



**PENINSULA  
CLEAN ENERGY**

**2025 Residential Solar and Storage  
Developer**

**Request for Proposals**

**Q&A Responses**

***Updated: September 25, 2025***

**Proposals are due October 16 at 5 PM Pacific Time (PT)**

#	Question	Answer
<b>Program Design &amp; Scope</b>		
1	10% savings target: Can PCE clarify that this is a first year savings target, given that lifetime savings are contingent on factors outside of our control (e.g. changes to fixed charges)?	PCE is open to interpretation on this, 10% savings is a target, the principle is that savings should be higher than other offers they can get in the market.
2	Confirm single-award scope and any conditions under which PCE may add vendors.	While a single-award structure is most-likely, we will make that decision upon evaluating all bids.
3	As noted in section 13.5.6, PCE retains the right to 'support limited pilot of services to evaluate customer interest and experience.' What protections, if any, exist for the program administrator— regarding any agreed-upon program fees, loans issued, loss reserve coverage, etc.—if PCE cancels the program before the contracted period concludes?	<p>PCE is not envisioning a pilot for the residential solar and storage program so this question is more pertinent for the Residential Financial Service RFP. Details for any pilot period would be negotiated as part of a contract.</p> <p>However, PCE does not anticipate providing funding for program fees. The program must be self-sufficient. If credit enhancements are included; contract terms will need to be defined for the relevant duration of loans supported in the pilot period in accordance with the structure of the credit enhancement.</p>
4	What role/support will PCE and the participating CCAs provide in the execution of the guidelines provided in 13.5.3 Eligibility and Program Requirements Enforcement?	PCE anticipates defining certain installation requirements such as such as batteries capable of integrating with PCE DERMS. PCE can provide contractor training on program requirements. Project verification process may be negotiated based on vendor needs/capabilities.
5	In the context of designing an on-bill repayment program, does each participating CCA utilize the same/a shared billing system?	PCE utilizes Calpine for back-end billing services.
6	Does the program have any requirements or targets regarding lending to low-to-moderate income borrowers or Disadvantaged Communities (DACs)?	For PCE, there are not plans for LMI/DAC customers at this time. The program is focused on general market needs with scale as the primary objective. LMI/DAC objectives are anticipated to be introduced over time once the core program is successful.
7	In Approach 5.2, can you confirm the Scope of Work referenced is in Section 13.5?	For the Residential Solar and Storage Developer RFP the Scope of Work is in Section 11
8	For Scenario 6.1.1., is PCE necessarily excluding Third-Party Ownership models?	For the Residential Solar and Storage Developer RFP third-party ownership models are a requirement, and customer-owned cash purchases are optional.
<b>Contract &amp; Commercial Terms</b>		
9	PPA term length: The attached bid sheet seems to indicate that PCE prefers a 20-year term length with 25-years as optional. Our default is 25-year - is it acceptable to	Yes, if you only do 25-year PPA term, fill out the bid sheet assuming a 25-year term. The terms should be identified explicitly in the proposal.

