STATE OF CALIFORNIA

GRANT REQUEST FORM (GRF)

CEC-270 (Revised 10/2015)

CALIFORNIA ENERGY COMMISSION

New Agreement EPC-17-025 (To be completed by CGL Office)

ERDD	Joshua Croft	51	916-445-5328

Cohen Ventures Inc., dba Energy Solutions	94-3374199

TradePro Connect Product and Service Procurement Project

	3/22/2018	4/30/2020	$ 991,110

☐ ARFVTP agreements under $75K delegated to Executive Director.			
Proposed Business Meeting Date	3/21/2018	☐ Consent	☒ Discussion
Business Meeting Presenter	Nicholas Blair	Time Needed:	5 minutes
Please select one list serve. EPIC (Electric Program Investment Charge)			
Agenda Item Subject and Description			
COHEN VENTURES INC., DBA ENERGY SOLUTIONS. Proposed resolution approving Agreement EPC-17-025 with Cohen Ventures Inc., dba Energy Solutions for a $991,110 grant to conduct a scaled demonstration of a new, innovative procurement platform for Distributed Energy Resource products and services. Contractors on the platform gain access to work opportunities, training, analytics on their services, and membership in a clean energy Group Purchasing Organization that will coordinate the purchasing power of its members to negotiate industry discounts.			

1. Is Agreement considered a “Project” under CEQA?
   ☒ Yes (skip to question 2) ☐ No (complete the following (PRC 21065 and 14 CCR 15378)):
   Explain why Agreement is not considered a “Project”:
   Agreement will not cause direct physical change in the environment or a reasonably foreseeable indirect physical change in the environment because
2. If Agreement is considered a “Project” under CEQA:
   ☒ a) Agreement **IS** exempt. (Attach draft NOE)
   - ☐ Statutory Exemption. List PRC and/or CCR section number:
   - ☒ Categorical Exemption. List CCR section number: Cal. Code Regs., tit 14, § 15306
   - ☒ Common Sense Exemption. 14 CCR 15061 (b) (3)

   Explain reason why Agreement is exempt under the above section:
   Section 15306 Information Collection provides that projects which consist of basic data collection, research, experimental management, and resource evaluation activities, which do not result in a serious or major disturbance to an environmental resource are categorically exempt from the provisions of CEQA. This project will involve website software development and deployment, along with electronic communications and web-based trainings which will not result in a serious or major disturbance to an environmental resource.

   Section 15061(b)(3) The activity is additionally covered by the general rule that CEQA applies only to projects which have the potential for causing a significant effect on the environment. Where it can be seen with certainty that there is no possibility that the activity in question may have a significant effect on the environment, the activity is not subject to CEQA. This project involves website activities and electronic communications so there is no possibility that the project will have a signification effect on the environment.

   ☐ b) Agreement **IS NOT** exempt. (Consult with the legal office to determine next steps.)
   Check all that apply
   - ☐ Initial Study
   - ☐ Negative Declaration
   - ☐ Mitigated Negative Declaration
   - ☐ Environmental Impact Report
   - ☐ Statement of Overriding Considerations

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Legal Company Name:	Budget
ASWB Engineering	$ 95,000
Qmerit	$ 95,000
ProQure CA, LLC	$ 95,000
Ecomedes, LLC	$ 60,000
The Local Government Commission	$ 30,000
Northern California Chapter, National Electrical Contractors	$ 30,000
California Community Colleges Chancellor's Office	$ 30,000
Zero Net Energy Alliance, Inc.	$ 30,000
	$

Legal Company Name:

Funding Source	Funding Year of Appropriation	Budget List No.	Amount
EPIC	16-17	301.001D	$991,110
			$
			$
			$
			$
			$
R&D Program Area:	EDMFO: EDMF		$991,110
Explanation for “Other” selection			
Reimbursement Contract #:		Federal Agreement #:	

Name:	Christopher Brumester			Name:	Ryan Bird		
Address:	449 15Th St			Address:	449 15Th St		
City, State, Zip:	Oakland, CA 94612-2821			City, State, Zip:	Oakland, CA 94612-2821		
Phone:	510-482-4420	Fax:	- -	Phone:	510-482-4420	Fax:	- -
E-Mail:	cburmester@energy-solution.com			E-Mail:	rbird@energy-solution.com		

☒ Competitive Solicitation Solicitation #: GFO-17-301
☐ First Come First Served Solicitation

1. Exhibit A, Scope of Work		☒ Attached
2. Exhibit B, Budget Detail		☒ Attached
3. CEC 105, Questionnaire for Identifying Conflicts		☒ Attached
4. Recipient Resolution	☒ N/A	☐ Attached
5. CEQA Documentation	☐ N/A	☒ Attached

Agreement Manager **Date** **Office Manager** **Date** **Deputy Director** **Date**

EXHIBIT A
Scope of Work

I. TASK ACRONYM/TERM LISTS

A. Task List

Task #	CPR [1]	Task Name
1		General Project Tasks
2	X	Program Design and Development
3		Platform Operations
4		Evaluation of Project Benefits
5		Technology/Knowledge Transfer Activities

B. Acronym/Term List

Acronym/Term	Meaning
CAM	Commission Agreement Manager
CAO	Commission Agreement Officer
CPR	Critical Project Review
CPUC	California Public Utilities Commission
DER	Distributed Energy Resource
DR	Demand Response
Energy Commission	California Energy Commission
ET	Emerging Technology
FDD	Fault Detection Diagnostics
GPO	Group Purchasing Organization
IOU	Investor Owned Utility
M&V	Measurement and Verification
NMEC	Normalized Metered Energy Consumption
O&M	Operations and Maintenance
TAC	Technical Advisory Committee

[1] Please see subtask 1.3 in Part III of the Scope of Work (General Project Tasks) for a description of Critical Project Review (CPR) Meetings.

EXHIBIT A
Scope of Work

II. PURPOSE OF AGREEMENT, PROBLEM/SOLUTION STATEMENT, AND GOALS AND OBJECTIVES

A. Purpose of Agreement

The purpose of this Agreement is to fund a scaled-demonstration of an online procurement and energy service platform that is integrated with a group purchasing organization (GPO) for contractors and institutional customers.

B. Problem/ Solution Statement

Problem
One of the significant challenges faced by customers in the adoption of Distributed Energy Resource (DER) technologies is the difficulty in identifying and procuring quality products and service providers. As recognized in Assembly Bill 793 (Statutes of 2015, Chapter 589), residential and small and medium business markets are underserved by energy management technology, in large part due to logistical barriers preventing customers from identifying and acquiring solutions.

