

## Energy Solutions Program Ally Application

Thank you for your interest in joining the Jersey Central Power & Light Energy Solutions program. A company must be approved as an Energy Solutions Program Ally to submit projects through this program on behalf of Jersey Central Power & Light customers. To become an approved Program Ally, please follow the steps below:

1. Send application to [energysaveNJ@trccompanies.com](mailto:energysaveNJ@trccompanies.com) with the following attached:
  - ☐ This completed application.
  - ☐ Completed W-9 Form.
  - ☐ New Jersey Division of Revenue Registration (Copy of Business Registration Certificate from the NJ Division of Revenue website for your company [https://www1.state.nj.us/TYTR\\_BRC/jsp/BRCLoginJsp.jsp](https://www1.state.nj.us/TYTR_BRC/jsp/BRCLoginJsp.jsp))
  - ☐ Current Alternate Name form (dba) filed with the state of NJ, if applicable
  - ☐ Certificate of insurance from your insurer. Required insurance policy and coverage listed in the application below, see Program Ally Requirements for more information.
  - ☐ At least two (2) examples each of a Retro-Commissioning (RCx), Retro-commissioning Lite (RCx-Lite), and/or Strategic Energy Management (SEM) projects (as applicable to your application) completed in the past three (3) years.
  - ☐ Signed Program Ally Agreement for Engineered Solutions found on the Jersey Central Power & Light website: <https://bizsolutions.energysavenj.com/become-a-program-ally/>
2. Review Program Ally Requirements and ensure your company meets or exceeds these requirements.
3. Program Training: If approved, the Program Ally agrees to requiring at least one person from the Program Ally's firm to participate in an initial program training session, plus additional training updates as needed. All training requirements for the Energy Management Program may be in addition to other training requirements for **JERSEY CENTRAL POWER & LIGHT** administered programs.

If you have any questions, comments, and/or need clarifications regarding this application, please contact [energysaveNJ@trccompanies.com](mailto:energysaveNJ@trccompanies.com).

# Energy Solutions Addendum

Minimum Qualifications	
<p>The Energy Solutions programs require specialized Program Allies to provide engineering and technical services. To participate in the Energy Solutions program, program allies must meet the minimum qualifications outlined in the table below. These requirements ensure that program allies have the technical expertise, experience, and capabilities necessary to deliver high-quality retro-commissioning (RCx), RCx-Lite, and/or Strategic Energy Management (SEM) services.</p> <p>Program allies interested in acting as a program ally for any of the Energy Solutions programs may apply to one or more programs with a single application submission. If approved, at least one person from the program allies' firm must participate in an initial program training session and additional training updates as needed, per subprogram. All training requirements for Energy Solutions subprograms are in addition to other mandatory requirements of JCP&amp;L programs.</p>	
Retro-commissioning (RCx)	<p>RCx focuses on comprehensive building system assessments to optimize performance. Firms must be capable of identifying and implementing energy efficiency measures through data-driven analysis and functional testing.</p> <p><b>Eligibility Requirements:</b></p> <ul style="list-style-type: none"> <li>• Minimum 5 years of experience performing full-scale RCx projects.</li> <li>• At least 2 completed RCx projects in the past 3 years (sample project reports and references required).</li> <li>• Certified Commissioning Professionals on staff (such as ASHRAE Building Commissioning Professional [BCxP], AEE's Certified Building Commissioning Professional [CBCP], AEE's Existing Building Commissioning Professional [EBCP], or equivalent certifications). Professional Engineers (PEs) or Certified Energy Managers (CEM) with direct experience in RCx are also acceptable.</li> <li>• Demonstrated expertise with building management systems (BMS), HVAC systems, and control system optimization.</li> <li>• Capability to develop and verify RCx measures using International Performance Measurement and Verification Protocols (IPMVP).</li> </ul>
Retro-commissioning Lite (RCx-Lite)	<p>RCx-Lite involves a streamlined assessment (similar to an ASHRAE Level 2 audit) to identify low-cost or no-cost measures. This program targets small and medium businesses with peak demand &lt; 300 kW. Firms must be capable of identifying and implementing low cost, no cost measures, including operational improvements, fine tuning of systems, and set point adjustments. Approved RCx-Lite providers will use TRC's RCx-Lite Assessment Tool for streamlined data collection and energy savings calculations.</p> <p><b>Eligibility Requirements:</b></p> <ul style="list-style-type: none"> <li>• Minimum 3 years of experience in building energy optimization studies or ASHRAE Level 2 audits.</li> <li>• At least 2 completed projects in the last 3 year involving comprehensive scopes of work that address all major energy end uses in a commercial building (sample project reports and references required).</li> <li>• Certified Energy Auditing Professionals on staff (such as ASHRAE Building Energy Analysis Professional [BEAP], AEE's Certified Energy Auditor [CEA], or equivalent</li> </ul>