	provide a proposal for just 25 year term length?	
10	Cash pricing: Similarly, the bid sheet seems to require cash pricing, however the RFP itself indicates that customer-owned (cash) is optional. Can PCE clarify whether cash pricing is a requirement?	Cash pricing is optional.
11	Credit enhancement implementation: administered by PCE or separate financial partner; revenue-share mechanics.	PCE is open to concepts proposers may suggest. PCE's objective is to deliver financial terms further improved beyond "better than market" while generating some revenue for PCE to sustain the program.
12	Acceptance of Developer-originated leads and attribution mechanics.	If credit enhancement is negotiated then developer-originated leads could benefit from those enhancements in exchange for dispatch rights being provided to PCE.
13	As we reviewed the contract template, we don't think this is the correct contract template for the solar and battery deployment defined in this RFP. The contract is drafted for a consulting project - if the contractor is being paid to assess and report on other firms who are doing the solar and battery deployment. It will be great to know if this is the appropriate contract for this opportunity.	<p>Bidders may propose an alternate contract structure but will likely receive lower consideration absent compelling justification. The PCE contract template follows prior solar and storage programs similarly structured.</p> <p>It is understood that certain elements may require additional negotiation such as codification of dispatch rights, credit enhancements (if any), and other terms.</p>
<b>Battery &amp; Grid Services</b>		
14	Grid services: Since the contractor will retain the ownership of the systems and there is no additional financial incentive offered from the RFP, we can offer PCE the right to dispatch this fleet for grid services in exchange for a grid services payment. The payment and grid services dispatch parameters will be established via a separate short form contract. We'd like to confirm if PCE agrees with this structure.	PCE is not planning on payments for dispatch unless PCE is participating in a state program like DSGS. Grid services to PCE is planned as a requirement in exchange for PCE bringing customers to the developer. Bidders may propose an alternative however, this will likely result in lower consideration.
15	Battery Dispatch rights – Please clarify what PCE means by this. Further, specify how you intend to share grid benefits with Developer; also, find out further: standard form, opt-out terms, backup-reserve.	<p>PCE expects to retain dispatch rights for systems where we are directly supporting the installation, such as in cases where we offer incentives, financing support, or customer acquisition. For systems where PCE has the dispatch rights, we presently only have a dispatch strategy for battery storage (BESS), and not for other DERs.</p> <p>The dispatch strategy for BESS is highly dependent on the total projected customer economics for that customer's systems. In cases where the customer value prop is weak or</p>

		<p>negative, we will prioritize bill savings optimization. In cases where the customer value proposition is strong, we will do a hybrid optimization that factors in both customer bill savings as well as PCE coincident peak shaving ("Load modification"). And in rare instances, we will focus exclusively on PCE coincident peak shaving. For BESS, we will keep part of the energy capacity in reserve for unplanned outages (20-30%). We will also evaluate participation in a supply-side DR programs (ex. DSGS, etc.).</p> <p>The above strategy is subject to change. Proposers may propose specific parameters and details may be negotiated.</p>
16	Can we bid only for the standalone storage option?	Yes, however, partial solutions will be evaluated in the context of all bids and whether customers can ultimately be presented with a complete solution (solar+storage, and storage-only for retrofits).
17	Can we install only one OEM's battery? Our expertise with the OEM allows us to offer a lower price to the homeowner.	PCE will entertain a single OEM approach.
18	In the RFP, there is a third-party owned option which asks for a \$/kW-month price. Is this the price the installer (us) would charge the customer for access to the battery? Or is this the price that PCE would pay the installer in exchange for full control of the battery?	PCE is requesting the customer cost. PCE will contribute customer acquisition and potentially credit enhancement in exchange for dispatch rights. PCE will not be paying the installer.
19	List of Lunar-validated OEMs/inverters today; any minimum telemetry/controls required.	Lunar integrates with multiple major battery OEMs. Lunar's list of integrated OEMs is confidential. Further in the bidding process, we will determine a method to get bidder(s) access to this information.
<b>Technology &amp; Operations</b>		
20	Exact Salesforce data schema, transport method (API/CSV/SFTP), and cadence beyond biweekly minimum.	Data transfer and structure will be determined at a later date.
21	Definition of KPI measurement windows (e.g., clock starts at lead assignment?) and consequences for misses.	Bidders may propose reasonable window definitions.
22	What are "high independent" ratings PCE is relying on and what's the cadence of PCE surveys/what's in the PCE surveys	Bidders may reference relevant independent assessment(s) of customer satisfaction. PCE surveys typically are a 1-month survey for satisfaction with the installation experience and 6-month survey for satisfaction with the product.
23	Borrower Portal: Is a mobile-friendly webpage acceptable, or does PCE require a mobile app?	The customer experience is a priority for the program and bidder services will be evaluated on the quality of the customer experience.
24	Regarding the customer information and Salesforce CRM integration, could PCE describe more about their document	PCE utilizes Salesforce and Box for data management. All customer offer and installation details should be shared with PCE. Data transfer should be timely so PCE can provide

	management environment? What types of document exchange and SLAs are required?	quality customer support as needed. Specific details on cadence and interface may be negotiated.
--	--	--