

## Demand Response Request for Ideas Vendor Questions and Answers

***Where will Xcel Energy be posting the responses to these different questions about the RFI?***

All vendors who responded with interest to Xcel Energy will be emailed a copy of the responses. Additionally, they will be posted to the Xcel Energy website at the same location as the RFI was posted.

***The RFI's Electrical Demand Response Background section states that Xcel Energy currently offers a residential Behavioral Demand Response program. Can you please provide any more details about this current program?***

Energy Action Days is a program currently available in Minnesota with plans to file in Colorado later this year. Information on the program, including an FAQ, can be found at the link below. When opening the link, select Minnesota for the service territory. If you have already selected a different service territory you can change states in the bottom right corner of the website, or open in a private browser window.

[Energy Conservation | Customer Support | Xcel Energy](#)

***Will this AMI-focused solution outlined in the RFI integrate with other DR programs like AC Rewards?***

Xcel is open to ideas that complement or expand on existing programs but is also open to programs that are independent from any current offerings.

***Can you please further describe the requirement that the offering must “Reward customers through a pay-for-performance approach” and provide some specific examples of this type of approach?***

The goal of this program is to use the additional information available from smart meters to reward customers based on how much energy they save through program participation.

For example, if two customers participate in the program and one reduces their use by 5 kWh from baseline and the other reduces by 20 kWh from baseline they should be rewarded based on these savings levels. Savings could be viewed as absolute (kWh) savings or relative (percentage) to an individual baseline.

Responses should not be limited to only the example above if a vendor has a novel approach, but this is a general example of what is meant by pay-for-performance.

In addition, the vendor may be able to collect a small portion of the rebate to cover administrative fees and other expenses. Through a pay-for-performance approach, this fee will also increase as customer performance improves.



***Does this RFI fulfill Xcel Energy's commitment to issue one or more Requests for Proposal ("RFPs") under the Settlement Agreement? If not, which would make sense given that it appears Xcel Energy may issue RFPs at a later date, can you please explain the relationship between the RFI and any RFPs? For example, must a respondent to an RFP have responded to the RFI and/or be invited by Xcel Energy to submit an RFP based on the company's view of the RFI response? If not, will having responded to the RFI be a criterion used to evaluate participants in the RFP process?***

This RFI is intended to satisfy Paragraph 34 of the Comprehensive Settlement Agreement.

Participation in any future RFPs is not dependent on participation in this RFI. Xcel Energy is trying to expand its portfolio of Demand Response programs and is looking to vendors for new ideas for programs that could be implemented. If an RFP is pursued, Xcel Energy will seek out qualified vendors to participate. By submitting an RFI it may help Xcel Energy to understand vendor capabilities and fit for RFPs.

***The RFI identifies August 18, 2023, as the date for "Decision to pursue RFP." Can you please clarify whether the decision to pursue the RFP is to be made by the RFI applicant or Xcel Energy?***

August 18<sup>th</sup> is the date when Xcel Energy will make the decision to pursue an RFP or RFPs based on the RFI results. No commitment is necessary at that time from the RFI applicant, or other vendors, to participate in an RFP.