

## Bid Alternate Cost Proposal - Task Sheets

<b>Offeror's Name:</b>	Dunsky Energy + Climate Advisors
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Note: The following Bid Alternative cost proposal includes quotes for the following optional tasks and scope items in addition to the core scope:

- Optional Task: Passive Gas Demand Savings
- Optional Scope Item: Electric Vehicle Adoption Modeling
- Optional Scope Item: Granular Heat Pump Adoption Modeling

### Analytical Tasks

<b>Task 1: Identify data sources and collect input data</b>			
<b>Labor Costs</b>			
Subcontractor or Team Member Name and/or Job Title	Hourly Rate	Estimated Hours	Evaluated Price (Hourly Rate * Estimated Hours)
Alex Hill - Partner	\$281	3	\$843
Nick Martin - Senior Consultant	\$226	10	\$2,260
Frank Bergeron - Technical Lead	\$226	3	\$678
Valentin Meyer - Principal Analyst	\$185	20	\$3,700
Shruti Bagde - Senior Analyst	\$163	20	\$3,260
<b>Additional expenses that are not included in hourly rate</b>			
<b>Description of Expense</b>			<b>Price</b>
<b>Total Task Price:</b>			<b>\$10,741</b>

<b>Task 2: Estimate net effects of factors affecting baselines</b>			
<b>Labor Costs</b>			
<b>Subcontractor or Team Member Name and/or Job Title</b>	<b>Hourly Rate</b>	<b>Estimated Hours</b>	<b>Evaluated Price (Hourly Rate * Estimated Hours)</b>
Alex Hill - Partner	\$281	3	\$843
Francois Boulanger - Senior Research Lead	\$253	3	\$759
Nick Martin - Senior Consultant	\$226	15	\$3,390
Frank Bergeron - Technical Lead	\$226	15	\$3,390
Shruti Bagde - Senior Analyst	\$163	25	\$4,075
<b>Additional expenses that are not included in hourly rate</b>			
<b>Description of Expense</b>			<b>Price</b>
<b>Total Task Price:</b>			<b>\$12,457</b>

<b>Task 3: Update measure list and gather data</b>			
<b>Labor Costs</b>			
<b>Subcontractor or Team Member Name and/or Job Title</b>	<b>Hourly Rate</b>	<b>Estimated Hours</b>	<b>Evaluated Price (Hourly Rate * Estimated Hours)</b>
Francois Boulanger - Senior Research Lead	\$253	10	\$2,530
Nick Martin - Senior Consultant	\$226	35	\$7,910
Karine Cazorla Technical Lead	\$226	35	\$7,910
Valentin Meyer - Principal Analyst	\$185	25	\$4,625
Shruti Bagde - Senior Analyst	\$163	75	\$12,225
Ginette Riopelle - Associate Engineer	\$200	50	\$10,000
<b>Additional expenses that are not included in hourly rate</b>			
<b>Description of Expense</b>			<b>Price</b>

<b>Total Task Price:</b>	<b>\$45,200</b>

<b>Task 4 and 4a: Estimate potential savings</b>			
<b>Labor Costs</b>			
Subcontractor or Team Member Name and/or Job Title	Hourly Rate	Estimated Hours	Evaluated Price (Hourly Rate * Estimated Hours)
Alex Hill - Partner	\$281	10	\$2,810
Francois Boulanger - Senior Research Lead	\$253	20	\$5,060
Nick Martin - Senior Consultant	\$226	25	\$5,650
Frank Bergeron - Technical Lead	\$226	25	\$5,650
Karine Cazorla Technical Lead	\$226	25	\$5,650
Valentin Meyer - Principal Analyst	\$185	50	\$9,250
Shruti Bagde - Senior Analyst	\$163	30	\$4,890
<b>Additional expenses that are not included in hourly rate</b>			
<b>Description of Expense</b>			<b>Price</b>
<b>Total Task Price:</b>			<b>\$38,960</b>

**Project Management Tasks**

<b>Tasks 1-3: Kick-off meeting, check-in meetings, and correspondence with data providers</b>			
<b>Labor Costs</b>			
<b>Subcontractor or Team Member Name and/or Job Title</b>	<b>Hourly Rate</b>	<b>Estimated Hours</b>	<b>Evaluated Price (Hourly Rate * Estimated Hours)</b>
Alex Hill - Partner	\$281	10	\$2,810
Nick Martin - Senior Consultant	\$226	50	\$11,300
Frank Bergeron - Technical Lead	\$226	5	\$1,130
<b>Additional expenses that are not included in hourly rate</b>			
<b>Description of Expense</b>			<b>Price</b>
<b>Total Task Price:</b>			<b>\$15,240</b>