The difficulty in finding complete solutions – both products and associated services – is exacerbated by DER companies lacking a robust supply-chain covering distribution, sales and service. Manufacturers may successfully sell products directly to customers; however, they lack an external sales function that can grow their business beyond a one-to-one customer engagement model.

Solution
TradePro Connect will be a scaled demonstration of an online procurement ecosystem that creates and strengthens connections between stakeholders to build a DER market that lowers the cost of products, continuously promotes quality service delivery, and tracks technology and market performance. TradePro Connect will grant customers access to qualified service providers and a collection of products and discounts on solutions.

C. Goals and Objectives of the Agreement

Agreement Goals
The goals of this Agreement are to:

- Accelerate adoption of DERs by using a qualified and remotely managed labor force to streamline customer procurement, program enrollment and operations and maintenance (O&M) services;
- Reduce the capital cost of DER products and solutions by launching a DER group purchasing organization (GPO) that integrates the supply chain and facilitates healthy competition in marketplace;
- Maximize the performance of deployed DERs by offering performance-based incentives, conducting ongoing measurement and verification (M&V), offering education and training to the service network, and enforcing rigorous quality standards; and
- Manage the largest DER directory and most competent network of DER service providers in California.

Ratepayer Benefits:[2] This Agreement will result in ratepayer benefits that include lower costs for demand side management projects, new projects in underserved markets, increased safety, and greater reliability. These results will be achieved by: (1) competition among service providers and participation in the GPO; (2) procurement process improvements that will allow small commercial and institutional customers to pursue energy- and cost-saving projects at sites previously considered not cost-effective; (3) automated tracking of service provider credentials and performance; and (4) higher quality installation and commissioning services for networked systems with automated fault detection.

Technological Advancement and Breakthroughs:[3] This agreement will lead to technological advancement and breakthroughs to overcome barriers to the achievement of the State of California's statutory energy goals by creating a comprehensive customer experience and bolstering the ability of DER market actors to effectively sell and service technologies, thus driving adoption in California for the commercial and institutional customers currently unable to realize DER benefits. Building a comprehensive platform will establish a seamless workflow for customers to (1) identify and purchase DER technologies through a directory of over 500,000 products; (2) procure qualified service providers to install or service DER technologies; (3) enroll in demand response (DR) or DER utility programs; and (4) apply for utility incentives and financing. This will provide a single, intuitive experience with a user-friendly online interface that does not exist in the market today.

Agreement Objectives

The objectives of this Agreement are to:

- Incorporate a DER product strategy in the recipient's GPO to promote best-in-class DER solutions over standard practice items;
- Configure, integrate and deploy four DER programs on the TradePro Connect platform;
- Enroll a minimum of 100 contractor organizations on the platform, directing at least 30% of the jobs to small, disabled veteran, minority, LGBT and/or women business enterprises;
- Implement at least 50 projects during the 18-month project period, generating $2 million of lifetime energy savings across a multitude of sectors, end uses, and services;
- Achieve an average customer satisfaction rating of four and one-half out of five; and
- Demonstrate and document methods to use utility advanced metering infrastructure and manufacturer monitoring and fault detection diagnostics (FDD) to optimize operations and right-time maintenance.

[2] California Public Resources Code, Section 25711.5(a) requires projects funded by the Electric Program Investment Charge (EPIC) to result in ratepayer benefits. The California Public Utilities Commission, which established the EPIC in 2011, defines ratepayer benefits as greater reliability, lower costs, and increased safety (See CPUC "Phase 2" Decision 12-05-037 at page 19, May 24, 2012, http://docs.cpuc.ca.gov/PublishedDocs/WORD_PDF/FINAL_DECISION/167664.PDF).

[3] California Public Resources Code, Section 25711.5(a) also requires EPIC-funded projects to lead to technological advancement and breakthroughs to overcome barriers that prevent the achievement of the state's statutory and energy goals.

III. TASK 1 GENERAL PROJECT TASKS

PRODUCTS

Subtask 1.1 Products
The goal of this subtask is to establish the requirements for submitting project products (e.g., reports, summaries, plans, and presentation materials). Unless otherwise specified by the Commission Agreement Manager (CAM), the Recipient must deliver products as required below by the dates listed in the **Project Schedule (Part V).** Products that require a draft version are indicated by marking **"(draft and final)"** after the product name in the "Products" section of the task/subtask. If "(draft and final)" does not appear after the product name, only a final version of the product is required. With respect to due dates within this Scope of Work, **"days"** means working days.

The Recipient shall:

For products that require a draft version, including the Final Report Outline and Final Report

- Submit all draft products to the CAM for review and comment in accordance with the Project Schedule (Part V). The CAM will provide written comments to the Recipient on the draft product within 15 days of receipt, unless otherwise specified in the task/subtask for which the product is required.
- Consider incorporating all CAM comments into the final product. If the Recipient disagrees with any comment, provide a written response explaining why the comment was not incorporated into the final product.
- Submit the revised product and responses to comments within 10 days of notice by the CAM, unless the CAM specifies a longer time period, or approves a request for additional time.

For products that require a final version only

- Submit the product to the CAM for acceptance. The CAM may request minor revisions or explanations prior to acceptance.

For all products

- Submit all data and documents required as products in accordance with the following:

Instructions for Submitting Electronic Files and Developing Software:

- **Electronic File Format**
  - Submit all data and documents required as products under this Agreement in an electronic file format that is fully editable and compatible with the Energy Commission's software and Microsoft (MS)-operating computing platforms, or with any other format approved by the CAM. Deliver an electronic copy of the full text of any Agreement data and documents in a format specified by the CAM, such as memory stick or CD-ROM.

  The following describes the accepted formats for electronic data and documents provided to the Energy Commission as products under this Agreement, and establishes the software versions that will be required to review and approve all software products:

- Data sets will be in MS Access or MS Excel file format (version 2007 or later), or any other format approved by the CAM.
- Text documents will be in MS Word file format, version 2007 or later.
- Documents intended for public distribution will be in PDF file format.
- The Recipient must also provide the native Microsoft file format.
- Project management documents will be in Microsoft Project file format, version 2007 or later.

o **Software Application Development**

Use the following standard Application Architecture components in compatible versions for any software application development required by this Agreement (e.g., databases, models, modeling tools), unless the CAM approves other software applications such as open source programs:

- Microsoft ASP.NET framework (version 3.5 and up). Recommend 4.0.
- Microsoft Internet Information Services (IIS), (version 6 and up) Recommend 7.5.
- Visual Studio.NET (version 2008 and up). Recommend 2010.
- C# Programming Language with Presentation (UI), Business Object and Data Layers.
- SQL (Structured Query Language).
- Microsoft SQL Server 2008, Stored Procedures. Recommend 2008 R2.
- Microsoft SQL Reporting Services. Recommend 2008 R2.
- XML (external interfaces).

