

RFP – Incentive Management Services

Questions & Responses

#	Question	Response
1	<p>General</p> <p>Are you currently using Salesforce? If Not- what CRM do you currently use?</p>	CPA is currently adopting Salesforce for supplemental CRM needs. CPA’s main CRM is Microsoft Dynamics.
2	<p>RFP VII Proposal Requirements</p> <p>Please confirm whether the price proposal should be included as a subsection within the approach to the Statement of Work (SOW). If not, please provide clarification on the appropriate placement of the price proposal.</p>	CPA expects that Proposers will organize their Proposals in the manner that best illustrates their qualifications and the Proposal Requirements set forth in Section VII (Proposal Requirements).
3	<p>RFP VII Proposal Requirements</p> <p>Proposer would like to present a comment grid for any modifications to the Sample Contract, is this acceptable?</p>	CPA expects that Proposers will organize their Proposals in the manner that best illustrates their qualifications and the Proposal Requirements set forth in Section VII (Proposal Requirements).
4	<p>RFP Attachment A Task #4</p> <p>Will you provide CIS data for our application platform?</p>	Yes; as set forth in RFP Attachment A, Task #2, CPA staff will develop program eligibility requirements and provide the criteria to verify application responses.
5	<p>RFP Attachment A Task #5</p> <p>Will pictures of installation be required?</p>	No; please review the program requirements set forth in Attachment F of the RFP.
6	<p>RFP Attachment F Minimum Requirements</p> <p>Minimum Requirements: Current CPA customer on a residential rate. How will we validate this information? If we have CIS information, will the data only be customers who have a residential rate?</p>	Yes; as set forth in RFP Attachment A, Task #2, CPA staff will develop program eligibility requirements and provide the criteria to verify application responses.
7	<p>RFP Attachment F Minimum Requirements</p> <p>Will pictures of solar PV system be a requirement for the application processing?</p>	No; please review the program requirements set forth in Attachment F of the RFP.

8	<p>RFP Attachment F Incentive Reservation Form online application form will not have wet signature. Is docusign acceptable? Will scanned hard copies of application with signature be required?</p>	<p>CPA will depend on the selected Proposer's expertise to advise on the best options for capturing signatures.</p>
9	<p>General Does CPA need to perform an engineering inspection? Will there be any other workstep in the process that CPA will need to be involved in?</p>	<p>No; please review the program requirements set forth in Attachment F of the RFP.</p>
10	<p>RFP VI RFP Schedule Considering the upcoming holidays, would CPA be willing to extend the due date to December 1, allowing offerors to submit a high-quality proposal? If not December 1, any number of additional days will help in ensuring the submission of a high quality proposal.</p>	<p>CPA declines to extend the Proposal Due Date at this time.</p>