



REQUEST FOR PROPOSAL EVENT NO. 224110

Entergy Louisiana DEMAND RESPONSE PROGRAMS

Instruction to Bidders

Issued: September 13, 2024
Response Deadline: November 6, 2024

Statement of Confidentiality:

The information contained in this document is confidential to Entergy Services, LLC. It may not be disclosed, duplicated, or used for any purpose, in whole or in part, without the prior written consent of Entergy Services, LLC.

I. General Information

A. Entergy's Terms of Use for PowerAdvocate's Sourcing Intelligence Application:

Entergy Corporation is a holding company for individual public utility companies, among other affiliates, that include Entergy Arkansas, LLC, Entergy Louisiana, LLC, Entergy Mississippi, LLC., Entergy New Orleans, LLC, and Entergy Texas, Inc. (collectively and individually, all of the foregoing are "Entergy"). Each of these public utility companies and other affiliates is a separate and distinct legal entity. One or more of the Entergy companies may process bids through this PowerAdvocate site. By submitting bid information or any other information (collectively "Information") through this site, you agree to the following:

- a) Entergy will use the Information subject to the conditions outlined in the applicable bid package and the PowerAdvocate terms of use located at this site.
- b) You will not submit any information through this site that includes "personal information," defined as follows:
 - i) an individual's first name or initial and last name along with any of the following:
 - social security number;
 - driver's license number, state identification card number or other government identification number (though, for clarity, submitting a state contractor's licensing number is acceptable, and sometimes required);
 - account number, credit card number, or debit card number in combination with any required security code, access code, or password that would permit access to an individual's financial account;
 - vital record information in form of life events kept under government authority (e.g., birth certificates, death certificates);
 - biometric data (e.g., retina, iris image, fingerprints);
 - medical information, including physical or mental health information;
 - health insurance identification number;
 - the provision of health care to an individual;
 - payment information regarding the provision of health care to the individual;
 - mother's maiden name;
 - Entergy utility account number;
 - stock or other security certificate or account number; or
 - ii) any other number or code or combination of numbers or codes, such as account number, security code, access code, or password, that allows access to or use of an individual's medical, financial or credit information.

Neither PowerAdvocate, nor any of its subcontractors, will use Information in any way except to perform services for Entergy, and shall treat such Information as confidential. In no case will PowerAdvocate disclose Information to any unauthorized third parties. PowerAdvocate may blend Information together with its research and other available information to further its product development efforts and to develop generalized insights, ranges or trends that do not identify to third parties that Entergy or your company are the source of any of the blended information and that do not disclose that your company participated in a bid event hosted by Entergy.

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B. Overview of Entergy

Entergy Corporation is an integrated energy company engaged primarily in electric power production and retail distribution operations. Entergy owns and operates power plants with approximately 30,000 megawatts of electric generating capacity, and it is the second-largest nuclear generator in the United States. In addition to electric generation, transmission, and distribution businesses, Entergy also operates natural gas distribution businesses in Baton Rouge and New Orleans. Entergy Corporation has annual revenues of more than \$12 billion and more than 13,000 employees.

Utility

The purpose of our Utility business is to create sustainable value for our stakeholders by providing customers with low-emission, reliable energy at reasonable cost; superior service; a strict focus on safety; operational excellence and engaged employees.



Entergy's Utility companies:

- Entergy Arkansas, LLC
- Entergy Louisiana, LLC
- Entergy Mississippi, LLC
- Entergy New Orleans, LLC
- Entergy Texas, Inc.

Entergy delivers electricity to approximately 2.8 million utility customers in Arkansas, Louisiana, Mississippi and Texas as well as nearly 200,000 natural gas customers in Baton Rouge and New Orleans, Louisiana.

For a complete history of the company and its services, please visit our web site at www.entergy.com.

C. Purpose of this RFP

Entergy Louisiana, LLC. ("Entergy" or "ELL") seeks responses to this Request for Proposal (RFP). The intent of this RFP is to assist Entergy in the selection of an experienced and qualified Third Party Administrators ("TPA") to deliver Demand Response programs described herein as part of the new ELL demand response (DR) program. The TPA(s) will be retained by Entergy to design, implement, deliver, administer and conduct Quality Control/Quality Assurance ("QC/QA") and measurement and verification of the demand response programs for ELL customers. The demand response programs will be available to ELL retail customers and are further described in other attachments.

