

Southern California Edison
SCE EE Business Plan A.17-01-013

DATA REQUEST SET A.17-01-013-ORA-SCE-001

To: ORA

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Question 11a-c:

How do you propose to structure your third-party solicitations?

- a. Will you conduct sector-specific third-party solicitations?
- b. Will you conduct cross-sector third-party solicitations?
- c. Specify the advantages of your solicitation structure over alternative solicitation strategies.

Response to Question 11a-c:

Question No. 11a-c:

How do you propose to structure your third-party solicitations?

SCE's solicitation will occur in two steps. In the initial round of solicitation, SCE will seek a broad spectrum of ideas in the form of abstracts. After reviewing these ideas, SCE will determine which options are viable. The bidders with feasible options will then need to provide more detailed information, pricing, and cost-effectiveness analyses for a second round of scrutiny.

SCE proposes to maintain an open solicitation. The solicitation will remain open every year unless SCE determines that the total EE Portfolio budget has been fully allocated.

a. Will you conduct sector-specific third-party solicitations?

SCE is planning to conduct sector-based solicitations. However, SCE may modify this strategy depending on the composition of abstracts received during the first step of SCE's Solicitation for Innovation process.

b. Will you conduct cross-sector third-party solicitations?

SCE currently does not plan to conduct cross-sector third-party solicitations. However, SCE may explore this option depending on the composition of abstracts received during the first step of our solicitation process.

c. Specify the advantages of your solicitation structure over alternative solicitation strategies.

The advantage of SCE's two-step solicitation strategy is that the first round of abstracts will enable SCE to narrow down the pool of proposals that will need to go through more thorough

development on the part of the third party, and review on the part of SCE. Also, SCE's solicitation approach is non-prescriptive allowing potential bidders greater flexibility in formulating innovative program designs.