

## **ComEd Announces Request for Proposal (RFP) for Energy Efficiency**

March 10, 2021

### **Introduction:**

Commonwealth Edison Company (“ComEd”) will be issuing a Request for Proposal (“RFP”) to select Implementation Contractors to manage multiple energy efficiency programs for its next four-year portfolio plan (“Plan 6”) covering the period of January 1, 2022 through December 31, 2025. Due to the breadth and scope of these Program Groups, as summarized below, ComEd strongly encourages bidders to consider teaming with other organizations, including those with diverse and complementary capabilities that have experience and expertise within the desired Program Group.

Since 2008, ComEd has offered a growing portfolio of energy efficiency programs and services, and these efforts have allowed our customers to save over \$5.2 billion on their electric bills to date. The ComEd Energy Efficiency Program has become one of the largest, most cost-effective, and well-respected portfolios in the country. Plan 6 builds on our previous efforts and successes by continuing successful offerings, adding new elements, developing outreach efforts that further target various customer segments, adding new technologies to the portfolio, and achieving all of the statutory requirements set forth in Section 8-103B of the Public Utilities Act as part of what is commonly known as the Future Energy Jobs Act (“FEJA”).

### **Registration Information:**

If you are interested in participating in this RFP, please visit the below link to register and forward an email to Marvelene Jones ([Marvelene.Jones@exeloncorp.com](mailto:Marvelene.Jones@exeloncorp.com)) once you have registered so that you can be added to the bidders list. If you are already registered on this site, **DO NOT RE-REGISTER**, just forward an email advising that you are interested in being added to the bidders list along with the name of the company under which you are registered. Note that to receive this RFP, your company’s status must be APPROVED in the Smart GEP system. If your company’s status is reflected as Registered, you must complete all required questionnaires to progress to the APPROVED status.

[SMART GEP Registration Link](#)

### **Program Groups for Upcoming RFP:**

#### **Program Group 1: Home Upgrades**

The Home Upgrades program will provide comprehensive delivery of energy efficiency upgrades and retrofit services to single family residential customers throughout ComEd's service territory, including assessments, home upgrades/direct installation, consumer education, and in some instances weatherization, capital and prescriptive upgrades (HVAC/mechanical), health and safety upgrades and more. This program will provide a comprehensive approach to address all single family housing types including, but not limited to, single family detached, vintage homes, manufactured homes, condominium units, co-ops, townhomes, two-flats, duplexes, and all-electric homes. This program will also coordinate with Community Action Agencies (“CAA”) and the

Illinois Department of Commerce and Economic Opportunity (“DCEO”) for the purpose of co-funding projects with the Illinois Home Weatherization Assistance (“IHWAP”) program. The selected Implementation Contractor may be a private for-profit entity, a not-for profit, a community-based organization, a CAA, or other type of business with demonstrated expertise in successfully implementing program(s) of similar scope and scale. Much of this offering and respective budget will be dedicated to serving income qualified customers (80% AMI or below) and the bidders should have expertise in working with this customer segment.

### **Program Group 2: Multi-Family Upgrades**

The Multi-Family Upgrades program will provide comprehensive delivery of energy efficiency upgrades, retrofit services, and consumer education to multi-family property owners, managers, and tenants throughout ComEd’s service territory including assessments, in-unit and common area upgrades/direct installation and in some instances appliance replacement, weatherization, boiler tune-ups, capital and prescriptive upgrades (HVAC/mechanical), health and safety upgrades and more. This program will serve all multi-family building types, including market rate, income eligible (80% AMI and below) and public housing authority properties. This program will also coordinate with Community Action Agencies (“CAA”) and the Illinois Department of Commerce and Economic Opportunity (“DCEO”) for the purpose of co-funding projects with the Illinois Home Weatherization Assistance (“IHWAP”) program. The selected Implementation Contractor may be a private for-profit entity, a not-for profit, a CAA, or other type of business with demonstrated expertise in successfully implementing program(s) of similar scope and scale including the demonstrated capability to simplify the experience for property owners, managers, tenants, contractors and partner organizations from outreach to intake to implementation. Much of this offering and respective budget will be dedicated to serving income qualified customers (80% AMI or below) and the bidders should have expertise in working with this customer segment, particularly within the multi-family channel.

### **Program Group 3: Retail**

The Retail program is designed to increase the market share of ENERGY STAR® certified lighting, appliances and other energy efficient residential products sold through retail sales channels by providing instant discounts and rebates to decrease customer cost. The selected Implementation Contractor is expected to work with a wide range of retailers throughout the ComEd service territory, partner with manufacturers of energy-efficient products, determine the product mix and incentive amounts while maintaining cost-effective program delivery, and ensure incentivized products are available and accessible to both market-rate and income-eligible customers. The selected Implementation Contractor will also identify new and emerging cost-effective energy efficient products and technologies to incorporate into the program over time. Organizations with expertise performing similar work that have established partnerships with national to small and local retailers and product manufacturers to successfully implement a retail discounts program are encouraged to respond.