See Exhibit A, Scope of Services, for detailed information of the Scope of Work.

The selected bidders will complete a five-year contract beginning January 1, 2026 (subject to regulatory approval) and continuing through December 31, 2030. A Sample Contract is included with this RFP. Entergy expects that the Sample Contract will not be substantially negotiated or amended. Bidder must note any exceptions to the provisions in the Sample Contract as part of its response and must include a redline markup of the Sample Contract.

Proposals must include a Project Execution Plan which should detail the scope of work, project schedule, resource plan, execution strategy, and annual budget for all bid programs. Bids for

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individual programs or partial program bundles will be considered including proposals utilizing Subcontractors.

D. General Conditions

This RFP is not a bid solicitation or an offer to contract. Entergy reserves the right to pursue contract negotiations at a later date with any vendor best suited to meet Entergy's needs. Any contract that may later result from this RFP shall be executed in the name of Entergy Services, LLC. or another affiliate(s) of Entergy Corporation designated by Entergy Services, LLC. Bidder's proposal submitted will be valid for 90 days.

Any expenses incurred in the preparation of responses to this RFP are the sole responsibility of the vendor.

E. Right of Rejection

Entergy reserves the right to accept or reject any or all responses to this RFP or any portion thereof for any reason or for no reason at all. Neither receipt of a response nor failure to reject a response shall impose any legal obligation on Entergy or any of its affiliates. Entergy may enter into discussions and/or negotiations with one or more qualified bidders at the same time, should such action be in the best interest of Entergy.

F. Contracting

No contractual obligations for any portion of the scope of supply and services described in this RFP shall be effective until a mutually agreeable contract is executed by authorized representatives of both Owner and the selected Bidder(s). Should this RFP result in a contract award, the entire scope of the Bid Documents, all addenda, accepted details from the successful proposal, and negotiated terms and conditions may be incorporated into the final contract document.

G. Submission Requirements

Notification of Intent to Bid

In order for Bidder's firm's proposal to be considered, Bidder should complete the 'Intent to Bid Form' form located in the "Commercial" tab in PowerAdvocate by **12:00 pm (central) on October 10th, 2024**.

Clarifying Inquiries

Any clarifying questions must be submitted by Bidders via the Power Advocate Sourcing Intelligence website before, or no later than **12:00 P.M. CST on October 10 2024 (10/10/24)**.

Any clarifying inquiries requested by Bidders must be submitted using the 'Supplier Clarification Form' located in the "Download Documents" tab in PowerAdvocate. Inquiries should only be submitted through the PowerAdvocate 'Messaging' tab and addressed to Seth Price.

Any communication outside of this channel will be considered a violation of the bidding process and could result in disqualification of Bidder. Entergy Services, LLC. and its Operating Companies will not be bound by erroneous information or clarifications obtained through any other means. Clarifying Inquiries submitted after the deadline will not be addressed.

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Bidder must submit its proposal via the PowerAdvocate Sourcing Intelligence website in accordance with the schedule as listed on that website. Any proposal received after the time and date specified may not be considered.

H. Schedule

Entergy plans to conduct the RFP according to the following process:

RFP Process Step	Date
RFP Issued.	Friday, September 13, 2024
Deadline for submission of bidder questions prior to Pre-bid meeting.	Wednesday, September 25, 2024
Pre-bid Conference Call and On-line Meeting; potential bidding parties to participate in the pre-bid meeting.	Thursday, October 3, 2024
Intent to Bid Form Submitted to Entergy	Thursday, October 10, 2024
Submission of additional questions from bidders - (via PowerAdvocate)	Thursday, October 10, 2024
Deadline for ELL to respond to bidders' questions	Thursday, October 17, 2024
Proposal Submission Deadline.	Wednesday, November 6, 2024
Bid Finalists Selection process; bids to be selected for interview process.	Friday, November 22, 2024
Bid Finalists to be interviewed by:	Friday December 6, 2024
Contractors selected	Friday, December 20, 2024
Submission of ELL's Demand Response Application to LPSC.	End of February 2025
Approval of ELL's Demand Response Application to LPSC	Targeting December 2025
Program to launch	1st half of 2026 (subject to regulatory approval)

The above dates may be modified at Entergy's discretion. In the event that dates change, Entergy will allow stakeholders reasonable time to review bidder summaries and submit questions for the bid finalists.

