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**Invitation to Bid  
Demand Response Program Services  
For Direct Load Control**

January 22, 2016

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# Introduction

The purpose of this Request for Proposal ("RFP") is to select a third-party implementation contractor ("Implementer") to enhance and continue implementing Public Service Company of New Mexico's ("PNM") existing PowerSaver Program ("Program"), to be included in the portfolio of energy efficiency programs offered by PNM. Firms interested in performing these services are invited to submit responses as per the terms outlined in this RFP. PNM invites respondents to offer their experience and ideas from other utility programs they have managed.

PNM would like to offer a Demand Response Program to eligible PNM customers. The Program would be managed and administered by Implementer.

The Program will be available to residential and small commercial customers in PNM's service territory. For a map and list of cities in PNM's electric service territory, please refer to the RFP.

PNM is seeking proposals for a 5-year contract with the option to extend the agreement. PNM reserves the right not to accept the bids of any of the respondents to the RFP. PNM also reserves the right not to make an award or to re-bid the project, at PNM's sole discretion. This Program and any contracts signed in association with it are and will be contingent upon New Mexico Public Regulation Commission ("NMPRC") approval.

All intents to bid should be made to [DLC-RFP@pnm.com](mailto:DLC-RFP@pnm.com) by January 28, 2016. A bidder's conference call will be held on February 1, 2016 at 1pm Mountain. An Outlook invite will be sent.

+1 (505) 241-2671

+1 (888) 812-1022

Conference ID: 7061349

The RFP consists of the following:

1. Invitation to Bid
2. RFP including the Scope of Work and instructions for submittal
3. Pricing Attachment
4. PNM's standard Terms and Conditions
5. Residential Appliance Saturation Survey

**All responses must be received by March, 2nd 2016 5:00 PM (MST).**

Responses must be submitted in the required format per the RFP document. Responses will only be accepted at email address specified below.

Sean L'Ecluse  
Sr. Sourcing Analyst  
[DLC-RFP@pnm.com](mailto:DLC-RFP@pnm.com)  
505-241-2909

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## Proposal Schedule

RFP Issued .....	January 22, 2016
Intent to Bid Date .....	January 28, 2016
Bidder Teleconference .....	February 1, 2016
RFP Question Period Ends .....	February, 24, 2016
Proposals Due .....	March 2, 2016
Energy Efficiency Program PRC Filing .....	April 15, 2016
Interview Finalists .....	April/May, 2016
Anticipated Contractor Selection .....	May/June, 2016
Anticipated PRC Approval .....	November 6, 2016

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## Notice of Intent to Respond

In order to identify persons or entities interested in submitting a Proposal, and to assure that all those having such an interest receive any subsequent information distributed in the proposal process, interested parties, should submit via e-mail to [DLC-RFP@pnm.com](mailto:DLC-RFP@pnm.com) a Notice of Intent to Respond on or before **5:00 P.M. MST on January 28, 2016**.

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## Questions

Please submit all questions about this RFP, via e-mail, to [DLC-RFP@pnm.com](mailto:DLC-RFP@pnm.com). **Only questions submitted via e-mail will be answered.** Telephone inquiries will not be answered. Responses to all questions will be distributed to firms that have indicated that they will respond to this RFP. Every effort will be made to respond to your questions within two business days of receipt.

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## Ownership of Responses and Confidentiality

Respondents are encouraged not to submit information they deem to be privileged or confidential. If a respondent marks particular information as privileged or confidential, PNM will endeavor, within reason, to protect the confidentiality thereof. However, PNM may be required, in regulatory or legal proceedings, to release all responses to this RFP in their entirety, so no assurance is or can be given that the confidentiality of any respondent information can be protected. In addition, PNM may release information to employees or external contractors for the purpose of evaluating proposals to this RFP, but such employees and contractors will be required to observe the same care with respect to disclosure as PNM. If PNM determines that the release of information submitted in a proposal will be made under any of the circumstances described above, PNM will notify the affected respondent(s). Under no circumstances will PNM, or its directors, management, employees, agents or contractors be liable for any damages resulting from the disclosure

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of any respondent's claimed proprietary and confidential information during or after the RFP process.

Further, this RFP and your response will be the basis for and be incorporated into the contract between PNM and the successful Supplier. Supplier is asked to review the enclosed Company standard contract (attached) and provide comment to the terms and conditions with your RFP Response. Contractor should redline the attached Agreement Draft if they object to any of the terms and conditions. Do not sign the contract at this time.) Proposals submitted in response to the RFP shall represent a firm offer to contract on the terms and conditions described in such proposals. Each representation of fact and promise of future performance therein will be incorporated into the contract as a warranty or covenant. Any statement of fact or promise of future performance that is not intended by the Supplier as a warranty or covenant should be clearly identified.

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