what it is proposing in this solicitation. Therefore, respondents should describe and provide evidence of their capabilities to implement the proposed project, including technical, sales, communication, and management capabilities.

LMI Experience

Knowledge, experience and relationships with low- and moderate-income customers and stakeholders are helpful to delivering positive outcomes for the demonstration project and LMI customers. Please describe the project team’s experience in delivering positive outcomes for LMI customers. Respondents are encouraged, but not required, to submit supporting attachments that provide evidence of the positive outcomes referenced. Respondents should note that experience with LMI customers is strongly preferred but not required.

Diversity

Con Edison is committed to engaging with respondents that are reflective of our diverse customer base. Con Edison relies on the contributions of businesses that are owned by individuals of diverse backgrounds in order to deliver the best products and services, with the greatest value, to an increasingly diverse marketplace. Partnering with diverse suppliers and vendors also helps Con Edison invest in the social, cultural and economic vitality of the communities Con Edison serves. Accordingly, Con Edison would welcome, and is encouraging, proposals from respondents that reflect the diversity of the LMI customers that Con Edison is seeking to address through this RFI. Please indicate whether your organization is currently certified as a Minority and Women-owned Business Enterprise (“M/WBEs”).
A M/WBE is a U.S.-based business that is certified by a third party as 51% independently owned and operated by a minority or a woman. For a publicly owned business, at least 51% of that business’ stock must be owned by one or more women or minorities, and the business must be managed and operated by the one or more of the people who own it. Minorities include people of African, Hispanic/Latino, Asian-Pacific, Asian-Indian, and Native American heritage. For M/WBEs, Con Edison prefers certifications from the following organizations: (a) women-owned businesses certified by an affiliate of the Women’s Business Enterprise National Council such as the Women Presidents’ Educational Organization or (b) minority-owned businesses certified by an affiliate of the National Minority Supplier Development Council such as the New York New Jersey Minority Supplier Development Council. Respondents can find further information at https://apps.coned.com/supplychain/diversity/faq.aspx

**History of Partnerships**

Any successful LMI demonstration project will involve a variety of partnerships. These will include relationships between various entities within a demonstration project team, relationships with LMI customers, Con Edison, and potentially with public and/or non-profit organizations as well. To this end, respondents should describe their experience and history with partnerships. Respondents are encouraged to submit supporting attachments that provide evidence of effective partnering.

**Ethics & Compliance**

It is of paramount importance to Con Edison that any respondent selected to implement a demonstration has a proven commitment to operating its business in compliance with all applicable laws, rules and regulations and in accordance with high ethical standards, including the Con Edison Vendor Code of Conduct, which respondents can view here: https://apps.coned.com/supplychain/supplierpolicies/VENDOR_CODE_OF_CONDUCT.pdf.

In this section, respondents should call attention to evidence of ethical business behavior, and should proactively identify and address any relevant outstanding or past legal or ethical issues.

**Commitment to New York**

In the State of New York’s Public Service Commission (NYPSC) Memorandum and Resolution on Demonstration Projects, issued on December 12, 2014, NYPSC calls for demonstration project partners to demonstrate “willingness to invest in the New York market.” With that context, respondents should address whether their company and key project partners are based, or have offices in, New York City or elsewhere in New York State. If the respondent is neither based nor has offices in New York City, or elsewhere in New York State, please provide evidence of commitment to enter or invest in the New York market.
References

Con Edison will only select respondents after speaking to multiple references. Such reference-checking is a very important input to our selection process, and to verifying the integrity and performance of project teams. For that reason, respondents should NOT respond to this section with, “references available upon request.” Instead, respondents should include references, and basic contact information such as email addresses and phone numbers, so that Con Edison can learn more about the team’s prior work. The best references will be those who were involved in similar efforts to the demonstration being proposed here.