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Electronic forms under the Commercial Data Tab/Folder of the Event:

- Notice of Intent to Bid
- Sustainability

These forms must be completed when bid is submitted.

Documents included under the Download Documents tab/folder:

- Introduction & Bidder Instructions (this document)
- Exhibit A: Scope of Services
- Exhibit B: Sample Contract
- Exhibit C: Cost Template
- Supplier Clarification Log
- Entergy 2023 DR Potential Study

Responders should submit it responses via PowerAdvocate in accordance with the schedule as listed on that website. Any response received after the time and date specified may not be considered.

I. ENERGY STANDARD CONTRACT

A Sample Contract is included with this RFP in Exhibit B. Entergy expects that the Sample Contract will not be substantially negotiated or amended. Bidder must note any exceptions to the provisions in the Sample Contract as part of its response and must include a redline markup of the Sample Contract.

II. Submittal of Proposal

If you are interested in responding to this RFP, please follow the Required Proposal Format at the bottom of this document and include information pertaining to the following topics in your response by uploading and completing documentation in the PowerAdvocate website.

A. Company Information

Provide the following general information about your company:

- Company Name
- Company Profile
- Location of Headquarters
- Website
- Entergy Account - Contact person
 - Contact Person name
 - Contact Person title
 - Contact person telephone
 - Contact person email address
- Number of employees
- Company balance sheet, income statement and cash flow for 2023 fiscal year.

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B. References

External References

Please provide 3 current client references, with at least two who have implemented programs in the last two years. Please include contact name, title, telephone number, and address for each client reference. References must be from a similar project involving a system of similar size, design complexity and use.

C. Training {Not Used}

Bidder shall provide information for training offered, including the methods of training available (e.g., one-to-one, classroom, train-the-trainer).

D. Pricing

Bidders' proposals must include specific allocations for direct incentives paid to customers and non-incentive expenses. The non-incentive expenses shall include administrative, implementation, including an "at risk" administrative and implementation cost based upon achievement of program plan(s) energy savings, marketing, QC/QA and M&V costs, and other expenses as applicable including performance-based compensation proposal consistent with the performance goals. Bidders must use the Cost Allocation Template attached as **Exhibit C** under the RFX tab in PowerAdvocate for this purpose.

E. Scope of Services – Requirements

Please review information in Exhibit A under the RFX tab in PowerAdvocate for the Scope of Services.

F. Forms

The forms and templates found on PowerAdvocate's website for this RFP should be completed.

G. IT Security Questionnaire

Prior to selection, bidder may be required to complete a full IT Security Review. This review is conducted by Entergy's internal "Governance for Understanding and Assessing Risk to Data" (GUARD) team.

H. Plan for Utilization of Diverse Suppliers

i. Strategy:

Entergy's Supplier Diversity and Development group is proud of its involvement in the progress of helping build diverse and local suppliers. Supplier Diversity and Development continues to work with diverse and local suppliers to help them understand Entergy's business practices, policies, and requirements. In doing so, Supplier Diversity and Development provides a necessary resource to assist diverse suppliers to align and capitalize on business opportunities and achieve their goals. The utilization of diverse and local suppliers aligns with Entergy's mission of serving our four stakeholders and is directly related to our focus on customer centricity and diversity, inclusion and belonging

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ii. Our Mission:

To identify, prequalify, and promote the utilization of safe, qualified and competitive diverse and local suppliers (i.e., minority, women, veterans, disabled veterans, HUB Zone, LGBT) capable of meeting Entergy’s Tier 1 and Tier 2 procurement needs.

iii. Key Objectives:

