

Request for Weatherization Measure Pricing Quotations for Residential Turnkey Services

Attachment 5 – Home Performance Contractor's (HPC's) Scoring Methodology

**Associated with the Mass Save
Residential Turnkey Services Program
as Administered by National Grid and
Eversource**

RFQ Issued: April 2nd, 2025

Quotations Due: May 7th, 2025, 5:00 p.m.

1. HPC competitive element:

Weatherization Prices

- HPCs will provide a bid for each weatherization measure and will be ranked among all HPCs.
- HPCs' bids will be used in setting the fixed weatherization pricing along with determining their customer acquisition fee.
- All selected bids, on a measure-by-measure basis, will be averaged to set the standard pricing for all contractors (HPC & IIC).
 - Selected Bids
 - All accepted HPC bids
 - All accepted IICs bids that resulted in awarded Work Allocations in at least 1 zone
- 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 or acquire customers.
- The Requestor reserves the right to accept or reject any or all of the bids.

Customer Acquisition Fee

- The customer acquisition 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 expense to highest expense.
- The single HPC ranked in the middle of all HPCs will receive the median acquisition fee.
- For each incremental rank above the median rank the acquisition fee will increase by \$5.00. For each incremental rank below the median, each fee will decrease by \$5.00.
- This new fee will be reimbursed with processed invoices for weatherization contracts >\$1,000.
- The current potential quarterly bonus fee is not affected.

2. Determining the Acquisition Recovery Fee

- The median acquisition fee for this RFQ will be set by applying the percentage price adjustment of the overall weatherization measures in this RFQ to the 2023 median acquisition fee (\$397.50). For example, if the weatherization pricing goes up 3% so will the median acquisition fee.

