



Q&A: Smart Thermostat Installation, HVAC Tune-Up, and Home Energy Assessments Request for Proposals

March 28, 2025

Questions from the Pre-Proposal Webinar

If there is any discrepancy between verbal answers given during the webinar and the written responses below, the written responses shall be considered final.

1. Will we receive a copy of the informational webinar recording?

Yes, all webinar registrants have received a copy of the recording. Interested parties can find the recording on [Sonoma Clean Power's Solicitation page](#).

2. How do you envision working with vendors who only serve one county?

Our goal through this RFP is to ensure full coverage across our entire service territory. If Sonoma Clean Power selects a vendor that serves only part of the service territory, we reserve the right to contract with multiple entities to achieve complete coverage. While our service territory is extensive, customer eligibility is limited to those with existing central air conditioning systems, which may naturally concentrate service in specific areas.

3. Will vendors who propose to only serve one county be scored lower than vendors who propose for the entire service territory?

No, vendors who propose to only serve one county of Sonoma Clean Power's service territory will not be scored lower than those who propose to serve both Mendocino and Sonoma County. Please note that vendors who propose to serve less than one county may be scored lower than vendors who propose to serve one county.

4. Will there be an online submittal platform, or are vendors to just combine all of the required paperwork and send it via email?

No, there is not an online submittal platform. Proposers must compile all required documents and email the packet to programs@sonomacleanpower.org with the subject line: "*Smart Thermostat Installations, HVAC Tune-Ups, and Home Energy Assessments – RFP Submittal*".

5. What portion of the CEC funds are being used for this program?

Of the \$4.95 million CEC Grant, approximately \$860,000 will be allocated towards the smart thermostat installation portion of this program.

- \$200,000 for smart thermostat purchases



- \$396,000 for the contractor installation costs
- \$264,000 for program implementation, including SCP staff time

For further budget details, see the response to Question 7.

6. Is there a cap of how many vendors are accepted and how will the ranking of being called work?

SCP does not have a set limit of how many vendors may be accepted. At this time, we have not defined a project ranking system. If multiple vendors are selected for the same service territory, SCP will determine work distribution during the contract phase as needed.

Written Questions Received

7. Is it possible for Sonoma Clean Power Authority to clarify what portion of RFP scope would be funded by the CEC grant vs. non-CEC funded?

Only the purchase, installation and enrollment of smart thermostats in GridSavvy Rewards will be funded by the CEC grant. The HVAC Tune-Up and Home Energy Assessment portions of the program will be funded by SCP and are therefore non-CEC funded.

8. Does the smart thermostat have to be the Nest, or can other smart thermostats be used?

At this time, SCP is primarily interested in Google Nest thermostats; however, we are open to other GridSavvy Rewards eligible smart thermostats. For eligible brands and models, visit www.shopgridsavvy.store. An addendum has been issued to reflect this in the RFP. We encourage respondents to highlight why the smart thermostat brand/model is proposed.

9. Page 14 of the RFP states "The Consultant shall not be responsible for selecting or recommending Consultant for any additional work identified" under the HVAC Tune-ups section. Is the Consultant allowed to recommend subconsultant or partner for additional work identified?

No, Sonoma Clean Power does not allow any recommendations for additional work identified through the HVAC tune-up to be provided to the customer, including referrals to subconsultants or partners.

10. Can Diverse Business subcontractors be certified through national agencies such as NMSDC, WBENC, NGLCC - or only through The Supplier Clearing house?



Yes, Diverse Business subcontractors can be certified through national agencies such as NMSDC, WBENC, and NGLCC. However, we encourage them to also obtain certification through The Supplier Clearinghouse, as Sonoma Clean Power utilizes that database in relation to General Order (GO) 156. GO 156 is a California Public Utilities Commission ruling that requires utility entities to procure at least 21.5% of their contracts with majority women-owned, minority-owned, disabled veteran-owned, and LGBT-owned business enterprises in all categories.