



SOLICITATIONS WORKING GROUP MEETING 11/23/21

Agenda

1. Discuss upcoming opportunities and WG scope for 2022

Meeting Notes

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There have been feedback sessions for unsuccessful bidders (PG&E) recently and it felt completely different relative to previous sessions.

- They had various categories of feedback but the difference seemed to be that are now grading on a curve vs. absolutes earlier.
- Depending on the competition or mix of vendors, they seemed to suggest that each bidder may have had equal strengths and weaknesses, but this go-around they gave feedback as to how the bidder did relative to the competition.
- Scores were given in two dimensions... how the score rates in this category vs. how their proposal lines up relative to the competition.
- This positive experience was not unique to one bidder as we heard this positive experience from other bidders.
- The better feedback experience came from an RFA experience which was excellent given that this is the first stage.
- The feedback was meaningful and useful for bidders in terms of understanding what went well and what didn't go so well in their bid.
- Feedback was offered about the inconsistency of the IE report redaction process the IOUs so hopefully we will see more information.

This Working Group should stay in place for next year given all the solicitation activities (outside of Resource Acquisition) that we expect to launch in the coming months, including MAP (Market Access Program).

For the next meeting, we will pull together a summary of pending solicitations across the board.

The CAEECC website has an upcoming solicitation spreadsheet maintained by the IOUs and that is updated on a regular basis without any formal notice process.

- We will find out from CPUC (Justin Galle is the new solicitations staff reporting to Alison LeBonte... justin.galle@cpuc.ca.gov) whether there is a way for IOUs to notice the EE service list whenever there are any changes.

Next Meeting

We will cancel the December meeting and meet again on January 25th at 2pm. Note that we will send a new calendar invite around the last week of December with a new Zoom link for 2022 so please delete all Solicitations Working Group meetings from your calendars.