

APPENDIX E

MCE VPP Developer

Qualification Requirements

1. Organizational Eligibility and Standing

Respondents must demonstrate the following:

- Be a legally registered business entity authorized to operate in California.
- Have a minimum of three (3) years of commercial experience in at least one of the following areas:
 - DER project development
 - Energy efficiency or electrification project delivery.
- Demonstrate financial solvency and organizational stability, sufficient to support customer-facing development and, if applicable, financing activities.
- Hold, or demonstrate the ability to engage qualified parties holding, the licenses, registrations, and professional qualifications required for the proposed work.
- Identify a primary point of contact responsible for coordination with MCE and customers.

2. Relevant Project Development Experience

Respondents must demonstrate direct experience with customer-sited energy projects:

- At least three (3) completed or financially closed projects in California involving one or more of the following:
 - Distributed energy resources (DER)
 - Load modification technologies
 - Energy efficiency, electrification, storage, or advanced controls.
- Experience must include customer-facing project delivery, not solely advisory or consulting work
- Projects may include residential, commercial, industrial, agricultural, public sector, or multi-family residential facilities.
- Describe experience serving disadvantaged, low-income, and other underserved customers and communities.
- Identify existing DER deployments within MCE's service area that could be enrolled in MCE's VPP.
- Consistent with the CEC Agreement, MCE will give evaluation priority to respondents serving these communities and respondent with substantial existing DER deployments in MCE's service area that can readily enroll in the VPP.

3. Technical Capability and Solution Integration

Respondents must demonstrate the ability to:

- Identify, evaluate, and propose facility-specific DER and load-modification solutions.
- Design integrated solutions that may combine:
 - Energy efficiency
 - Electrification
 - Flexible load technologies
 - Energy storage
 - On-site generation
 - Controls capable of responding to MCE's VPP dispatch signals
- Coordinate with OEMs, integrators, or aggregators to ensure:
 - Equipment and installation eligibility
 - Compatibility with MCE's VPP program and eDerms integration requirements
 - Support for required commissioning, testing, and operation validation
- Demonstrate familiarity with dispatchable load concepts and pay-for-performance structures.

4. Alignment with MCE VPP Tariff and P4P Framework

Respondents must demonstrate willingness and capability to:

- Structure projects that can accommodate dispatch rights for the term specified in the applicable MCE VPP participation agreement by developing proposals that incorporate:
 - VPP bill credits consistent with the applicable MCE's VPP Tariff (Appendix A)
 - Value-sharing mechanism into project economics where appropriate.
- Clearly explain proposed financing, payment assumptions, performance conditions, and customer obligations
- Support customer enrollment into:
 - MCE's VPP Tariff
 - MCE's VPP participation agreement and associated enrollment documents
- Coordinate with MCE and its M&V provider for performance validation.
- Distinguish installation incentives, grant funding, and ongoing participation payments, and avoid misrepresenting any payment as guaranteed unless expressly provided in the applicable agreement.

5. Customer Engagement and Project Execution Capability

Respondents must demonstrate the ability to:

- Engage directly with customers to:

- Assess facilities
 - Develop scopes of work
 - Explain financing options and VPP participation requirements
- Manage or coordinate the activities applicable to the proposed project, including:
 - Engineering, Procurement, and Construction (EPC);
 - Interconnection;
 - Permitting; or
 - Other installation activities.
- Support MCE's screening of project sites and installations by:
 - Providing documentation of technology and site eligibility
 - Identifying required permits and providing evidence of approval
 - Supporting confirmation, the proposed installations are exempt from CEQA as required by the CEC agreement.
- Support customer onboarding, including:
 - Enrollment documentation
 - Data sharing and consent requirements.
 - Required site access and property-owner authorizations
- Maintain customer communication through construction and early operations and/or provision of Asset Management Programs (AMP) that provide ongoing maintenance, customer support, monitoring, and operations to ensure project performance and VPP participation.

6. Labor Compliance and Regulatory Requirements

Respondents must demonstrate:

- Understanding of and capability to comply with applicable California labor and public-works requirements, including:
 - Prevailing wages,
 - DIR registration
 - Certified payroll and recordkeeping
 - Apprenticeship and working-hour requirements
 - Required compliance documentation and certifications
- Ability to ensure that:
 - EPC contractors and subcontractors hold required licenses and registrations, including DIR registration where applicable.
 - Applicable labor requirements are included in lower-tier agreement.
 - Required labor reporting and compliance documentation is completed and provided to MCE upon request
 - Project budgets reflect applicable prevailing wage requirements

- Acknowledgement that the absence of a direct payment of MCE or CEC grant funds does not, by itself, establish an exemption for applicable public works or labor requirements.
- **7. Data Sharing, Transparency, and Coordination**

Respondents must demonstrate the ability to:

- Share project-level data necessary to support:
 - Program tracking
 - VPP enrollment
 - Performance validation
 - Applicable CEC reporting and independent measurement and verification
- Coordinate with other VPP partners, including OEMs, Aggregators, and MCE staff.
- Support standardized reporting formats where required, including use of revenue quality meter data and/or device data meeting MCE's applicable M&V requirements.
- Obtain required customer authorizations and comply with applicable privacy, confidentiality, and data security requirements before accessing or sharing protected information.
- Maintain and provide records sufficient to support applicable project reporting, audit, and verification obligations.

8. Insurance, Risk, and Legal Readiness

Respondents must demonstrate:

- Ability to carry commercially reasonable insurance appropriate to project scope (e.g., general liability, professional liability, and cyber where applicable).
- Willingness to enter into:
 - Non-disclosure agreements (NDAs)
 - Confidentiality agreements
 - Program participation agreements
 - Customer-facing contracts consistent with MCE program requirements.
 - Developer agreements incorporating the CEC requirements applicable to the respondent's role and work
- No unresolved legal or regulatory actions that would materially impair project delivery.
- Disclosure of actual or potential conflicts of interest relevant to the proposed work.

9. Long-Term Program Participation Commitment

Respondents must demonstrate:

- Willingness to participate in MCE's VPP program for the period specified in the applicable agreement.
- Commitment to supporting projects through the phases assigned to the respondent:
 - Customer communication
 - Installation
 - Commissioning
 - Early operational period and ongoing asset management/maintenance phases
 - Ongoing asset management and maintenance, where included in the agreed scope
- Willingness to notify MCE of material changes affecting project delivery or continued participation and support orderly transition of assigned responsibilities when required by the applicable agreement.