2022 vs 2023

- Overall similar theme:
  - Requesting measure-level bids from all contractors
  - Bids used to set weatherization prices
  - Contractors receive a bid rank

- Improvements:
  - Requested suggestions and ideas from contractors prior to final RFQ design and implementation
    - 12 listening sessions
    - Survey
  - Offered additional contractor calls during the RFQ
    - 2 Informational Calls
    - 1 Technical Assistance Call
  - Better designed website which leads a contractor step-by-step
  - More user-friendly submission template
    - Offered the ability to bid by $ value or % change (and showing both $ and % results)
    - Existing pricing shown on the template
    - Requested less information (i.e. only their price bid; no margin breakdown, etc.)
  - Price setting utilized bids from every contractor vs. 1/3rd of contractors in 2022
    - All measure-level bids accepted within 2 standard deviations of the mean (95%)

2023 RFQ Results

Weatherization Prices

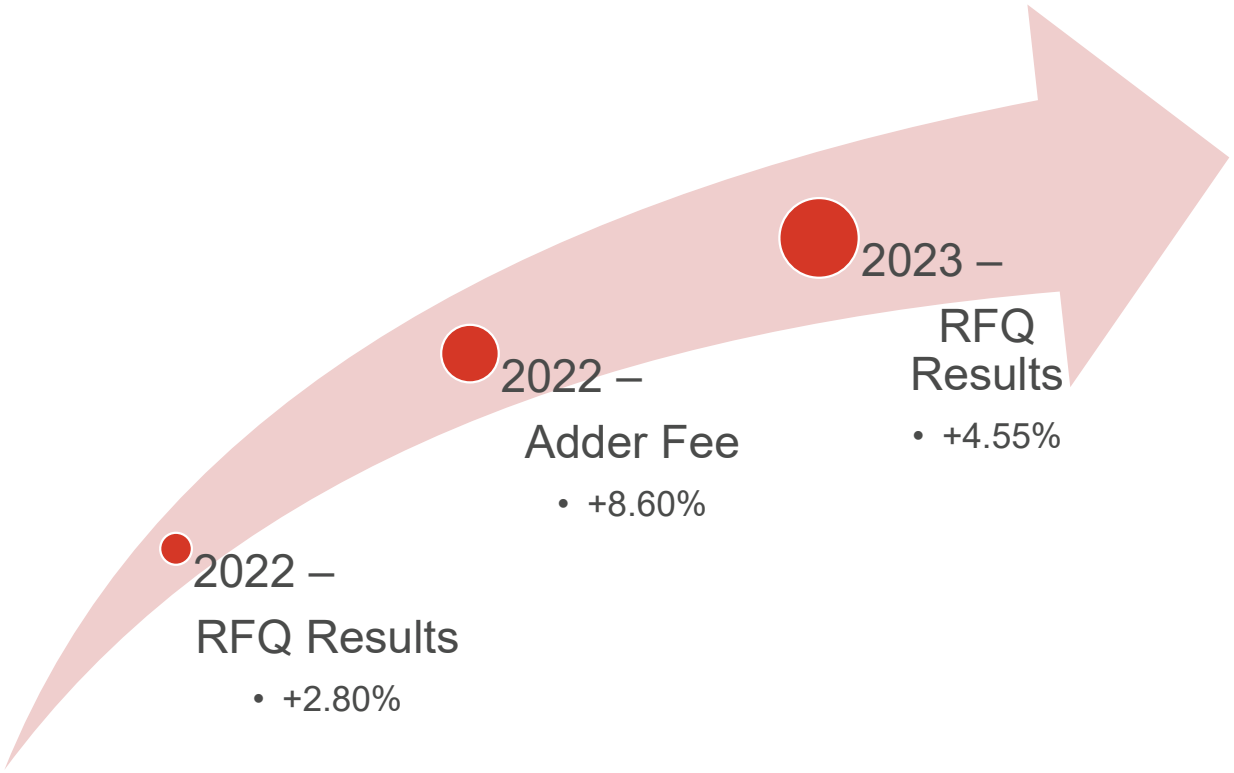
- "Total spend" increase: 4.55%

Ranking

HPC Fee

- Mean of all accepted bids: $388
  - Baseline of $275 (net +$113)

Historical Price Increases



Total Increase
Since 2022:

