

# Standard Offering EESP RFQ Informational Webinar

November 30, 2021

# Webinar Notes

- ✓ Questions will be answered at the end of the presentation
- ✓ When typing a question, please send to “everyone”
  - If a message is sent to “Host” or a specific person, the question will likely not be answered
- ✓ The webinar is being recorded and the link to the recording will be emailed to all attendees

# Introductions

- ✓ Nick Pappalardo
  - Senior Program Manager, Resource Innovations
- ✓ Ashley Harrington
  - Manager, Energy Efficiency Programs, ComEd
- ✓ K.C. Doyle
  - Senior Program Manager, Service Provider Network, ComEd
- ✓ Jenny Orwick
  - Senior Marketing Specialist, ComEd

# Agenda

- ✓ Safety Message
- ✓ 2022 New Standard Offering Changes
- ✓ Closing out 2021
- ✓ Closed Network RFQ
- ✓ Release of 2022 Incentives
- ✓ Questions



# Safety Message

# Safety Message

- ✓ Check all holiday light cords to make sure they aren't frayed or broken. Don't string more than three strands of lights together per cord.
  - *From The American Red Cross*



# 2022 Standard Offering Changes

# Changes to the Standard Offering

- ✓ Resource Innovations is the Standard offering's new implementation contractor (2022-2025)
  - Taking over managing the offering from ICF/DNV starting January 1, 2022
- ✓ The offering will be launching a two-tiered Energy Efficiency Service Provider (EESP) network
  - EESPs will be able to apply to be part of a **closed network**
  - There will still be an **open network** available for EESPs



# Closing Out 2021

## 2021 Communications

- ✓ EESPs will continue to work with ICF/DNV until the end of the year
- ✓ Please direct any questions to your current assigned ICF/DNV Outreach Professional until the end of the year
  - Please contact the call center if you're not sure/need to confirm who is your assigned ICF/DNV Outreach Professional.
- ✓ In the coming weeks, current EESPs will be notified of new outreach contacts for 2022

# Changes to the Standard Offering

- ✓ All EESPs will still be able to participate in the offering
  - Existing EESPs will automatically become part of the **open network**
  - EESPs must meet Participation Agreement requirements
    - Agreement to be released in January 2022
    - Grace period for existing EESPs
  
- ✓ EESPs that want increased engagement may apply for the **closed network**
  - The RFQ will be shared via email this Friday, December 3, 2021
  - All webinar attendees and existing EESPs will be emailed

# Closed Network RFQ

# Benefits for Closed Network Only

- ✓ Access to Marketing Materials Toolkit
  - Opportunity to co-brand marketing materials (e.g., case studies, fact sheets, etc.)
- ✓ Project coordinator support
- ✓ Project referrals with customer approval
- ✓ Technical trainings
- ✓ Invites to roundtable meetings
- ✓ Automated clearing house (direct deposit) EESP Incentive Payments (with customer authorization)

# Closed v. Open Network

	Closed Network	Open Network
Size	Limited: ~75 Max	Unlimited
Application	RFQ requires qualifications, references, documentation (e.g., safety manual)	Current EESPs auto-enrolled; application for new EESPs
Application Available	12/3/21-12/20/21	Ongoing
Application Deadline	December 20, 2021	None; Open enrollment
Requirements	EESP Participation Agreement; ongoing program participation (e.g., projects, training), quarterly performance evaluation	EESP Participation Agreement with basic terms and conditions met
Benefits	Everything from open network, plus benefits listed earlier	Newsletters, invites to training and engagement events, listed on ComEd website

# Who Is a Good Fit for the Closed Network?

- ✓ Expecting a lot of projects and participation in the Standard offering
- ✓ Interested in growing business based on Standard offering
- ✓ Willing to engage regularly in events and new offering services, in exchange for being given first access to new tools and training
- ✓ Willing to support diversity (e.g., DEI ownership and employees, working in underserved areas, serving a wide array of customers and project types)
- ✓ Interest in providing feedback and input into measure design and program features
- ✓ Able to perform a comprehensive energy assessment
- ✓ Willing to provide regular project/forecast updates

