

## **Responses to Electrification of Heating Demonstration Project RFI Questions**

**August 24, 2020**

**Can you please clarify what you are looking for regarding rates? Are you looking for the respondent to include rate design services, evaluation of rate design on customer behavior, or both**

The Company is not looking for rate design services, it is anticipated that the awarded vendor would support working with the Company's internal rate design team in the evaluation of rate design on customer behavior. But due to the nature of the Request for Information, if a respondent, has any recommendations for rate design for their proposed project, it would be welcome.

**Are you planning to make one award or multiple awards?**

The Company has not pre-determined the number of awards that will be made.

**Regarding a GSHP deployment at a new construction project: is this essential to a proposal or could the selected proposal be focused on existing buildings?**

It is not required that a proposed be focused on new construction, although the Company prefers the new construction option in an effort to limit potential cost and/or implementation issues.

**Are you looking for customer sites to be pre-identified in the proposal or just see a methodology for how customer sites will be identified? Can you please what is meant by the requirement on Page 11 (2.4.2): "..seeks responses that either have a particular site identified or – at a minimum – have clear siting requirements..."**

The Company is open to either pre-identified sites or methodologies to identifying customers. For proposals that do not have a customer site identified, the respondent should describe the characteristics and/or type of customer site that would most positively support the implementation of their proposal.

**How many customer sites do you envision working with during the Pilot?**

The Company is envisioning working with at least one customer site during the demonstration, but does not have a cap.

**Is there a desire for system monitoring to be available to customers only, utility only, or both?**

At a minimum system monitoring should be available for the utility. But system monitoring for both utility and customer would be preferred.

**Please provide clarification regarding this statement on Page 5: "Under this structure, the Respondent and/or their partners will design and install the system(s). Respondents should identify preferred plans for operation, system monitoring, and maintenance."**

The Company prefers turnkey design, installation, and operation services. Respondents should describe any partnerships they may need in order to provide those services.

**Does O&R have any connection with a pipeline of LMI new construction projects that are in initial development or early design?**

During contract negotiations, it is envisioned that O&R and the applicant can collaborate to identify sites together if the respondent has not identified one. As stated above, for proposals that do not have a customer site identified, the respondent should describe in detail the characteristics and/or type of customer site that would most positively support the implementation of their proposal.

**Does O&R have a maximum budget for their support of this pilot?**

O&R will not be sharing the budget for this project. It should be noted that respondents are encouraged to note any options for scalability (increases and/or decreases) within their proposal.

**Is O&R looking to determine the impact of ASHP and GSHP on distribution system upgrades?**

No, the Company is not looking to determine the impact on distribution system upgrades in this demonstration project, rather the Company is looking to explore the overall benefits and challenges of incorporating ASHP and GSHP on the distribution system