+16.70%

WX Price Setting Analysis & Insights

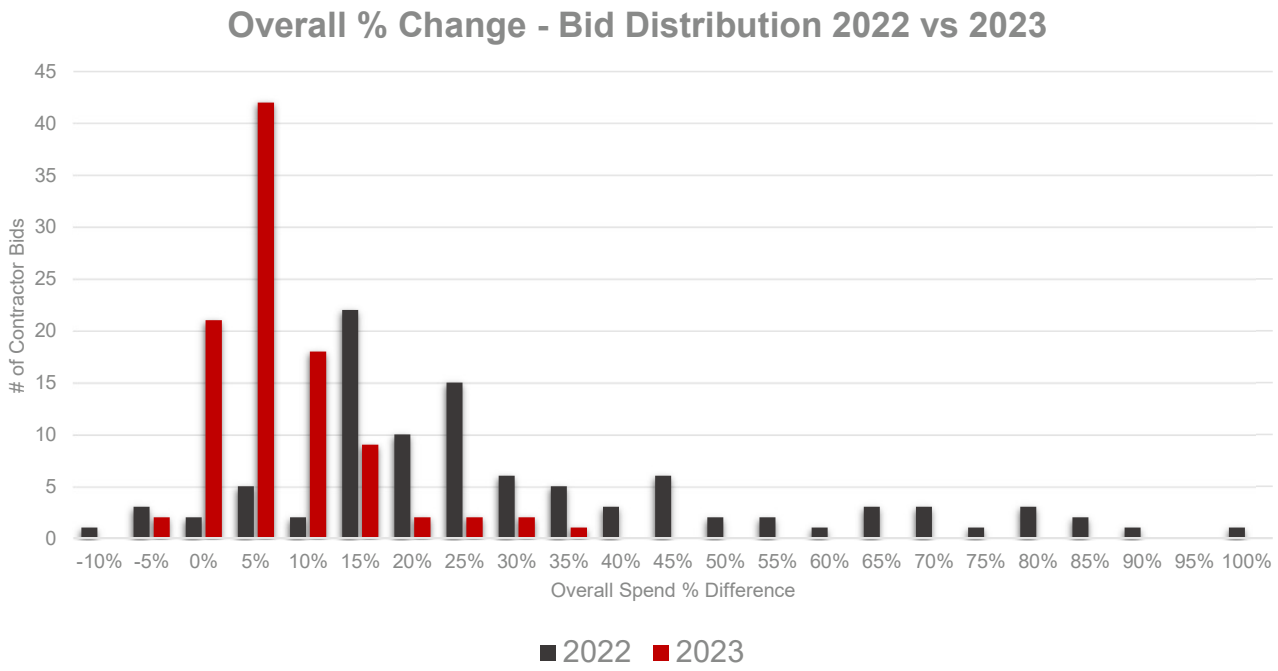
Total spend increase **+4.55%**

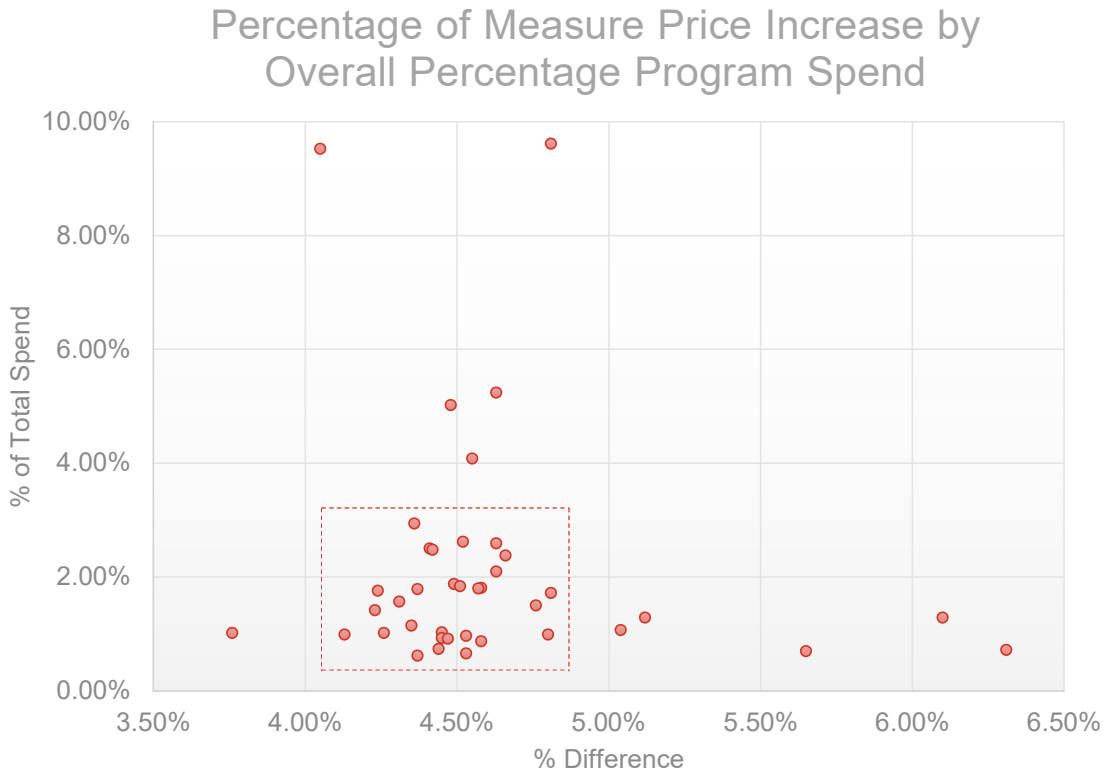
- Measure-level percentage increases range from +3.51% to +6.92%.

- 95% of every measure-level bid was used to set the prices.
  - 30,652 of out 32,285 bids

WX Ranking Analysis & Insights

- 2022 vs 2023 Comparison



WX Price Setting Analysis & Insights

- Top 40 Measures by Program Contribution.
- These measures make up more than 85% of total Program Spend.