- Establish positive relationships for Entergy in the diverse business community.
- Increase Entergy’s visibility in our diverse community, locally, regionally, and nationally.
- Endorse and implement Entergy’s commitment to provide increased procurement opportunities with diverse and local suppliers.
- Increase the awareness of Entergy’s business operations, policies and business concepts.
- Conduct internal awareness programs within Entergy’s supply chain and other organizations within the company.

iv. Diverse Definitions:

WBE	Women Owned Business Enterprise	At least 51% owned
MBE	Minority Owned Business	At least 51% owned
VBE	Veteran Owned Business	At least 51% owned
SDVBE	Service-Disabled Veteran Owned Business	At least 51% owned
HUBZone	Small business operating in a historically underutilized business zone owned & controlled by 1 or more US Citizens	At least 35% of its employees reside in a HUBZone
LGBTQ	Lesbian, Gay Bi or Trans-sexual owned businesses	At least 51% owned

v. Local Supplier Definition:

A supplier that has a contract entity within a state that has Entergy operations. For a purchase to qualify, the transaction must be procured from a vendor location in the same state as the work being performed.

vi. Local and Diverse Subcontractors:

Supplier Diversity is an important initiative. Through our Supplier Diversity & Development Program, we seek to work with a diverse mix of suppliers who provide innovative ideas and a service-oriented approach. At Entergy, we want the best from the employees we hire to the partners, products, and contractors we use on each project. The partnerships we form can lead to additional opportunities and mutual success. Therefore, diversity in our sourcing process is vital to the success at Entergy.

In addition to complying with 48 CFR 52.219-8 (May 2004) (Utilization of Small Business Concerns) and 48 CFR 52.219-9 (Jan 2002) (Small Business Subcontracting Plan), we are looking for firms that understand the need and importance of including local, diverse firms. This project will impact the communities we serve so the inclusion of local, diverse suppliers is very important to us. This project/work has a minimum **diversity target of 30% of the contracted amount.** This project/work has a minimum **local target of 20% of the**

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contracted amount. Your responses should communicate how you plan to achieve these targets.

Utilization of a diverse supplier that is also local will count toward both metrics.

Based on the services to be delivered, Entergy expects that in some instances Vendors will be able to exceed this minimum threshold. Your detailed subcontracting plan, submitted with your proposal, should communicate how you plan to achieve the target and optimize the utilization of diverse and local suppliers.

vii. Sustainability:

Entergy's sustainability mission is to create sustainable value for our customers, employees, owners, and the communities we serve through the use of sustainable business practices that integrate environmental, social, and economic objectives and concerns. More information about Entergy's sustainability efforts can be found here:

<https://www.entergy.com/sustainability/>

Please include your responses to the below RFP Sustainability questions under the Commercial tabs in the Power Advocate bid event.

- Does your firm have an environmental policy or program? If so, please submit a copy.
- Does your firm have a supplier code of conduct? If so, please share the link or document.
- Does your firm have any Energy/Green House Gas reduction targets? If so, please provide documentation.
- Does your firm have any waste reduction targets or programs, including recycling? If so, please explain or provide documentation.
- Please share any other information your firm would like to report around sustainability, environmental, social responsibility best practices, community engagement and support, significant achievements, awards or certifications.

viii. Supplier's Submission:

At a minimum, Contractor's submission should include:

- A listing of the categories available for subcontracting.
- Comprehensive subcontracting plan describing how you will ensure local and diverse spend; include how you will achieve the 30% target as described above for diverse and local supplier spending for this project.
- Provide anticipated subcontracting activity and spend level by Entergy's service territory (i.e., Arkansas, Louisiana, Mississippi, and Texas).
- Any other pertinent information about your Supplier Diversity program, including past successes.
- A response to the sustainability questions included in the RFP.

ix. Support and Resources:

To aid Vendor in supporting the requests within this document, Entergy is providing the following support.

At the end of this document, Entergy has provided a list of resources which can help the Vendor identify local and diverse suppliers, by geographic territory. The Vendor is encouraged to use these resources as needed to support completion of its Subcontracting Plan.

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Diverse and Local Supplier Resources

Below are some resources for you to utilize to locate local, diverse suppliers. Additionally, Entergy's Supplier Diversity & Development team stands ready to assist with refers to assist. This list of resources is categorized by each of Entergy's service territories and a national listing is also included for your convenience.

