

New York Power Authority Request For Proposals For Energy Efficiency Market Acceleration Program Implementation Services

Inquiry No. Q12-5328MR

Available for download at
<http://www.nypa.gov/Procurement/Default.aspx>
Proposal due date: November 6, 2012
(Due date is subject to change)



**New York Power
Authority**

Generating more than electricity

I. Introduction and Background

The New York Power Authority (“the Authority”) is the nation’s largest state power organization and one of New York’s leading electricity suppliers. It provides some of the lowest-cost electricity in New York State, operating 17 generating facilities and more than 1,400 circuit-miles of transmission lines. Its primary business is to provide lower-cost energy for the benefit of the people of New York State. The Authority is also a national leader in promoting energy efficiency and the development of clean energy technologies, committing over \$200 million a year to its energy services programs. It has completed energy efficiency and clean energy projects at more than 3,800 public facilities throughout the state at an installed cost of nearly \$1.5 billion. Most of its projects are located at public facilities, with the resulting efficiency improvements helping to reduce taxpayer-funded energy costs.

In June 2012, Authority Trustees authorized \$30 million over a five-year period to fund the Energy Efficiency Market Acceleration Program (“EE-MAP” or “Program”). EE-MAP, developed in support of New York’s clean energy goals, will comprise several initiatives promoting growth in New York State’s energy efficiency industry. Through research, market development activities and demonstration projects, EE-MAP is designed to leverage significant energy efficiency investments made in New York to create business development opportunities for emerging energy efficiency technologies.

II. Initiative Overview

EE-MAP will focus on energy efficiency market acceleration and commercialization. The Program will be developed through a close collaboration of research organizations, energy efficiency industry participants and implementation contractors. It is the objective of the Program to advance the energy efficiency industry in New York. The Program will not fund basic technology research and development. Rather, it will target and help to advance commercial, but not-yet-widely deployed, energy efficiency products and services, with a focus on those that offer economic development benefits for New York.

Through this Request For Proposals (RFP), the Authority is seeking to identify and select an organization to fully develop

and implement the Program. The Authority prefers to make no more than two awards under this solicitation to not-for-profit organizations engaged in energy efficiency market development activities in New York. The Authority recommends that bidders consider formulating partnerships if necessary in order to provide comprehensive proposals.

As part of the Program, the Authority has teamed with the Electric Power Research Institute (“EPRI”), the electric utility industry’s premier collaborative research organization, to catalog state-of-the-art energy efficiency products and services, identify commercial trends and screen and track emerging technologies, as illustrated below in Figure 1.

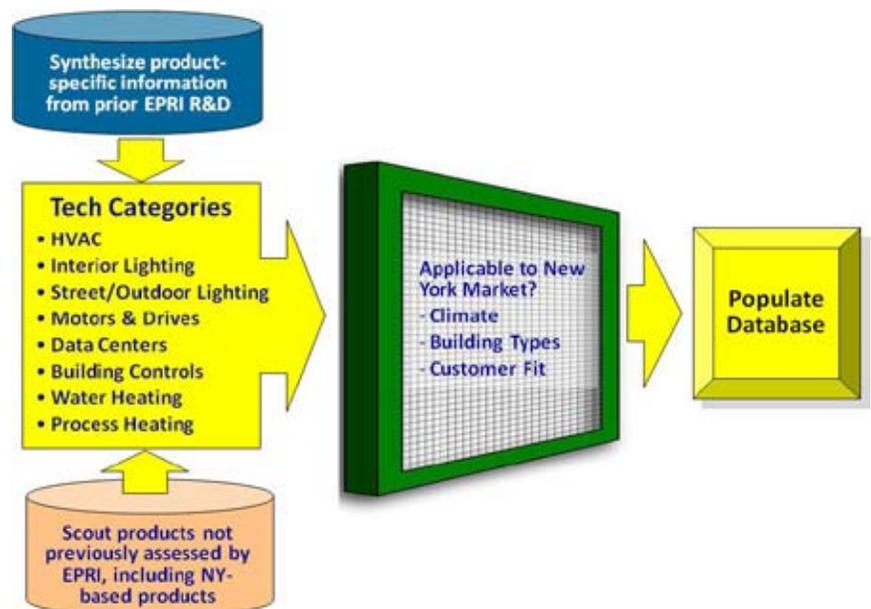


Figure 1: Conceptual Illustration of Product Selection- and Database Population Process

EPRI conducts research and development relating to the generation, delivery and use of electricity for the benefit of the public. An independent, nonprofit organization consisting of most of the nation’s electric utilities and others from foreign countries, EPRI brings together its scientists and engineers as well as experts from academia and industry to help address challenges related to electricity, including reliability, efficiency,



health, safety and the environment. EPRI also provides technology, policy and economic analyses to drive long-range research and development planning, and conducts extensive “technology scouting” activities as part of its core programs. EPRI’s members account for more than 90 percent of the electricity generated and delivered in the United States, and international participation extends to 40 countries. EPRI’s role in EE-MAP is summarized in various parts of the RFP and is more fully described in Attachment A.

The Authority is also collaborating with the New York State Energy Research and Development Authority (“NYSERDA”) to help build a comprehensive development path for emerging energy efficiency technologies in New York. NYSERDA strives to facilitate change through the widespread development and use of innovative technologies to improve New York State’s energy, economic and environmental well-being. EE-MAP will be structured to provide synergy with various NYSERDA programs, including the Technology and Market Development

Program, which aims to accelerate market adoption of under-used and commercially available energy-efficient building technologies and practices.

Results of work at NYSERDA’s developing Proof-of-Concept Centers (POCC) will also play a key role in informing EE-MAP. The POCC Initiative is intended to demonstrate that scalable start-up companies are engines of both technology commercialization and economic growth. The goal of the POCC program is to provide early-stage investments and services to enable the development and validation of promising clean energy technologies that are, or will become, the platform for start-up companies located in New York State.

While EPRI and NYSERDA will play key roles in identifying promising energy efficiency products, as well as providing ongoing technical support and due diligence, the successful awardee(s) under this RFP (“Awardee”) will be responsible for overall Program design and implementation. The Awardee will be selected based on its proposed approach to meeting the Program objectives, its proposals for new and innovative Program objectives and its demonstrated ability to design and

implement successful energy efficiency market development activities. The Authority encourages creative proposals that identify new strategic partnerships and innovative organizational and/or financial structures. New York offers a large and growing energy efficiency marketplace from which to leverage significant opportunities for economic development and technology innovation.

As more fully described in the Scope of Services section of the RFP, the Program will identify promising energy efficiency products and services (“Target Products”) that are emerging in the marketplace. Specific Program implementation details will depend on and potentially vary by Target Product, but will typically include new market channels to be developed for the Target Products such as real world demonstration of the products and related technology transfer activities. Based

on the success and lessons learned from these demonstration projects, training programs will be developed to enable engineers, contractors and service providers to design, install and maintain the Target Products. Additional services provided under the Program may include, but not be limited to, technical support for Target Product system optimization and manufacturing.

The official RFP is available for download at <http://www.nypa.gov/Procurement/Default.aspx>. The proposal due date is currently November 6, 2012. The due date and other RFP requirements are subject to change.