## Reporting Tasks

<b>Tasks 1-4: Summarize data, analysis and results; specify program, portfolio, and policy recommendations; provide deliverables; hours and invoicing.</b>			
<b>Labor Costs</b>			
Subcontractor or Team Member Name and/or Job Title	Hourly Rate	Estimated Hours	Evaluated Price (Hourly Rate * Estimated Hours)
Alex Hill - Partner	\$281	15	\$4,215
Francois Boulanger - Senior Research Lead	\$253	10	\$2,530
Nick Martin - Senior Consultant	\$226	50	\$11,300
Frank Bergeron - Technical Lead	\$226	30	\$6,780
Karine Cazorla Technical Lead	\$226	25	\$5,650
Shruti Bagde - Senior Analyst	\$163	25	\$4,075
Ginette Riopelle - Associate Engineer	\$200	10	\$2,000
<b>Additional expenses that are not included in hourly rate</b>			
<b>Description of Expense</b>			<b>Price</b>
Travel for presentation of final results (2 people, 2 overnights)			\$3,500
<b>Total Task Price:</b>			<b>\$40,050</b>

**Optional Tasks**

<b>Optional Task: Passive Gas Demand Savings</b>			
<b>Labor Costs</b>			
<b>Subcontractor or Team Member Name and/or Job Title</b>	<b>Hourly Rate</b>	<b>Estimated Hours</b>	<b>Evaluated Price (Hourly Rate * Estimated Hours)</b>
Alex Hill - Partner	\$281	2	\$562
Francois Boulanger - Senior Research Lead	\$253	5	\$1,265
Nick Martin - Senior Consultant	\$226	15	\$3,390
Shruti Bagde - Senior Analyst	\$163	30	\$4,890
<b>Additional expenses that are not included in hourly rate</b>			
<b>Description of Expense</b>			<b>Price</b>
<b>Total Task Price:</b>			<b>\$10,107</b>

**Optional Scope Items**

<b>Optional Scope Item: Electric Vehicle Adoption Modeling</b>			
<b>Labor Costs</b>			
<b>Subcontractor or Team Member Name and/or Job Title</b>	<b>Hourly Rate</b>	<b>Estimated Hours</b>	<b>Evaluated Price (Hourly Rate * Estimated Hours)</b>
Alex Hill - Partner	\$281	5	\$1,405
Jeff Turner - Director	\$266	30	\$7,980
Nick Martin - Senior Consultant	\$226	60	\$13,560
Emma Hill - Principal Analyst	\$185	175	\$32,375
<b>Additional expenses that are not included in hourly rate</b>			
<b>Description of Expense</b>			<b>Price</b>
<b>Total Task Price:</b>			<b>\$55,320</b>

**Optional Scope Item: Granular Heat Pump Adoption Modeling**

**Labor Costs**

<b>Subcontractor or Team Member Name and/or Job Title</b>	<b>Hourly Rate</b>	<b>Estimated Hours</b>	<b>Evaluated Price (Hourly Rate * Estimated Hours)</b>
Alex Hill - Partner	\$281	5	\$1,405
Mathieu Levesque - Senior Consultant	\$226	75	\$16,950
Nick Martin - Senior Consultant	\$226	15	\$3,390
Amara Slaymaker - Analyst	\$141	275	\$38,775
<b>Additional expenses that are not included in hourly rate</b>			
<b>Description of Expense</b>			<b>Price</b>
<b>Total Task Price:</b>			<b>\$60,520</b>



**Bid Alternate Cost Proposal – All-Inclusive Price and  
Signature Page (Including Optional Tasks and Scope Items)**

<b>Offeror's Name:</b>	<b>Dunsky Energy + Climate Advisors</b>
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**One All-Inclusive Price.** This number represents the sum of all total task prices and any other costs and expenses charged to EERMC.

<b>All-Inclusive Price</b>	<b>\$ 288,595</b>
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Signature of Authorized Person

October 7, 2022  
Date

Alex Hill, Partner

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Printed Name, Title