

Questions and Answers regarding the Performance Data Provider RFP

Questions submitted 4/15/2020, answered 4/21/2020:

1. Do you plan to have a bidder conference?

A: There are no current plans for a bidder conference, but the Green Bank will consider setting one up if warranted, for example if there are a lot of questions that a Q&A document process is not sufficient to address.

2. Will all questions and answers from all bidders be posted, and if so is there a deadline for asking questions and Green Bank posting replies?

A: Yes, all questions and answers from all bidders will be posted on an ongoing basis, as questions come in and as quickly as the Green Bank is able to provide answers. The Green Bank is requesting that all questions be submitted by close of business on May 6 to allow for sufficient time to respond before the close of the application period on May 15.

3. Is the requirement for audited financials non-negotiable? As you're probably aware, most small businesses and especially small minority, woman, and veteran owned businesses do not maintain audited financials and due to the current COVID related shutdowns it would be impractical to obtain them in a month's time. We're sure your intention is not to effectively preclude this class of business from bidding. Would a performance bond be an acceptable alternative to protect the Green Bank from non-performance, as this is something that is generally accessible to diverse small businesses?

A: The Green Bank requires a company's financials to be submitted as part of the application due May 15. If audited financials are not available by May 15, the Green Bank will accept whatever additional documentation an applicant can provide to help evidence financial solvency and health, including but not limited to a performance bond. If selected, the applicant may be asked to submit audited financials or additional documentation of financial solvency and health before the Green Bank signs a professional services agreement with the selected company.

4. It is unclear from Section 1.2 if this RFP envisions the RFP Applicant installing their own monitoring system at each of the legacy and all future systems or obtaining data from the existing approved monitoring systems?

A: The applicant is not expected to install their own monitoring system at each of the legacy solar PV projects, as each existing project already has a monitoring system installed. However, the Performance Data Provider (PDP) would be expected to obtain data from all existing as well as future projects, via a software solution. As is currently the requirement for future projects, solar PV contractors are required to install monitoring systems from the list of eligible revenue grade meters listed in section 1.2 of the RFP (as well as any additional meters that may be approved for use in the future). PV contractors are responsible for setting up the monitoring system to report data to the Performance Data Provider, though the PDP's role may include assisting with certain data reporting issues. In the case of a request for a new meter to become eligible for use, the Green Bank would consult with the selected PDP to verify that data could be obtained from the new meter.

5. If it is the former, does the Green Bank have permission to allow the Applicant to physically access each of the 37,000 customer's facilities to install a monitoring solution, and what restrictions would the Applicant be under when performing this task (i.e. could the Applicant dictate date and time for each customer or would they have to negotiate a date and time with each of the 37,000 customers?)

A: Since the answer to question 4 is the latter, i.e., the applicant is not expected to install their own monitoring system at each of the legacy solar PV projects nor at future projects, this question is not applicable. However, please note that the selected PDP would not be able to physically access the monitoring systems without

permission from the system owner, which would either be a homeowner and/or a third party company (that has entered into a solar PV lease or power purchase agreement with the homeowner and therefore owns the PV system and monitoring equipment). About 75% of the Green Bank's residential solar PV fleet is third party owned.

6. If it is the latter, there are several levels of service that each of those systems can provide. For example, most allow the customer to log on and view their production in an online graphical user interface through a web browser, but in order for a third party to use an application program interface (API) to download production from a large number of systems the system owner has to pay a somewhat significant additional ongoing annual subscription fee. Does the Green Bank require all customers to provide this API level of access? If not, what access does each customer provide to their monitoring system? How is this data stored? What password protection is currently in place for any customer login information. If a customer changes their password who is responsible for tracking changed passwords and tracking down customers who have changed their passwords? Who is responsible for inoperative monitoring systems? It would be tremendously helpful to have a bidders meeting to discuss the myriad of issues around these questions, as it is a very complex subject which the RFP is silent on.

A: Provisions 7 and 8 in the Green Bank RSIP Terms and Conditions document¹ referenced in the RFP (required to be signed by each homeowner), require that data from the monitoring systems be provided to the Green Bank for the useful life of the PV system, either directly or via an API.

- 7. Contractor and/or System Owner and Homeowner agree to install a revenue-grade meter and an approved web-based monitoring system on PV system and maintain working connection with the Green Bank's monitoring platform for the useful life of the PV system.
- 8. Contractor and/or System Owner and Homeowner agree that the Green Bank shall have access to all data generated from the revenue-grade meter and monitoring system, either directly from the monitoring system or an Application-Programming Interface (API), for the useful life of the PV system. Contractor and/or System Owner and Homeowner hereby authorize the Green Bank to access such data without their or any monitoring system vendor's prior authorization or approval.

Project monitoring systems currently provide data via API or file transfer protocol (FTP) to a central platform in which the data is stored, so customer passwords are not needed. For most projects, troubleshooting of inoperative monitoring systems are the responsibility of the original solar PV contractor, who must provide a 5-year workmanship warranty to each residential solar customer as part of participation in the incentive program (after the 5 year period, the customer will need to pay for operation and maintenance). For the 75% of projects that are third party owned, the third party company is responsible for operation and maintenance. That said, the PDP applicant is welcome to propose other/additional solutions for addressing inoperative monitoring systems.

7. What solution is currently in place?

A: See the answer to question 6.

8. What historical data is currently available, and what format is it stored in?

A: Historical production data is stored in an online database format going back to the beginning of the residential solar program which began in calendar year 2012.

¹ http://www.ctgreenbank.com/wp-content/uploads/2017/11/RSIP-Combined-TC_110116_Ext.pdf