Any exceptions to the Electronic File Format requirements above must be approved in writing by the CAM. The CAM will consult with the Energy Commission's Information Technology Services Branch to determine whether the exceptions are allowable.

MEETINGS

Subtask 1.2 Kick-off Meeting

The goal of this subtask is to establish the lines of communication and procedures for implementing this Agreement.

The Recipient shall:

- Attend a "Kick-off" meeting with the CAM, the Commission Agreement Officer (CAO), and any other Energy Commission staff relevant to the Agreement. The Recipient will bring its Project Manager and any other individuals designated by the CAM to this meeting. The administrative and technical aspects of the Agreement will be discussed at the meeting. Prior to the meeting, the CAM will provide an agenda to all potential meeting participants. The meeting may take place in person or by electronic conferencing (e.g., WebEx), with approval of the CAM.

  The administrative portion of the meeting will include discussion of the following:
  - o Terms and conditions of the Agreement;

- o Administrative products (subtask 1.1);
- o CPR meetings (subtask 1.3);
- o Match fund documentation (subtask 1.7);
- o Permit documentation (subtask 1.8);
- o Subcontracts (subtask 1.9); and
- o Any other relevant topics.

The technical portion of the meeting will include discussion of the following:
- o The CAM's expectations for accomplishing tasks described in the Scope of Work;
- o An updated Project Schedule;
- o Technical products (subtask 1.1);
- o Progress reports and invoices (subtask 1.5);
- o Final Report (subtask 1.6);
- o Technical Advisory Committee meetings (subtasks 1.10 and 1.11); and
- o Any other relevant topics.

- Provide an *Updated Project Schedule, List of Match Funds,* and *List of Permits*, as needed to reflect any changes in the documents.

The CAM shall:
- Designate the date and location of the meeting.
- Send the Recipient a *Kick-off Meeting Agenda*.

Recipient Products:
- Updated Project Schedule *(if applicable)*
- Updated List of Match Funds *(if applicable)*
- Updated List of Permits *(if applicable)*

CAM Product:
- Kick-off Meeting Agenda

Subtask 1.3 Critical Project Review (CPR) Meetings
The goal of this subtask is to determine if the project should continue to receive Energy Commission funding, and if so whether any modifications must be made to the tasks, products, schedule, or budget. CPR meetings provide the opportunity for frank discussions between the Energy Commission and the Recipient. As determined by the CAM, discussions may include project status, challenges, successes, advisory group findings and recommendations, final report preparation, and progress on technical transfer and production readiness activities (if applicable). Participants will include the CAM and the Recipient, and may include the CAO and any other individuals selected by the CAM to provide support to the Energy Commission.

CPR meetings generally take place at key, predetermined points in the Agreement, as determined by the CAM and as shown in the Task List on page 1 of this Exhibit. However, the CAM may schedule additional CPR meetings as necessary. The budget will be reallocated to cover the additional costs borne by the Recipient, but the overall Agreement amount will not increase. CPR meetings generally take place at the Energy Commission, but they may take place at another location, or may be conducted via electronic conferencing (e.g., WebEx) as determined by the CAM.

The Recipient shall:

- Prepare a *CPR Report* for each CPR meeting that: (1) discusses the progress of the Agreement toward achieving its goals and objectives; and (2) includes recommendations and conclusions regarding continued work on the project.
- Submit the CPR Report along with any other *Task Products* that correspond to the technical task for which the CPR meeting is required (i.e., if a CPR meeting is required for Task 2, submit the Task 2 products along with the CPR Report).
- Attend the CPR meeting.
- Present the CPR Report and any other required information at each CPR meeting.

The CAM shall:

- Determine the location, date, and time of each CPR meeting with the Recipient's input.
- Send the Recipient a *CPR Agenda* and a *List of Expected CPR Participants* in advance of the CPR meeting. If applicable, the agenda will include a discussion of match funding and permits.
- Conduct and make a record of each CPR meeting. Provide the Recipient with a *Schedule for Providing a Progress Determination* on continuation of the project.
- Determine whether to continue the project, and if so whether modifications are needed to the tasks, schedule, products, or budget for the remainder of the Agreement. If the CAM concludes that satisfactory progress is not being made, this conclusion will be referred to the Deputy Director of the Energy Research and Development Division.
- Provide the Recipient with a *Progress Determination* on continuation of the project, in accordance with the schedule. The Progress Determination may include a requirement that the Recipient revise one or more products.

Recipient Products:

- CPR Report(s)
- Task Products (draft and/or final as specified in the task)

CAM Products:

- CPR Agenda
- List of Expected CPR Participants
- Schedule for Providing a Progress Determination
- Progress Determination

Subtask 1.4 Final Meeting

The goal of this subtask is to complete the closeout of this Agreement.

The Recipient shall:

- Meet with Energy Commission staff to present project findings, conclusions, and recommendations. The final meeting must be completed during the closeout of this Agreement. This meeting will be attended by the Recipient and CAM, at a minimum. The meeting may occur in person or by electronic conferencing (e.g., WebEx), with approval of the CAM.

  The technical and administrative aspects of Agreement closeout will be discussed at the meeting, which may be divided into two separate meetings at the CAM's discretion.

- The technical portion of the meeting will involve the presentation of findings, conclusions, and recommended next steps (if any) for the Agreement. The CAM will determine the appropriate meeting participants.
- The administrative portion of the meeting will involve a discussion with the CAM and the CAO of the following Agreement closeout items:
  - Disposition of any state-owned equipment.
  - Need to file a Uniform Commercial Code Financing Statement (Form UCC-1) regarding the Energy Commission's interest in patented technology.
  - The Energy Commission's request for specific "generated" data (not already provided in Agreement products).
  - Need to document the Recipient's disclosure of "subject inventions" developed under the Agreement.
  - "Surviving" Agreement provisions such as repayment provisions and confidential products.
  - Final invoicing and release of retention.

- Prepare a *Final Meeting Agreement Summary* that documents any agreement made between the Recipient and Commission staff during the meeting.
- Prepare a *Schedule for Completing Agreement Closeout Activities*.
- Provide *All Draft and Final Written Products* on a CD-ROM or USB memory stick, organized by the tasks in the Agreement.

