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Witness: Craig Dikeman and Matthew J. Correia
Request from: Office of Education, Outreach, and Enforcement

Question:

(WIRE GUARDS/COMP BID) Refer to Response to EOE-182. The Company was requested to provide competitive bid assessments that were relevant for the years 2024-2025. In response, the Company provided a one-page summary of results that appears to be applicable to Connecticut, Massachusetts, and New Hampshire. Please supplement the response with specific details on each vendor's location(s) and the corresponding bid cost structure. Additionally, explain how each of the scores were derived and how the scores account for incremental costs that would result from travel from their respective locations to Connecticut. If an assessment of the incremental costs associated with travel did not occur, explain why.

Response:

The Company supplements its response to EOE-182 by providing the detailed competitive bid evaluation associated with the 2024–2026 Wire Down Guard solicitation as EOE-397, Attachment 2 CONFIDENTIAL. This attachment identifies the participating vendors, proposed resource commitments, service territory, competitive rankings. The Company provides additional information related to the bid evaluation process in EOE-397, Attachment 1 CONFIDENTIAL.

The commercial and technical evaluation results were combined using their respective weightings to establish the overall competitive scores reflected in EOE-182, Attachment 1. The supplemental evaluation provides additional visibility into the vendor information considered during the solicitation.

Unlike traditional line contractors, Wire Down Guard resources are not generally pre-staged in anticipation of storm events, nor are they routinely performing ongoing non-emergency work within the Company's service territory.

Although vendors identify a corporate headquarters or principal office location during the solicitation process, the personnel ultimately deployed for emergency response activities are frequently located throughout multiple states and regions. The Company obtains resource availability information directly from vendors at the time resources are requested and assigned. As a result, the location of a vendor's headquarters is not a reliable indicator of where specific personnel will originate when responding to an event.

During major storm events, vendors may deploy personnel from locations other than their headquarters, including resources temporarily positioned in the region to support emergency restoration efforts. Accordingly, the Company's evaluation does not assume that resources will originate from a vendor's principal office location.

In addition, several participating vendors operate on a regional or multi-state basis and maintain personnel across multiple geographic areas rather than staffing exclusively from a single headquarters location. The Company's utilization of regional providers allows it to leverage aggregated purchasing power and broader resource commitments across Connecticut, Massachusetts, and New Hampshire, which can enhance resource availability and support the procurement of more competitive rates. As a result, evaluating vendors based solely on the location of a corporate headquarters would not accurately reflect either the resources available for deployment or the overall value proposition offered by regional service providers.

Wire Down Guard resources generally are not compensated for travel time. In limited circumstances, travel time may be reimbursed when specifically authorized by the Company's Resource Acquisition organization and provided for within the applicable contractual and purchase order requirements.

Resource deployment decisions are based primarily on resource availability, response capability, safety considerations, and the ability to support the affected service territory. Geographic proximity may be considered where known and relevant; however, resource assignments are not made solely based upon the location of a contractor's corporate office.

For these reasons, a separate quantitative assessment of incremental travel costs based on each vendor′s home office location was not performed as part of the competitive evaluation. Such an assessment would require assumptions regarding the originating locations, availability, and deployment of individual resources during future storm events, which cannot be reliably established during the solicitation process.

However, geographic considerations were incorporated into the technical evaluation through the assessment of each vendor′s proposed resource commitments and the Eversource service territories they were able and willing to support. This allowed the Company to consider the vendors′ anticipated ability to provide resources within the required geographic areas without assigning speculative travel costs based solely on corporate office locations.

While cost remains an important consideration, Wire Down Guard services are provided during emergency response situations where public safety and response readiness are critical. Accordingly, the Company evaluates both pricing and operational capabilities, including resource availability and geographic coverage, to ensure qualified personnel can be deployed in a timely manner to protect the public and support restoration activities. For the reasons described above,

the Company did not perform a separate quantitative assessment of travel costs based solely on vendor headquarters locations.