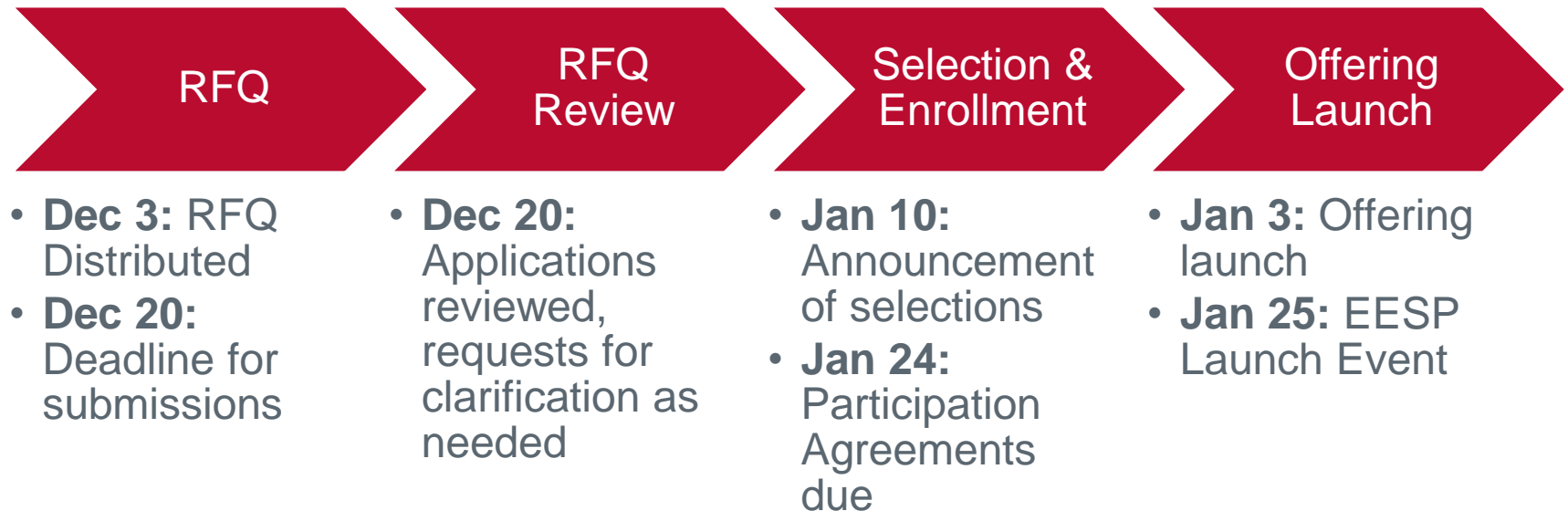
# How Applicants Will Be Evaluated

## ✓ Criteria will include:

- Proven ability to deliver significant energy savings
- Ability to support ComEd's diversity goals
- Variety of measures and customers
- Customer satisfaction
- Safety track record
- Submission of all required paperwork



# Enrollment Timeline for Closed Network RFQ



# Next Steps to Apply for Closed Network

- ✓ After release: Start filling out application
  - Be prepared to upload a few documents (e.g., safety manual)
  - Complete application by December 20, 2021
- ✓ Starting December 20, 2021
  - Be prepared to receive requests for clarification or additional documents (e.g., proof of insurance)
- ✓ By January 10, 2022
  - Selected EESPs will be sent an EESP Participation Agreement to review and sign

# Relevant Documents for Closed Network Participation

- ✓ Documents to be submitted:
  - Certificate of Insurance
  - Certificate of Good Standing
  - Electrical License
  - Safety Manual
  - Illinois Commerce Commission Installer Certification
  - W-9 Form

## 2022 Incentives

- ✓ 2022 Standard incentives will be announced in the December issue of The Wire
  - Currently scheduled to deploy December 16, 2021
- ✓ 2022 project application forms, incentive worksheets and the updated standardized online application will be available on the ComEd website starting January 3, 2022

Questions?