	<p>certifications). Professional Engineers (PEs) or Certified Energy Managers (CEM) with direct experience in energy auditing are also acceptable.</p> <ul style="list-style-type: none"> <li>• Ability to identify operational and behavioral efficiency improvements and quantify potential savings.</li> <li>• Experience working with facility managers and building operators to implement no-cost and low-cost measures.</li> <li>• Familiarity with utility technical resource manuals (TRMs) and standardized savings calculations.</li> </ul>
Strategic Energy Management (SEM)	<p>SEM focuses on behavioral and operational changes for long-term energy performance improvements. SEM takes a holistic approach, focusing on operational improvements, behavioral strategies, and performance tracking to drive sustained efficiency for your building. SEM program allies will offer guidance in developing and executing an energy management action plan, system monitoring, staff training, benchmarking, and project planning.</p> <p>In this program, SEM Action Plans should also identify potential capital improvements eligible for additional JCP&amp;L incentives. ASHRAE Level 2 audits that integrate SEM elements are required if customers have not completed one in the last 3-5 years. If a customer has a recently completed audit, an audit refresh may be required. The audit will serve as a roadmap following the completion of SEM services. Other strategies and study types will be considered based on customer needs.</p> <p><b>Eligibility Requirements:</b></p> <ul style="list-style-type: none"> <li>• Minimum 3 years of SEM coaching or facilitation experience (case studies and references required).</li> <li>• Minimum 3 years of experience in performing ASHRAE Level 2 or 3 audits for large C&amp;I facilities (case studies and references required).</li> <li>• Experience conducting energy performance baseline assessments and ongoing energy tracking (e.g., Energy Star Portfolio Manager, IPMVP).</li> <li>• Experience facilitating energy management workshops and training sessions for customer staff.</li> <li>• Proven track record of coaching clients through behavioral and operational efficiency improvements.</li> <li>• Knowledge of ISO 50001 principles and best practices for SEM programs.</li> <li>• Ability to develop and implement SEM action plans.</li> </ul>

## Services and Samples of Work

Please select the services you are interested in providing. For each service, please provide two representative project samples completed in the last 3 years that meet the technical requirements of each program.

For RCx, please provide a final Cx report including project description, findings and issues identified, recommended measures, M&V plan, and cost savings analysis.

For RCx-Lite, please provide sample ASHRAE Level 2 audits are acceptable. Audits focused on existing building controls are preferred.

For SEM, please provide a final SEM report including baseline energy performance, identified opportunities, behavioral changes implemented, M&V plan, and cost savings analysis.

Other documentation may be acceptable. Please reach out to the program manager with any questions prior to submitting.

<input type="checkbox"/> Retro-commissioning (RCx)	Upload your application and additional files to the SharePoint site.
<input type="checkbox"/> Retro-commissioning Lite (RCx- Lite)	Upload your application and additional files to the SharePoint site.
<input type="checkbox"/> Strategic Energy Management (SEM)	Upload your application and additional files to the SharePoint site.

**Please provide a brief company overview and highlight specific services relevant to this program (< 200 words)**

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## Leads

Do you have any active leads for projects that you plan to submit to the JCP&L Energy Solutions program? If so, please provide details here (including customer name, sector, customer size, potential savings):

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## Summary of Insurance

Please provide Certificates of Insurance from your insurer listing JCP&L, Program Implementer (TRC), and any overlapping utilities where you intend to operate as a condition of participation in this program. For this summary, it is acceptable to note if address and contact is the same for multiple policies.

This program requires that the Program Ally has the following coverage:

- At least \$2 million in Commercial General Liability Insurance per occurrence and general aggregate
- At least \$1 million in Employer's Liability Insurance
- At least \$1 million in Auto Insurance
- At least \$5 million in Excess Umbrella Insurance
- At least \$5 million in Errors and Omissions Liability Insurance
- At least \$1 million per claim and aggregate in Cyber Liability Insurance
- Worker's Compensation that meets local requirements

Upload your Certificates of Insurance to the SharePoint site.

## Customer References

Provide at least one (1) recent reference for a for each type of service indicated in application above (e.g., RCx, RCx-Lite, SEM).

1	Company Name:		Brief Description of Project (< 150 words):
	Contact Person		
	Phone:		
	Email:		
	Project Type:		
2	Company Name:		Brief Description of Project (< 150 words):
	Contact Person		
	Phone:		
	Email:		
	Project Type:		
3	Company Name:		Brief Description of Project (< 150 words):
	Contact Person		
	Phone:		
	Email:		
	Project Type:		

**Key Staff**

Please list all key staff who will be supporting JCP&L Energy Solutions projects, including name, title, certifications, and years of experience. If applying to multiple Energy Solutions subprograms such as RCx, RCx-Lite, and SEM, please indicate which subprogram(s) staff will be supporting.

Name, Title	Subprogram(s)	Relevant Certifications	Years of Experience

**Previous Experience as a Qualified Service Provider**

Please list other utilities or state energy offices where your firm is already approved to provide similar services (for example, other NJ utility programs, NJBPU Pay-for-Performance, NYSERDA FlexTech, etc.).

Utility or State Energy Office	Program Name	Scope of Approved Services	Years Active

### Agreement and Signature

By submission of this application, the applicant and person signing on behalf of any applicant subscribes and affirms under penalties of law that the statements made in this application for inclusion as an Energy Solutions Program Ally have been examined and to the best of his/her/their knowledge and belief are true and correct. The applicant affirms that no person named in this application is subject to disqualification under the terms and guidelines of the state of New Jersey unless herein stated. The applicant understands that by signing this application it consents to any other inquiry to verify or confirm the information herein. The applicant understands that this application for inclusion as an E an Energy Solutions Program Ally does not guarantee that inclusion will be granted but will be used in the determination of eligibility for inclusion. As an Energy Solutions Program Ally, you acknowledge you are acting as an independent entity to provide energy efficiency services for customers under the Energy Solutions and have not entered into a contractual agreement to provide services or other work for JCP&L Energy Solutions, TRC Companies Inc., or any other overlapping utilities.

Authorized Representative ( <i>please print</i> )		Title:	Date:
Signature:			