Products:
- Final Meeting Agreement Summary *(if applicable)*
- Schedule for Completing Agreement Closeout Activities
- All Draft and Final Written Products

REPORTS AND INVOICES

Subtask 1.5 Progress Reports and Invoices
The goals of this subtask are to: (1) periodically verify that satisfactory and continued progress is made towards achieving the project objectives of this Agreement; and (2) ensure that invoices contain all required information and are submitted in the appropriate format.

The Recipient shall:
- Submit a monthly *Progress Report* to the CAM. Each progress report must:
  - Summarize progress made on all Agreement activities as specified in the scope of work for the preceding month, including accomplishments, problems, milestones, products, schedule, fiscal status, and an assessment of the ability to complete the Agreement within the current budget and any anticipated cost overruns. See the Progress Report Format Attachment for the recommended specifications.
- Submit a monthly or quarterly *Invoice* that follows the instructions in the "Payment of Funds" section of the terms and conditions, including a financial report on Match Fund and in-state expenditures.

Products:
- Progress Reports
- Invoices

Subtask 1.6 Final Report
The goal of this subtask is to prepare a comprehensive Final Report that describes the original purpose, approach, results, and conclusions of the work performed under this Agreement. The CAM will review the Final Report, which will be due at least **two months** before the Agreement end date. When creating the Final Report Outline and the Final Report, the Recipient must use the Style Manual provided by the CAM.

Subtask 1.6.1 Final Report Outline

The Recipient shall:
- Prepare a *Final Report Outline* in accordance with the *Style Manual* provided by the CAM. *(See Task 1.1 for requirements for draft and final products.)*

Recipient Products:
- Final Report Outline (draft and final)

CAM Product:
- Style Manual
- Comments on Draft Final Report Outline
- Acceptance of Final Report Outline

Subtask 1.6.2 Final Report

The Recipient shall:
- Prepare a *Final Report* for this Agreement in accordance with the approved Final Report Outline, Style Manual, and Final Report Template provided by the CAM with the following considerations:
  - Ensure that the report includes the following items, in the following order:
    - Cover page (**required**)
    - Credits page on the reverse side of cover with legal disclaimer (**required**)
    - Acknowledgements page (optional)
    - Preface (**required**)
    - Abstract, keywords, and citation page (**required**)
    - Table of Contents (**required**, followed by List of Figures and List of Tables, if needed)
    - Executive summary (**required**)
    - Body of the report (**required**)
    - References (if applicable)
    - Glossary/Acronyms (If more than 10 acronyms or abbreviations are used, it is required.)
    - Bibliography (if applicable)
    - Appendices (if applicable) (Create a separate volume if very large.)
    - Attachments (if applicable)
  - Ensure that the document is written in the third person.
  - Ensure that the Executive Summary is understandable to the lay public.
    - Briefly summarize the completed work. Succinctly describe the project results and whether or not the project goals were accomplished.
    - Identify which specific ratepayers can benefit from the project results and how they can achieve the benefits.

        - If it's necessary to use a technical term in the Executive Summary, provide a brief definition or explanation when the technical term is first used.
    - Follow the Style Guide format requirements for headings, figures/tables, citations, and acronyms/abbreviations.
    - Ensure that the document omits subjective comments and opinions. However, recommendations in the conclusion of the report are allowed.
    - Include a brief description of the project results in the Abstract.
- Submit a draft of the report to the CAM for review and comment. The CAM will provide written comments to the Recipient on the draft product within 15 days of receipt
- Consider incorporating all CAM comments into the Final Report. If the Recipient disagrees with any comment, provide a written response explaining why the comment was not incorporated into the final product
- Submit the revised Final Report and responses to comments within 10 days of notice by the CAM, unless the CAM specifies a longer time period or approves a request for additional time.
- Submit one bound copy of the *Final Report* to the CAM along with *Written Responses to Comments on the Draft Final Report*.

Products:
- Final Report (draft and final)
- Written Responses to Comments on the Draft Final Report

CAM Product:
- Written Comments on the Draft Final Report

MATCH FUNDS, PERMITS, AND SUBCONTRACTS

Subtask 1.7 Match Funds
The goal of this subtask is to ensure that the Recipient obtains any match funds planned for this Agreement and applies them to the Agreement during the Agreement term.

While the costs to obtain and document match funds are not reimbursable under this Agreement, the Recipient may spend match funds for this task. The Recipient may only spend match funds during the Agreement term, either concurrently or prior to the use of Energy Commission funds. Match funds must be identified in writing, and the Recipient must obtain any associated commitments before incurring any costs for which the Recipient will request reimbursement.

The Recipient shall:
- Prepare a *Match Funds Status Letter* that documents the match funds committed to this Agreement. If no match funds were part of the proposal that led to the Energy Commission awarding this Agreement and none have been identified at the time this Agreement starts, then state this in the letter.

  If match funds were a part of the proposal that led to the Energy Commission awarding this Agreement, then provide in the letter:
    - A list of the match funds that identifies:
        - The amount of cash match funds, their source(s) (including a contact name,

address, and telephone number), and the task(s) to which the match funds will be applied.
  - The amount of each in-kind contribution, a description of the contribution type (e.g., property, services), the documented market or book value, the source (including a contact name, address, and telephone number), and the task(s) to which the match funds will be applied. If the in-kind contribution is equipment or other tangible or real property, the Recipient must identify its owner and provide a contact name, address, telephone number, and the address where the property is located.
  - If different from the solicitation application, provide a letter of commitment from an authorized representative of each source of match funding that the funds or contributions have been secured.
- At the Kick-off meeting, discuss match funds and the impact on the project if they are significantly reduced or not obtained as committed. If applicable, match funds will be included as a line item in the progress reports and will be a topic at CPR meetings.
- Provide a *Supplemental Match Funds Notification Letter* to the CAM of receipt of additional match funds.
- Provide a *Match Funds Reduction Notification Letter* to the CAM if existing match funds are reduced during the course of the Agreement. Reduction of match funds may trigger a CPR meeting.

Products:
- Match Funds Status Letter
- Supplemental Match Funds Notification Letter *(if applicable)*
- Match Funds Reduction Notification Letter *(if applicable)*

Subtask 1.8 Permits
The goal of this subtask is to obtain all permits required for work completed under this Agreement in advance of the date they are needed to keep the Agreement schedule on track. Permit costs and the expenses associated with obtaining permits are not reimbursable under this Agreement, with the exception of costs incurred by University of California recipients. Permits must be identified and obtained before the Recipient may incur any costs related to the use of the permit(s) for which the Recipient will request reimbursement.

