EBCE RFP: Contract Management and Deal Capture – Q&A

#	RFP Page	Question	Answer
1	Page #1: Implementation April 2021	It looks like EBCE is targeting the start of the project in April 2021. What is EBCE's target date to go-live (please list both a preferred date and a no-later than date)?	We expect the platform to be implemented by July 2021.
2	Page #2: "For the listed items below respond in the proposal with "Yes", "No" or "Future Release" and explain in detail how the provider will have the ability to perform each requirement."	Which items are we responding to Yes/No/Future? Are these the items in the "Scope of Work" section or all items between pages #2 to #7?	Please respond Yes/No/Future Release to the bulleted items on page 2. • Contract Management database • Deal Capture functionality • Power Purchase Agreement (hereinafter "PPA") Management • Ad-hoc report and dashboard o System Control • Export and Retrieve Raw Data • Cloud Computing Requirements • Operations and Maintenance

3	Page #2: "Capture numerical and text fields for unique contract provisions".	Please provide an example of a unique contract provision.	"**Commercial Operation Date**" shall be either (i) the later of (x) the Expected Commercial Operation Date, or (y) the date on which Commercial Operation is achieved, or (ii) ▮▮▮▮▮▮ Platform would be able to capture the text fields in (x), (y) and the corresponding relationship/ business logic.
4	Page #3: "Facilitate entry of specific value fields based on different contract types (i.e. Carbon Free, Index+, Shaped Energy, Resource Adequacy contracts) i. For example, enter only quantity and price for Year One and the system can autofill for the life of contract. "	We would like clarification on EBCE's expectation of the work flow. Is the contract type specific to the unique contract?	Contract type would be a category of energy contracts. Contracts of the same category would have similar value fields ($, Qty, Years). However, each individual contract can have unique provisions. For example, all long-term Renewable Portfolio Standard PPAs would have similar $, Qty and Years provisions. However, each PPA has unique settlement calculations and milestones for achieving the $ and Qty.

5	Page #3: "Create new fields and associated attributes based upon user-defined logic i. For example, if the input location is Northern California then only the associated pricing nodes will be displayed in the Pnode field."	What is the frequency new logic will be defined? During initial scoping of the project requirements or ongoing after the system was setup?	We expect majority of the business logic to be defined at initial scope. However, some logic may be defined post-implementation as the assets change.
6	Page #3: Ability to enter comments for all data fields including but not limited to changes in volume, quantity, and milestone for a contract	Who would be the primary reviewers of these comments? Can you give an example of a milestone?	Internal users would review and enter the comments to communicate information with other users. "**Commercial Operation Date**" shall be either (i) the later of (x) the Expected Commercial Operation Date, or (y) the date on which Commercial Operation is achieved, or (ii) ▮▮▮▮▮▮▮▮▮▮▮▮ In the COD milestone sample above, the expected Commerical Operation Date can move a few times before it is finalized. Every time this date moves, we expect a log in version history and the ability to input a comment/note as to why the date has changed.
7	Page #4: Ability to automatically ingest and map raw data via API from	Please provide examples of the types of data that will be sourced from EBCE	For example, we expect to connect with the internal load data (kwh, $) which can be on hourly, monthly, and yearly interval levels from the BigQuery Database. This would be via API, export file or similar function.

	either a direct data source or internal EBCE Google BigQuery database	including the Google BigQuery database, which will be brought into the vendor system.	The Contract management platform would then be able to ingest the information for ad-hoc reporting and project comparison. Another example, we expect the Contract Management Tool to import the # of actual RECs received in EBCE's WREGIS Account. The contract management tool can take the uploaded information (via API or file uploader, etc) and can map the RECs to the specific WREGIS unit listed in the Contract Management tool. This will allow user to compare RECs paid vs RECs received.
8	Page #4: Automated Data Harvesting via API From Exchanges (i.e. ICE), Data Repositories, and Other Providers	Please provide a list of the data exchanges, repositories, and providers that EBCE has and would want to integrate with the vendor system.	Currently ICE and WREGIS. Final list to be determined at scoping.
9	Page #14: Costs	Would EBCE prefer a) subscription license model, b) perpetual license, or c) prefer both options?	We are open to both options.
10	Page #14: Costs	What is the term of the contract? 1 year, 3 year 5 years, etc.?	The initial term of the Agreement(s) will be for one year and includes an option to extend the agreement(s) for three additional years.

11	Page #16: Consulting Agreement	The agreement is structured as a consulting agreement. However, we are offering a licensed software system. Please confirm that EBCE is open to a separate agreement for the license and ongoing, annual support and maintenance contract.	Please note any exceptions to the Consulting Services Agreement in the response.
12	Page #10: Evaluation Criteria	For your selection criteria, are all aspects equally weighted? 1. Experience and Qualifications 2. References 3. Solution Alignment to Business Need 4. Cost	There's no specific weight on each of the criteria. EBCE prioritizes how well the platform meets our business needs (#3). Contract awards will not be based solely on cost, but on a combination of factors that are in the best interest of EBCE.