

Request for Proposals for Pilot Programs to Support  
Beneficial Electrification of the Transportation Sector

(2019 Release)

***Issued by the Maine Public Utilities Commission***

***August 28, 2019***

## 1. Background

During its First Regular Session, the 129th Maine Legislature enacted An Act to Support Electrification of Certain Technologies for the Benefit of Maine Consumers and Utility Systems and the Environment, P.L. 2019, ch. 365, § 5 (the Act). The Act, a copy of which is attached to this RFP, directs the Maine Public Utilities Commission (Commission) to seek proposals for pilot programs to support the beneficial electrification of Maine's transportation sector. This request for proposals (RFP) seeks proposals as specified in the Act.<sup>1</sup>

As defined by the Act, and for the purpose of this RFP, "beneficial electrification" means electrification of a technology that reduces the use of a fossil fuel, including electrification of a technology that would otherwise require energy from a fossil fuel, and that provides a benefit to a utility, a ratepayer, or the environment (without causing harm to them) by improving the efficiency of the electricity grid or reducing consumer costs or emissions, including carbon emissions.

The Commission seeks proposals from utilities, non-utility entities, and the Efficiency Maine Trust.

***Proposals must be submitted no later than Wednesday, November 20, 2019.***

***Proposal selection will occur on or before March 1, 2020.***

## 2. Purpose and Evaluation Standards

The purpose of this RFP is to solicit proposals for pilot programs and projects that are limited in duration and scope to support beneficial electrification of the transportation sector. A proposal may address:

- A. Electric vehicle chargers that make use of load management. For purposes of this paragraph, "load management" means the process of balancing the supply of electricity on a network with the electrical load by adjusting the load rather than the power station output;

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<sup>1</sup> The Act provides for a 2019 RFP release and a 2021 RFP release. This RFP pertains to the 2019 release only.

- B. Utility investment in electricity delivery infrastructure for direct-current electric vehicle fast-charging technology, including polyphase electric service;
- C. Fees for the delivery of electricity for direct-current electric vehicle fast-charging technology, including the use of financial incentives or short-term waivers of the fees; or
- D. Customer engagement and awareness programs that include the participation of the Efficiency Maine Trust as a neutral third party to provide input into the development and content of information submitted under this paragraph.

In its review of proposals, the Commission will consider whether and to what extent a proposal may duplicate related efforts currently being undertaken by the Efficiency Maine Trust.

The Commission will evaluate proposals based on:

- (1) the extent to which they are likely to result in information and data that will inform future efforts for beneficial electrification of the transportation sector;
- (2) the relevant experience of the bidder and other entities with whom a bidder proposes to partner or contract or are otherwise involved in the project or program;
- (3) the cost and funding source of the project or program; and
- (4) the schedule and duration of the program or project, including the bidder's ability to report on the results of the pilot sufficiently in advance of December 1, 2022.

The Commission will provide for public review and comment a synopsis of each proposal submitted in response to this RFP.

Before any proposals are selected, the Commission or its Staff may consult with one or more bidders to discuss modifications to the pilot as proposed and may allow such bidders to provide revisions or supplements to proposals.

Proposals will be evaluated based upon the requirements and objectives stated within this RFP. Acceptance of any proposal will be determined by the Commission in its sole discretion based upon the terms of the Act, this RFP, and the Commission's statutory public interest obligations.

The Commission may accept or reject any proposal, or it may reject all proposals, based on its assessment of whether a proposal meets the requirements of this RFP, satisfies applicable policies and objectives of the Act at a reasonable cost, and conforms with generally accepted business practices.

### **3. Proposal Requirements**

To be considered for selection by the Commission, proposals must include the following information, either in the initial proposal or after supplemental information is provided in response to a request from the Commission Staff.

#### **3.1 Description of the Project**

Proposals must include a clear and detailed description of the proposed project or program. The description must include (but is not limited to) the scope, schedule, cost, funding source(s), and the information and data the pilot is designed to provide. Proposals must also:

- (a) describe how the pilot will demonstrate the goals of beneficial electrification as described above;
- (b) specify the issues that are intended to be studied, how data will be collected, and how the results will be used to determine the pilot project's effectiveness;
- (c) (if applicable) describe the technology and expected performance of the technology;
- (d) include methodologies to test the cost-effectiveness of the pilot project;
- (e) include an evaluation, measurement, and verification plan.

#### **3.2 Public Synopsis**

Proposals must include a public synopsis of the pilot, which must include, at a minimum: (1) a general description of the project; (2) the bidder's relevant experience; and (3) the goal(s) of the pilot project and the information expected to be gleaned from the project. The public synopsis should not include the bidder's identity. The synopsis will be made available for public review and comment.

### **3.3 Bidder Qualifications**

Proposals must identify each person or entity to be involved in the program or project, and provide a description of the qualification and experience of each person or entity with comparable programs or projects.

Proposals must also document the technical and financial capability of each person or entity to implement the proposed program or project.

### **3.4 Financial and Technical Capability**

Information and supporting documents that demonstrate the financial and technical capability of the pilot and the pilot project team must be provided, including audited financial statements of the team companies (if applicable), their most current credit agency rating reports (if applicable) and other documentation demonstrating financial and technical capability.