The Recipient shall:
- Prepare a *Permit Status Letter* that documents the permits required to conduct this Agreement. If no permits are required at the start of this Agreement, then state this in the letter. If permits will be required during the course of the Agreement, provide in the letter:
  - A list of the permits that identifies: (1) the type of permit; and (2) the name, address, and telephone number of the permitting jurisdictions or lead agencies.
  - The schedule the Recipient will follow in applying for and obtaining the permits.

  The list of permits and the schedule for obtaining them will be discussed at the Kick-off meeting (subtask 1.2), and a timetable for submitting the updated list, schedule, and copies of the permits will be developed. The impact on the project if the permits are not obtained in a timely fashion or are denied will also be discussed. If applicable, permits will be included as a line item in progress reports and will be a topic at CPR meetings.

- If during the course of the Agreement additional permits become necessary, then provide the CAM with an *Updated List of Permits* (including the appropriate information on each permit) and an *Updated Schedule for Acquiring Permits*.
- Send the CAM a *Copy of Each Approved Permit*.
- If during the course of the Agreement permits are not obtained on time or are denied, notify the CAM within 5 days. Either of these events may trigger a CPR meeting.

Products:
- Permit Status Letter
- Updated List of Permits *(if applicable)*
- Updated Schedule for Acquiring Permits *(if applicable)*
- Copy of Each Approved Permit *(if applicable)*

Subtask 1.9 Subcontracts
The goals of this subtask are to: (1) procure subcontracts required to carry out the tasks under this Agreement; and (2) ensure that the subcontracts are consistent with the terms and conditions of this Agreement.

The Recipient shall:
- Manage and coordinate subcontractor activities in accordance with the requirements of this Agreement.
- Incorporate this Agreement by reference into each subcontract.
- Include any required Energy Commission flow-down provisions in each subcontract, in addition to a statement that the terms of this Agreement will prevail if they conflict with the subcontract terms.
- If required by the CAM, submit a draft of each *Subcontract* required to conduct the work under this Agreement.
- Submit a final copy of the executed subcontract.
- Notify and receive written approval from the CAM prior to adding any new subcontractors (see the discussion of subcontractor additions in the terms and conditions).

Products:
- Subcontracts *(draft if required by the CAM)*

TECHNICAL ADVISORY COMMITTEE

Subtask 1.10 Technical Advisory Committee (TAC)
The goal of this subtask is to create an advisory committee for this Agreement. The TAC should be composed of diverse professionals. The composition will vary depending on interest, availability, and need. TAC members will serve at the CAM's discretion. The purpose of the TAC is to:
- Provide guidance in project direction. The guidance may include scope and methodologies, timing, and coordination with other projects. The guidance may be based on:
  - Technical area expertise;
  - Knowledge of market applications; or

- Linkages between the agreement work and other past, present, or future projects (both public and private sectors) that TAC members are aware of in a particular area.
- Review products and provide recommendations for needed product adjustments, refinements, or enhancements.
- Evaluate the tangible benefits of the project to the state of California, and provide recommendations as needed to enhance the benefits.
- Provide recommendations regarding information dissemination, market pathways, or commercialization strategies relevant to the project products.

The TAC may be composed of qualified professionals spanning the following types of disciplines:

- Researchers knowledgeable about the project subject matter;
- Members of trades that will apply the results of the project (e.g., designers, engineers, architects, contractors, and trade representatives);
- Public interest market transformation implementers;
- Product developers relevant to the project;
- U.S. Department of Energy research managers, or experts from other federal or state agencies relevant to the project;
- Public interest environmental groups;
- Utility representatives;
- Air district staff; and
- Members of relevant technical society committees.

The Recipient shall:

- Prepare a *List of Potential TAC Members* that includes the names, companies, physical and electronic addresses, and phone numbers of potential members. The list will be discussed at the Kick-off meeting, and a schedule for recruiting members and holding the first TAC meeting will be developed.
- Recruit TAC members. Ensure that each individual understands member obligations and the TAC meeting schedule developed in subtask 1.11.
- Prepare a *List of TAC Members* once all TAC members have committed to serving on the TAC.
- Submit *Documentation of TAC Member Commitment* (such as Letters of Acceptance) from each TAC member.

Products:

- List of Potential TAC Members
- List of TAC Members
- Documentation of TAC Member Commitment

Subtask 1.11 TAC Meetings

The goal of this subtask is for the TAC to provide strategic guidance for the project by participating in regular meetings, which may be held via teleconference.

The Recipient shall:

- Discuss the TAC meeting schedule with the CAM at the Kick-off meeting. Determine the number and location of meetings (in-person and via teleconference) in consultation with the CAM.

- Prepare a *TAC Meeting Schedule* that will be presented to the TAC members during recruiting. Revise the schedule after the first TAC meeting to incorporate meeting comments.
- Prepare a *TAC Meeting Agenda* and *TAC Meeting Back-up Materials* for each TAC meeting.
- Organize and lead TAC meetings in accordance with the TAC Meeting Schedule. Changes to the schedule must be pre-approved in writing by the CAM.
- Prepare *TAC Meeting Summaries* that include any recommended resolutions of major TAC issues.

Products:
- TAC Meeting Schedule (draft and final)
- TAC Meeting Agendas (draft and final)
- TAC Meeting Back-up Materials
- TAC Meeting Summaries

IV. TECHNICAL TASKS

*Products that require a draft version are indicated by marking **"(draft and final)"** after the product name in the "Products" section of the task/subtask. If "(draft and final)" does not appear after the product name, only a final version of the product is required. **Subtask 1.1 (Products)** describes the procedure for submitting products to the CAM.*

TASK 2: PROGRAM DESIGN AND DEPLOYMENT
The goals of this task are to develop DER online procurement and energy service program designs that specify requirements for products, services and solutions that are available through a GPO, create program collateral targeting program users (e.g., suppliers, service providers and customers), and integrate key tools and resources, configure, and deploy the DER online procurement and energy service program through the TradePro Connect Platform for use in demonstrations.

Subtask 2.1 Distributed Energy Resource Program Design
The goals of this subtask are to establish DER online procurement and energy service program design strategies and requirements for project demonstrations, and create program collateral that communicates the program requirements and benefits to users (e.g., suppliers, service providers and customers).

