

HPC competitive element:

HPCs will provide two competitive cost elements for this year's RFQ.

Weatherization Prices

- Prices will be set by using the mean of ALL bids within two standard deviations.
- HPCs will provide a bid for each weatherization measure and will be ranked among all bidding contractors (IICs and HPCs).
- Pricing for weatherization measures should be based on the cost to complete weatherization work only and should not include additional expenses incurred to execute HEAs.

Acquisition Recovery Fee

- This year, HPCs will also provide a bid to cover HEA customer acquisition and execution costs.
- The reimbursement acquisition recovery fee will vary for each HPC based on their bid's relative ranking compared to other HPCs' bids. Each bid will be ranked from relative lowest to highest.
- This new fee will replace:
 - The current \$200 conversion fee paid at invoicing for projects >\$1,000
 - + \$25 of the current HEA visit fee. HPC HEA fees are increased to cover a portion of the customer acquisition fee incurred by HPCs. This additional \$25 is replaced by the methodology described above; therefore, the HEA \$225 fee will adjust to \$200.
- This new fee will be reimbursed with processed invoices for weatherization contracts >\$1,000.
- The current potential quarterly bonus fee is not affected.

Total Score

- The total score is calculated based on the ranking of the Weatherization Price weighted at 66% and the Acquisition Recovery Fee weighted at 34%.
- Each HPCs' total score will be ranked relative to other HPCs' total score, which \ determines their actual Acquisition Recovery Fee.

Determining the Acquisition Recovery Fee

- The fee will be set by the mean of all HPC bids. Each incremental bid will increase or decrease by 5% from the bid next closest to the mean. Bids outside of two standard deviations from the mean will not be considered in the calculation of the mean. The Requestor reserves the right to accept or reject any or all of the bids.

HPC Acquisition recovery fee Price Setting Methodology

HPC and IIC bids are all ranked lowest to highest. Lowest bid scores 10.00. Highest bid scores 0.00. All bids are given a score between 0-10 relative to their rank. i.e. If only 10 contractors provided bids, the highest gets a score of 10, the next bid 9, then 8, and so on until the lowest bid scores 0.

HPCs are all ranked lowest to highest based on their bid (ranked against only HPCs, IICs don't bid). Lowest bid scores 10.00. Highest bid scores 0.00. All bids are given a score between 0-10 relative to their rank.

Total Points are calculated by using the WX Bid Rank score at 66% and the Acquisition fee points at 34%.

For HPC 14:
 $(8.73 * .66) + (0.714 * .34) = 6.005$

Overall HPC Rank is determined by the the HPCs Total Points from highest to lowest.

The Acquisition Recovery Fee is set by taking the mean of all HPC bids. Each incremental bid will increase or decrease by 5% from the bid next closest to the mean

The Acquisition Recovery is set using the below percentage s differece from the mean.

Example

HPC	2023 WX Bid Rank Points	Acquisition Recovery Fee Bid	Acquisition Recovery Fee Points	Total Points	Overall HPC Rank	Acquisition Recovery Fee Per Completed Job Over \$1000	Percent Increase or decrease of mean
HPC 1	10.000	\$225.00	10.000	10.000	1	\$479.25	135%
HPC 2	9.900	\$245.00	9.284	9.691	2	\$461.50	130%
HPC 3	9.800	\$265.00	8.570	9.382	3	\$443.75	125%
HPC 4	9.710	\$285.00	7.856	9.080	4	\$426.00	120%
HPC 5	9.610	\$305.00	7.142	8.771	5	\$408.25	115%
HPC 6	9.510	\$325.00	6.428	8.462	6	\$390.50	110%
HPC 7	9.410	\$345.00	5.714	8.153	7	\$372.75	105%
HPC 8	9.310	\$365.00	5.000	7.845	8	\$337.25	95%
HPC 9	9.220	\$385.00	4.280	7.540	9	\$319.50	90%
HPC 10	9.120	\$405.00	3.570	7.233	10	\$301.75	85%
HPC 11	9.020	\$425.00	2.856	6.924	11	\$284.00	80%
HPC 12	8.920	\$445.00	2.142	6.615	12	\$266.25	75%
HPC 13	8.820	\$465.00	1.428	6.307	13	\$248.50	70%
HPC 14	8.730	\$485.00	0.714	6.005	14	\$230.75	65%

← Mean

Total Points Rank Weighting	
WX Bid Rank	66%
Acquisition Recovery Fee Rank	34%

Graduation Increase/Decrease from the Mean of Bids	
5.00%	

Mean of HPC Bids	
\$355.00	