### **3.5 Budget; Pricing; Source of Funding**

A comprehensive budget and pricing for pilot projects must be clearly identified. The Act does not provide a source of funding for this pilot. Priority will be given to pilots that do not impose additional costs on ratepayers. If the pilot is not self-funding, then the proponent should specify how the pilot will be funded. All contingencies associated with a proposal or pricing must be clearly indicated.

### **3.6 Term; Milestones; Deliverables**

The Commission must complete its review of all implemented pilot programs by December 1, 2022. Thus, proposals must be designed such that the final deliverable of the pilot will be provided sufficiently in advance of that date. Proposals must include a timeline of milestones for the pilot and must describe the form, content, and timing of all deliverables to be provided.

### **3.7 Confidentiality**

A bidder may designate information included in its proposal as proprietary or confidential information. The Commission will take every reasonable step, consistent with law, to protect information that is clearly identified as proprietary or confidential on the page on which it appears. However, nonproprietary information about the bidders and proposals that are selected will become public at the time of the Commission's decision.

### **3.8 Affidavit**

Proposals must include an affidavit warranting the completeness and accuracy of the material provided.

## **4. RFP Process and Schedule**

Initial Proposals must be submitted no later than **Wednesday, November 20, 2019**.

Instructions for submitting proposals will be posted to the RFP website at:  
<https://www.maine.gov/mpuc/electricity/rfps/electrification-pilot/>.

The Commission will provide for public review and comment a synopsis of each proposal submitted in response to this RFP.

The Commission Staff will review all proposals and may ask for supplemental and/or clarifying information from one or more bidders. In addition, as noted in Section 2 above, the Commission or its Staff may consult with one or more bidders to discuss modifications to the pilot as proposed and allow such bidders to provide revised or supplemented proposals. As noted in Section 7.1 below, a bidder may amend or withdraw its proposal, or any portion of its proposal, or may withdraw entirely from the RFP, at any time prior to the submission of a Final Proposal. Final Proposals are binding.

When these processes and discussions are complete, resulting in Final Proposals, the Commission will formally deliberate and render a decision on whether to authorize one or more of the proposed pilot projects.

If it finds that none of the Final Proposals meet the requirements of this RFP and the Act, the Commission reserves the right to revise, suspend, or terminate the RFP at its sole discretion. If that occurs, the Commission will inform all bidders as soon as reasonably possible.

## **5. RFP Documents and Information; Contact Persons**

The RFP and all related documents and information are available on the RFP Website at: <https://www.maine.gov/mpuc/electricity/rfps/electrification-pilot/>.

All changes and supplements to the RFP and related materials will be posted to the RFP Website. Bidders are responsible for reviewing the RFP Website to obtain these updates and additions.

The RFP Contact Person is:

Faith Huntington  
Director of Electricity and Gas Utility Industries  
Maine Public Utilities Commission  
[Faith.Huntington@maine.gov](mailto:Faith.Huntington@maine.gov)  
207-287-1373

Bidders may submit questions or request additional information by contacting the RFP Contact Person. If bidder inquiries elicit responses from the Commission that are generally applicable or corrections/clarifications to existing information, the Commission's responses may be posted to the RFP Website. Bidder questions and the Commission's responses will not otherwise be made generally available.

The Commission will endeavor to respond to all questions and information requests, but it is under no obligation to do so.

## **6. Contract**

A contract will be negotiated with any bidder(s) whose project(s) is (are) selected. As part of the contract's terms and conditions, the Commission may (among other things) request that a selected bidder provide performance assurance.

## **7. General**

### **7.1 Proposals**

Proposals must be submitted in accordance with this RFP or as otherwise specified by the Commission. The Commission reserves the right to seek clarification and request additional information, documentation, and other material related to the proposals. Failure to provide any such items within the timeframes requested may result in disqualification.

A bidder may amend or withdraw its proposal, or any portion of its proposal, or may withdraw entirely from the RFP, at any time prior to the submission of a Final Proposal.

Final Proposals, when requested by the Commission, are binding.

## **7.2 Proposal Costs**

All costs of developing and submitting a proposal in response to this RFP and providing oral or written clarification of its contents are borne by the bidder.

## **7.3 Rights of the Commission**

The Commission reserves the right to withdraw or modify the RFP at any time, to negotiate with bidders, and to solicit additional or modified proposals.

The type(s) of pilot projects awarded under this RFP will be determined by the Commission consistent with applicable laws and rules, the provisions of this RFP, and the Commission's statutory public interest obligations.

The Commission shall bear no responsibility or liability for risks, costs, expenses, or other damages incurred by any bidder or other entity involved, directly or indirectly, with this RFP.

## **7.4 State Held Harmless**

The State of Maine, its officers, agents, and employees, including the Maine Public Utilities Commission, Commissioners, and the employees or agents of the Maine Public Utilities Commission, shall be held harmless from any and all claims, costs, expenses, injuries, liabilities, losses, and damages resulting from or arising out of this RFP.

## **7.5 Warranty**

The information contained in the RFP and provided subsequently is prepared to assist bidders and does not purport to contain all the information that may be relevant to bidders. The Commission makes no representation or warranty, expressed or implied, as to the accuracy or completeness of the information. The Commission, its Staff and its agents shall not have any liability for any representations expressed or implied in, or any omissions from, the RFP or information obtained by bidders from the Commission, its Staff, its agents, or any other source.