The Recipient shall:
- Analyze DER products available through the GPO. The review will ensure products comply with state codes and standards and assess the availability and incremental measure cost of superior products also available through the GPO suppliers (e.g., efficacy, connectivity, presence of open standards, etc.). The review, which will be named *GPO Product Review*, will be summarized in a one- to two page document with at least one graphic.
- Assess incremental benefits and costs of potential replacement products not available through the GPO via literature reviews and interviews with industry groups, technology and service providers, end customers, and influential supply-chain actors. This information will also be included in the GPO Product Review.

- Identify the greatest opportunities to enhance the GPO offerings and develop *DER Program Design Documents.* DER Program Design Documents specify requirements for product eligibility, service provider qualifications, data types and formats, workflow, validations, customer eligibility, and market intervention strategies. These documents should also identify the data necessary to process applications, enroll a customer in O&M programs and conduct M&V.
- Create *TradePro Connect Product, Service and Solutions Manual*. Whereas the DER Program Design Documents are inward-facing documents that inform program requirements, the Solutions Manual is a user-facing document that explains the offerings, requirements, benefits and sales strategies for each program design. This manual will include, but is not limited to:
    - Licenses, certifications, insurance and trainings required to provide services for different DER products and solutions
    - Program enrollment requirements
    - Products and third-party qualifying products lists
    - Services offered through the platform
    - Operations and maintenance programs offered through the platform
    - Terms and conditions of the program participation agreement
    - Utility incentive application requirements
    - M&V Requirements
    - Customer eligibility requirements
- Convene the TAC on a biannual basis to discuss program performance trends and emerging opportunities for innovation in the program's DER strategy.
- Review and coordinate with emerging technology (ET) programs such as:
    - The California Sustainable Energy Entrepreneur Development Initiative
    - Energy Commission GFO 17-301 Group 1-3 Awardees
    - Investor Owned Utility (IOU) ET programs
    - ET programs in other states
    - Other EPIC demonstrations from IOUs and CEC
    - Department of Energy Green Proving Ground program

  The review and coordination will intend to find ways to establish regular knowledge transfer to the TradePro Connect team so the most innovative technologies are always available once they are ready for the market.
- Create a *TradePro Connect ET Program Coordination Summary* which will include meaningful infographics or other graphical representations of the data and messaging and review and coordination with ET programs and will be five pages or less. It will summarize possible coordination opportunities.

Products:

- GPO Product Review
- DER Program Design Documents (Draft and Final)
- TradePro Connect Product, Service and Solutions Manual (Draft and Final)
- TradePro Connect ET Program Coordination Summary

Subtask 2.2 Configure, Integrate and Deploy TradePro Connect Platform

The goal of this subtask is to configure, and integrate DER online procurement and energy service program into the TradePro Connect commercially deployed software platforms.

The Recipient shall:

- Create the *TradePro Connect Website Sitemap and Design Document*. The document will define the organization of the TradePro Connect website and the hierarchy of its various pages and functionality. The document will also establish a roadmap for scaling the initial deployment of the website as more users and programs come online.
- Configure forms, workflows and validations for the following, or similar, programs:
  - Manage Your Power™
  - Self-Driving Buildings™
  - Multi-Region Market Transformation Program
  - Residential ZNE GPO

  This work will be included in the *TradePro Connect Website Sitemap and Design Document*.
- Integrate the following systems, or similar systems, to streamline procurement and program enrollment:
  - Qmerit Smart Market™ service optimization platform
  - Recipient's program management platform – enable automated validation of customer and equipment eligibility, paperless application processing, and enrollment in O&M programs.[4]
  - Ecomedes Fulcrum sustainable product directory
  - GreenButton Connect protocol
  - Manufacturer fault detection. Manufacturers have different means of integrating this capability, including sending emails to customers, contractors and program administrators, and publishing an API to the platform.
- Deploy the following resources, or similar resources, through TradePro Connect:
  - Automated savings and incentive calculators, which may include:
    - DesignLights Consortium Networked Lighting Controls (NLC) Savings Calculator
    - Pacific Gas and Electric's Manage Your Power FastTrack Calculator
    - Southern California Edison's Deemed automated DR Calculator
  - Events Calendar – utilities, administrators, and upstream market actors can share training dates, promotion deadlines, and other key information with downstream users.
  - Project data warehouse and reporting suite – for tracking of key project metrics and customized reporting to TradePro Connect user types.
- Deploy DER related training modules on TradePro Connect platform.
- Update the TradePro Connect Website as needed to promote usage beneficial to the DER online procurement and energy service program. The website is already deployed as a landing page for contractor enrollment. This additional effort would build out the list of available programs related to the DER online procurement and energy service program and showcase program activity in line with the *TradePro Connect Website Sitemap and Design Document* to attract new DER contractors and customers, recognize outstanding performance, and publicize new DER offerings.
- Create a 10-page or less *TradePro Connect Website Completion Report* which will include meaningful infographics or other graphical representations of the data and

[4] This includes deploying an NMEC regression modeling approach that is compliant with the CPUC's HOPPS definition and has been demonstrated across a portfolio of 40 buildings where it calculated 28% greater savings than the deemed incentive approach with two percent (2%) error margin.

messaging. The report will summarize completed work from Subtask 2.2. The report will also include screenshots and captions.

- Prepare a *CPR Report for Task 2* in accordance with subtask 1.3 (CPR Meetings) which includes the TradePro Connect Website Completion Report or the TradePro Connect Website Sitemap and Design Document (as determined by the CAM).
- Participate in a CPR meeting.

Products

- TradePro Connect Website Sitemap and Design Document (Draft and Final)
- TradePro Connect Website Completion Report (Draft and Final)
- CPR Report for Task 2

TASK 3: PLATFORM OPERATIONS

The goal of this task is to demonstrate the impact of streamlining procurement as a mechanism of facilitating DER technology adoption across multiple end-use cases.

Subtask 3.1 Marketing, Education, and Outreach

The goals of this subtask are to build out the DER service provider network in California and implement a multi-channel marketing strategy to recruit DER customers for DER online procurement and energy service program participation.

