

Date: _____

Proposer: _____

Evaluator: _____

Reviewer must rate sections one through four of this proposal, rating each question from 0 (no response) to the section's point cap (excellent response).

1. Cost Proposal

Evaluate the Cost of the Proposer's project relative to the value of the technical proposal and maximization of dollars provided directly to Missourians.

(Rate from 0-60) _____

2. Experience of Organization and Past Performance Evaluation Criteria

Evaluate the adequacy of the Proposer's responses to the RFP requirements regarding their experience and past work. (Rate from 0-10) _____

Evaluate the information provided in Proposer Case Study #1. (Rate from 0-5) _____

Evaluate the information provided in Proposer Case Study #2. (Rate from 0-5) _____

Evaluate the information provided in Proposer Case Study #3. (Rate from 0-5) _____

Total Points for this Proposal: _____

3. Team Qualification Evaluation Criteria

Evaluate the adequacy of the Proposer's responses to the RFP requirements regarding the qualifications of their team and expected subcontractors.

(Rate from 0-15) _____

4. Methodology, Approach, Work Plan, and Technical Capabilities

Evaluate the quality of the Proposer's responses to the below questions for the following major components:

Major Component #1: Program Designs (Rate from 0-35) _____

- What are the contractor's proposed concrete tasks, steps, milestones, and timelines for this deliverable?
- How will the contractor make MoDNR-DE aware of progress, concerns, challenges, and opportunities related to drafting the implementation materials?
- How will the contractor assist MoDNR-DE with USDOE's reporting requirements?

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- How quickly can the contractor respond to change requests?
- How will the contractor provide sufficient materials and information to ensure that MoDNR-DE has minimal day-to-day involvement in program implementation?
- How will the contractor integrate the programs with state administrative and technical infrastructure, as well as with existing programs such as the Low-Income Weatherization Assistance Program?
- Can the contractor design programs that remain within MoDNR-DE's annual spending authority and progress tranches, if applicable?
- How will the contractor support program marketing and outreach, including, but not limited to, leveraging of existing channels such as utility programs, Low-Income Weatherization Assistance Program subgrantees, and ENERGY STAR®, and building awareness and interest with both consumers and contractors?
- How will the contractor structure programs that exclusively use point-of-sale rebates through qualified installers, aggregators, and/or other professional end-use service delivery entities?
- How will the contractor integrate the IRA Home Energy Rebates with other programs and delivery channels, such as existing or planned "one-stop shops?"
- How will the contractor design the programs to minimize any upgrade project costs to consumers not covered by the IRA Home Energy Rebates through approaches such as:
 - Weatherization upgrades and possible deep retrofits prior to qualified HEEHR projects, where feasible?
 - The avoidance of unnecessary electric panel/service upgrades?
 - Leveraging and promoting other funding opportunities, such as utility rebates and the Low-Income Weatherization Assistance Program?
- How will the contractor design the programs to deliver energy audits and assessments for income-qualified households?
- How will the contractor deliver the required post-install, third-party certification for HOMES projects? Where has this certification been used and how has it been market tested and accepted?
- How will the contractor develop clear and low-burden participation requirements to facilitate rebate uptake?
- How will the contractor develop requirements for contractor qualification, quality control, quality assurance, complaint/dispute resolution, and continuous feedback and improvement to ensure that measure contractors can easily participate in the programs?
- How will the contractor ensure prompt payment of rebates? What delay time does the contractor anticipate between rebate application and payment?
- What Missouri-specific circumstances (e.g., geography, housing stock, climate, statewide policies, existing energy efficiency programs, utility landscape) represent challenges and opportunities for program implementation?

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- How will the contractor plan for the continuation (if possible) or sunseting of the IRA Home Energy Rebates Programs upon exhaustion of the IRA funds?
- Provide your budget for each program using the template format provided by USDOE (see attached applications from MoDNR-DE to USDOE). (Note that at least 60% of each program’s allocation to MoDNR-DE must be used for consumer incentives per USDOE, and that MoDNR-DE strongly prefers that the contractor minimize program operational costs in order to maximize the amount of USDOE award funding directed towards consumer incentives beyond the 60% minimum. See also the “Cost Proposal” scoring element.)
- Does the contractor have systems in place to separately track costs associated with each of the two IRA Home Energy Rebates Programs?
- How would the Proposer’s suggested approach enable the completion of this major component severable from the completion of the other major components?

Major Component #2: Market Transformation Plans (Rate from 0-20) _____

- What are the contractor’s proposed concrete tasks, steps, milestones, and timelines for this deliverable?
- How will the contractor make MoDNR-DE aware of progress, concerns, challenges, and opportunities related to drafting the Market Transformation Plans?
- How quickly can the contractor respond to change requests?
- How does the contractor expect to approach the Market Transformation Plans in the context of Missouri’s specific circumstances (e.g., geography, housing stock, climate, statewide policies, existing energy efficiency programs, utility landscape)?
- How would the Proposer’s suggested approach enable the completion of this major component severable from the completion of the other major components?

Major Component #3: Program Implementation (Rate from 0-35) _____

- Can the contractor commit to rebate program launches no later than sixty (60) days following MoDNR-DE’s submission of each respective program’s Implementation Blueprint to USDOE?
- How will the contractor make MoDNR-DE aware of implementation progress, concerns, challenges, and opportunities?
- How quickly can the contractor respond to change requests?
- How will the contractor maintain and update program implementation materials, including, but not limited to, Implementation Blueprints, as required by USDOE and MoDNR-DE?
- How will the contractor address program/grant closeout requirements from USDOE upon exhaustion of IRA funds?

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- How would the Proposer's suggested approach enable the completion of this major component severable from the completion of the other major components?

Total Points for this Proposal: _____

Overall Score

Total Points for this Proposal: _____

5. In narrative form, describe the strengths and weaknesses of this proposal.