Limit the response to **10** pages. See the formatting requirements in Part III, Section A.

1. **Technical Merit and Need**
2. Provide a clear and concise description of the goals, objectives, technological or scientific knowledge advancement, and innovation in the proposed project.
3. Explain how the proposed project will lead to technological advancement and breakthroughs that overcome barriers to achieving the state’s statutory energy goals
4. Summarize the current status of the relevant technology and/or scientific knowledge, and explain how the proposed project will advance, supplement, and/or replace current technology and/or scientific knowledge.
5. Justify the need for EPIC, including an explanation of why the proposed work is not adequately supported by competitive or regulated markets.
6. Discuss the degree to which the proposed work is technically feasible and achievable.
7. Provide a clear and plausible measurement and verification plan that describes how energy savings and other benefits specified in the application will be determined and measured.
8. **Technical Approach**
9. Describe the technique, approach, and methods to be used in performing the work described in the Scope of Work. Highlight any outstanding features.
10. Describe how tasks will be executed and coordinated with various participants and team members.
11. Identify and discuss factors critical for success, in addition to risks, barriers, and limitations. Provide a plan to address them.
12. Describe how the knowledge gained, experimental results, and lessons learned will be made available to the public and key decision-makers.
13. *Technology demonstration and deployment projects only:*
14. Identify and describe completed field, lab, bench-scale and/or pilot-scale tests.
15. Include at least six months of verified performance data in a separate attachment labeled “Performance Data: Attachment 2, Scoring Criterion 2.”
16. What major milestones will be accomplished during the project term? Give a short description of the milestone as well as why it is important to the overall development of the technology and the overall path to market.
17. **Impacts and Benefits to California IOU Ratepayers**
    1. Explain how the proposed project will benefit California Investor-Owned Utility (IOU) ratepayers with respect to the EPIC goals of greater reliability, lower costs, and/or increased safety).
    2. Provide clear, plausible, and justifiable **quantitative** estimates of potential benefits for California IOU electricity ratepayers, including the following (as applicable): annual electricity and thermal savings (kilowatt-hour and therms), peak load reduction and/or shifting, energy cost reductions, greenhouse gas emission reductions, air emission reductions (e.g., NOx), and/or cost reductions.
    3. State the timeframe, assumptions, and calculations for the estimated benefits, and explain their reasonableness.
    4. Identify impacted market segments in California, including size and penetration or deployment rates, with underlying assumptions.
    5. Discuss any **qualitative** or intangible benefits to California IOU electricity ratepayers, including timeframe and assumptions.
    6. Provide a cost-benefit analysis that compares project costs to anticipated benefits. Explain how costs and benefits will be calculated and quantified, and identify any underlying assumptions.
18. **Team Qualifications, Capabilities, and Resources**
19. Describe the organizational structure of the applicant and the project team. Include an organizational chart that illustrates the structure.
20. Identify key team members, including the project manager, principal investigator (if applicable), and individuals employed by any major subcontractor (i.e., a subcontractor receiving at least 25% of Commission funds or $100,000, whichever is less).

*Include this information in Attachment 3, Project Team Form.*

1. Summarize the qualifications, experience, capabilities, and credentials of the key team members.

*Include this information in Attachment 3, Project Team Form.*

1. Explain how the various tasks will be managed and coordinated, and how the project manager’s technical expertise will support the effective management and coordination of all projects in the application.
2. Describe the facilities, infrastructure, and resources available to the team.
3. Describe the team’s history of successfully completing projects (e.g., RD&D projects) and commercializing and/or deploying results/products.
4. Identify past projects that resulted in a market-ready technology.

*Include this information in Attachment 6, Reference and Work Product Form.*

1. Provide references that are current, meaning within the past three years.

*Include this information in Attachment 6, Reference and Work Product Form.*

1. Identify any collaboration(s) with federal agencies, utilities, industries, or others. Explain the nature of the collaboration and what each collaborator will contribute.
2. Demonstrate that the applicant has the financial ability to complete the project, as indicated by the responses to the following questions:

* Has your organization been involved in a lawsuit or government investigation within the past five years?
* Does your organization have overdue taxes?
* Has your organization ever filed for or does it plan to file for bankruptcy?
* Has any party that entered into an agreement with your organization terminated it, and if so for what reason?
* For Energy Commission agreements listed in the application that were executed (i.e., approved at a Commission business meeting and signed by both parties) within the past five years, has your organization ever failed to provide a final report by the date indicated in the agreement?

1. Provide support or commitment letters (for test sites or project partners) that indicate a strong level of support or commitment for the project.
2. **EPIC and Federal Funds Spent in California - The Leverage Ratio**

Complete the table below as follows:

1. **Row A:** Enter the amount of EPIC funds requested. This amount must match the amount listed on the Application Form (Attachment 1).
2. **Row B:** Enter the amount of funds requested from the awarding federal agency. This amount must match the amount listed in the federal application and in Attachment 1.
3. **Row C:** ~~Add rows A and~~ B **Enter the amount of federal funds spent in California**.
4. **Row D:** Enter the amount of ~~funds from row C that will be “spent in California” as defined in scoring criterion 5 in Part IV, Section F of the~~ solicitation **EPIC funds spent in California**.
5. **Row E:** Divide the amount in row D by the amount in row C and multiply by 100. This percentage will determine the points for scoring criterion ~~5~~**6**.

| **Row A** | ~~Amount~~ of EPIC Funds Requested | $ |
| --- | --- | --- |
| **Row B** | Amount of Federal Funds Requested | $ |
| **Row C** | ~~Total EPIC and Federal Funds Requested (A+B)~~ **Federal funds spent in California** | $ |
| **Row D** | ~~Total~~EPIC ~~and Federal~~Funds Spent in California | $ |
| **Row E** | ~~Percentage of EPIC and Federal Funds Spent in California (Row D/ Row C x 100)~~ **The Leverage Ratio = ((Row D + Row C) – Row A)/Row A** | **~~%~~ The Leverage Ratio** |

1. **Budget and Cost-Effectiveness**

a. Justify the reasonableness of the requested EPIC funds relative to the project goals and objectives.

b. Justify the reasonableness of costs for direct labor, non-labor (e.g., indirect overhead, general and administrative costs).

c. Explain how the applicant will maximize funds for technical tasks (see Part IV of the Scope of Work) and minimize expenditure of funds for program administration and overhead.