The Recipient shall:

- Create *Program Collateral* for each DER related program deployed through TradePro Connect. This includes, but is not limited to:
    - o User Participation Agreements that specify program specific rules and regulations, service provider eligibility and requirements, and any other key program information.
    - o Marketing sheets which are one to two page collateral targeting key DER market actor classes and include essential information about the platform while having clear next steps for enrollment.
    - o One page DER related program fact sheets created to summarize key information about the programs, available technology and incentives, and next steps for participation.
- Obtain a review of participation agreements from legal counsel. Update the participation agreements to incorporate legal guidance. A summary of this review and the updates will be provided in a one page *Review of Participation Agreements Summary* report.
- Create and record a TradePro Connect Benefits Presentation to educate prospective DER contractors and customers on the benefits of joining TradePro Connect and submit the presentation and video recording of the presentation in the *Presentation Package*. The video recording will be in mp4 format or a similar format if approved by the CAM.
- Create multi-channel DER related marketing campaigns that leverage existing customer touch points including, but not limited to, websites, my account portals, emails, and customer service representatives. The campaigns will be presented in *Multi-Channel Marketing Campaign Plan* and this plan will be approved by the CAM via email before it is utilized. The plan will also include the deployment strategy and will specify user groups and channels.
- Deploy DER online procurement and energy service program marketing to user groups and channels such as:

- CA Department of General Services Small Business & Disabled Veteran Business Enterprise Program
    - Contractors State License Board
    - IOU Trade Ally networks
    - International Brotherhood of Electrical Workers/National Electrical Contractors Association
    - California Conservation Corps Energy Corps
    - Automated DR workforce training project in EPIC GFO-15-302
    - US General Services Administration
    - California State Agencies
    - Regional & Municipal Governments
    - California Community Colleges
    - Small Business Associations
    - Major commercial customers
    - Property management firms
- Review and validate that DER contractor documentation is accurate and complete. If the documentation is complete, activate the contractor to start participating in the program. If the documentation is incomplete, assist the contractor with completing their application.
- Engage with large manufacturers and suppliers to explain the benefits of recruiting DER contractors to TradePro Connect and promoting high efficiency products.
- Assist DER product manufacturers and solutions providers to grow their supply chains and product offerings by connecting them with qualified service providers.
- Plan and implement DER product promotions with manufacturers, suppliers, manufacturer's representatives, and the GPO administrator.
- Engage and support customers with DER project identification and development, including acting as owners' representative to assist in facilitating facility retrofits and renovations.
- Engage and educate program administrators on the benefits of creating uniform program structures that influence and leverage the purchasing power of the DER GPO.
- Create and distribute *Program and Market Intelligence Reports* that help understand trends in DER product features, performance, costs, service quality, and other key market transformation metrics.
- Create *TradePro Connect Marketing Activities and Results Whitepaper* detailing the key strategies, activities, outcomes and lessons learned during a six-month intensive marketing period and that includes summaries and graphics for all activities listed in Subtask 3.1 unless otherwise specified by the CAM.
- Maintain the DER marketplace with essential procurement resources:
    - The Program Collateral product from Task 3.
    - Cost-benefit calculators
    - Template bids (terms, product specifications, etc.)
    - eLearning Library with video tutorials for installation and commissioning of DER products
    - Case Studies of previously completed projects
    - Listing of financial assistance programs and funding opportunities
    - Calendar of upcoming education and training opportunities on DER system design, installation, commissioning, operation and maintenance.
- Work with contractor organizations and other channel partners to educate institutional DER buyers throughout the state on the complete TradePro Connect value proposition, providing buyer-specific messages where possible.

- Coordinate with other groups from Energy Commission GFO-17-301 in knowledge transfer activities, particularly with the Group 2 and Group 3 teams to help scale proven solutions.

Products:

- Program Collateral (Draft and Final)
- Review of Participation Agreements Summary
- Presentation Package (Draft and Final)
- Multi-Channel Marketing Campaign Plan
- Program and Market Intelligence Reports
- TradePro Connect Marketing Activities and Results Whitepaper (Draft and Final)

Subtask 3.2 Operations and Support

The goal of this subtask is to facilitate and manage TradePro Connect's DER marketplace. This involves coordinating with channel partners and market actors to break down barriers and drive DER online procurement and energy service program participation. It also involves providing direct technical and financial assistance to DER customers.

The Recipient shall:

- Report annually on TradePro Connect network accomplishments via a *TradePro Connect Program Performance Memorandum*. The memorandum will be graphic-heavy and detail the number and types of DER products, services and solutions transacted, as well as how the service network is performing. The memorandum will also provide a summary on the TradePro Connect website[5] and its developments and will detail activities in the DER online procurement and energy service program, successes, lessons learned, and plans to optimize the DER online procurement and energy service program. The memorandum shall include, but is not limited to, details on TradePro Connect's efforts to:
  - Assist DER customers and trade allies with project identification by allowing the customer to grant Recipient's, secure, server-to-server access to their interval data via Green Button Connect or a similar service. The Recipient will analyze the customer's data using internal analytical tools for lighting and Energy Management Technology and suggest cost-effective project opportunities for further exploration.
  - Assist DER customers with bid development, engaging service providers, soliciting bids through the TradePro Connect platform, maximizing their incentive eligibility and applying for financing.
  - Educate participating DER customers on opportunities to leverage TradePro Connect for additional measures or program opportunities (e.g. DR participation).
  - Process incentive and enrollment applications.
  - Respond promptly to quality assurance issues per the policies in program participation agreements and TradePro Connect Product, Service and Solutions Manual.
  - Facilitate TradePro Connect platform no less than two training webinars per year for DER contractors and provide a venue for contractors to follow up with additional questions.

[5] Example: http://californiadgstats.ca.gov/

- Develop *TradePro Connect Program Performance Memorandum (Final)* which incorporates the CAM's comments and feedback.
- Submit a *Quarterly Training Effectiveness Memorandum* that synthesizes the activities and learnings from the training webinars that quarter. The memorandum will be three to five pages long and contain at least one picture or screenshot of the training webinar(s).
- Develop a minimum of five DER *Case Studies* detailing the benefits of the platform for different users, the piloting of each tool, pilot adopter experiences and response, and lessons learned. These case studies will be included as part of the final report.

Products:
- TradePro Connect Program Performance Memorandum (Draft and Final)
- Quarterly Training Effectiveness Memorandum
- Case Studies

Subtask 3.3 Conduct Measurement and Verification
The goal of this subtask is to demonstrate ways to use the project and market data collected through DER online procurement and energy service program deployments to conduct M&V, right-time customer maintenance, and understand the program's influence on the market.