### **Program Group 4: Product Distribution**

The Product Distribution program includes kit and product fulfillment offerings, with the goal of reducing energy consumption, educating our customers including school aged children and their parents about energy efficiency, and providing consumer education information. This program will bring together and expand upon what are currently three separately delivered offerings: elementary education kit program, income eligible kits distributed through local community action agencies, and energy efficiency products distributed through Feeding America food banks and local food pantries. ComEd is seeking an Implementation Contractor with a demonstrated understanding of and experience serving income eligible customers as well as the ability to develop or have existing relationships with Community Action Agencies (“CAA”), Community Based Organizations (“CBO”), public and private schools, and food banks and pantries across ComEd’s service territory. Further,

potential partnerships with local, trusted agencies and/or community-based organizations for customer support in enrollment, ordering and/or product distribution are encouraged. Much of this program and the associated budget will be focused on product distribution to income qualified customers (80% AMI and below) and the bidders should have expertise in working with this customer segment.

### **Program Group 5: New Construction (for Residential)**

The New Construction program provides technical assistance and incentives for residential new construction and major renovation projects that meet and exceed energy efficiency standards. The ComEd Energy Efficiency Program currently has two related offerings in the residential sector: (1) Affordable Housing New Construction (“AHNC”) for new construction and major renovation of affordable housing targeted to income eligible residents and (2) Electric Homes New Construction (“EHNC”) for single family homes (including townhomes and 2-4 flats). Given the similarity of these two offerings, and to streamline program delivery, ComEd is seeking an Implementation Contractor with demonstrated experience working with builders and developers, expertise in residential new construction energy efficient building methods and technologies, and a strong understanding of the Illinois Energy Conservation Code (“IECC”).

### **Program Group 6: Standard**

The Standard program provides incentives to customers on a fixed or “per unit” basis for common energy efficiency improvements including lighting (interior/exterior and streetlights), HVAC, refrigeration, and compressed air. This program is designed to provide incentives to mid to large size commercial and industrial customers, although all customers between 0 < and 10 MW are eligible to participate. ComEd is seeking an Implementation Contractor with demonstrated experience in managing projects across this spectrum. The selected Implementation Contractor will be responsible for program delivery including design, implementation, and management. Key responsibilities include, but are not limited to: achieving annual savings goals within an approved budget, reviewing/approving incentive applications, providing incentive payments, recruiting and managing its network of Energy Efficiency Service Providers (“EESP”), conducting targeted and strategic customer outreach, providing call center referral support, developing new measures, mitigating risk through quality assurance and quality control, and driving continuous improvements and innovation.

### **Program Group 7: Small Business**

The Small Business program will synergize three current offerings that share overlapping customers segments and processes into a more cohesive and efficient program. This program allows for latitude as bidders are expected to choose which aspects from the following offerings to keep or not in their cost-effective submittals:

- Small Business Offering - a service provider-driven offering that provides concierge type service ranging from free comprehensive assessments to project completion for 0-200 kW private and 0-400 kW public customers.
- Small Business Kits - a calling campaign for Small Business-eligible customers that have not yet participated, offering them free DIY energy efficiency kits and assessments.
- Public Buildings in Distressed Communities – an offering for qualified public sector customers that provides assessments and lighting kits to meet the customers’ needs at no charge and works with service providers on implementation of HVAC improvements where incentives can cover up to 100% of the project costs.

Bidders are highly encouraged to consider this a blank canvas to create and submit responses with dynamic designs as to how they will innovatively administer the Small Business program.

### **Program Group 8: Midstream**

The Midstream program combines two offerings: Residential HVAC and Commercial Instant Discounts. The residential heating and cooling offering provides discounts for qualifying central air conditioners and heat pumps through distributors, and direct to customer rebates through ComEd Energy Efficiency Service Providers for additional HVAC equipment and services. The commercial offering provides commercial, industrial, and public sector customers point-of-sale discounts on qualified lighting, HVAC, and battery charger products sold through participating distributors. Commercial and residential end users can purchase energy efficient products at a lower price making energy efficient upgrades more affordable. The Implementation Contractor will be selected based on their demonstrated experience with midstream, distributor, and contractor channels.

### **Program Group 9: Strategic Energy Management and Engineering Services**

This program combines two offerings: Strategic Energy Management (“SEM”) and Engineering Services. ComEd is seeking an organization to provide best-in-class services for this work. The prime contractor will deliver both offerings to eliminate duplication of efforts and services to provide exceptional customer service for program participants. ComEd is open to program design and delivery ideas to provide a premier customer experience. The selected Implementation Contractor must be prepared and flexible to meet the program design and delivery chosen by ComEd. Bidders are highly encouraged to submit dynamic responses as to how they will innovatively administer and scale this program and drive increasing customer participation.

### **Program Group 10: Custom and Commercial & Industrial New Construction**

This program includes two offerings, Custom and Commercial & Industrial New Construction (“CINC”), that are available to both public and private ComEd customers. Within the CINC element, major renovations are eligible if they include significant beyond-code upgrades to at least two major building systems (envelope, HVAC equipment, lighting, commercial refrigeration). Within the Custom element, projects include those that are generally not covered under prescriptive programs and are generally specialized to the customer. Each offering has its own annual budget and savings goals categorized into private and public sectors. Bidders are encouraged to innovate on program design and delivery to drive program efficiencies, improve market engagement and drive participation over the next four years.