Louisiana

1. Southern Regions Minority Supplier Development Council
www.srmsdc.org
2. Women's Business Enterprise Council South
www.wbecsouth.org
3. City of New Orleans DBE program Online listing
[City of New Orleans DBE listing](http://www.cityofneworleans.gov/DBE/DBEListing.aspx)
4. Louisiana Unified Certification Program Online Listing
<http://www8.dotd.la.gov/UCP/UCPSearch.aspx>

Mississippi

1. Southern Regions Minority Supplier Development Council
www.srmsdc.org
2. Women's Business Enterprise Council South
www.wbecsouth.org
3. Central Mississippi Planning and Development District
<http://www.cmpdd.org/>
4. Mississippi Development Authority
<http://www.mississippi.org/>
5. Mississippi Minority Business Alliance
<http://www.mmba.us/>

Texas

1. Houston Minority Supplier Development Council (HMSDC)
<http://www.hmsdc.org>
2. Women's Business Council Southwest (WBCSW)
<http://www.wbcsw.org/>

Arkansas

1. Arkansas State Chamber of Commerce
<http://www.arkansasstatechamber.com/>
2. Little Rock Chamber of Commerce
<http://www.littlerockchamber.com/cwt/external/wcpages/index.aspx>
3. Women's Business Council Southwest (WBCSW)
<http://www.wbcsw.org/>
4. Southern Regions Minority Supplier Development Council
www.srmsdc.org

National Resources:

1. National Minority Supplier Development Council (NMSDC)
<http://www.nmsdc.org/>
2. Women's Business Enterprise National Council
(WBENC)

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- 3. Edison Electric Institute (EEI) Supplier Diversity Task Force
<http://wbenc.org/>
<http://www.eei.org/Pages/default.aspx>
- 4. Minority Business Development Agency (MBDA)
<http://www.mbda.gov/>

Additional resources can be found on Entergy's website under Supplier Diversity & Development

http://entergy.com/operations_information/supplier_diversity/additional_resources.aspx

This plan shall outline how Bidders will target spend with local and diverse suppliers out of the total proposed amount of the project. The Subcontracting Plan Template can be used to display the diverse spend. The level of diverse supplier participation will be a key factor in the proposal evaluation process.

- I. If your company does not have an applicable General Services Agreement in place with Entergy, the attached professional services agreement will be executed for any services awarded. Should you have any changes to suggest to this document, please use the track changes feature to make suggested changes and upload the modified document using the 'Upload Documents' tab. Any changes made to the document will be applied in the evaluation of responses.
- J. Any questions should be submitted through the PowerAdvocate Sourcing Intelligence 'Messaging' tab and addressed to Seth Price.

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**Supplier Diversity
Subcontracting Plan Template**

Supplier's Name: _____ Report Date: _____

Address: _____ Project Name: _____

Telephone No.: _____ Email Address: _____

Estimated Total Project Cost:\$ _____

Total Diverse Spend:\$ _____ % of Project Cost _____

Total Local Spend:\$ _____ % of Project Cost _____

Submitted By: _____

(1)	(2)	(3)	(4)	(5)
Project Segment/ Work Description	Supplier Name Contact Person & Telephone No.	WMDVBE Code	Geographical location (HQ)	Estimated Spend
Total				

1. Enter a description of the products or services provided by the supplier.
2. Enter the name, contact and phone of the diverse supplier used for this project. Local is defined as being headquartered in Louisiana, Arkansas, Mississippi, or Texas.
3. Enter the diversity/local code:
 - W = Woman owned business
 - M = Minority owned business
 - V = Veteran owned business
 - H = HUB Zone
 - LG = LGBTG
4. Enter the location where the supplier is headquartered.
5. Enter the estimated spend with this supplier.
6. Enter the percent of the segment total.
7. Enter the total diverse spend.
8. Enter the total local spend.

NOTE: It is acceptable for a supplier to fall in both categories of Local & Diverse. However, for % of Addressable Spend, the supplier should only be reported as Diverse.