The Recipient shall:
- Conduct M&V, including but not limited to the following:
    - Collect 12 months of DER pre- and post-installation interval data using GreenButton Connect protocol or a similar protocol if approved by the CAM.
    - Conduct regression analysis in compliance with the approved method established by the California Public Utilities Commission (CPUC) for Normalized Metered Energy Consumption (NMEC) or the International Performance Measurement and Verification Tool, depending on project conditions.
    - Calculate DER performance-based incentives, when applicable.
- Create a *TradePro Connect Measurement and Verification Report* which will be a two- to five page report that includes meaningful infographics or other graphical representations of the data or message. The report will summarize the Recipient's M&V activities described above.
- Draft a *TradePro Connect Ongoing Support Guidance Document* describing FDD alert codes, range of services necessary to support each alert, and level of technical expertise or certification required to perform those services.
- Implement a proof of concept project integrating FDD-capable technology and produce a five page or less *FDD-capable Technology Proof of Concept Report* that summarizes the findings.
- Track and report annually in the TradePro Connect Program Performance Memorandum (from Task 3.2) key market indicators, including but not limited to:
    - Responsiveness to customer requests
    - Bid prices
    - Customer feedback scores
    - Trainings completed
    - Repeat customers
    - Number of contractors bidding on project types

Products:

- TradePro Connect Measurement and Verification Report (Draft and Final)
- TradePro Connect Ongoing Support Guidance Document (Draft and Final)
- FDD-capable Technology Proof of Concept Report

TASK 4: EVALUATION OF PROJECT BENEFITS

The goal of this task is to report the benefits resulting from this project.

The Recipient shall:

- Complete three Project Benefits Questionnaires that correspond to three main intervals in the Agreement: (1) *Kick-off Meeting Benefits Questionnaire*; (2) *Mid-term Benefits Questionnaire*; and (3) *Final Meeting Benefits Questionnaire*.
- Provide all key assumptions used to estimate projected benefits, including targeted market sector (e.g., population and geographic location), projected market penetration, baseline and projected energy use and cost, operating conditions, and emission reduction calculations. Examples of information that can be provided in the questionnaires include:
  - Published documents, including date, title, and periodical name;
  - Estimated or actual energy and cost savings, and estimated statewide energy savings once market potential has been realized, identifying all assumptions used in the estimates;
  - Greenhouse gas and criteria emissions reductions;
  - Other non-energy benefits such as reliability, public safety, lower operational cost, environmental improvement, indoor environmental quality, and societal benefits;
  - Data on potential job creation, market potential, economic development, and increased state revenue as a result of the project;
  - A discussion of project product downloads from websites, and publications in technical journals;
  - A comparison of project expectations and performance, discussing whether the goals and objectives of the Agreement have been met and what improvements are needed, if any;
  - The outcome of demonstrations and status of technology;
  - The number of similar installations; and
  - Jobs created/retained as a result of the Agreement.
- Respond to CAM questions regarding responses to the questionnaires.

Products:

- Kick-off Meeting Benefits Questionnaire
- Mid-term Benefits Questionnaire
- Final Meeting Benefits Questionnaire

TASK 5: TECHNOLOGY/KNOWLEDGE TRANSFER ACTIVITIES

The goal of this task is to make the knowledge gained, experimental results, and lessons learned from the Project available to the public and key decision makers. Recipient will create a detailed Knowledge Transfer Plan which will define objectives, target audience, methods and required materials required. These activities will include drawing on a diverse Technical Advisory Committee (TAC) of senior institutional procurement, facilities, utility, municipal, workforce development, and engineering professionals to inform the project and the associated best-practices guide.

The Recipient shall:

- Prepare an *Initial Fact Sheet* at start of the project that describes the project (using the format provided by the CAM).
- Prepare a *Final Project Fact Sheet* at the project's conclusion that discusses results. Use the format provided by the CAM.
- Prepare a *Technology/Knowledge Transfer Plan* that includes:
  - An explanation of how the knowledge gained from the project will be made available to the public, including the targeted market sector and potential outreach to end users, utilities, regulatory agencies, and others;
  - A description of the intended use(s) for and users of the project results;
  - Published documents, including date, title, and periodical name;
  - Copies of documents, fact sheets, journal articles, press releases, and other documents prepared for public dissemination (These documents will include the Legal Notice required in the terms and conditions and indicate where and when the documents were disseminated.)
  - A discussion of policy development stating if the project has been or will be cited in government policy publications, or used to inform regulatory bodies;
  - The number of website downloads or public requests for project results; and
  - Additional areas as determined by the CAM.
- Conduct technology transfer activities in accordance with the Technology/Knowledge Transfer Plan. These activities will be reported in the Progress Reports.
- When directed by the CAM, develop *Presentation Materials* for an Energy Commission-sponsored conference/workshop(s) on the project.
- When directed by the CAM, participate in annual EPIC symposium(s) sponsored by the California Energy Commission.
- Provide at least six *High Quality Digital Photographs* (minimum resolution of 1300x500 pixels in landscape ratio) of pre and post technology installation at the project sites or related project photographs.
- Prepare a *Technology/Knowledge Transfer Report* on technology transfer activities conducted during the project.

Products:

- Initial Fact Sheet (draft and final)
- Final Project Fact Sheet (draft and final)
- Presentation Materials (draft and final)
- High Quality Digital Photographs
- Technology/Knowledge Transfer Plan (draft and final)
- Technology/Knowledge Transfer Report (draft and final)

V. Project schedule

Please see the attached Excel spreadsheet.

RESOLUTION NO: 18-0321-5a

STATE OF CALIFORNIA

STATE ENERGY RESOURCES
CONSERVATION AND DEVELOPMENT COMMISSION

RESOLUTION - RE: COHEN VENTURES INC. DBA ENERGY SOLUTIONS

RESOLVED, that the State Energy Resources Conservation and Development Commission (Energy Commission) adopts the staff CEQA findings contained in the Agreement or Amendment Request Form (as applicable); and

RESOLVED, that the Energy Commission approves Agreement EPC-17-025 from GFO-17-301 with Cohen Ventures Inc., dba Energy Solutions for a $991,110 grant to conduct a scaled demonstration of a new, innovative procurement platform for Distributed Energy Resource products and services. Contractors on the platform gain access to work opportunities, training, analytics on their services, and membership in a clean energy Group Purchasing Organization that will coordinate the purchasing power of its members to negotiate industry discounts; and

FURTHER BE IT RESOLVED, that the Executive Director or his/her designee shall execute the same on behalf of the Energy Commission.

CERTIFICATION

The undersigned Secretariat to the Commission does hereby certify that the foregoing is a full, true, and correct copy of a Resolution duly and regularly adopted at a meeting of the California Energy Commission held on March 21, 2018.

AYE: [List of Commissioners]
NAY: [List of Commissioners]
ABSENT: [List of Commissioners]
ABSTAIN: [List of Commissioners]

Cody Goldthrite,
Secretariat